

CITY OF SOMERVILLE

PROPOSAL FOR THE POWDER HOUSE COMMUNITY SCHOOL

RFP # 15-63



MARCH 23, 2015

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LETTER OF TRANSMITTAL

A

LETTER OF TRANSMITTAL

A

March 23, 2015

Ms. Angela M. Allen
Purchasing Director
Somerville City Hall
93 Highland Avenue
Somerville, MA 02143

Re: Response to RFP# 15-63, Powder House School Community School
Redevelopment

Dear Ms. Allen,

It is with pleasure that Burkhard Corporation, as primary developer, submits the attached response to the City of Somerville for RFP# 15-63 for the redevelopment of the Power House School. We look forward to the possibility of working with the City and the community to redevelop the property in a manner that will contribute significantly both socially and economically to the City of Somerville and particularly the Teele Square neighborhood.

The proposal offers two different site plans for mixed uses including, multi-family residential, underground parking, artist live/work space, community visual arts center, office, hotel and restaurant. The heart and focus of both plans is an open green space for the neighborhood and considerable time and discussion has gone into the juxtaposition of uses that would create a welcoming and vibrant park to anchor the Eastern end of Teele Square, defining a sense of place. The plan is sensitive to the character of the community and strives to connect office and retail, arts/culture, public transportation/services and street accessibility for all demographics.

The community engagement process will decide the final composition of use for the park and the 4,000 sq. community /art center civic space. We envision partnering with



groups to include studio artist space for visual arts with photography darkrooms, printmaking or painting, shared use as a library outpost, or reading room and/or a large meeting area for local groups also used as gallery space.

The Burkhard team is confident that the plan adheres to the RFP requirements and more than fulfills the design guidelines. We look forward to an opportunity to further discuss our proposal and work collaboratively with the City of Somerville and the community. Thank you for your time and consideration. My contact information is listed below.

John B. Wise
Burkhard Corporation
130 Rumford Avenue, Suite 105
Newton, MA 02466

Office: 617-723-4121
Fax: 617-723-8347
email: jbwise@burkhardcorp.com

Best Regards,

John B. Wise



STATEMENT OF QUALIFICATIONS

B

COMPOSITION AND STRUCTURE OF
DEVELOPMENT TEAM

B.1

QUALIFICATIONS OF DEVELOPMENT TEAM

B.2

RESUMES OF KEY PERSONNEL

B.3

Burkhard Corporation, the developer of the project has carefully selected each member of the Team for their unique qualifications for this specific project. Each member brings a skill set of urban infill and community design that will ensure the highest quality redevelopment of the Powder House School site.

The Composition & Structure of the Development Team includes:

- ❖ Developer
 - Burkhard Corporation
 - John B. Wise, Principle
 - Tom Bucknall, Projects Director
- ❖ Architect
 - Khalsa Design Incorporated
 - Jai Singh Khalsa
 - William Wroth Chalfant
 - Jerry L. Wilson, RA
 - Melissa A. Toops
- ❖ Landscape Architect
 - Shadley Associates
 - James P. Shadley, FASLA
 - Ian S. Ramey, ASLA, LEED AP
- ❖ Community Process
 - Civicmoxie
 - Susan Silberberg
- ❖ Traffic Engineer
 - Design Consultants Incorporated
 - David Giangrande, P.E., M.S.
 - Tom Bertulis, PE, PTOE
- ❖ Geotechnical & LSP
 - McPhail Associates, LLC
 - Ambrose Donovan
- ❖ Project Manager
 - Burkhard Corporation
 - John B. Wise
- ❖ Legal – General Counsel
 - Pierce Atwood, LLP
 - Bruce Miller
- ❖ Legal – Zoning & Permits
 - Law office of Richard DiGirolamo
 - Richard DiGiralamo
- ❖ Finance
 - Fantini & Gorga
 - Keith Wentzel
- ❖ Hotel Operations
 - Hotel Equities
 - Brad Rahinsky
 - Joe Reardon
 - Chuck Powell

Qualifications

Burkhard has a wide range of experience of being engaged in a variety of projects with uses related to those proposed at the Powder House School. Specifically to the hotel component the city of Somerville engaged 'Pinnacle Hotel Consultants' to perform a study of a hotels in Somerville. Of the 7 hotels referenced Burkhard Corp developed, constructed and managed 2, including the Hawthorne Suites less than a mile away. In addition Burkhard has developed numerous multifamily projects as well as office and mixed use.

Below is a list of some of the relevant projects completed.



Homewood Suite, 100 rooms - Mass Ave, Arlington, MA

The hotel opened in 2002. Prior to development Burkhard was actively engaged in an 18 month process engaging with the neighborhood and Town planning staff. A former automotive dealership and multiple automotive use dating back to the early 1900's. Worked with McPhail Eng. to remediate DEP exceeded conditions approx. \$1MM. Developed with MDC an improvement plan and long term maintenance agreement to care for a portion of the Alewife Greenway Bike Path adjacent to the hotel.



Holiday Inn Express, 112 rooms - Monsignor O'Brien Highway, Cambridge, MA

The hotel opened in 1997 and was developed, built and managed by Burkhard. Consulted with 'East Cambridge Neighborhood Association' during the community consultation period. Burkhard worked with McPhail Eng. to carry out extensive remediation to meet DEP standards. The site is located three miles from Boston Logan Airport and within minutes of historic sites, universities and business destinations.

The Railway, Leeds, UK – 12 lot subdivision – permitting completed; Summer 2015 start

Burkhard has recently been approved to redevelop a former public house site in Leeds, UK. The brownfield site dates back to the early 1800's. Burkhard has worked closely with Leeds City Council on this redevelopment over the last 12 months. Following approvals construction is to commence in summer 2015 and completion is scheduled for summer 2016. The City of Leeds is has the largest financial sector outside of London and is home to more than 750,000 people. The City has been tasked with the delivery of 100,000 homes in the next 10 years.

Westbrook Condominiums, Dedham, MA – 60 Residential Condominiums

This over 55 project consisted of 60 luxury condominiums. The project was close to I95 and was within walking distance of Endicott Station.

Holiday Inn Express, 68 rooms - Friend St, Boston, MA

Located at 280 Friend Street adjacent to North Station this building was restored by Burkhard for mixed use. This featured retail space on the first floor along with a 66 room limited service hotel above.

Fountain Court, Punta Gorda, Florida– 144 Residential Condominiums

Luxury condos spread throughout 3 buildings. The gated community features a club house, swimming pool and tennis courts.

Cristata Inn, Uncasville, CT – 105 rooms

Developed, built and managed by Burkhard. The hotel is less than 0.5 miles to the Mohegan Sun casino.

**Fairfield Inn & Suites, Uncasville, CT – 105 rooms**

Burkhard has recently been approved for a Fairfield Inn & Suites by Marriott. The renovation project is currently scheduled for summer 2015 and is anticipated to take 4 to 6 months to complete.





Khalsa Design Inc.

Firm Overview

Established in 1985, Khalsa Design, Inc. is an award winning design firm specializing in Multifamily Housing, Hospitality and Mixed Use developments. Located in Somerville, MA KDI is continuously working to improve the community in which we reside, with developers and city officials across New England. The design team brings a wide range of expertise, providing valuable perspectives and intense dedication to each project. The firm's work includes new construction, renovations, adaptive re-use of historic structures, and computer generated architectural modeling. Careful evaluation and intensive client consultation are the hallmarks of Khalsa Design, Inc.

Community Process

Khalsa Design has a long standing history of working closely with the Planning Board, Zoning Board, Design Review Committees, and Neighborhood groups in Somerville on a wide variety of projects; to produce designs that become amenities to the communities they serve aesthetically, socially, environmentally, and economically! Notable examples within the City of Somerville that have included a wide range of community process as well as projects within the direct neighborhood of the Powder House Community School redevelopment can be found on the following pages.

Urban Infill

Urban infill developments require an intense analysis of the surrounding community, its amenities and how the new development can contribute to the community. When approaching urban infill projects Khalsa Design looks to honor existing communities while looking to the future both in use, and design, maximizing potential in a site. Notable urban infill examples include:

- Port Norfolk – Mixed use of 100 Hotel rooms, 394 mixed income Residential units, and Retail at Grade located on Boston's waterfront. □
- Dana Park- Multifamily + Adaptive reuse of 43 luxury units located in Cambridge MA □
- Sacred Heart Church – Adaptive reuse + Elderly Housing of 44 units located in Lawrence, MA □
- Visiting Nurse Assisted Living- 99 units of Assisted Living located in Somerville, MA □



High Quality Design Outcomes

Our expertise in forming the communities within which we live and work result in a level of commitment to the community beyond just the initial design phases. We are dedicated to the growth of our community, which leads to a higher standard of quality in design. Khalsa Design's community focused approach to planning creates a dynamic collaboration between developers and neighborhoods, resulting in a higher standard of design. Notable recent awards include: □

- Builders choice award- best adaptive reuse: Oxford House, Newton, MA □
- Prism Award- Bigelow Court, Boston MA □
- AGC Build New England- Performance Award: Park 87, Cambridge MA □

PROJECTS IN THE POWDER HOUSE SCHOOL NEIGHBORHOOD



1127 Broadway
Multifamily Residential
16 units over commercial



26 Weston Ave
Multifamily Residential
17 units



88 Dover
Multifamily Residential
3 units



1188 Broadway
Multifamily Residential
20 units



8 Curtis St
Single family Residential
1 units



142 Holland
Multifamily Residential
3 units



53 Kent St
Multifamily Residential
3 units



515 Somerville Ave
Multifamily Residential
43 units over commercial



259 Lowell St
Assisted Living
99 units

SHADLEY ASSOCIATES

LANDSCAPE ARCHITECTS / SITE PLANNING CONSULTANTS

Shadley Associates, P.C. is a Massachusetts based firm that provides professional landscape architecture, site planning and urban design services to a broad range of quality clients. The majority of our projects are distributed throughout New England and the Midwest, with additional projects on the West Coast. Established in 2003, Shadley Associates is a fourteen person firm with active licenses in 12 states, which serves both private and public sector clients in all design phases, from planning through construction phase services. A Massachusetts certified WBE and DBE, the award winning professionals at Shadley Associates specialize in helping individuals, organizations, corporations and communities realize their goals for creating exceptional places.

Shadley Associates, P.C. is led by two principals, JP Shadley, FASLA and Pamela Shadley, FASLA, who each have over twenty five years of experience. Throughout his career, Mr. Shadley has been a design leader on a wide variety of project types including; brownfields, public parks and greenways, large scale urban design, major corporate and mixed-use developments featuring plazas and streetscapes, campus planning, and residential estate design. Ms. Shadley specializes in leading complex teams to design and develop waterfronts, schools and university work, economic revitalization projects, and public parks. Both principals are experienced in the complex public approvals and permitting processes necessary for most large scale urban projects, and both have extensive expertise in green building and sustainability.

Shadley Associates' approach to client service is based on an absolute commitment to our projects and full collaboration with our project teams. We practice active listening and maintain a high level of communication with all stakeholders from initial planning through design, construction and post-construction follow-up. We provide design excellence, we achieve our client's project goals, and we deliver on schedule and within budget.

RIVERS EDGE, Medford MA



LINCOLN COMMONS, Malden Ma

Lincoln Commons is a 4.3 acre public park located on the site of the former Lincoln Elementary School. The park integrates a mix of activities including a softball field, a soccer field and a playground with several large passive park spaces. To accommodate the 14' of grade change on the site, the park design incorporates beautiful curving paths and rolling landforms to frame long views and choreograph movement through the site. There are also several smaller garden spaces within the park, including the Lincoln School Memorial, Louise Stokes Cherry Walk and Sparrow Rose Garden which provide a variety of experiences and commemorate community history. The park incorporates extensive new plantings and quality materials. Lincoln Commons was an ambitious project and it has genuinely transformed the neighborhood. Following a full public process with an active and originally disenfranchised community, what was once a dangerous site is now a comfortable and inviting open space which has increased adjacent property values in the neighborhood, improved public safety and become a well used and beloved source of community pride. Elements from the Lincoln School were





CivicMoxie’s collaborative team of planners and urban designers combine an innovative spirit and on-the-ground know-how infused with the spirit and practice of placemaking. The CivicMoxie team has a commitment to ensuring plans on paper translate to a vibrant reality with positive outcomes for all stakeholders. With deep experience in placemaking, urban design, arts and culture, land use and zoning, community revitalization, and security and public space, CivicMoxie excels at working with limited resources across varied interests and stakeholders to find win-win solutions to tough challenges. The firm’s clients range from small non-profits to city planning departments to developers and land owners to community groups and major corporations. As practitioners and academics, the team offers clients the benefit of extensive experience combining theory and practice to achieve impactful results beneficial to a diverse group of interests. Our work is distinguished by our belief that HOW we plan affects the end result, and working with people across disciplines, goals and values can achieve remarkable results for all. Current firm projects include:

Relevant Projects

planBTV South End, Burlington, VT

Client: City of Burlington, VT Department of Planning and Zoning

In Burlington, VT, Susan is currently leading the creative placemaking component of the planBTV South End master planning process. She is working with the City of Burlington’s Department of Planning and Zoning to develop a master plan for the city’s South End neighborhood. The South End is an enterprise zone consisting of light industrial, creative businesses, arts/cultural and “maker” spaces. Home to Burton snowboards, Dealer.com, Lake Champlain Chocolates and a rich array of smaller entrepreneurs, artists and craftspeople, the district is a unique place in the city and is also undergoing change as businesses grow and the number of workers increases. The master planning process incorporates creative placemaking through an “Our Town” grant from the National Endowment for the Arts. CivicMoxie is working to engage the community in the planning process through artist-led projects and involvement and to identify strategies to protect affordability for artists, makers and entrepreneurs. Affordable artist space is facing pressure from the growing desirability of the South End as an entrepreneurial and funky place to be and the issue of growth and change has brought anxiety to parts of the community. The community engagement strategies and work with artists, makers and enterprise entrepreneurs as well as developers and existing landlords is designed to create mutually respectful and beneficial conversations that can create win-win solutions for all. The resulting plan will strengthen the South End and also protect existing uses while providing a framework for new private investment and vibrant public places.





