



A Catalyst for  
**GROWTH  
& PROGRESS**

# Monthly Meeting November 2025

## Creating Inclusive Communities

“one person, one property, one  
neighborhood at a time”

*presented by:*

**Ross Benincasa**

*Senior VP of Community Development*

&

**Judi Olinger**

*VP of Housing Strategy*



Easton Crossing (Easton, MD)



Serving Annapolis,  
Easton & Severn MD

[fellocommunities.org](http://fellocommunities.org)



# Our Mission, Model & Portfolio

## Today's Presenters



**Ross Benincasa**

*Senior Vice President  
of Community Development*

Background in Main Street, economic,  
and commercial real estate development



**Judi Olinger**

*Vice President  
of Housing Strategy*

30+ years experience in affordable  
and disabilities housing



## Who is Fello?

Founded in 1961, Fello provides disability and housing services statewide.



**Fello Communities** focuses on providing mixed-income, mixed-ability infill housing for communities across Maryland.



## Our Model

- Infill, mixed-income communities statewide
- Build-and-Hold Focus
- Average development is 70% market-rate, 30% affordable
- No “affordable units”
- Emphasis on inclusion
- HUD/LIHTC not currently an area of focus

# Focus on **Community** **Collaboration**

We build based on the **identified needs** of the community using comprehensive plans, available data, and neighborhood meetings.

**We prioritize community meetings.** We typically involve community members, neighbors, and stakeholders in the design process from acquisition onwards. The goal is to get their feedback and buy-in, thereby **avoiding any surprises at planning and council meetings.**



# Case Study: Easton Crossing

- 1 6.5-acre lot of former Perdue agribusiness plant
- 2 Two brownfield parcels bisected by public Rail Trail
- 3 Identified as prime development opportunity in 1994
- 4 Acquisition deal with Perdue
- 5 Community meetings held throughout design process
- 6 Demolition funding from DHCD
- 7 Resulting Project: 117 units, 5 buildings, 21,000-sq-ft of retail space along the Rail Trail





## Identifying Sites & Markets

- 1 We often build out from our core property management areas
- 2 We are sometimes invited by municipalities and counties
- 3 Focus on building to a critical mass for our long-term operations in a region
- 4 Stakeholders and developers need to be rowing in the same direction



## How We Finance

Fello provides 25% equity + grants  
with banks financing typically 70-75%

We do not work within the bounds of  
LIHTC or HUD programming at this time.

# Our Portfolio



# Fello at the Mall

Fello at the Mall is a way to **meet people where they are in the community**, embedding a Community Hub within the Annapolis Mall. This will allow people in Day Services to have greater access to gathering spaces, services, and an accessible bathroom.





## 999 Corporate

Current renovations will include updated exterior painting and accessibility, lobby renovations, third floor bathroom renovations, new HVAC, and roofing repairs/replacement.



## Laura House

- Began sitework in July
- Vertical construction to start in early September
- To be completed in January 2026 with tenant occupancy in March 2026



## Silo Court

Demolition was completed in July and sitework begins in September. Construction will begin in January 2026, with the first four-pack of townhomes complete in July 2026 for August occupancy. Construction will be fully complete in March 2027.

# Easton Crossing

Demolition is complete and sitework begins October 2025. Vertical construction on Building 509 begins February 2026 with completion set for November 2027 and occupancy in January 2028.



## Building 505

**Construction:** August 2026-  
March 2028

**Occupancy:** May 2028

## Building 409

**Construction:** February 2027-  
August 2028

**Occupancy:** October 2028

## Building 411

**Construction:** August 2027-  
February 2029

**Occupancy:** April 2030



**WB&A East**  
Entering Building Permit Review



**301 Nursery**  
Entering Building Permit Review



**The Primrose**  
Phase 2 Starts Late 2026



**WB&A North**  
Entering Site  
Development Review



**WB&A South**  
Beginning Architectural  
and Engineering

# Questions?





# Executive Director's Report

**GHC Forum & Committees**  
(see meeting packet for status updates)



## GHC Forum & Committee Chairs:

- **Alan Mullendore – Education Forum**

- Meets 2<sup>nd</sup> Thursday of every other month, GHC Office w/ Zoom option
- **Next meeting: Thursday, January 8<sup>th</sup>, 8:00 a.m. – Hybrid**
- Collaborates with schools, colleges, and workforce organizations to strengthen education and employment opportunities in the Greater Hagerstown area.

