Two Companies.
Single Vision

H & H DEVELOPMENT GROUP
IMPACTING BUSINESS, COMMUNITY AND THE WORLD

For Profit

HANSON & HANSON DEVELOPMENT
BUILDING SUSTAINABLE COMMUNITIES

Non-Profit

LEVERAGING REAL ESTATE TO IMPACT BUSINESS, COMMUNITY AND THE WORLD





(703) 338-7155 • www.handhrealtygroup.com

H & H DEVELOPMENT GROUP

IMPACTING BUSINESS, COMMUNITY AND THE WORLD

H & H Development Group is a MD MBE, DC CBE,Woman-Owned Small Business founded and led by Genevieve Hanson. We are mission-driven impact investors who leverage real estate to produce a positive social and environmental impacts, while generating financial returns. We are advisors, developers, and transaction managers.

Our **Mission** is two-fold: 1) To revitalize under-served communities with quality housing and infrastructure and 2) To advise organization on optimizing their real estate portfolio.

$6.5 billion	20 years	54.3 million	$1.1 billion
Project Values	Real Estate Experience	Sqft of Real Estate Managed	Transactions Executed



ADVISORY

- Portfolio Optimization & Repositioning
- Market Analysis & Feasibility
- Property Search & Due Diligence
- Lease Execution & Restructuring
- Space Programming & Facilities Planning
- ESG & Sustainability Strategy



DEVELOPMENT

- Strategic Planning & Implementation
- Master Planning & Entitlements
- Feasibility & Financial Modeling
- Property Acquisition & Approvals
- Public-Private Partnerships – RFP support
- ESG & Resilience Planning



CONSTRUCTION CONSULTING & MANAGEMENT

- Owner's Representation & Advocacy
- Budget & Schedule Oversight
- Contract Administration & Disputes
- Pre-Development & Feasibility
- Oversight of Renovation & Project Closeout

OFF-SITE CONSTRUCTION ACCELERATOR™

Integrated advisory, development and delivery for volumetric modular construction



1 DESIGN & PLAN
Factory-optimized design, engineering and approvals



2 MANUFACTURE
Complete 3D modules built in a controlled factory environment



3 TRANSPORT
Modules-optimized to site, ready for installation



4 ASSEMBLE & DELIVER
Crane, connect and complete in days

OUR OFF-SITE CONSTRUCTION ACCELERATOR™ SERVICES

MODULAR DESIGN & FACTORY PROCUREMENT

- Factory-optimized design
- Architect and engineering coordination
- Manufacturer selection
- Factory quality & compliance audits
- Value engineering

OWNER'S REPRESENTATIVE & CONSTRUCTION MANAGEMENT

- Independent project oversight
- Factory inspections & quality control
- Schedule and cost management
- Change order review and controls
- Contractor and vendor coordination

FINANCING + REGULATORY SUPPORT

- Factory-draw loan structuring
- HUD/FHA program navigation
- Multi-jurisdiction permitting
- Building code compliance
- Incentives and green financing (e.g., MIP reduction, LIHTC, PBV)

LOGISTICS & SITE INTEGRATION

- Transportation planning and permitting
- Site preparation and foundations
- Module delivery and craning
- Utility connections
- Final assembly and inspections

CLOSEOUT & OCCUPANCY SUPPORT

- Final inspections and punch list
- Warranty management
- Turnover to property management
- Performance tracking
- Post-occupancy evaluation

Story of Our CEO

Concept

The concept of H&H Realty Group was birthed in 2008, after Genevieve Hanson completed her first commercial real estate project in Washington DC. However, the vision began when Genevieve was at an All-Girls high school. As a first generation American from Ghana, Genevieve grew up in subsidized housing while attending private schools, which made the contrast between “haves” and “have nots” striking and ever-present. Her parents emigrated to Alexandria, VA with their 3 daughters to pursue the American Dream, initially working as a janitor and convenience store cashier. Consequently, her college application essay outlined how she would leverage her degree in International Relations to improve the social and economic welfare of people in less developed countries.







Founder & CEO

Genevieve has spent 20 years overseeing real estate transactions and assets valued over $6 Billion, including activities such as planning, entitlements, design, construction, and disposition. In addition, Genevieve has 14 years of experience as a strategy and operations consultant performing process re-engineering, developing business cases, creating financial models and managing organizational change.