Brickbottom and McGrath Neighborhood Plan, Somerville, MA

Client: City of Somerville, Planning Division

The Brickbottom district of Somerville, MA is home to a variety of light industrial, commercial, and auto uses wedged between the McGrath elevated highway on one side, and rail lines on the other. The district is also hosts the Brickbottom Artists Building, a groundbreaking artist live-work 150 unit condominium completed in 1988, as well as the Joy Street Studios. The area is facing extraordinary opportunities in the very near future as it prepares for two major public-works projects: the replacement of McGrath Highway's McCarthy Overpass with a ground-level boulevard and the construction of the Washington Street MBTA Station, as part of the Green Line Extension. Some challenges posed by this project include:

- How can growth and development in the Brickbottom District be true to the vision and goals of SomerVision—the comprehensive and innovative city-wide master plan?
- Can new transit-oriented-development (TOD) in the district reflect the “making” and “funky” character of Brickbottom and the city?
- How can new development avoid displacing artists and makers and existing residents?
- What should McGrath Highway look like as an at-grade boulevard?

This project was the focus of Susan's MIT practicum workshop for graduate planning students. The City of Somerville has been the client for this workshop for a number of years as it seeks to address the opportunities presented by the extension of the MBTA Greenline and growing appreciation of the city's unique character and high quality of life. In this workshop, the planning challenges were met by embarking on a deep exploration of the unique characteristics of the district including the nature of “maker” uses in the city, and in exploring similar challenges and solutions in other areas of the country. The planning team embarked on extensive outreach to the community to test ideas and developed a hybrid plan that allows higher density commercial and resident space to co-exist with artist and maker space...requiring that new development provide the benefits of affordable space for these uses that are synonymous with this part of the city.

Engagement strategies:

Extensive community one-on-one interviews with residents, artists and makers, area landlords, transportation officials, major business owners, adjacent stakeholders and public officials. Public meetings and online posting of plan presentations

Client site: <http://www.somervillebydesign.com/>





Union Square Gateway Plan, Somerville, MA

Client: City of Somerville, Planning Division

In the next few years, the Green Line MBTA service will be extended to include a transit stop in Union Square, Somerville. While Union Square is a thriving main streets commercial district, the area along the existing rail right-of-way between the proposed Green Line station and the McGrath Highway has a very different character. Big box stores, storage warehouses, asphalt parking lots, auto-dependent uses, and light industrial buildings dot the landscape. With the coming transit station, this area is well-poised to be the site of significant transit-oriented development (TOD). Planning challenges include:

- What should be the character of the new Union Square Gateway neighborhood?
- How can this TOD neighborhood help Somerville capture a good share of new jobs and economic development in the region while retaining the overall spirit and character of the city?
- How can new development avoid adding to the ongoing flooding problems of this low-lying area (the site of a former river) and provide innovative solutions to environmental issues that also enhance quality of life for residents?
- How can the Union Square gateway area serve the existing pockets of residential uses while showcasing innovative approaches to climate change adaptation, increased density and walkability, and job creation for city residents?

This project was the focus of Susan's MIT practicum workshop for graduate planning students. Challenges were met by conducting detailed field work and inventories that mapped historical data such as topographic changes, the path of the river, ownership history and the nature of the industrial and "back-office" uses that existed in the study area. The existing political context was explored, community meetings held to discuss the goals of residents and building owners, and relevant case studies were examined to provide a framework for innovative solutions to challenging environmental and economic issues. The resulting "Vision and Plan for the Union Square Gateway" divided the large study area into sub-sections so that recommended development enhances the existing character, were appropriate, and addresses flooding and resident concerns.

Engagement strategies: Extensive community one-on-one interviews with residents, area entrepreneurs and makers, local businesses, developers and real estate brokers, artists, big box retailers, Union Square Main Streets, adjacent stakeholders and public officials. Public meetings, door to door notices and outreach in the residential portions of the study area, and online posting of plan presentations

Client site: <http://www.somervillebydesign.com/>





ImagineSanturce, San Juan, Puerto Rico

Client: The Foundation for Puerto Rico

Susan Silberberg has been advising the Foundation for Puerto Rico on its long-term placemaking initiative in Santurce, Puerto Rico since November 2013. Santurce is district of San Juan with 90,000 residents and over 5 square miles. This former “downtown” for the entire island has seen significant disinvestment in the last half century but still retains a vibrant arts and cultural scene, a significant number of hotels in Condado and Miramar, and a growing “foodie” culture that has drawn top chefs and immigrant entrepreneurs. ImagineSanturce is the initiative of the Foundation for Puerto Rico whereby the foundation and its consultants, including Susan Silberberg of CivicMoxie, are working with multiple citizens and organizations committed to the economic and social transformation of the district. The initiative is an open source meeting space that seeks to foster dialogue, collaborations and action to achieve urban revitalization that is sustainable, equitable and inclusive. Susan introduced the notion of placemaking at a Foundation-sponsored workshop in November 2013. Since that time, the community has met monthly, formed working groups around economic development, vacant buildings, arts and culture, safety and transportation and other issues and has identified ways it can act to improve lives and the built environment. From initial skepticism and distrust among residents, developers and government officials, this placemaking “space” has fostered constructive dialogue and collaborative problem-solving. Susan is currently working on an economic and urban design revitalization strategy for the core of the district, along Ponce de Leon Avenue.

Engagement strategies:

Monthly placemaking meetings focused on attracting a diverse and often disenfranchised resident population, creation of citizen working groups to address specific challenges (vacant buildings, arts and cultural development, visitor economy, security and transportation, open space), development of online engagement tool, creation of central archives for all previous planning (government, professional, academic) efforts, extensive community one-on-one interviews, establishment of volunteer days to improve physical conditions in the district, creation of public events

Client site: <http://foundationforpuertorico.org/en/iniciativas/imaginesanturce/>





Charlestown Navy Yard Public Realm Activation Plan, Boston, MA

Client: Boston Redevelopment Authority

The Boston Redevelopment Authority sought creative solutions to activating the waterfront in a remote section of the Boston Harborwalk in a planning effort closely tied to planned redevelopment of Pier 5 in the Navy Yard. The BRA sought recommendations for meeting the intent of state waterfront public access regulations in unique physical and market conditions. The Navy Yard had been home to vacant public spaces for years and creative solutions were required to lease publically accessible space and make developers involved partners in activating the waterfront year-round. The new public realm plan and recommendations for changes in the Facilities of Public Accommodation and Special Public Destination Facilities were created as a result of pending development of Pier 5, and within the context of significant neighborhood concern that proposed private uses on the waterfront would limit public use and enjoyment of the Navy Yard.

Susan Silberberg led the planning effort in the Navy Yard in the midst of a contentious stand-off between developer and community activists. Challenges were met by fully engaging with a concerned and wary community, eager to ensure that waterfront benefits would remain fully available to the public in the wake of private development. The team successfully combined a destination-driven strategy with public art initiatives and wayfinding to create smaller story loops within the large confines of the Navy Yard, allowing development and existing historic resources to speak to individual “stories” with the Yard. New development requirements were also created to ensure a win-win for both developers and the non-profit public uses earmarked for ground floor spaces. These requirements made these spaces affordable while allowing developers to meet the Commonwealth’s Chapter 91 regulations regarding public access on the waterfront.

Engagement strategies:

One-on-one meetings with citizen activist group, The Friends of the Charlestown Navy Yard, six community meetings, interviews with major stakeholders and potential programming partners in the Navy Yard including the National Park Service and USS Constitution, an extended weekend workshop to vision public realm ideas for the Navy Yard, focus groups with potential tenants for ground floor public spaces and uses, as required by Chapter 91 waterfront regulations.



DESIGN CONSULTANTS, INC. – FIRM PROFILE

120 MIDDLESEX AVENUE, SUITE 20, SOMERVILLE, MA 02145 PHONE: 617.776.3350
WWW.DCI-MA.COM

COMPANY HISTORY

Incorporated in 1980, Design Consultants, Inc. (DCI) operates from its offices at 120 Middlesex Avenue in the Assembly Square Section of Somerville. DCI is a leading provider of civil engineering, transportation and site planning, and land surveying services to public and private organizations in Massachusetts and New Hampshire.

The firm has completed many successful projects for municipalities, state and local agencies, architects, landscape architects, law firms and private developers throughout Eastern Massachusetts.

CLIENT ROSTER

Notable private-sector clients in DCI's recent past include:

- Avalon Bay Communities, Inc.
- Berkeley Investments
- BH + A, Inc.
- Brady Sullivan Properties, LLC
- Callahan, Inc.
- Cathartes Private Investments LLC
- Dimella Schaffer Associates
- GFC Development
- McDonald's Corporation
- Pinnacle Properties
- RCG, Inc.
- RD Management
- Union Square Station Associates
- VRL Realty Trust/Dunkin' Donuts

Notable public-sector clients in CP's recent past include:

- City of Boston
- Town of North Reading
- Town of Pembroke
- Mass Department of Transportation
- Boston Public Works Department
- Cambridge Housing Authority
- Save the Harbor, Save the Bay
- Boston Transportation Department
- Town of Millis
- Town of Swampscott
- City of Somerville
- Town of Andover
- Town of Medway
- City of Peabody
- Somerville EOCD
- Newton Housing Authority
- Massachusetts Housing Finance Agency
- City of Haverhill
- City of Watertown
- Town of Tisbury

DCI is a family-owned Subchapter S Corporation in its second generation of ownership. Company president David Giangrande, M.S., P.E., joined the firm in 1987 and assumed the leadership role from firm founder Arthur Giangrande, P.E., PLS, in 1998. Arthur continues as chairman.

David Giangrande owns the majority of the firm's shares.

Design Consultants, Inc. (DCI) is divided into two discipline-based divisions: Engineering and Survey. Because most of our clients rely on us for a broad range of engineering, transportation, planning, and survey services, our technical professionals in both divisions are accustomed to working together to successfully complete projects. This coordinated approach helps make DCI an efficient and responsive consultant.

Our staff includes civil engineers, land surveyors, transportation engineers, construction inspectors, draftsmen, wetland specialists, and other technical and administrative professionals.

Engineering Services

- Transportation/Traffic Signalization
- Traffic and Parking Studies Design
- Urban Design
- Site Evaluation Reports
- Engineering Site Designs
- Hydrological Designs and Studies
- Drainage Grading Design
- Sewage Disposal Design
- Land Planning/Subdivision Design
- Environmental Impact Statements/ConCom Filings
- Zoning Analysis
- Peer Review
- Construction Inspection

Land Surveying Services

- Utility Surveys
- Right of Way Surveys
- Title Insurance Surveys
- Land Court Surveys
- Property Surveys
- Condominium Surveys
- Topographic Surveys
- Control Surveys for Aerial Mapping
- Soundings
- Wetland Mapping
- As-Built Surveys

Our many satisfied clients realize the following benefits of working with DCI:

We offer a broad range of services. As a professional engineering, planning, and surveying firm, we have the in-house capabilities to perform a wide spectrum of engineering and land surveying services.

We have extensive experience with MassDOT. We have completed several high-profile projects with MassDOT and are prequalified in several disciplines, including basic roadway design, traffic operations, hydraulics/hydrology and construction/contract administration and inspection.

We're responsive. Our dedication to client services makes us one of the most responsive companies you'll ever find in this or any industry.

We're experienced. Our technical staff offers a depth and diversity of experience that we believe is unmatched in any firm our size in the area.

We have excellent communication and public presentation skills. We select our people not only based on what they know and what they can do, but also on their ability to communicate in a concise, clear way.

We're lean. We have always managed DCI conservatively and that tradition continues to this day. For that reason, we can provide high-quality service without excessive overhead or high cost.

At DCI, our mission is to provide our clients with innovative solutions to their diverse project and organizational challenges.



Statement of Qualifications

The engineering firm of McPhail Associates, LLC was established in 1976 by the late Robert E. McPhail, P.E. to provide consulting geotechnical engineering services. Around 1983, our scope of services expanded to include consulting geoenvironmental engineering services to address the development of sites which contain or have the potential to contain the presence of oil and/or hazardous materials (OHM).

Our professional staff consists of approximately thirty-seven individuals with backgrounds in Civil Engineering, Geotechnical Engineering, Environmental Engineering and Geology. The senior engineering staff has advanced degrees in the geotechnical or geoenvironmental engineering discipline. Our key engineers have had extensive experience in subsurface explorations, geotechnical analysis and design, geoenvironmental site evaluation and remediation, design assistance to structural engineers and architects, and construction monitoring for more than 4,000 building, environmental, waterfront, and heavy construction projects.

