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OFFICE OF THE  
SECRETARY

MURIEL BOWSER  
MAYOR

NOV 19 2018

The Honorable Phil Mendelson  
Chairman  
Council of the District of Columbia  
John A. Wilson Building  
1350 Pennsylvania Avenue, NW, Suite 504  
Washington, DC 20004

Dear Chairman Mendelson:

In accordance with D.C. Official Code § 25-201(a), D.C. Official Code § 25-206(d), and section 2 of the Confirmation Act of 1978, effective March 3, 1979 (D.C. Law 2-142; D.C. Official Code § 1-523.01), I am pleased to nominate the following individual to the Alcoholic Beverage Control Board (hereinafter referred to as "Board"):

Marcus C. Goodwin  
1407 Webster Street NW  
Washington, DC 20011  
(Ward 4)


for appointment as a member of the Board, replacing Donald Isaac, Sr., for a term to end May 7, 2019, and for a new term to end May 7, 2023.

Enclosed you will find biographical information detailing Mr. Goodwin's experience, together 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, or Steven Walker, Director, Mayor's Office of Talent and Appointments, should the Council require additional information.

Sincerely,

Muriel E. Bowser

  
Chairman Phil Mendelson  
at the request of the Mayor

A PROPOSED RESOLUTION

\_\_\_\_\_  
IN THE COUNCIL OF THE DISTRICT OF COLUMBIA  
\_\_\_\_\_

Chairman Phil Mendelson, at the request of the Mayor, introduced the following resolution,  
which was referred to the Committee on \_\_\_\_\_.

To confirm the appointment of Marcus C. Goodwin as a member of the Alcoholic  
Beverage Control Board.

RESOLVED, BY COUNCIL OF THE DISTRICT OF COLUMBIA, That this  
resolution may be cited as the "Alcoholic Beverage Control Board Marcus C. Goodwin  
Confirmation Resolution of 2018".

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

Marcus C. Goodwin  
1407 Webster Street NW  
Washington, DC 20011  
(Ward 4)

as a member of the Alcoholic Beverage Control Board, established by section 4 of the District of  
Columbia Alcoholic Beverage Control Act, approved January 24, 1934 (48 Stat. 321; D.C.  
Official Code § 25-201) , and in accordance with section 2 of the Confirmation Act of 1978,  
effective March 3, 1979 (D.C. Law 2-142; D.C. Official Code § 1- 523.01), to replace Donald  
Isaac, Sr., for a term to end May 7, 2019, and for a new term to end May 7, 2023.

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

Sec. 4. This resolution shall take effect immediately.

# MARCUS C. GOODWIN

## EXPERIENCE

- Four Points / W-G Capital | Washington, DC** **January 2016-Present**  
*Acquisitions & Development*  
➤ Building the firm's investment memorandums, development models and deal underwriting templates.  
➤ Sourcing new opportunistic and value-add acquisitions in Boston, New York and Washington, DC.  
➤ Managing fellow employees and reviewing their work to polish presentation materials before they are shown externally.
- Candidate for DC Council At-Large (Democrat) | Washington, DC** **September 2017-June 2018**  
➤ Ran an unsuccessful campaign to unseat an incumbent for DC Council earning 17,419 votes and *The Washington Post* endorsement
- TransitScreen | Cambridge, MA** **January 2015- January 2016**  
*Sales & Business Development Manager*  
➤ Sales & Partnerships: Managing product development and sales of our transportation software to real estate developers and landlords  
➤ Analysis: Creating client documents that detail urban spatial research, the transit-oriented development pipeline and big data analytics
- OpportunitySpace | Boston, MA** **August 2014- January 2015**  
*Business Development Associate*  
➤ Worked on Product Development, Market Research and Capital Raising to create an on-line marketplace for public sector real estate assets nationwide
- H&S International | Scottsdale, AZ** **June 2014-August 2014**  
*Summer Development Associate*  
➤ Hired to work with the firm's Principal, Bing Hu and build out the firm's financial modeling infrastructure by creating proprietary acquisition modeling templates, an investment memorandum template and detailing loan assumption calculations.
- The JBG Companies | Chevy Chase, MD** **June 2013-June 2014**  
*Acquisitions & Development: Financial Analyst*  
➤ Worked directly with Principals and Associates as part of small deal teams responsible for the acquisition, development, and disposition of retail and mixed-use real estate assets in the Mid-Atlantic region.  
➤ Perform financial modeling of complicated debt and equity waterfall structures in Excel to analyze retail, office, and residential investment opportunities including existing assets and development parcels.  
➤ Present investment underwriting memos to the JBG Companies' Executive Investment Committee, manage the due diligence process, and coordinate the negotiation of contracts with internal and external counsel.
- Morgan Stanley | New York, NY** **June 2011-June 2013**  
*Fixed Income Division: Financial Analyst*  
➤ Coordinated with fixed income trading desks and leveraged debt capital markets to provide the Corporate Finance team with transaction details and financing views on proposed structures, terms, and historical pricing.  
➤ Analyze detailed financial datasets in order to evaluate Morgan Stanley's acquisitions and divestitures in entities nationwide.
- UBS Securities | Stamford, CT** **June-August 2010**  
*Fixed Income, Currencies & Commodities: Summer Analyst*  
• FX Options/Spot Trading, Securitized Product Trading (ABS, CLO, & CDO) and High Yield & Distressed Debt Trading
- Administration of DC Mayor Adrian Fenty | Washington, DC**  
*Intern: Office of the Deputy Mayor for Planning and Economic Development* **May-August 2009**  
• Researched the benefits of the implementing workforce improvement & human capital programs in low-income project housing projects  
*Legislative Assistant: Office of Ward 1 Councilmember Jim Graham* **May-August 2008**  
• Prepared notes and coordinated meetings that led to the passage of the *Lead Hazard Prevention & Elimination Amendment Act of 2009*