Education

- University of Chicago, MBA
- College of William & Mary, BA

Past Employment

- Ernst & Young, Strategy & Transactions Service Line, Corporate Real Estate - Partner/Principal
- U.S. Department of Health & Human Services - Associate Deputy Assistant Secretary at the for Real Estate & Supply Chain Division
- U.S. General Services Administration, Portfolio Management Division - Senior Advisor
- Deputy Mayor’s Office for Planning and Economic Development of the District of Columbia - Development Manager
- Computer Science Corporation, Federal Consulting Practice, Strategy & Operations - Principal
- Booz-Allen Hamilton, Process Engineering Team, Associate Consultant



Genevieve Hanson
Founder & CEO

> "We are global impact investors and advisors. We leverage real estate activities to produce positive social and environmental impacts, while generating financial returns.

AWARDS

- **Awardee,** Diversity Leader, Women of Influence, Globe Street, 2025
- **Awardee**, DEI Champion, Washington Business Journal, 2025
- **Honoree,** Women Leading Commercial Real Estate Award - DC, Maryland + Virginia, Bisnow, 2024
- **Top Ten Women to Watch**, Washingtonian Magazine, October 2011

TRADE ASSOCIATIONS

- **President-Elect**, Commercial Real Estate for Women – Washington, DC Chapter, 2023 -2024
- **Management Council**, Urban Land Institute – DC Chapter, 2023-2024
- **Board Member**, Federal Real Property Association, 2017 to 2023
- **Member**, International WELL Building Institute - Investing for Health Advisory Committee, 2023
- **Board Member & Vice President**, African American Real Estate Professionals DC, 2013 - 2015
- **Board Member & Class Representative-elect**, Leadership Greater Washington, 2010 - 2011

SELECT SPEAKING ENGAGEMENTS

- **Speaker, Congressional Testimony on Future of Work for the Federal Sector**, Transportation & Infrastructure Committee, House of Representatives, Congress, Washington, DC
- **Moderator**, Student Housing Summit, Bisnow, Washington, DC
- **Moderator**, Affordable Housing Summit, Commercial Real Estate for Women, Washington, DC
- **Moderator,** Economic Outlook for the Metropolitan Washington Region, CRESA Partners, Tysons, VA
- **Moderator**, State of DC Commercial Real Estate, Commercial Real Estate for Women, Washington, DC
- **Speaker**, State of the DC Real Estate Market, District of Columbia Builders' Industry Assoc., Washington, DC
- **Moderator,** "Demystifying ESG", Women's Leadership Institute of Urban Land Institute, Washington, DC
- **Speaker**, Smart Buildings Operations at IIoT World Smart Cities Day - Virtual Conference
- **Moderator,** Federal Sustainability Progress and Initiatives, Federal Real Property Association, Washington, DC
- **Speaker & Author**, Case Study, Harvard Public Sector Leadership Summit at Harvard College, Cambridge, MA
- **Speaker**, Ward 8 Town Hall hosted by Congresswomen Eleanor Holmes Norton, Washington, DC

Corporate CERTIFICATIONS

Goldman Sachs 10,000 small businesses

SBA WOSB Woman Owned Small Business

MDOT Maryland Department of Transportation MBE, DBE, SBE Certified

CBE Certified Business Enterprise Program

www.linkedin.com/in/genevievehanson

In the Press . . .

Commercial Real Estate • Journal Profile

Real estate developer Genevieve Hanson to acquire construction company



Genevieve Hanson is the founder and CEO of H&H Development Group.
ABDULLAH KONTE/WBJ



By Caitlin Lyons – Special Projects Editor, Washington Business Journal
Nov 28, 2025

Genevieve Hanson declared her personal independence July 4, 2023, the day she officially left her job as a real estate practice group leader for consultant EY to run her own real estate firm.

Hanson had overseen real estate transactions and assets valued over $6 billion during her career and had experience with public sector development, previously working for the D.C. Office of the Deputy Mayor for Planning and Economic Development, the General Services Administration and the Department of Health and Human Services.

Now, just over two years later, D.C.-based H&H Development Group is poised to deliver its first project.

Washington Business Journal:
CEO Profile

Washington Business Journal
Awardee for Diversity in Commercial Real Estate

BRED | BEST REAL ESTATE DEALS OF 2024



DEI CHAMPION

CREW D.C.