The ownership of McPhail consists of three principals who collectively have more than 80 years of consulting experience. Our associates and project managers work on the day to day aspects of projects and consult with the principals on a regular basis. The principals, associates and project managers are supported by staff which includes project engineers, a drafting department, administrative personnel, and field engineers. The relatively small size of our company allows the principals to have a direct hand with every project that we are involved with. Our associates and project managers have an average of ten years' experience working with our principals.

In accordance with the enactment of the Massachusetts Oil and Hazardous Materials Release Prevention and Response Act (MGL Chapter 21E) and the Massachusetts Contingency Plan (MCP), our scope of services includes consulting geoenvironmental engineering services to address the impact that the complex legislation has placed upon the development of properties that have been impacted by the presence of oil and/or hazardous materials. Our geoenvironmental consulting practice includes a wide range of services focused on regulatory compliance and the implementation thereof as efficiently and cost-effectively as possible. McPhail currently has four Massachusetts Licensed Site Professionals (LSPs) on staff to provide the necessary oversight of our wide range of projects.

Having worked over the years with a large number of design teams representing a broad spectrum of engineering disciplines and with the Massachusetts Department of Environmental Protection (DEP) who administers the MCP, we developed an in-depth understanding of the role of the geotechnical engineer and the geoenvironmental professional in performing the subsurface design of construction projects in terms of both geotechnical and geoenvironmental considerations. We are organized to provide timely and efficient design assistance to the design team which ensures proper implementation of the geotechnical design recommendations and geoenvironmental requirements into the Contract Documents. Design assistance includes consultation, preparation of earthwork and other geotechnical-related specifications, environmental site remediation specifications, review of foundation plans, details and notes, and coordination with other

technical sections and the bid form. In summary, we are able to provide both in-house geotechnical and geoenvironmental services for our projects, maximizing efficiency and coordination between these interrelated disciplines.

We provide comprehensive consulting services associated with preparation of ASTM Phase I and II environmental site assessments, environmental remediation designs, review of remediation proposals prepared by contractors, preparation of remediation recommendations based on site assessment information, providing field monitoring during remediation and providing LSP services through the completion of the site remediation and the regulatory compliance process.

McPhail Associates, LLC has provided geotechnical and/or geoenvironmental engineering consulting services for numerous projects in the Boston area including the following:

- The Liberty Hotel (former Charles Street Jail); Boston, MA
- Shovel Shop Square; Easton, MA
- Somerville Public Facilities Garage; Somerville; MA
- Isabella Stewart Gardner Museum New Wing; Boston, MA
- Jackson Square Development; Boston, MA
- M.G.H. Yawkey Center for Outpatient Care; Boston, MA
- Intercontinental; Boston, MA
- Massachusetts General Hospital Lunder Building; Boston, MA
- One Canal; Boston, MA
- Dudley Square Municipal Office Building; Boston, MA
- The Van Ness; Boston, MA
- The New Cambridge Public Library; Cambridge, MA
- Cambridge Rindge and Latin School; Cambridge, MA
- 610 Memorial Drive; Cambridge, MA
- The Green District; Allston, MA
- The Box District; Chelsea, MA
- Roxbury Crossing Senior Center; Boston, MA
- The Avenir; Boston, MA
- Somerville Public Safety Building; Somerville, MA
- International Place; Boston, MA
- Boston Common Garage; Boston, MA
- University Place; Cambridge, MA
- Newport Heights; Newport, RI
- Academy Homes; Boston, MA
- 1325 Boylston; Boston, MA
- Museum of Fine Arts - Art of the Americas Wing; Boston, MA
- Parcel 24 at One Greenway; Boston, MA
- Novartis Institute of Biomedical Research R&D Headquarters; Cambridge, MA
- Third Square Apartments; Cambridge, MA
- Old Colony Housing Redevelopment; Boston, MA
- EF Headquarters; Cambridge, MA

FANTINI & GORGA
155 Federal Street, Boston, MA 02110
Telephone: 617-951-2600 Facsimile: 617-951-9944
www.fantinigorga.com

Fantini & Gorga is a Boston based commercial mortgage banking firm that has arranged over \$8.5 billion of commercial real estate loans in the past 15 years. The two name principals, George Fantini and John Gorga, have been partners together in the mortgage banking business for over thirty years and assembled the current team of seven experienced managing directors.

Working primarily with New England based investors, developers and corporations, the firm has placed debt for all property types including apartments, hospitality, office, retail and industrial. Transaction structures vary across the board – permanent, bridge, sale/leaseback with a strong emphasis on construction/development loans throughout New England and the Northeast. Fantini & Gorga works with over 300 regional and national capital sources that include insurance companies, CMBS lenders, banks and specialty lenders.

Additionally, Fantini & Gorga's affiliated company, Eastern Mortgage Capital, underwrites and closes multifamily, skilled nursing and senior living loans employing FHA mortgage insurance. Below is a partial list of recently committed/closed transactions for the firm.

- \$13,400,000 development loan for an apartment/retail mixed use property at 900 Beacon Street in Boston.
- \$16,500,000 construction/permanent loan for an 80 unit apartment project in Malden, MA.
- \$35,000,000 development loan for a mixed use project consisting of 157 apartment units and 13,000 SF of retail space in Somerville, MA.
- \$32,000,000 refinance/construction loan for a Marriott Courtyard and Holiday Inn Express portfolio located in Waltham, MA.
- \$8,000,000 acquisition/rehab loan for an independent hotel located in Southbury, CT.
- \$35,000,000 refinance loan for the Westborough Shopping Center located in Westborough, MA.
- \$22,200,000 development loan for a mixed use project consisting of 73 apartment units and 4,500 SF of commercial space in Watertown, MA.
- \$15,000,000 construction/permanent loan for a 150 room Hampton Inn in Yonkers, NY.

For more information on Fantini and Gorga check the website at www.fantinigorga.com





Hotel Equities Overview

Hotel Equities is a full-service hotel development and management company operating more than 60 hotels throughout North America and internationally. We are recognized as one of the top hotel companies and have received numerous awards for our industry results.

We collaborate with brand representatives, institutional investors, high net-worth individuals and multiple joint venture partners to build upon our current portfolio of world-class hotels. We attribute our success to best-in-class leadership, associates and owner-centric relationships.

Whether we are executing a ground up development project or rebranding and repositioning an asset, our proprietary operational strategies deliver high guest satisfaction and profitability results. We continue to be proud of our strong franchise partnerships with Marriott, Hilton, IHG, Starwood, Hyatt and other independent and boutique hotels.

Hotel Equities has successfully managed, owned and developed hotels for the past 25 years. We currently manage 62 hotels with several in development throughout the United States. Our portfolio extends from as far east as Connecticut and as far west as Lancaster, California.

As an organization, our points of differentiation start with our CEO Fred Cerrone who founded his hotel company (Hotel Equities) in 1989. With over 40 years of hospitality experience he began as a front desk clerk and worked his way to becoming operator and owner/developer and equity partner of this currently growing portfolio. His focus on adapting to change, placing value in people and doing the right thing; has afforded him the opportunity to forge extensive partnerships with industry giants such as Marriott. He was the recipient of **Hotelier of Year Award** from Hotel World, and **Spirit of Service award** from Marriott. Fred also has the distinction of service as Chair of the Fairfield Inn and Suites advisory board of directors.

Hotel Equities has earned a reputation for generating industry-leading results with major brand partners including Marriott, IHG, and Hilton, etc. Our portfolio is comprised of nearly 60% Marriott hotels, if you include our hotels in development. Our relationship with Marriott has been mutually beneficial for both parties. To that end, Hotel Equities is the only Hotel management company certified to administer the Operators Coaching Program; a gutting edge program that train owners of Marriott hotels how to earn the certification to Manager their Marriott hotel.



Read what president and chief executive officer at Marriott International, Arne M. Sorenson had to say about Hotel Equities, in his personal recommendation.

"We truly value your partnership and appreciate your many contributions to our growth and success as a franchisor over the past 20 years. Your willingness to pioneer our new brands, participate and chair our Franchise Advisory Councils, and share best practices have been exemplary. It's also been great to see that you have not wavered from your company's core values during your growth and expansion. Both our cultures very much align, and we know that taking care of your associates has been critical to your success"

We have a vested interest in the hotels that we operate, regardless of ownership status. Although we have equity in nearly 40% of our managed portfolio, our key metrics routinely out-perform the competitive set equally, in both owned and third party managed hotels. At Hotel Equities we attribute our industry leading reputation and best-in-class sales and guest satisfaction results to our healthy culture, which places a tremendous emphasis on hiring individuals with a mind to serve, while making a commitment to coaching and developing each individual. As an organization, we focus daily on the BASICS such as; welcoming every guest; accident prevention, drug free workplace, labor management and internal and external customer appreciation. The result is satisfied guests, engaged associates and a profitable hotel.

Hotel Equities is embarking on opening its latest Marriott Hotel in Miami this summer 2015. In all total Hotel Equities currently has 12 Marriott Hotels in various stages of development. Highlighted below are some of the key Marriott projects:

1. *Moxy, New Orleans*
2. *Moxy, Miami Beach*
3. *Residence Inn, Miami Beach , Surfside Florida*
4. *Residence Inn, Lake Charles Louisiana*
5. *Fairfield Inn and Suites, West Monroe Louisiana*
6. *Courtyard by Marriott, Gretna Louisiana*
7. *Fairfield Inn and Suites, Houma Louisiana*
8. *Fairfield Inn and Suites, Pasadena Texas*
9. *Fairfield Inn and Suites, Waxahachie Texas*
10. *Springhill Suites, Austin Texas*
11. *Springhill Suites, Brenham/Houston Texas*
12. *Spring Suites, Houston Texas*
13. *Fairfield Inn and Suites, Dublin Georgia*

JOHN B WISE
President



PROFESSIONAL EXPERIENCE OVERVIEW

John B. Wise founded Burkhard Corporation in 1982 and has acted as its president since its inception. Burkhard Corporation is a Boston-based Real Estate Development company overseeing the acquisition, development & construction of real estate including, office, multi-family residential, and commercial.

Prior to 1982 Mr. Wise worked at The Architects Collaborative, an international architectural firm started by Walter Gropius with a focus on large institutional and office projects, and Geller & Wise Construction that specialized in the acquisition and renovation of historic buildings in the Back Bay and Beacon Hill sections of Boston.

Internationally, Mr. Wise in 1994-1995 collaborated with the Bureau of Architecture, City of St. Petersburg, Russia for the feasibility of the conversion of unused attic space to 6000 residential apartments in 500 historic city owned apartment buildings. In 2010 Burkhard responded to the Haitian Earthquake disaster by sending engineering staff to conduct structural surveys. In 2014 Burkhard expanded its operations into the UK housing markets, acquiring land for the construction of a single-family units.

Burkhard Corporation has developed and constructed numerous multi-family residences, over 55 communities, luxury condominiums, apartments and office buildings. In 1996 Burkhard Corporation expanded to include development and management of hotels. Burkhard Corporation also expanded to other states, for development, management & construction of over 500 condominium units, 15 hotels and multiple single-family homes.

REPRESENTATIVE PROJECTS

Hotel, Cambridge, Massachusetts Fountain Court Condominiums, Punta Gorda, Florida
Hotel, Arlington, Massachusetts The Mill at Allendale, North Providence, Rhode Island
280 Friend Street, Boston, Massachusetts Westbrook Condominiums, Dedham, Massachusetts
The Cristata Inn, Uncasville, Connecticut Rivers Edge Condominiums, East Bridgewater, Mass.
The Wyvern Hotel, Punta Gorda, Florida Links Edge Condominiums, Port Charlotte, Florida
The Colony at Sable Trace, Northport, FL Lakes Edge Condominiums, Punta Gorda, Florida
Portland St. Office Condominiums, Boston Ski Valley Condominiums, Cumberland, Rhode Island

QUALIFICATIONS

UNIVERSITY OF UTAH; SCHOOL OF ARCHITECTURE
BOSTON ARCHITECTURAL COLLEGE
STATE OF MASS. #059115 – ALL TYPES, SUPERVISION
CITY OF BOSTON b 005690 – B.C. CLASS
STATE OF FLORIDA – CGC1504837



TOM M. BUCKNALL
Projects Director



PROFESSIONAL EXPERIENCE OVERVIEW

Tom M. Bucknall joined Burkhard Corporation in 2012 as its projects director. Prior to this Mr. Bucknall was employed by Peter Duffy Ltd, a design and build civil engineering firm undertaking projects throughout the UK. Mr. Bucknall was employed in Sr. Engineer and Project management positions during 2004 – 2012.

REPRESENTATIVE PROJECTS

Leeds, UK - Leeds Bradford International Airport – Approx. project value \$7M

Major expansion for Jet2 Airlines and Leeds Bradford Airport. Delivered new office adjacent to runway. The new facility completed in 2011 allowed airline to expand their operations throughout Europe. Due to increased passenger counts new car parking facilities and walkways were added in preparation for future terminal 2 construction.

Bradford, UK - New Waste Water Treatment Works – Approx. project value \$60M

Project Overview: New waste water treatment works delivered in 2011. Construction included concrete structures including tanks and pumping stations, complex pipe work, new access roads. Workforce in excess of 250.

