

EVENS CHARLES

Founder and Managing Principal



BIO

Evens Charles is the founder and managing principal of Frontier Development & Hospitality Group LLC. A native of Washington, D.C., Mr. Charles attended Temple University in Philadelphia, Pennsylvania where he was a Big East Conference Division I football athlete. During his five-year athletic tenure at Temple University, he earned a B.A. in Psychology and a Master of Education.

Shortly thereafter, Mr. Charles was inspired by his landlord and began investing in real estate, which led him to start Frontier. At the age of 25, he executed his first small transaction that required an out-of-pocket investment of \$1,000 resulting in a \$25K profit six months later. This transaction was the catalyst that catapulted Mr. Charles into real estate investing. After a ten-year period of several successful luxury residential and multi-family acquisition and development projects, Mr. Charles, at the age of 36, had led Frontier to its first hotel investment.

The firm has since grown to over a nine-figure portfolio of Hilton and Marriott Internationally branded hotel assets across six states.

He has performed speaking engagements throughout the country for several professional organizations and has been featured in various publications including Hotel Business, Lodging Magazine, Black Enterprise & Business Journals across multiple cities.

He has an endowed scholarship in his name at Temple University targeting underserved students, supports many philanthropic causes, and serves as a mentor to many. He is also a member of Temple University's School of Hospitality & Tourism Board of Visitors, member of the Real Estate Executive Council (REEC), as well as industry organizations such as the National Alliance of African American Hotel Owners and the Asian American Hotel Owners Association.

AWARDS & ACCOLADES

- 2021 Business of the Year by Prince Georges County Bi-County Business
- 2019 Black Enterprise largest 100 Black Owned Businesses in the nation
- 2019 Outstanding Entrepreneur Award by the Caribbean American Heritage
- 2016 Deal of Year Award for the DoubleTree by Hilton Largo, MD, presented by NABHOOD
- 2010 Entrepreneur of the Year awarded by NAMD
- 2010 Outstanding Hotelier Award presented by the Asian American Hotel Owners Association
- 2009 Hotel Owner of the Year Award
- 10 People Under 40 to Watch in 2010 awarded by the Philadelphia Tribune Magazine

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MEDIA ENGAGEMENTS

Evens Charles Key Speaking Topics

- The Role of Public-Private Partnerships in Real Estate Development
- Building and Managing a Diverse Real Estate Portfolio
- The Importance of Community Enhancement in Real Estate Investments
- Strategic, Risk-Managed Approach to Value Creation in Real Estate
- Overcoming Challenges in the Real Estate Industry

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Evens Charles initially bootstrapped his first few deals by saving commission checks from selling educational materials. He turned a \$1,000 investment into a \$25,000 profit on his first home renovation and continued to reinvest his earnings into future deals.

[youtube.com](#) 
[karenpagani.wordpress.com](#) 


Paying it forward. Evens Charles teaching Real Estate to those with Aspirations)—Black Enterprise 2020—Open House! Turning Property Into Profit

[youtube.com](#) 

Evens Keynote during the MD Legislative Black Caucus weekend was the Keynote Speaker at Maryland Black Caucus Foundation's Business over Breakfast where he spoke on the importance of the multiplier effect, public private partnerships and opportunity creation for Black developers.

[youtube.com](#) 

Evens Charles speaks on barriers to entry and The Reality of Diversity in Hospitality

[novacancynews.com](#) 

Evens Charles, Multi Hotel owner Breaks Down How You Can Own A Hotel & Resort With Top Tier Brands

[Hidden Gems with Hannah — youtube.com](#) 

Evens Charles, D.C. Hotelier, recounts inspiring trajectory to Baker Program Students—During his speaking engagement at Cornell, he shared his personal journey from being a first-generation Haitian American from an impoverished background to commanding a nine-figure hotel real estate portfolio. He emphasized the importance of skills like work ethic and perseverance, and also shared his experiences on his earliest deals, and how he moved from flipping single-family homes to managing hotel deals.

[blog.realestate.cornell.edu](#) 

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MEDIA ENGAGEMENTS *(Continued)*

Evens Charles shares about the recovery of the hotel industry. The future of hospitality operations: Looking to 2023

[youtube.com](#)

Evens Charles speaks on the key items needed to submit a winning bid

Morning with Joel CRE Podcast – Washington D.C. Hotels – [youtube.com](#)

Evens Charles talks about a conference that inspired him to go full force with his business, Interview with JV Jones

DCN Entertainment – [youtube.com](#)

Frontier assembled a best-in-class all minority development team which was awarded the rights to develop a \$564 million project within the Hill East neighborhood of Washington, D.C.