It's nearly impossible to have a conversation about efforts to diversify the commercial real estate pipeline without mentioning CREW D.C. ¶ The 45-year-old membership organization has brought up women from across disciplines in the traditionally male-dominated sector through its mentorship, education and networking opportunities. Today, the D.C. outpost of the Commercial Real Estate Women Network boasts over 500 members – the largest of 80-some chapters around the world – and an impressive membership growth rate of 20% year over year. ¶ "The relationships you build along the way in CREW – that's the strongest feature," said 2025 CREW D.C. President Catherine Heath. "Jobs change; the economy changes; context changes, but relationships remain consistent." Heath joined the organization in 2009 and now serves as managing principal and Northeast regional workplace practice leader for architecture firm Perkins&Will.

CREW D.C.

Established: 1980

Local chapter members: 500+

Total chapters: 86 chapters and global affiliates with more than 15,000 members

Description: CREW D.C. works to advance all women in commercial real estate through business networking, leadership development, career outreach and industry research. CREW D.C. hosts an average of 70 events per year with 2,000 participants.

2025 CREW D.C. Board President Catherine Heath, left, with 2024 President Genevieve Hanson

ABDULLAH KONTE | WBJ

32 | MARCH 28–APRIL 3, 2025 • WASHINGTON BUSINESS JOURNAL



Bisnow:
Awardee for Women Leading Real Estate in the DMV

H & H DEVELOPMENT GROUP
IMPACTING BUSINESS, COMMUNITY AND THE WORLD

Sample Projects

performed by members of H & H Development Group

ADVISORY - Real Estate Portfolio Optimization



HUD Capital Plan FY24-28



City of Baltimore Future of Work Pilot

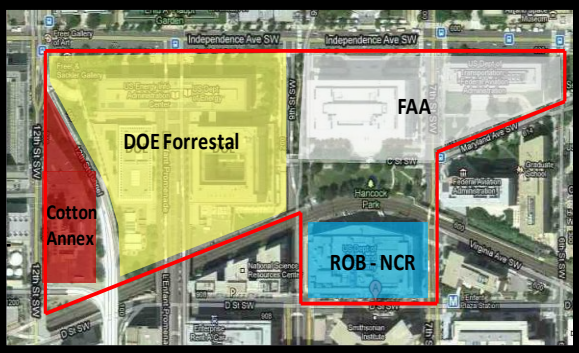


University of Pittsburgh

DEVELOPMENT - Master Planning and Public-Private Partnerships



Hill East – Capitol Hill



Federal Triangle South, The National Mall



St. Elizabeths East Campus

TRANSACTIONS – Leasing and Property Acquisitions



US Health & Human Services Seattle Office



Veterans Affairs E. Colorado Healthcare System



US Army Corps of Engineers Land Acquisition

Advisory: City of Baltimore - Future of Work Pilot

Challenge

The City of Baltimore is exploring new ways of working for its staff and leadership. After going fully remote due to the pandemic, the City looked at shifts in hybrid working culture, occupancy, and real estate optimization. It sought to understand how it may embrace these changes and implement a Future of Work strategy. The City retained the Team to assess its workforce, evaluate its Downtown campus real estate, and explore new space plans to help plan a "Pilot" program that would allow the City to test whether its employees could embrace a hybrid work environment.

Solution

Discover: The Team assessed 1.3 million sf in the City's downtown portfolio to identify suitable space for the future of work pilot. In addition, The Team interviewed every major City agency and further engaged with shortlisted agencies to understand their work profiles and department culture.

Design: The Team developed a space planning model that accounted for agency-specific seat-sharing ratios and special space needs to account for the required amount of space in the pilot. The Team also advised the City on change management, communications, and IT reservation systems.

Deploy: A detailed workplan and implementation playbook was created to outline each step in the set up and execution of the Future of Work Pilot.



Value delivered

The Team helped the City plan for a pilot to test future-state space needs while reducing the overall footprint (estimated 50% reduction), modernizing the way of working by offering flexibility and choice, and improving the employee experience. The Team also helped the City consider better ways to reserve and utilize space with enhancements to existing facilities management software. Additionally, The Team partnered with the People Advisory Services team to assist the client in developing a stakeholder communications and change management framework.

Approach

PEOPLE

Offering Choice
Reflect today's way of working by offering variety and choice in work location and work setting

REAL ESTATE

Optimizing Space
Better utilize the City's real estate, test new work settings, and reduce operational costs

TECHNOLOGY

Enabling Flexibility
Provide solutions for a mobile workforce and leverage existing software to enable a new space reservation system

Expected Outcomes

- **50%** Estimated average space reduction/agency
- Improve **employee experience**, support **productivity** and attract the **best talent**
- **40%** Estimated operating cost reduction

Advisory: Department of the Navy - Distributed Workforce Project



Challenge

The Department of the Navy (DON) was exploring new ways of working as it adjusts to the lasting impact COVID-19 has had on workplace demand and supply. The DON retained the Team to develop a distributed workforce (DW) model for 400,000+ employees across 310 million square feet in owned and leased buildings.