Scholes, UK - Major highway sewer crossing - Approx. project value \$5M

Project overview: Flood alleviation project in the town of Scholes delivered in 2010. This consisted of 1,200' of sewer along with a challenging 200' section of directional drilling of a new 5' dia. concrete sewer pipe. This was required to cross the M62 which is an 8 lane highway. The directional drilling was carried out in sync with the sinking of a new 75' deep receiver shaft at the other side of the highway.

Warrington, UK - Beam Bridge – Approx. project value \$1.5M

Project overview: Construction of a new bridge spanning 120' to reach new office facility.

Wakefield, UK – Coca-Cola Enterprises – Facility Expansion Phase 1 – Approx. project value \$35M Project

Overview: The Wakefield facility is the largest soft drink manufacturer and distributor in Europe. The project featured an expansion of the facility, new access roads and complex pipework. Upon completion, UK Prime Minister David Cameron visited the facility.

QUALIFICATIONS

LEEDS BECKETT UNIVERSITY– SCHOOL OF CIVIL ENGINEERING

UK CONSTRUCTION INDUSTRY LICENSE (ALL TYPES, MANAGEMENT)

UK HIGHWAY CONSTRUCTION LICENSE (MANAGEMENT)





KHALSA DESIGN INCORPORATED *Architects & Engineers*

17 Ivaloo Street, Suite 400, Somerville, MA 02143 p.617-591-8682 / f. 617-591-2086

JAI SINGH KHALSA, PRESIDENT

EDUCATION:

Rensselaer Polytechnic Institute, 1972 - 1974

Arcosanti Institute, 1975

Rhode Island School of Design, 1977

Bachelor of Art

Rhode Island School of Design, 1978

Bachelor of Architecture

REGISTRATION:

Registered Architect: MA, NH, RI, CT, CO, NM, AZ

NCARB & C.S.I.

WORK EXPERIENCE:

Khalsa Design Incorporated	Principal in Charge 1989 – Present
H.K.A. Architects	V.P., Principal in Charge 1986 – 1989
City-Design Collaborative	Senior Associate 1984 – 1986
Lozano, White & Associates	Job Captain 1980 – 1984
Paul J. Carroll & Associates	Senior Draftsman 1978 - 1980

AWARDS AND COMPETITIONS:

Builders Choice Awards, Adaptive Reuse, The Oxford House, 2007

Lynn Revitalization Award, Ladder Three Lofts Condominiums, 2008

Winthrop Chamber of Commerce, Visual Achievement Award, Atlantis Marina, 2008, Boston Builders 2009 Silver Prism Award.

PROFESSIONAL QUALIFICATIONS:

Mr. Khalsa is a third generation architect with extensive experience in all phases of the practice. Overseeing a wide variety of construction projects has taken Mr. Khalsa to the depths of the Blue Line subway tunnel in Boston designing structures on Long Wharf to the pastoral confines of New Hampshire planning senior housing projects. This process has helped Khalsa Design establish itself as a pillar in Boston's architectural community. Mr. Khalsa has lead Khalsa Design in establishing a reputation for its award winning work in adaptive reuse of historic structures as well as many other project types ranging in complexity from corporate headquarters and office buildings to high rise luxury apartment buildings. He is a hands-on leader with a sophisticated management style taking part in all phases of design and development. He contributes to the successful origination, documentation, and completion of projects on time and on budget with a thorough knowledge of materials & methods of construction.



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WILLIAM WROTH CHALFANT

TECHNICAL EXPERIENCE:

AutoCAD -Sketch UP -InDesign, Revit 2014 -Microsoft Excel – Adobe Suite –Microsoft Office -ACT

EDUCATION:

Wentworth Institute of Technology- Boston, MA

Bachelor's Degree in Architectural Engineering Technology (BAET) 2004

Senior Design Award from faculty 2004

RELATED EXPERIENCE:

Khalsa Design, Inc. (January 2011 - Present) Project Manager:

- Responsible for schematic design, construction drawings and construction administration.
- Supervising a team of 20 people for a variety of project sizes.

Mayer + Associates Architects (June 2010 - November 2010)

- Worked with Principal to generate Construction Documents for high end residential projects.

Dooling Woodbrier Architects Inc. (March 2006 – May 2009) Project Manager:

- Performed all facets of projects from Design Development to Construction Administration.
- Extensive knowledge of state and local codes with experience interacting with numerous city & town building departments.
- Met with clients to determine scope of work as well as budgetary concerns.
- Headed up Design Development of numerous projects and brought them into the Construction Document phase.
- Responsible for all phases of Construction Administration for projects as well as implementing an efficient system for tracking and organizing CA issues.
- Responsible for billing and maintaining project budgets and profit margins for projects ranging from \$25,000 to \$1,000,000+.
- Maintained excellent working relationships with contractors, as well as clients, to sustain an efficient project for all parties.
- Involved in Marketing for firm, personally brought numerous projects and clients to office.

WMA (William Mitropolous Architects) (Nov. 2005 – January 2006)

- Projects ranged from Space Planning, office interiors as well as high-end residential work.
- Turned sketches into construction documents as well as interior finishes selections and Master Planning development.

Modern Continental (Winter 2002)

- Worked as Field Engineer on Central Artery Project. This involved ensuring proper pile driving depth as well as site supervision and logging daily reports.

Architectural Resources Cambridge (ARC) (Summer 2001)

- Worked in Model Shop of office developing schematic and final models for numerous clients such as Duke University, Genzyme & EMD Pharmaceuticals.



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JERRY L. WILSON, RA

MILITARY SERVICE:

United States Marine Corps – Honorable Discharge 1/89-12/92

Desert Storm 1991

Operation Sea Angel - Bangladesh 1991

Operation Provide Relief - Somalia 1992

EDUCATION:

Boston Architectural College, 2005 Bachelor of Architecture

Porter and Chester Institute, 1999 Architectural and Civil CAD Technology

REGISTRATION:

Registered Architect: MA

WORK EXPERIENCE:

Khalsa Design Incorporated Project Manager, 4/04 – Present

Multi-Family Residential, adaptive reuse of existing buildings, construction administration, coordination and assembly of construction documents, attend client and public meetings; supervise project team assignments and tasks.

Norman DiChiara Architects (NY) Job Captain, 1/07-10/07

Health Care Design and Construction

Joseph D. Lagrasse & Associates, Inc. Arch. Designer/Drafter, 8/03-4/04

Retail, office condominium, daycare and residential design

DRA Architects, Inc. Arch. Designer/Drafter, 6/00-8/03

K-12 public schools, healthcare, courthouse renovations

Russell & Dawson Architecture & Engineering (CT) Arch. Drafter, 3/99-1/00

Public schools, residential, commercial, retail

AWARDS AND COMPETITIONS:

Builders Choice Award, Adaptive Reuse - The Oxford House, 2007

Lynn Revitalization Award - Ladder Three Lofts Condominiums, 2008

PROFESSIONAL QUALIFICATIONS: I have been involved with a wide variety of project types including adaptive reuse of existing buildings to residential and commercial occupancies, educational and healthcare. My area of responsibility has ranged from drafting and managing project teams from schematic design through construction administration on various scaled developments as well as provide written code analysis for buildings. Most recently while at Khalsa Design I have assumed the role of the lead company field representative during construction administration handling all tasks associated with the quality control of the construction documents and the construction administration and completion of the project.

COMPUTER SKILLS:

AutoCAD Architecture, SketchUp, Photoshop, Microsoft Word, Excel and Power Point, transitioning to Revit



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MELISSA A. TOOPS

TECHNICAL EXPERIENCE:

AutoCAD - Sketch UP –InDesign - Revit - Microsoft Office Suite - Adobe Suite –

EDUCATION:

Illinois Institute of Technology- Chicago, IL

Bachelor's Degree in Architecture with a concentration in Landscape Architecture 2010

Magna Cum Laude

AWARDS:

Leading Edge Design Competition Merit Citation, 2010

RELATED EXPERIENCE:

Khalsa Design, Inc. (June 2011 - Present) Project Manager:

- Responsible for schematic design, construction drawings and construction administration.
- Supervising a team for a variety of project sizes concurrently
- Coordinate with MEP & Structural consultant engineers
- Meet with clients throughout project to develop program and review design
- Extensive experience in local planning, zoning, and design review boards
- Specializing in Multifamily residential projects

Boston Architectural College (Sep. 2012 - Present) Instructor:

- Responsible for developing undergraduate curriculum in multiple courses
- Instruct students on site analysis, design and development
- Promote student education beyond the classroom
- Specializing in urban re-development

United Architects (May-Aug 2008, Aug 2010-May 2011) Architectural Designer:

- Responsible for schematic design, construction drawings and construction administration.
- Conducted several feasibility studies for future subdivision development
- Extensive experience in client coordination
- Managed the Office
- Specializing in Residential and light commercial projects

Chicago Gateway Green (May- Aug, 2009) Landscape Architect Intern:

- Responsible for designing sustainable landscape schemes on public land
- Created and researched content for an urban landscape database
- Conducted in-field evaluations and created action plans for existing sites
- Specializing in Urban land redevelopment

James P Shadley, FASLA

SHADLEY ASSOCIATES
LANDSCAPE ARCHITECTS / SITE PLANNING CONSULTANTS

Principal

Professional Experience

JP Shadley, FASLA, founded Shadley Associates in 2003 and is a Principal and Director of the firm. He has over 30 years of landscape architectural experience on a wide range of project types such as urban design, streetscape design, public park design, waterfront landscapes, open space analysis and planning, historic landscapes, tourism landscapes, corporate and institutional landscapes, museums and visitors centers, and residential estates. Mr. Shadley is currently working from Nantucket island to San Francisco, and his projects range from important historic properties to iconic contemporary civic landscapes. Many of his projects are brownfields, and sustainable design is a fundamental cornerstone of his work. His projects are also often complex urban developments with extensive public participation and inclusive community involvement.

JP is a Past President of the Boston Society of Landscape Architects and he has taught extensively. His projects have been published and recognized with over twenty planning and design awards and he was elected under the Works Category as a Fellow of the American Society of Landscape Architects.

Public Parks and Open Spaces

Mr. Shadley specializes in public park design, including the community processes that are so critical to their success. Mr. Shadley has worked for the City of Malden since 1997, under a series of renewed Indefinite Quantity Contracts for Landscape Architecture with the *Malden Redevelopment Authority*. At **Bell Rock Park**, an Olmsted Brothers-designed landscape in Malden, Mr. Shadley directed the successful application to the National Register of Historic Places and since has completed a series of park improvements, all using the Secretary of the Interior's Standards for the Treatment of Historic Properties and Guidelines for the Treatment of Cultural Landscapes. The most recent work was the restoration and expansion of a significant WWII Monument. Also in he led the BSLA - award winning work at the 4.3 acre **Lincoln Commons Park**, a neighborhood park which replaced a demolished school. To accommodate 14' of grade change on the site, the park design incorporates curvilinear paths and rolling landforms to frame long views and choreograph movement. At **Rivers Edge Park** in Medford, MA, Mr. Shadley designed the multiple award-winning mixed use brownfield development and public park. At **Charles River Landing** in Newton, MA, Mr. Shadley recently completed work on parkland improvements in DCR property adjacent to an apartment building along the Charles River. At the **Wellington Greenway** in Medford, MA, Mr. Shadley first walked the site with Julia O'Brien in 1987 and learned her vision for this DCR property which today is an emerging public link to the MBTA and downtown Boston. Mr. Shadley has been working on the project since then, on four separate efforts, often in a pro-bono capacity.

Mr. Shadley led the team which won an invited national competition for **First Ward Park**, in Charlotte, North Carolina. First Ward Park is a \$10 million, 4.7-acre project, which is currently under construction and which will include major plazas, fountains, public facilities and restaurants, as well as performance space for the city's Jazz Festival, a monthly event often attended by more than 4,000 concert goers. Other finalists in

James P Shadley, FASLA

Principal

SHADLEY ASSOCIATES
LANDSCAPE ARCHITECTS / SITE PLANNING CONSULTANTS

the competition were Sasaki Associates, EDAW and Halvorson Design Partnership. First Ward Park is well under construction and is scheduled to be completed in 2015.

Historic Rehabilitation and Reuse

Mr. Shadley has worked on the rehabilitation and adaptive reuse of significant historic commercial and properties for over 25 years. At the **Jack Daniel's Distillery** in Lynchburg, Tennessee, which is on the National Register of Historic Places, Mr. Shadley has been leading an award winning multi-phased planning, design and construction efforts since 1999. Each effort strictly follows the Secretary of the Interior's 'Standards', while accommodating annual visitation of over 250,000 guests per year. Projects include a footbridge with a 120' span, a barbeque pavilion, Jack Daniel's original office and the actual Cave Spring source of the sweet water used at the Distillery. Interpretive aspects are abundant, but must retain the integrity of this historic property.

He also designed the site master plan and several construction phases for the award-winning **Woodford Reserve Distillery** in Versailles, Kentucky. Mr. Shadley is currently working on site collaborating with The Nature Conservancy on improving wildlife habitat and ecosystems on the property. Visitation at Woodford Reserve, which is a National Historic Landmark, will be over 85,000 guests in 2014.

He has also been working since 1995 at **Brown-Forman Corporation Headquarters**, another National Historic Register Property, which was in part designed by F.L. Olmsted. In downtown Louisville, Mr. Shadley worked alongside Robert A.M. Stern Architects in restoring **626 Main Street and Sutcliffe Courtyard**, an historic office complex which is another BSLA award winning project, on a project which included new streetscape and an enclosed courtyard with extensive salvaged brick pavement and walls, new lighting, planters with limestone caps, and ornamental plantings, that is also listed on the National Register of Historic Places.