## EDUCATION

- Harvard University: Graduate School of Design | Cambridge, MA** **September 2014-May 2016**  
*Master in Design Studies*    *Real Estate & the Built Environment*    *Concentration: Real Estate Investment*
- University of Pennsylvania: College of Arts & Sciences | Philadelphia, PA** **September 2007-May 2011**  
*Bachelor of the Arts*    *Major: Urban Studies*    *Concentration: Real Estate Development*    *Certificate: French*  
➤ *Dean's List—Elected: College of Arts & Sciences Chair—Sprint Football—Co-Founder Power Up Gambia—St. Anthony Hall*
- St. Albans School | Washington, DC** **September 2001-May 2007**  
➤ *Alumni Board Member—National Merit Scholar—Student Council Representative—Headmaster's List—Eagle Scout*

## VOLUNTEERING & LEADERSHIP

**Adams Morgan Youth Leadership Academy** – Developed a monthly tutoring and mentoring program to connect young professionals in the Washington, DC area with DC Public and Charter High School students from working class families to prepare them for careers.

**Harvard Real Estate Venture Competition** – Co-Founded an annual competition that seeks the nation's best real estate related start-up businesses from around the world. Obtained sponsorships from Softbank Capital, Bowery Capital, and Highland Capital.

### Skills

Fluent in French; Pro forma modeling in Excel, ARGUS, Yardi, Bloomberg, Adobe Photoshop & InDesign

### Interests

Painting (Oil), Squash, Sub-Saharan African Nations, Fantasy Football, Investing (Stocks, Options, Foreign Currencies)



Executive Office of the Mayor - Office of Talent and Appointments  
John A. Wilson Building | 1350 Pennsylvania Avenue, Suite 600 | Washington, DC 20004

## Marcus Goodwin



Marcus Goodwin is a native Washingtonian and serves as a community leader, mentor and volunteer with several non-profit organizations in the District of Columbia.

Mr. Goodwin serves on the Boards of Directors of Run Hope Work, the Afterschool Alliance, the Young Real Estate Council and the So Other's Might Eat - Young Professional Gala. He is also the founder of the CEO Program: where young professionals mentor high schoolers on financial literacy and career preparedness.

Professionally, Mr. Goodwin is a real estate developer at Four Points where he manages the construction of apartments, condos, office buildings and hotels. He has also worked on securing leases, underwriting financial models, responding to RFPs/RFQs and negotiating community benefit agreements. As a community organizer, Mr. Goodwin's leadership includes focus on transit infrastructure development, and working for business friendly government environments.

A Ward 4 resident, Mr. Goodwin earned a Bachelor of Arts from the University of Pennsylvania and a Master's in Design Studies, with a concentration in Real Estate Investment from Harvard University.



GOVERNMENT OF THE DISTRICT OF COLUMBIA  
Executive Office of Mayor Muriel Bowser



Office of the General Counsel to the Mayor

**To:** Alana Intrieri, Steve Walker  
**From:** Betsy Cavendish  
**Date:** November 13, 2018  
**Subject:** Legal sufficiency review of Resolution nominating Marcus C. Goodwin to the Alcoholic Beverage Control Board.

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**This is to Certify** that this office has reviewed the above-referenced legislation and found it to be legally unobjectionable. If you have any questions in this regard, please do not hesitate to call me at 202-724-7681.

A handwritten signature in cursive script that reads 'Elizabeth A. Cavendish'.

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Elizabeth Cavendish