DON sought to understand how it may embrace the changes and implement a DW model DON-wide in the US. The Team has focused on enhancing the employee experience, expanding telework and hoteling, and utilizing space redesign and management, as well as smart buildings technology to optimize regional real estate.

Solution

Baseline: The Team documented the DON organization structure, core functions, and segments of the workforce to identify the DW model customers, capture performance management structure and process, and assess current footprint.

Design: The Team designed a change management strategy and delivered data-driven recommendations for regional space consolidation effort, including compiling requirements for an online space reservation tool.

Deploy: The Team developed an overall roll-out schedule and implementation plan and assisted management in the deployment of change management strategy.

Value delivered

The Team helped the DON create a more cohesive and centralized vision for the workplace of the future, including finding a balance of on- site, telework, and remote work without disrupting mission-critical tasks. The Team focused its footprint reduction recommendations on results from a DON-wide data call and Navy memorandums on footprint reduction.

The Team also helped the DON consider better ways to reserve and utilize space and consider the requirements for an enterprise-wide hoteling tool. Additionally, The Team assisted the client in developing a stakeholder communications and change management framework.

Approach

PEOPLE

Offering Choice

Reflect today's way of working by offering variety and choice in work setting and provide personnel DW-related training

REAL ESTATE

Optimizing Space

Better utilize the DON's real estate, test new work settings, and reduce operational costs by reducing facilities footprint

TECHNOLOGY

Enabling Flexibility

Provide solutions for a mobile workforce so that employees can continue to fulfil their duties uninterrupted in a DW environment

Expected Outcomes

- Develop a **consistent** telework policy across the agency that **integrates** facilities, human resources, and technology
- Improve **employee experience** and attract the **best talent**
- Reduce **facility costs** by at least $200m and footprint by at least 20%
- Confirm that technology fully **supports** increased telework

Advisory:
Department of Housing and Urban Development – Future of Work Pilot

Challenge

Societal changes, new technologies, demographic shifts, and hybrid work expectations have impacted the Department of Housing & Urban Development's (HUD's) culture and the way they work.

As HUD launches a hybrid work environment, they are addressing long-standing challenges such as recruitment and attrition, reimagining the way they deliver their mission, and how they measure success.

HUD's Office of the Assistant Secretary for Administration is leading HUD's efforts redefine where they work, when they work and how they work to help everyone have an affordable, healthy place to live.

Solution

- Facilitated leadership visioning sessions to identify and discuss top challenges facing HUD's workforce.
- Developed recommendations and change management strategies for planning, designing, and implementing return to office.
- Conducted a data-driven analysis of key issues impacting HUD's workforce to support leadership's strategic planning and decision making.
- Leveraged real-estate expertise to identify facility innovations and improvement opportunities to promote on-site collaboration, engagement, and space utilization.





Value Delivered

- Offered customized strategies and leading practices to advise aspects of workforce management, organizational culture, strategic visioning, space management, performance management, among various other areas.
- Designed change management recommendations to support new ways of working, highlighting unique opportunities across stakeholder groups.
- Helped facilitate a deeper dive into future workforce needs by analyzing trends across retention, recruiting, demographics, employee location, and staff departures to inform workforce strategies.
- **Supported ideation of modernized facility workspaces.**

Approach

PEOPLE

Engage, retain talent, and support the well-being of HUD workforce, while attracting talent and supporting DEI.

REAL ESTATE

Identify workplace opportunities to foster improved collaboration and engagement.

Data Analytics

Leverage workforce data to identify risks and opportunities to HUD's talent strategy.

Expected Outcomes

- Enhanced culture that supports collaboration, engagement, and a focus on HUD's mission.
- Robust enterprise performance measures that drive strategic outcomes.
- Improved workforce analytics and quarterly reporting of Departmental performance.

HANSON & HANSON
DEVELOPMENT
BUILDING SUSTAINABLE COMMUNITIES

Hanson & Hanson Development is a Woman-Owned 501(c)3 / Non-Profit. We are mission-driven impact investors who leverage real estate to produce positive social and environmental impacts, while generating financial returns. We are advisors, developers, and transaction managers.

Our **Mission** is to provide quality affordable housing to underserved individuals, families and communities.