Urban Design and Corporate Development

Mr. Shadley has worked for decades in harnessing the power of commercial development to improve the public realm. He has worked on dozens of successful projects with major communities, developers and architects, in downtown Boston and across New England. He is currently working on several multi-family residential developments including **161 South Huntington Avenue** along the Jamaicaway in Boston. He recently worked with Boston Properties and Elkus/Manfredi Architects on **Cambridge Center Plaza**, site of the Kendall Square train station head house. Mr. Shadley was also the lead designer and Principal-in-Charge for the award winning **White Elephant Hotel and Resort**, a 66-unit residential village project on Nantucket. In downtown Louisville, Kentucky, Mr. Shadley was recently Design Principal of the **George Garvin Brown Garden**, site of the Center for Interfaith Relations' annual "Festival of Faiths", and a public garden which has won multiple design awards and which includes fountains, granite seat walls, benches, native planting and ornamental paving.



James P Shadley, FASLA

SHADLEY ASSOCIATES
LANDSCAPE ARCHITECTS / SITE PLANNING CONSULTANTS

Principal

Education

Master in Landscape Architecture, Harvard University Graduate School of Design, 1986

Bachelor of Landscape Architecture, University of Oregon, Eugene, OR 1983

Professional History

Shadley Associates, Founder, Principal, 2003 – Current

Carol R Johnson Associates, Principal, 1993-2003

The Halvorson Company, Associate, 1988-1993

Morgan Wheelock, Incorporated, Landscape Designer, 1987

Government of Bermuda, Landscape Designer 1986-1987

Peter L Hornbeck & Associates, Landscape Designer, 1985-1986

Professional Registration for LA and Professional Affiliations

Licensed LA:

Massachusetts - #993, Kentucky - #649, Tennessee - #682, North Carolina - #1610, Arkansas - #8741,
Iowa - #00643 (also certified with CLARD, the Council of Landscape Architectural Registration Boards)

Member:

American Society of Landscape Architects

Boston Society of Landscape Architects

Boston Society of Architects

Ian S. Ramey, ASLA, LEED AP

Associate Principal

SHADLEY ASSOCIATES
LANDSCAPE ARCHITECTS / SITE PLANNING CONSULTANTS

Professional Experience:

Ian Ramey is a registered Landscape Architect and Associate Principal with Shadley Associates, P.C. and serves as a Project Manager. At SA, he is responsible for project leadership, design, client communications, project production and construction phase services. Mr. Ramey leads the design and production efforts for many projects, focusing on urban design, mixed-use development projects, and on residential design. He is also involved in waterfront planning and design, park and open space planning and design, and university work. He holds a Bachelor of Science in Landscape Architecture from the University of Massachusetts at Amherst. Prior to joining Shadley Associates in 2006, Mr. Ramey was with Carol R Johnson Associates for eight years, where he was an Associate, and with Morgan Wheelock Inc. for two years.

Urban Design, Mixed-Use Development and Commercial Development

Mr. Ramey was the Project Manager for Cambridge Center Plaza with Boston Properties. The project consisted of a plaza renovation involving technically complex design and detailing of a 15,000 SF urban plaza above structural deck. The plaza, which fronts the Cambridge Marriot Hotel, also contains the head house for the MBTA Kendall Square Subway Station as well as a mixed use retail and office development. This project is within the design review of the Cambridge Redevelopment Authority (CRA). Mr. Ramey was also the Project Manager on River's Edge, which is a 32-acre mixed-use development including state-of-the-art "green" office buildings and luxury housing fronting on a river park along the Malden River in Medford, MA. The first of the offices at River's Edge, Building One, is LEED certified at the gold level, and was the first office building to achieve this precertification for core and shell in Greater Boston. For Genzyme Northborough Operation Center, Mr. Ramey was the Project Manager working on the conversion of an existing 200,000 SF warehouse into a Good Manufacturing Practice (GMP) office, lab space and warehouse. The project is pursuing LEED-CI Gold. As part of that effort, the planting is low-water demand, durable and low-maintenance, and portions of the site are paved with permeable pavement to help reduce the site's heat island effect and also to reduce the net runoff from the site. Mr. Ramey is the Project Manager for University Station, a retail, housing and mixed-use development with New England Development. Located on a 140 acre site at the intersection of Routes I-95, 128 and a major Amtrak Station, the project is based on Smart Growth principles, is a LEED Neighborhood Development Pilot Project and includes a program of 4.6 million SF of residential, retail and commercial development. Mr. Ramey was also the Project Manager for the site design of New England Development's Nashua Landing in Nashua, New Hampshire, a 44 acre, 600,000 SF Lifestyle Center including retail streetscapes, plazas, gathering and dining areas, and pedestrian connections. While at CRJA, Mr. Ramey was Project Manager for New England Development and Boston Properties' Wisconsin Place, a mixed-use development located near Washington DC. The project included specialty retail boutiques anchored with major department stores, a 20 story office tower and 200 plus unit

Ian S. Ramey, ASLA, LEED AP

Associate Principal

SHADLEY ASSOCIATES
LANDSCAPE ARCHITECTS / SITE PLANNING CONSULTANTS

residential development. Site areas included two public parks and extensive outdoor shopping plazas accented with water fountains, planters and public art pieces.

Academic and Educational Projects

Mr. Ramey is currently working with Gensler at Syracuse University on their Production Studio Renovations Project and recently was the Project Manager on Greenfield Community College in Greenfield Massachusetts, also with Gensler, and which is administered by the Division of Capital Asset Management (DCAM). The primary goal of the project was to

Achieve a LEED certified core modernization of the school's central building complex and, as part of that renovation, the new landscape created a series of landscape terraces and an outdoor plaza adjacent to a new campus quad that serves as a gathering place for the commuter students. While at CRJA, Mr. Ramey was Project Manager for the Massachusetts Institute

of Technology (MIT) Brain and Cognitive Sciences Building; an urban streetscape and plaza project. Key project features include structural soil tree-way systems on three major streets, colored concrete plazas and custom trench drain design.

Multi-family and Residential Design

Mr. Ramey is currently the Project Manager on two housing projects located in Cambridge. For the Residences at Alewife with Criterion Development Partners, the proposed site design for a 220 unit luxury apartment building includes three elevated courtyards above structured parking, an entry plaza and a naturalistic landscape with pedestrian and bicycle connections to Cambridge Discovery Park, MBTA Alewife Station and the Alewife Brook Reservation's open space network. Each courtyard will be designed to take advantage of views to the adjacent reservation area while at the same time providing a range of tenant experiences, from active uses to passive activities. The Residences at Fresh Pond with Cabot, Cabot & Forbes of New England, includes 440 luxury apartment units in two buildings with three residential courtyards above structure. The project will be one of the first major redevelopment initiatives within the Concord-Alewife Master Plan whose goal is foster a diverse and better connected neighborhood in an underutilized section of the city. Both Cambridge projects are required to achieve Silver certification under the LEED Rating System. Other residential projects include 161 South Huntington Ave., a multi-family residential development with ADD Inc. and Boston Residential Group (BRG) located on the Jamaica way in Boston. Mr. Ramey was Project Manager for the recently completed Residences at River's Edge, the residential component of the River's Edge mixed-use development on the Malden River in Medford, MA. The project included four residential courtyards above deck with gardens, terraces, arbors, ornamental

Ian S. Ramey, ASLA, LEED AP

Associate Principal

SHADLEY ASSOCIATES
LANDSCAPE ARCHITECTS/SITE PLANNING CONSULTANTS

fencing, and a swimming pool. Mr. Ramey was also Project Manager for the luxury White Elephant Hotel Residences on Nantucket, a pedestrian-focused landscape of brick and bluestone walks, seaside plantings and garden rooms designed with quintessential “Nantucket charm”. The project included review by the Nantucket Historic Commission (HDC).

Education University of Massachusetts, Amherst, MA
Bachelor of Science in Landscape Architecture, 1996 (Cum Laude)

Professional History

Shadley Associates, Associate, 2006-Present
Carol R Johnson Associates, Associate, 1998 - 2006
Morgan Wheelock, Inc., Landscape Designer, 1996-1998
Professional Registration for LA Massachusetts - #1259

**Susan Silberberg, AIA, APA**

Susan Silberberg, Principal at CivicMoxie, LLC and a Lecturer in Urban Design and Planning at MIT will lead the community engagement process for the team. Susan is lead author of “Places in the Making: How placemaking builds places and communities.” This MIT publication has garnered international attention for its assessment of current-day placemaking practices and the emphasis on programming, flexible spaces, and tactical strategies that create mutual stewardship between people and places.

Susan teaches practicum workshops at MIT and through her classes and practice, has led hundreds of community meetings and designed productive, interactive, and fun community engagement strategies. A huge factor facing planners and communities today is meeting and planning fatigue. Susan’s firm, CivicMoxie, specializes in engaging diverse audiences in spirited, constructive, and fun conversations for a wide range of projects. She uses many tools to solicit input and create meaningful conversations among developers, residents, businesses and other stakeholders, including workshops, community interactive play and constructive play sessions, panel discussions, online platforms for engagement, artist-led initiatives and installations and community tours and “crawls,” to name a few.

In her MIT practicum workshops, her graduate students have completed two projects for the City of Somerville...the Union Square Gateway Plan (2013) and the Brickbottom and McGrath Neighborhood Plan (2014). Susan believes that community engagement and input improves planning and project outcomes and she speaks around the world to help cities and communities embrace placemaking and its benefits. In February 2015 she spoke on placemaking at the UN European Economic Council in Geneva and she gave a TEDx talk in November 2014 on the global benefits of placemaking. She is currently leading CivicMoxie’s work on the planBTV South End master planning process in Burlington, VT and the long term placemaking project in Santurce, Puerto Rico.

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David Giangrande, M.S., P.E.
Design Consultants, Inc. President

REGISTRATIONS

1990, Massachusetts, Professional Engineer #35844

1992, New Hampshire, Professional Engineer #8433

EDUCATION: Northeastern University, Boston, Massachusetts
Master of Science Transportation Engineering, 1997
Bachelor of Science, Civil Engineering, 1984
Northwestern University Traffic Institute, Falmouth, Mass.
Traffic Signal System Timing Workshop, 1995

INTRODUCTION:

David has served as DCI President for 15 years and been with the firm for more than 25. He has a wealth of project management experience at all levels, and clients and co-workers alike acknowledge David's ability to solve problems and reach practical solutions. He is versed in a wide range of project types and sizes, having effectively delivered projects ranging in size and scope from relatively simple, small projects to complex, 20-plus-million dollar full-depth roadway reconstructions for municipal clients. He is also comfortable and experienced presenting to and working cooperatively with public groups and permitting agencies.

RELEVANT EXPERIENCE:

Principal-in-Charge for the reconstruction of Somerville Avenue, Somerville. This stretch of roadway is a major urban arterial linking Porter Square and Union Square. DCI's design work for Somerville Avenue included a closed loop traffic signal system, the rehabilitation and reconstruction of the existing brick arch sewer system, a new 5- to 7-foot-diameter drainage system, full depth roadway reconstruction, and sidewalk and pedestrian improvements. The project has received resounding praise from local, state and national sources, and was featured in the December 2010 issue of the national trade publication *Rebuilding America's Infrastructure*.

Project Manager for the reconstruction of Huntington Avenue, Boston. This project entailed the redesign of an urban arterial for the City of Boston and Massachusetts Highway Department with a total construction budget of \$14 million. The project included the design of 10 interconnected traffic signals,

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CIVIL ENGINEERS and LAND SURVEYORS

changes to lane arrangement, improvements to pedestrian and bike amenities, and coordination with MBTA Green Line ADA key station improvements. Deliverables included Conceptual Plans and estimates, meetings with over 20 institutions, universities and medical facilities, and meetings with neighborhood groups. Construction on the project was completed in 2007.

Project Manager for the reconstruction of Main Street, Andover. The project was a redesign of Andover's primary downtown commercial district and included efficiency and safety improvements for vehicular and pedestrian traffic. DCI accomplished the town's goals by adding state-of-the-art signalization and new turning lanes where none previously existed, and the reorganizing the sidewalk environment with new, appropriately placed streetscape details. The design also included curb extensions, which improved turning movements and reduced pedestrian crossing widths.

Principal-in-Charge for the reconstruction of Magoun Square, Somerville. The Magoun Square design included roadway and sidewalk improvements, drainage, traffic relocation, and other design challenges. Under David's watch, DCI also designed a new street lighting system, new drainage lines, traffic relocation improvements, and streetscape enhancements (including new curbing, fences, trees, signing, pavement markings, and other incidental items).

Principal-in-Charge for Capen Court Senior Housing Facility, Somerville. Served as hands-on principal-in-charge for construction of 97 senior housing units in a 2-acre site at 1 Capen Court in Somerville. The site consists of two buildings, one of three stories and one of four stories, with a total area of 23,000 square feet. The site also includes landscaping and 72 parking spaces. One of the major challenges on the project is the relocation of a five-foot-diameter MWRA underground water main running diagonally through the site with very shallow cover from the top of the main crown to the ground surface. DCI's solution will accommodate both the needs of the MWRA in its efforts to supply water to the site and the needs of the developer to fulfill its plans for the site.