- **Brad Fulton – Transportation Forum**

- *Usually* Meets 3<sup>rd</sup> Monday of month or as needed, GHC Office or Zoom
- **Next meeting: Monday, January 12<sup>th</sup>, 8:00 a.m. – Hybrid (tentative)**
- Reviews and advises on regional transportation plans to address growth, traffic, environmental concerns, and economic development.

## GHC Forum & Committee Chairs:

- **Steven Stitely – Vision Forum**

- Meets 4<sup>th</sup> Wednesday of each month, GHC Office or ZOOM
- **Next meeting: Wednesday, November 26<sup>th</sup>, 8:00 a.m. – Hybrid**
- Serves as GHC's think tank, developing long-term goals and fostering collaborative efforts to shape the future of the region.

- **Julie Rohm – Downtown Enhancement Committee**

- Meets 3<sup>rd</sup> Wednesday of month, GHC Office or Zoom
- **Next meeting: Wednesday, January 21<sup>st</sup>, 8:00 a.m. – Hybrid**
- Works to revitalize downtown areas by promoting housing diversity, industry hubs, and catalytic development projects.

# Announcements and Upcoming GHC Events

# Special January Event:

## Washington County Community Coalition's



## Day In Annapolis

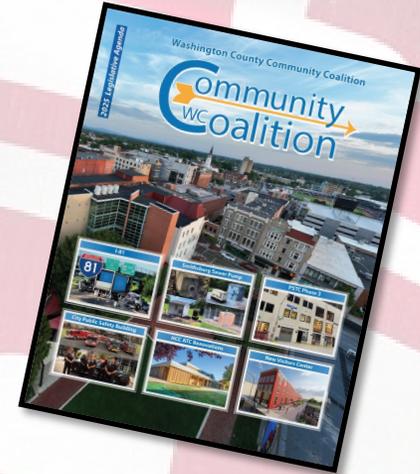
Tuesday, January 27<sup>th</sup>, 2026

**Large Group Meeting 1:00 – 4:00 p.m.**

Location TBD

**Legislative Reception 4:30 – 6:30 p.m.**

Calvert House (58 State Circle)



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## Special February Event:

# GHC Education Forum's "Community Wide Education Summit"

Wednesday, February 25<sup>th</sup>, 2026

8:00 a.m. – 12:00 p.m.

*Location TBD*



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Call To ACTION:

We Need 40  
Business Presenters  
Each Day

SAVE  
THE  
DATE

7th Grade  
Career  
Exploration  
Day

March 9th & March 10th, 2026



It's Important  
It's EASY  
It's for the kids.

Sign up to be a Career Day Presenter



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# GHC Prospective Members

Do you know someone who would be a valuable addition to GHC?

Contact Membership Committee Chair  
Michael Weiss at [mweiss6252@gmail.com](mailto:mweiss6252@gmail.com)

**GHC** A Center for GROWTH & PROGRESS

## Prospective Members

Please provide contact information for two or more people that would be a valuable addition to GHC.

1. Name \_\_\_\_\_  
Position/Title \_\_\_\_\_ Company \_\_\_\_\_  
Email \_\_\_\_\_ Phone \_\_\_\_\_

2. Name \_\_\_\_\_  
Position/Title \_\_\_\_\_ Company \_\_\_\_\_  
Email \_\_\_\_\_ Phone \_\_\_\_\_

YOUR Name: \_\_\_\_\_  
Best way to contact YOU: \_\_\_\_\_



# Thank You and Enjoy the Holidays

**NO GHC MONTHLY  
MEETING IN DECEMBER!**

Next Meeting:

Friday, January 30<sup>th</sup>, 2026, from 7:30 to 8:30 a.m.