10% of Profit
contributed to philanthropy

100,000 Residents
provided fresh Water

100% Contracts
awarded to MWBE & Local Firms

We develop and invest in a range of Housing Solutions

Neighborhood Focus

- Workforce Housing
- Affordable Housing
- Active Adult / Independent Seniors
- Permanent Supportive Housing
- Transitional Housing
- Student Housing



Diverse Building Types

- Garden-Style – Low-rise, walk-up
- Mid-Rise – 4–8 stories
- High-Rise – Tower-style buildings
- Co-Living Facilities



Sustainable Design

- TOD – Transit-oriented
- Green Buildings –Healthy, efficient
- Modular – Factory-built
- Adaptive Reuse – Repurposed buildings

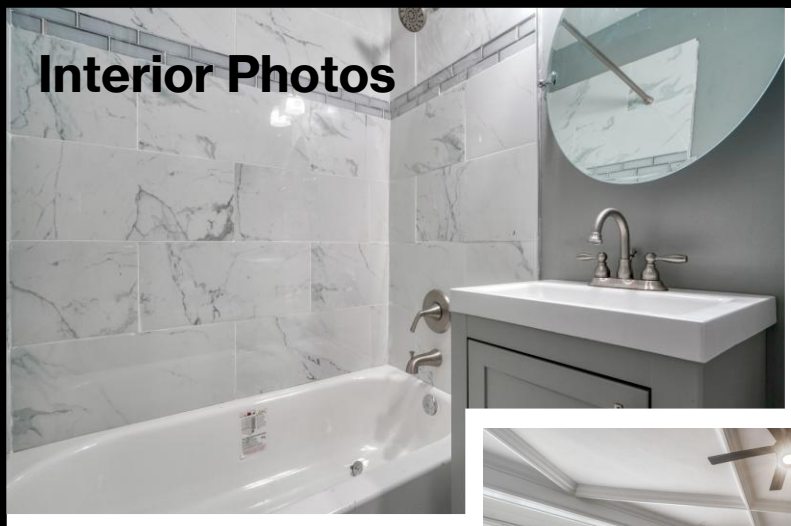


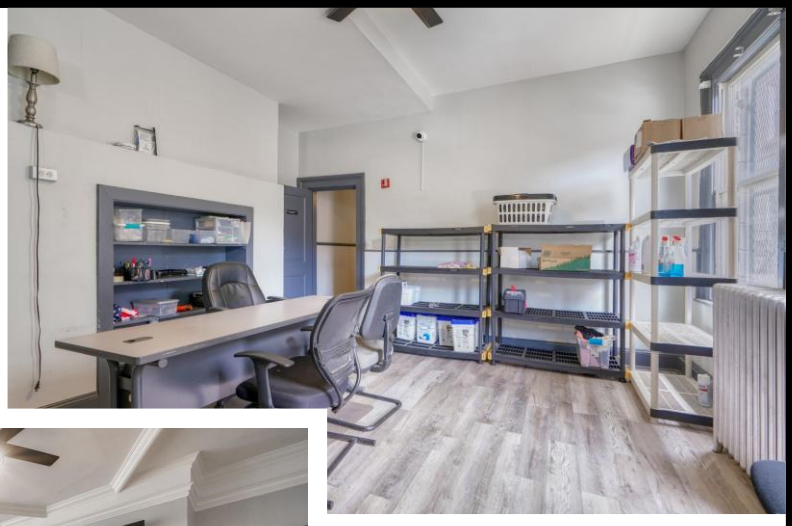
Investment: Residential Care Facility

Development Profile	
Owner	Hanson & Hanson Dev.
Location	Baltimore, MD
Size	17,340 sqft
Built	1906
Scope	Master Lease
Units	20
Beds	45
Delivery	September 2024