Project Manager for the Rehabilitation and Renovation of the Charleston Chew candy factory into Charleston Lofts, Everett. In addition to providing parking design services for the 2.2-acre urban site, DCI prepared all civil and traffic engineering for the site. DCI has provided the engineering and documentation necessary to assist in the permitting process for the expansive project.

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Project Manager for the Rehabilitation and Renovation of 156 Porter in East Boston. David led a multi-disciplined team brought together to convert a former GE light bulb factory into 218 residential lofts. The

building is over 600 feet long and provides approximately 200,000 square feet of living space and almost 50,000 S.F. of garage space. The building stands alone bordered only by Memorial Park and Porter Street. DCI's greatest challenge was to integrate 119 exterior parking spaces with the building and the park.

AFFILIATIONS: American Society of Civil Engineers (ASCE)
Boston Society of Civil Engineers Section (BSCES)
The BSCES Transportation Technical Group Chair 2001
Institute of Transportation Engineers (ITE) Mentorship Chair 2003
American Consulting Engineers Council (ACEC)

PUBLICATIONS/ *Boston Business Journal*, April 6, 2007

PRESENTATIONS: "Four Keys to Revitalizing a Struggling Business District"
Boston Business Journal, August 30, 2004 "A Low Impact Approach to Stormwater Management"

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Tom Bertulis, M.S., P.E., PTOE *Design Consultants, Inc. Manager of Traffic Engineering*

REGISTRATIONS: 2004, State of Washington, Professional Engineer (PE) #41149 2013, Professional Traffic Operations Engineer (PTOE) #3429

EDUCATION: Santa Clara University, Santa Clara, California, *Bachelor of Science, Civil Engineering, 1996*
Northeastern University, Boston, Massachusetts, *Master of Science, Civil Engineering, 2013*

INTRODUCTION: Mr. Bertulis leads the Traffic Engineering Department at DCI. He is a skilled traffic engineer and transportation planning professional with managerial and technical experience in traffic impact studies, traffic signal timing, signal design, parking studies, road safety audits, traffic analysis reports, Transportation Demand Management (TDM), cycletrack designs, walking audits, and signal synchronization projects. Tom has over a decade of progressively responsible experience in the public, private, and non-profit sectors. He has obtained the knowledge and skills necessary to provide feasible solutions that enable transportation systems to meet local and system-wide needs. By applying functional design, he has developed mitigation treatments that do not just provide for necessary capacity, but also meet the needs of the surrounding community. Tom speaks four languages and his international benchmarking work includes comparing traffic and transportation infrastructure in eight European countries, further honing his traffic engineering skills. The signal synchronization project he designed, managed, and implemented in Sammamish, Washington, was recognized as having the largest travel time improvement of the half dozen signal synchronization projects in King County that year.

RELEVANT EXPERIENCE:

Transportation Lead, Traffic Diversion Study, Furnace Brook Parkway, Quincy, MA. Led a project to examine the area near a new development and use an innovative traffic demand methodology to estimate the cut-through traffic due to the new development. Analyzed the study area and developed mitigation measures that met the needs of the neighborhood.

Transportation Lead, Traffic Impact Analysis, Vine Street, Everett, MA. Led the traffic impact analysis along two intersections along Vine Street for a mixed-use development. Used the four step model in conjunction with Synchro to estimate the impact, recommended mitigation measures, and develop the follow-up report.

Transportation Lead, Safety and Speed Study, Dodge Road, Rowley, MA. Led the study to estimate the 85th percentile speed and safety issues along Dodge Road in Quincy, including sight distance analysis, speed measurements, and recommended mitigation measures.

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Transportation Lead, Traffic Impact Analysis, Granite Street, Quincy, MA. Led the traffic impact analysis along three intersection of Granite Street for a large residential development. Used transportation planning in conjunction with Synchro to estimate the traffic impact, recommended mitigation measures, and write the follow-up report.

Transportation Lead, SE 56th Street Signal Synchronization Project, Sammamish, Washington. Led the design and implementation of the timing and synchronization of four signals along the SE 56th Street corridor, including the GPS analysis, development of signals timing schemes with Synchro and Simtraffic, implementation of timing plan, analysis and modification of results, and the before-and-after study, resulting in improvements of up to a 50% decrease in travel time across the corridor.

Traffic engineer, Novelty Hill Road Traffic Study, King County, WA

Involved in the traffic engineering aspects of this high-profile, highly political traffic study of Novelty Hill Road and accompanying developments, including a senior-living complex and a mixed-use development. Duties including completing the Synchro analysis and writing the subsequent report and design recommendations.

Transportation Lead, Streetscape Design for Creating a Park/City Hall Connector, Shoreline, WA. Led the engineering effort for the survey and design of head out angled parking, traffic calming features, streetscape design, and bicycle-pedestrian accommodations for a connector along a key street in Shoreline, including surveys, field visits, and the development of the engineering plans.

Transportation Lead, Engineering Design for Safe Routes to School project, Casper, Wyoming. Led the engineering effort for the design and production of parking layouts and traffic calming features for Safe Routes to School Projects for several schools across Casper, including client liaison, field visits, and development of the engineering plans.

Lead Civil Engineer, Shared Use Path Design/Build, Dalmeny, Scotland. Designed and managed the construction of a shared use path and the associated 500-foot (wheelchair friendly) ramp to link two national cycle routes and several local schools in Dalmeny, Scotland, just north of Edinburgh. This involved an initial study, consultation, PS&E documents, implementation, and construction inspection. The site included many challenges, including that it was situated over the largest oil pipeline in Scotland, under live utility wires, and next to fast moving passenger trains.

Project Manager, Cycle Monitoring Guidelines, Mexico City, Mexico. Led an effort to produce guidelines for Mexico City's Department of the Environment on monitoring levels of cycling, levels of cycle crashes, and levels of satisfaction of cyclists in Mexico, including research, writing the guidelines, document layout, and producing the manual.

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Civil Engineer, Cycle track, Guadalajara, Mexico. Assisted in the design and implementation of Guadalajara's first cycle track, including dealing with multiple stakeholders in a high-pressure political environment. The accelerated schedule led to rapid implementation and several innovative cycle track features were included in the final design.

AFFILIATIONS: Institute of Transportation Engineers (ITE) Association of Pedestrian Bicycle Professionals (APBP)

PUBLICATIONS:

Barrier-Free Ring Structures and Pedestrian Overlaps in Signalized Intersection Control (2012).
Transportation Research Board (TRB) 91st Annual Meeting Compendium of Papers, Washington, D.C., 2012. (co-author)

Cycling Renaissance in Guadalajara, ITDP Magazine, Institute for Transportation and Development Policy, Winter 2008.

Driver Approach Speed and Its Impact on Pedestrian Yielding Behavior at Unsignalized Crosswalks, Transportation Research Record (TRR), Washington, D.C., 2015. (lead-author)

European Innovations and Cycle Design Guidelines, Proceedings from the 2006 ProWalk ProBike Conference, Madison, WI.

Oasis Greenways: A New Model of Urban Park within Street Right-of-Ways in Dorchester, Massachusetts, Proceedings from the 2013 FABOS International Greenway Conference, Amherst, MA. (lead-author)

**Brad Rahinsky, President & CEO**

Brad Rahinsky joined the Hotel Equities team in early 2012 and quickly moved into a senior leadership position, currently serving as its President and COO. His responsibilities include all aspects of the firm's day to day operations, oversight of development and acquisition as well as the overall growth of the organization through various platforms.

Setting the strategic path for the firm with the assistance of an industry-best team, Mr. Rahinsky seeks to identify new business opportunities and attract new growth for the firm which currently has over 60 hotels in more than a dozen states and Central America.

Brad has 25+ years in the hospitality industry with a comprehensive mix of operational expertise and sales and marketing strategy, working with brands such as Marriott, Hyatt, Hilton and Starwood as well as numerous high-end independent hotels and resorts. He is married and has three children.



Joe Reardon, Vice President of Marketing and Business Development

Joe Reardon serves as Vice President of Marketing and Business Development for Hotel Equities where he oversees the development team, negotiates management contracts and evaluates the financial feasibility of the firm's acquisition opportunities. He utilizes the existing portfolio of 60+ hotel assets as a platform for rapid growth with current and potential owners.

With more than 25 years of experience in the hospitality industry, Mr. Reardon came to Hotel Equities from Alliance Hospitality where he served as Executive Vice President of Sales and Marketing. There he also oversaw business development for the firm's extensive portfolio. He previously served five years as VP Sales & Marketing for the Noble Interstate Group and Noble Investment Group where he managed a

Nationwide portfolio of hotels. Mr. Reardon began his career with Marriott International in Sales and Marketing, transitioned to Operations as General Manager in various locations, but later moved back to sales where he was promoted to Regional Director of Sales & Marketing.

Over a 17-year span, he earned prestigious awards for work in select service, full service and resort hotels, including the Director of Marketing of the Year and the General Manager President's Cup. With a proven track record of transforming sales cultures and systems to drive top line revenue, he develops strong teams and creates opportunities that make a positive impact on market share and profitability. Mr. Reardon holds a B.S. degree in Business Administration & Tourism Management from North Carolina State University. He and his wife, Heather, have two sons.



Chuck Powell, Senior Vice President of Operations

Chuck Powell serves as Senior Vice President of Operations for Hotel Equities. Mr. Powell has oversight of the operations of all hotels in the HE portfolio and reports directly to Brad Rahinsky, Hotel Equities' President and Chief Operating Officer. He joined Hotel Equities from Interstate Hotels & Resorts. He previously served as the award-winning Vice President of Operations with Noble Investment Group where he oversaw all full service, resort and conference center hotels. Prior to Noble, Mr. Powell served as a regional General Manager with Hilton Hotels in downtown Atlanta for two convention hotels and one condominium building. Hilton honored him with special recognition for his top operating efficiencies and RevPar growth. During his career, Mr. Powell also held senior leadership roles with Occidental Hotels, Omni Hotels, The Don CeSar Beach Resort and Stouffer Hotels.

Active in the hospitality industry, Mr. Powell served in top leadership positions of the Atlanta Convention and Visitors Bureau, the Georgia Hotel and Lodging Association, Meeting Professionals International and the board of the Georgia State University School of Hospitality.

Mr. Powell holds a degree in Hotel and Restaurant Management from Paul Smith College.

COMPARABLE PROJECTS & REFERENCES

C

DEVELOPERS COMPARABLE PROJECTS &
REFERENCES

C.1

DESIGN TEAM LEAD'S, COMPARABLE
PROJECTS & REFERENCES

C.2

The Wyvern Hotel



1. The Wyvern Hotel

Owner: Wyvern Hotel, LLC (Burkhard principle entity)

Location: Punta Gorda, Florida

Description: 63 room luxury boutique hotel. Features 45,000 sq.ft. of interior space with 8,000 sq.ft. roof amenity. This urban infill and downtown was developed after Hurricane Charlie had devastated the downtown area. Burkhard worked closely with the planning department to regenerate the area.

Development cost \$8.5M

Financing: Centennial Bank

Burkhard Corporation Role:

Development

General Contractor

Hotel Management

Status: Opened 2009

The Colony at Sabal Trace



2. The Colony at Sable

Owner: Trace Holdings, LLC (owned affiliate)

Location: North Port, Sarasota County, Florida

Description: 188 units spread throughout 14 acres in 29 buildings. Burkhard worked with the City of North Port and the board of Sarasota County. The gated community features a club house, swimming pool and is sited around a golf course.

Development cost \$28M

Financing: Florida Community Bank

Burkhard Corporation Role:

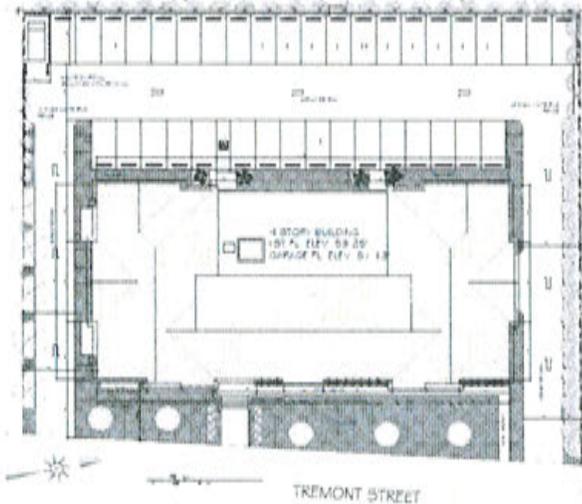
Development

General Contractor

Status: Completed 2010



Melrose Condominiums



3. MELROSE

Owner: Tremont 130 Development, LLC

Location: Melrose, Massachusetts

Description: 26 luxury condominiums with garage parking. This T.O.D site is the first development in the new 'Tremont street corridor zone'. The site is conveniently located between 2 commuter rail stations and is less than a 10 minute walk to Melrose downtown area. Burkhard worked closely with the City Planner Ms. Denise Gaffey and the project was approved in late 2014.

Development cost \$9M

Financing: Middlesex Federal Savings

Burkhard Corporation Role:

Development

General Contractor

Status: Permits complete, Under construction



Khalsa Design Inc.