Hill East – [mayor.dc.gov](#)

C-Suite Spotlight: Frontier Development & Hospitality CEO Evens Charles

[bisnow.com](#)

Evens Charles shares that Frontier is also focused on more mixed-use developments. The big interview: Evens Charles, founder and CEO, Frontier Development & Hospitality Group

[tophotel.news](#)

Frontier JV acquires Chicago Marriott Suites Downers Grove

[hotelbusiness.com](#)

Evens Charles awarded Outstanding Entrepreneurship award at the Caribbean American Heritage Awards, A Celebration of Excellence

[caribbeanheritageawards.org](#)



COMMUNITY INVOLVEMENT

A Penchant for Community

Evens and the Frontier team continue to be recognized for its notable achievements and exceptional contributions while serving its surrounding community.

SPONSORSHIPS, SCHOLARSHIPS, YOUTH PROGRAMS AND MORE

- Sponsor of the 12th Annual William O Lockridge Community Foundation Scholarship Foundation. Honoring 15 scholars of Ward 7 & 8 DC Public Schools going off to college with scholarships we supported
- Honorary Chair and Sponsor—Dancing with the Scholars—promoting access to higher education to DC Public School students in Wards 7 and 8 by offering scholarships, emergency financial assistance and international travel
- Computer lab sponsorship by Frontier Development—Takoma Education Computer Lab DC Public Schools—Ward 4
- Computer lab sponsorship by Frontier Development—Langdon Elementary Computer Lab DC Public Schools—Ward 5
- Since 2017—Frontier provides two underserved students from Washington, D.C. region scholarships to Temple University's Fox Business School and School of Sport, Tourism and Hospitality Management
- NABHOOD Educational Scholarship
- Frontier's sponsorship and purchase of its CEO's former high school, Archbishop Carroll HS' Football Scoreboard
- Marion Barry DC Summer Youth Program

EDUCATIONAL AND PROFESSIONAL DEVELOPMENT SPEAKING ENGAGEMENTS BY FRONTIER

- Real Estate Exchange (REEX) Summer Programs Exposing Diverse Students to Top Universities & Career Opportunities in Commercial Real Estate
- Cornell University—Baker Real Estate School
- University of Bahamas—Hospitality School
- Ward 8 Anacostia and Congress Heights Adult learning program
- Jack and Jill of America—Washington, D.C. Chapter
- Jack and Jill of America—Prince Georges County
- Black Enterprise
- NABHOOD Conference
- ICSC Conference
- IMN Conference
- Keller Williams Real Estate Brokers
- AAREP (African American Real Estate Professionals)
- Marriott—Diversity Ownership Educational Summit
- BDNY
- Diversity in Commercial Real Estate

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ABOUT FRONTIER

Frontier Development & Hospitality Group LLC is a real estate development and acquisition firm with a diverse portfolio of hospitality and multi-family investments in urban and secondary markets across seven states. Frontier has capitalized and developed a \$250M+ portfolio of high-quality, internationally branded lodging assets with approximately \$600 million of urban infill mixed-use development in the pipeline. The firm's management team brings expertise in the areas of acquisitions, dispositions, development, construction management, and asset management. Frontier is a strategic, risk-managed, value-creation firm that manages bottom-line investments, enhances communities where it invests, all the while delivering sound economic returns to its investors and capital partners.



\$250M+
CAPITALIZED



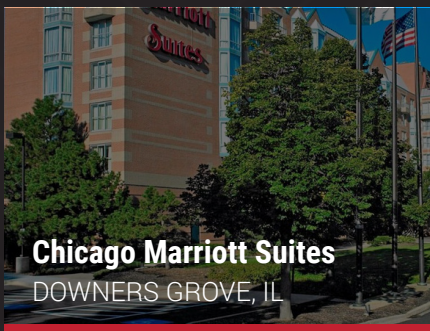
1,950
KEYS



1.2M
SF IN PIPELINE



\$600M
IN DEVELOPMENT
PIPELINE



[FULL PORTFOLIO →](#)