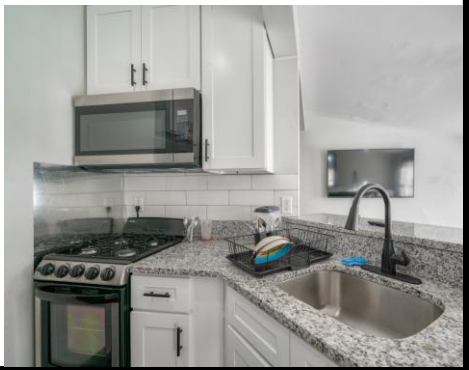
Interior Photos











Investment: Affordable Housing

Upcoming

OLIVER PLAZA

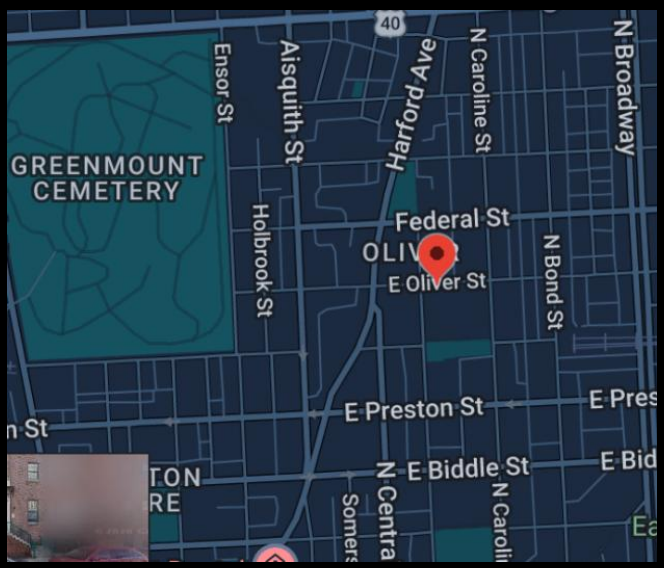
Investment Summary | Acquisition & Rehabilitation

1401 E. Oliver Street, Baltimore, MD 21213 | 45-Unit Multi-family

HANSON & HANSON DEVELOPMENT
BUILDING SUSTAINABLE COMMUNITIES

45 Units	$1.8M	$977,500	$3.7M TDCs	9%	16.6%
Studio (7) 1BR (38)	Acquisition Price	Total Renovation Costs	$81,354 / Unit	Cap Rate	Yield to Cost





Interior Photos





Investment: New Affordable For-Sale

Upcoming

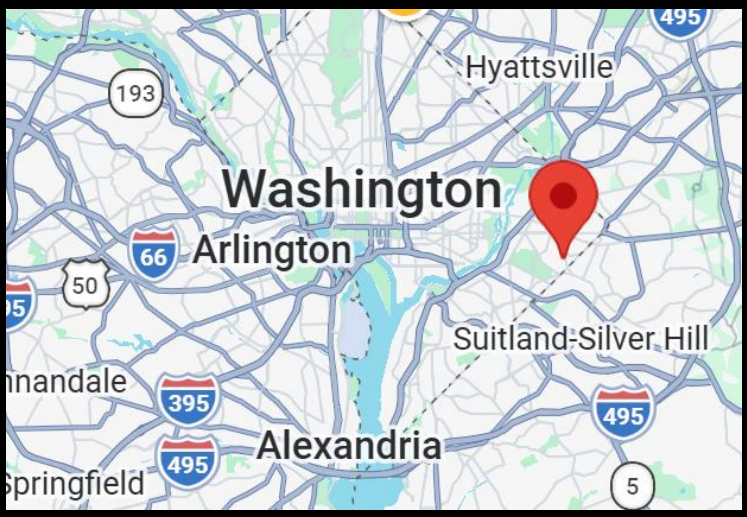
The Heights

Benning Road & G Street SE · Washington DC 20019 · Square 5359, Lot 0342

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TOTAL UNITS **48** 5-Story Modular · 43 Parking Spaces	GROSS REVENUE **$20.3M** $1.3M net after costs	AVG. SALES PRICE **$422K** Blended · 43 parking @ $20K	REVENUE / NSF **$340** 59,750 net sellable SF	PRODUCT FORMAT **Stacked Townhome-Style Condominiums** Individual Entrances
BUILDING **New Construction**	GROSS BUILDABLE AREA **62,895 SF**	CLOSEST METRO STATION **Capital Heights** 1.3 miles or 25-minute walk	WARD **7** MARSHALL HEIGHTS	FAMILY-SIZED UNITS **85%** Of Units are 2-3 Bedrooms

Project Location



Current Project Site



Conceptual Future Design



Development Team

H & H DEVELOPMENT GROUP	Lead Developer
Delon Hampton	Civil and Structural Engineers
GTM ARCHITECTS	Architect
sdc sustainable design CONSULTING	Sustainability Consultant
WOHLSEN CONSTRUCTION	General Contractor
D.W. KOZERA, INC	Geo-Technical
Simplex Industries	Modular Manufacturer
COZEN O'CONNOR	Legal

Development: Neighborhood Realization

Development Profile	
Developer	H & H Development Group
Location	Baltimore City, MD
Size	52,000 sqft
Built	1896, 2025
Scope	Complete renovation
Units	34 or 72 beds
Delivery	August 2028