PROJECT: WESTON & BROADWAY RESIDENCES

Project Type:
Mixed Use: Retail,
Residential

Project Location:
26 Weston Ave,
1188 Broadway
Somerville, MA

Project Size:
37 Residential Units
1,600 sf Retail

Ownership Entity:
Condominium

Development Cost:
\$9.5 Million

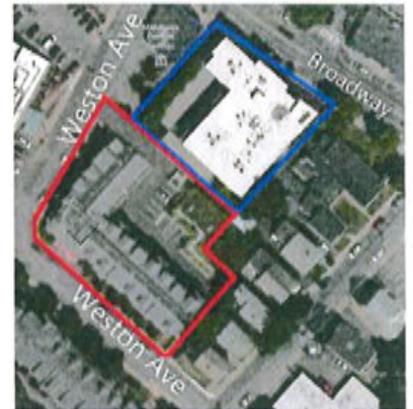
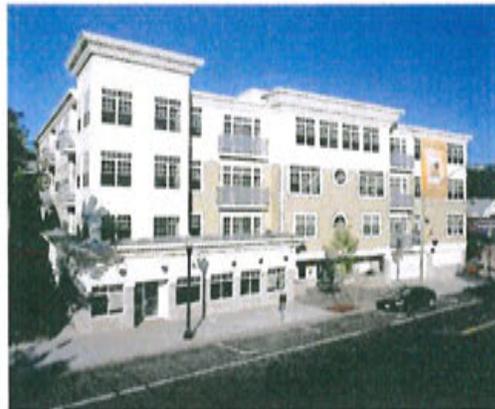
Financing Mechanism:
Private Equity &
Conventional Financing

Municipal Subsidy:
None

Green Building Design:
LEED certifiable

Current Status:
Complete

Reference:
Peter Lee, Young
Construction Company
(617) 576-9900



26 Weston Ave and 1188 Broadway are located steps away from the Powder House School Site.

Both projects were embraced by the community early on in the process, however there was an additional year of coordination for each property with the varied organizations with the city and neighborhood for refinement.

We worked closely with the developer and the community to determine the vision for these sites, which were in contrast: Broadway facing a busy thoroughfare and Weston Ave having more intimate residential feel, so each site required its own in depth analysis. Through the community process the neighbors expressed a desire for the new building to reflect the architecture across the street to create a contiguous street feel and we used that suggestion as a jumping off point for our design.



Khalsa Design Inc.

PROJECT: WASHINGTON @ DODGE MASTER PLAN

Project Type:
Mixed Use: Hotel, Retail,
Residential

Project Location:
257 Washington Street
Salem, MA

Project Size:
90 Residential Units
100 Hotel rooms
30,000 sf Retail

Ownership Entity:
RCG

Development Cost:
\$60 Million

Financing Mechanism:
Private Equity &
Conventional Financing

Municipal Subsidy:
State Grant to relocate &
upgrade utilities:\$3 Million

Green Building Design:
LEED certifiable
Green Roof(s)

Current Status:
In Construction
Document Phase

Reference:
David Steinbergh, RCG
dsteinbergh@rcg-llc.com
(617) 625-8315 x33



The Salem Master plan created a vision for Salem to expand downtown south with landmark gateway, stimulate economic development on a currently aging site, attract new tenants to Salem, and improve pedestrian environment and rationalize traffic.

An extensive community review process lasting over two years involving city departments, and more importantly the historic salem and walkable salem neighborhood groups, greatly impacted the development of the design and orientation of the project. Development for the project also involved negotiation of the acquisition of land owned by the City of Salem to further improve the community experience.



Khalsa Design Inc.

PROJECT: ATLANTIS MARINA

Project Type:
Mixed Use: Retail,
Residential

Project Location:
550 Pleasant Street
Winthrop, MA

Project Size:
44 Residential Units
Below Grade Parking

Ownership Entity:
RCG

Development Cost:
\$12 Million

Financing Mechanism:
Private Equity &
Conventional Financing

Municipal Subsidy:
None

Green Building Design:
LEED certifiable

Current Status:
Complete

Awards:
Visual Achievement Award
Citations from State Sennot
& House of Representatives

Reference:
David Steinbergh, RCG
dsteinbergh@rcg-llc.com
(617) 625-8315 x33



The Atlantis Marina site fronts the harbor, offering picturesque views of the Boston Skyline, however achieving those views required an intensive approval process involving the City of Winthrop, the State, and the harbor community.

We focused on maintaining a connection to the waters edge while providing a transitional threshold for the abutting residential community. A Full service marina is located at the rear of the site, providing private boat slips for the greater community.

This project also required Chapter 90, and FAA approvals further intensifying the Community process and development.

PROJECT NARRATIVE**D**PROJECT DESCRIPTION D.1SITE PLAN OPTIONS D.2PROJECT DEVELOPMENT TIMELINE D.3AMENITIES DESCRIPTION D.4SUSTAINABLE DESIGN & MANAGEMENT
ELEMENTS D.5TRANSPORTATION DEMAND MANAGEMENT
STRATEGY D.6DEVIATIONS FROM DESIGN & DEVELOPMENT
GUIDELINES D.7



The Burkhard Corporation project proposes a unique opportunity to develop the Powder House School site creating a dynamic balance of public green space and a carefully curated mix of uses appealing to the broad section of the Teele Square and Somerville demographic. It is the intention of this project that the green space be the central and focal point of the redevelopment. Planning complimentary uses, recreation areas and increased pedestrian connectivity between Broadway and Holland Streets will serve to vitalize the park, neighborhood and business community. The goal is to preserve the “small town” feel and individuality of the Teele Square neighborhood while enhancing the district to keep pace with the growing need for residential, commercial and retail space. This project is designed to reflect the vision of the community as described in “Somervision” and the Teele Square/Powder House visioning focus group. It is our belief that the success of the project is intrinsically entwined with strong community engagement and public benefit. Our success is the Teele Square neighborhood success.

❖ Public Park

The park is the heart of the project providing a vibrant, community green space with a mix of uses surrounding this central area. The pedestrian connection between Broadway and Holland Streets already provides a base of activity to be built upon. In both site plans a plaza with a water feature, such as a fountain, is envisioned. The plaza interactive fountain could have dual functionality, a water activity area in summer months and a possible skating rink in the winter, as well as adding beauty to the park space. Planning for power, lighting, and wifi connectivity has been undertaken and will allow greater flexibility in the use of the plaza. Further uses for the park are to be determined by the community, small performance area, space for yoga/exercise classes, artisan fairs and community workshops, family gatherings, senior events, chess, curbside food trucks and place to picnic.



❖ Civic Space

In the building on the northwest side of the site, 4,000 square feet of space has been devoted to civic use with which the development team can create partnerships with local community non-profit groups. It is our thought that by sharing the space, a more vital space is created and community connections formed. The team's initial thoughts include a shared visual arts studio, a multi-purpose meeting space that can also function as a gallery, reading area and civic clubs. The space is provided as a framework to allow neighborhood involvement and as the neighborhood dynamics evolve the uses may change also.

❖ Supporting Functions Surrounding the Green Plaza

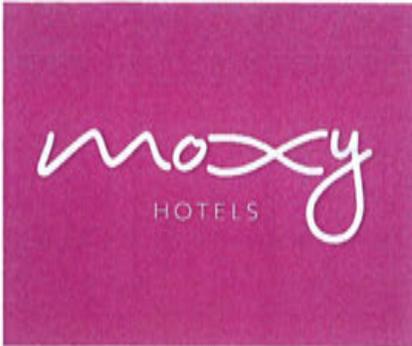


Restaurant – The 1,800 sq. ft. of space facing the street is designated to a sidewalk bistro/café type of eatery. Studies show that unlike Davis Square, Teele Square has an unfulfilled food and beverage demand. The addition of another eatery will enhance the dining dynamic in the square. The position of the eatery at the entrance to the park will draw visitors and provide a pleasant outlook from both the eatery and the park.

Residential – The residential component to the project is above the community building. The plan includes 30 apartments; 12 – 1 bedroom and 18 – 2 bedroom. The development will have a full affordable housing component.



Artist – Live/Work space – Within the community building; 5 artist spaces are provided on the ground floor in hope the artist will be able to open the studio at certain times to enhance the commercial needs of their endeavors



www.moxy-hotels.marriott.com

Hotel – A 100 room, mid-tier hotel is planned as the central component of the southeast building. After careful consideration of the neighborhood and the Somerville demographic we have chosen to align with Marriott brand with the latest Lifestyle hotel in the U.S. – *Moxy*. Based on previous working relationships with Burkhard and Hotel Equities, Marriott has reviewed the site and is looking forward to this development opportunity (see Marriott letter in attachments L). The concept was first launched in Europe but is popping up in high performing, urban areas in major cities throughout the U.S. The *Moxy* is a stylish, high energy, affordable hotel, chosen as a hotel for millennials, appealing to a wide spectrum of guests. The design concept is without a full restaurant but a very large lobby, lounge area designed to facilitate interaction. The hotel will create annually approximately 30,000 dinner opportunities, and 10,000 lunch opportunities for Teele Square restaurants. The hotel will also provide a shuttle bus to the public transportation in Davis Square to reduce the number of guest using cars. The location is ideal as the facilities that guests demand are all within walking distance.

Office Space – On the first floor of the hotel building 6,000 square feet is designated as cowork office space. The need for this newer concept in office space is exploding nationally and in the metro Boston area. The facility will attract sector-specific incubators such as entrepreneurial technology start-ups and innovators as well as general community coworking office space. Teele Square is an excellent location for this type of uses because of the close proximity to public transport and community facilities. These spaces also sponsor frequent networking gatherings and guest speaker appearances. This helps create synergy with the hotel and with the public space outside.



We offer the following two plans to illustrate different approaches as starting points for discussions during the Community Process. Each plan offers separate ideas for possibilities that the stakeholders in the project can input numerous ideas and refine to a cohesive final design. During the process the various uses that enhance the neighborhood and community can be prioritized and realigned to maximize the use of the park by all age groups.

Each scheme maximizes the amount of open space but maintains the connectivity between Holland and Broadway Streets. The elevation change in the site allowed both schemes to give a visual prominence to the community space with large façade area at the high point of all ground floor uses. Both maintain the focal relationship of the Community Function rooms on the sunny side of the park to welcome more use of the space by the public. In each option the vehicular access is from the property edges to eliminate conflict with pedestrian traffic through the space and allow the largest central area. Underground parking is another common feature to eliminate the omnipresence of automobiles from impacting the site while exceeding parking requirements. Each option meets or exceeds all dimensional requirements including height and setback as outlined in the RFP.

Scheme one features a central plaza space with interactive fountain that allows flexibility within the area for community events while creating an enlivened pedestrian experience through it. It also features a large community terrace space adjacent to the Community/Art Center. The terrace effect shown also offers informal seating area for possible outdoor performance on the central plaza. The total green area is 58% of the total site with a contiguous central space of 40%.



Scheme two features a major green space along Broadway creating a pleasing visual street scene and invitation into the park. The largest flexible plaza space is adjacent to the Community/Art Center allowing even greater flow between interior and exterior community functions. This plan shows the possibility of curbside food trucks for lunch on the go while passing along the pedestrian connector or informal eating in the park. This option features 65% total green area and 44% contiguous green space.

Our intention with each site option is to highlight just a few of the many opportunities for the park; interactive fountain providing winter skating and summer splash, areas for chess, backgammon or lawn games, yoga and exercise classes. We need to define these uses with the community to allow us to provide the infrastructure electricity, water, and data in selected area for current trends and allowing flexibility for future residents to use the park in ways we have not yet thought of.



SITE INFORMATION

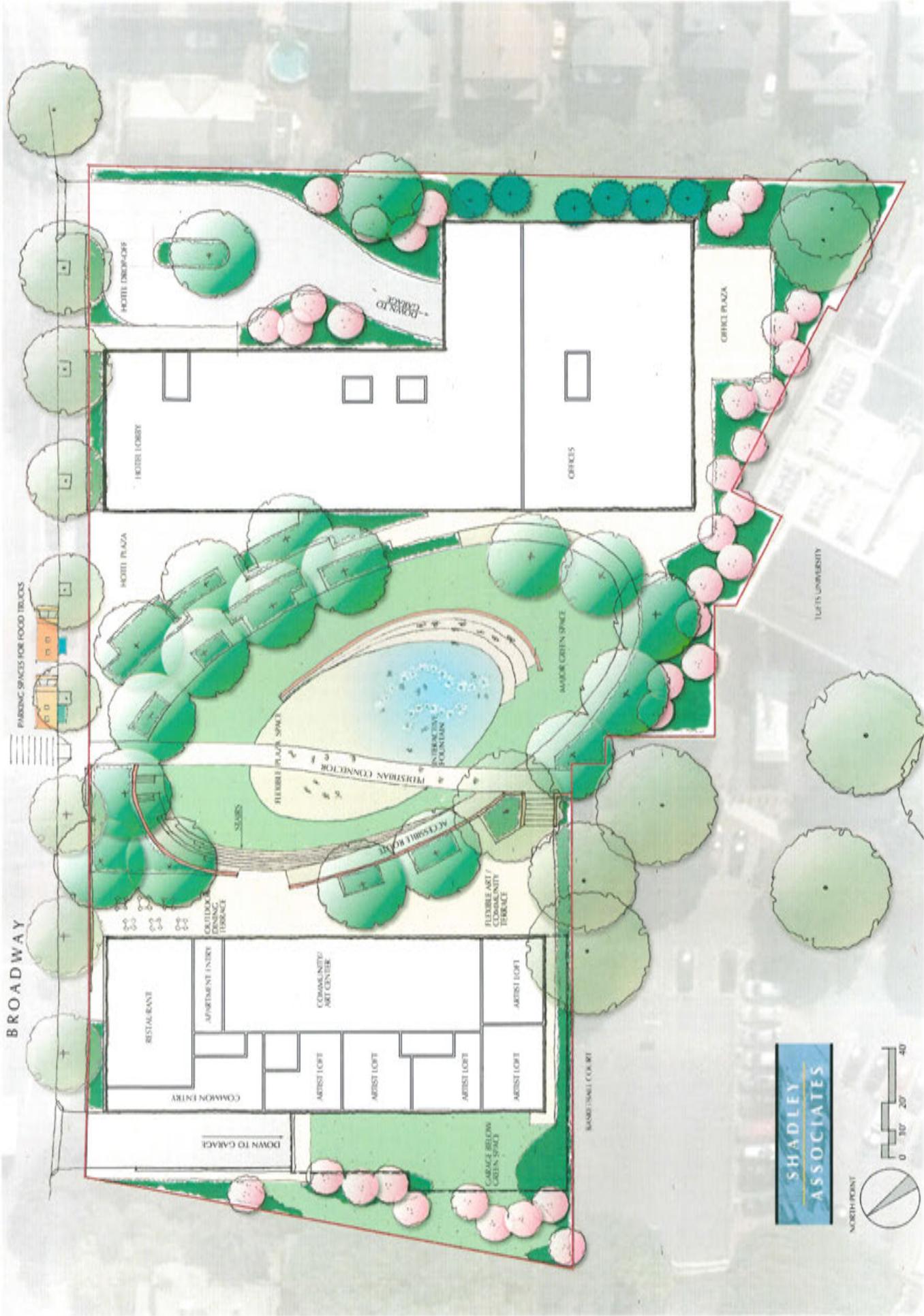
LOT AREA: 80,857 SF
 EXISTING BUILDING FAR: 1.08 (87,599 SF)
 EXISTING USE: VACANT SCHOOL BUILDING

SITE REQUIREMENTS

-FAR: 1.0 (80,857 SF)
 -PUBLIC ACCESSIBLE SITE: 40% (32,342 SF)
 -MAINTAIN PEDESTRIAN CONNECTION BETWEEN HOLLAND STREET AND BROADWAY
 -HEIGHT LIMIT: 45'
 -SETBACKS:
 SIDE: 15' @ 30' HIGH, 25' @ 45' HIGH
 REAR: NONE
 FRONT: NONE

PARKING REQUIREMENTS:
 1/800SF FOR OFFICE
 1/300SF FOR RESTAURANT
 1/800 SF FOR ART EXHIBIT
 1/UNIT FOR RESIDENTIAL
 .33/DU FOR WORKLIVE UNITS
 1/2 GUEST ROOMS HOTEL





SHADLEY ASSOCIATES







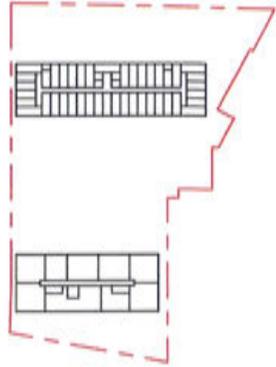
BUILDING ONE:
 MULTIFAMILY RESIDENTIAL (30 UNITS)
 ARTIST LOFT LIVE/WORK UNITS (5 UNITS)
 COMMUNITY/ART CENTER (4,000SF)
 RESTAURANT (1,800SF)
 -33,462 NSF

PARKING
 43 PARKING SPACES REQUIRED
 44 PARKING SPACES PROVIDED

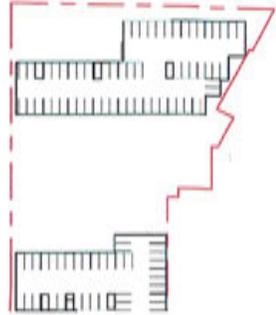
BUILDING TWO:
 HOTEL (100 ROOMS)
 OFFICES (6,000SF)
 -44,781 NSF

58 PARKING SPACES REQUIRED
 59 PARKING SPACES PROVIDED

TOTAL:
 FAR: 0.96 (78,243 SF)
 CONTIGUOUS CENTRAL GREEN SPACE: 32,378 SF (40%)
 TOTAL GREEN SPACE: 46,915 SF (58%)

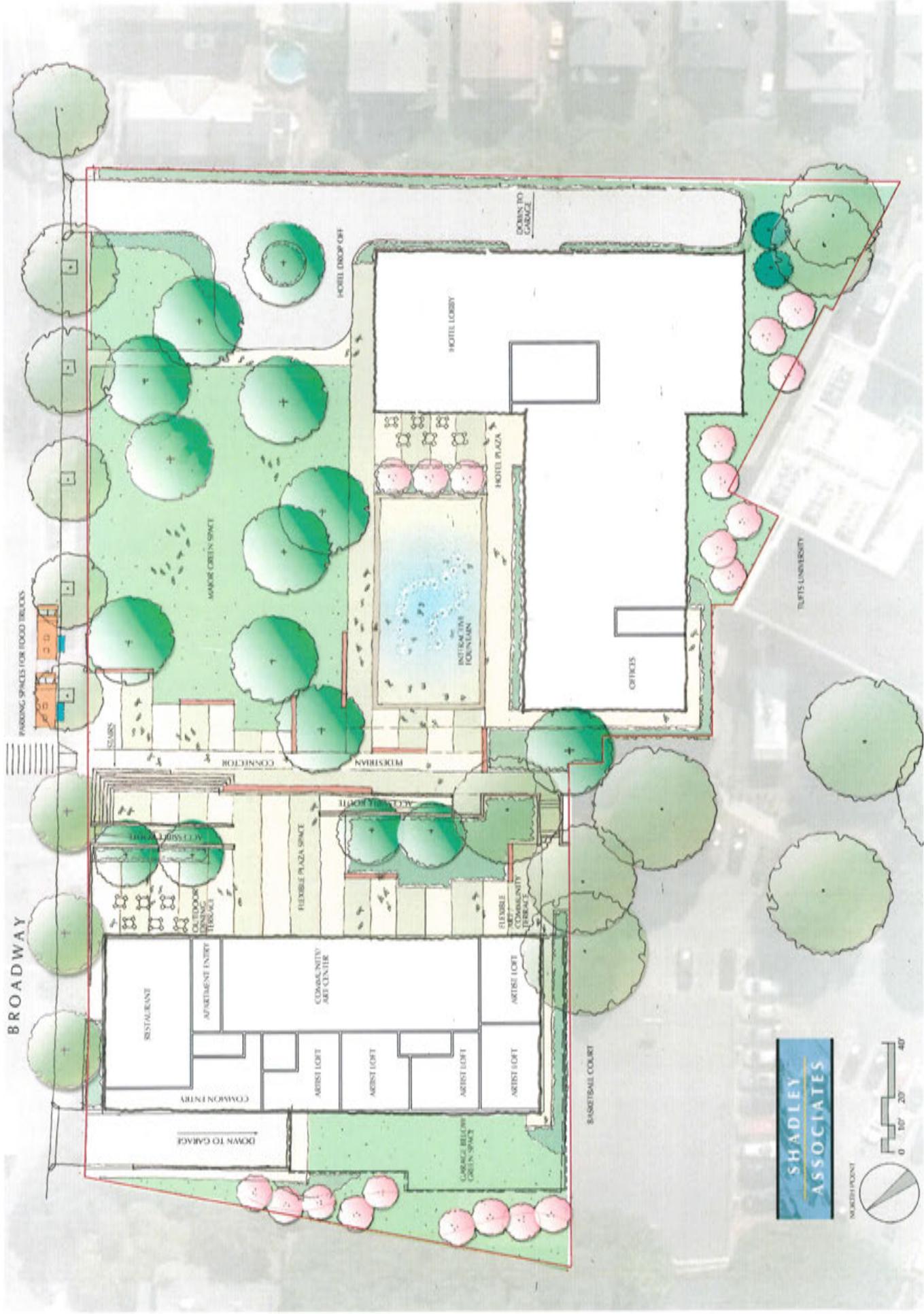


TYPICAL FLOOR PLAN

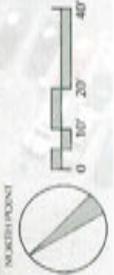


PARKING LEVEL FLOOR PLAN

Scheme One - Community/Arts Center + Residential + Hotel/Office



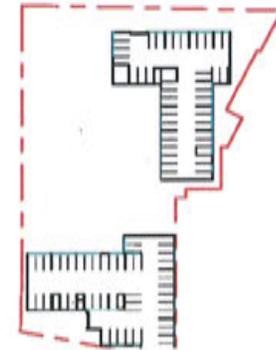
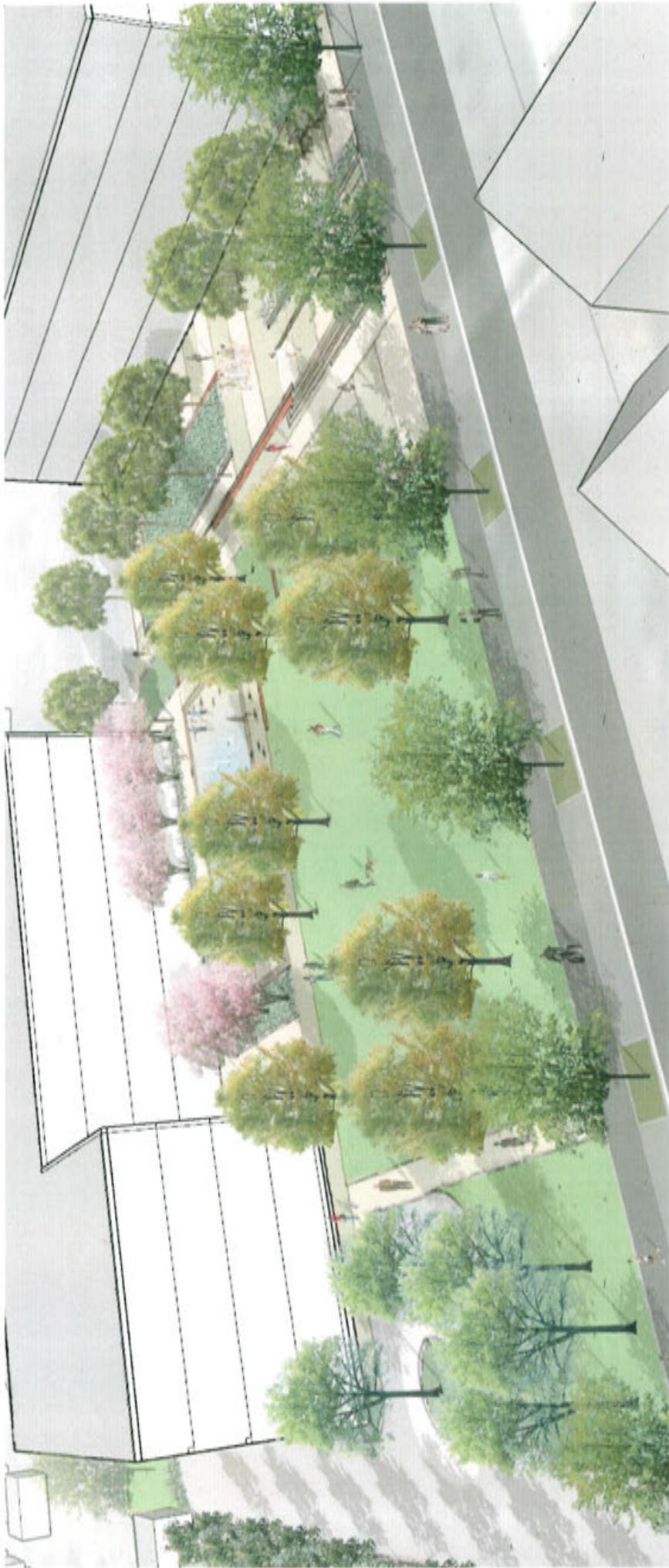
SHADLEY ASSOCIATES



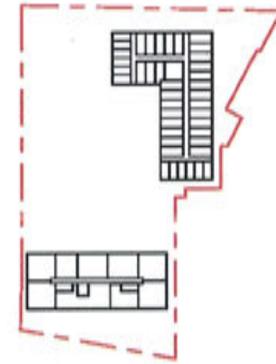
Site Plan Scheme Two - Community/Arts Center + Residential + Hotel/Office



Scheme Two - Community/Arts Center + Residential + Hotel/Office



ARKING LEVEL FLOOR PLAN



TYPICAL FLOOR PLAN

BUILDING ONE:
 MULTIFAMILY RESIDENTIAL (30 UNITS)
 ARTIST LOFT LIVE/WORK UNITS (5 UNITS)
 COMMUNITY/ART CENTER (4,000SF)
 RESTAURANT (1,800SF)
 -33,462 NSF

PARKING
 43 PARKING SPACES REQUIRED
 44 PARKING SPACES PROVIDED

BUILDING TWO:
 HOTEL (100 ROOMS)
 OFFICES (6,000SF)
 -43,979 NSF

58 PARKING SPACES REQUIRED
 59 PARKING SPACES PROVIDED

TOTAL:
 FAR: 0.95 (74,441 SF)
 CONTIGUOUS CENTRAL GREEN SPACE: 36,082 SF (44%)
 TOTAL GREEN SPACE: 53,000 SF (65%)



Scheme Two - Community/Arts Center + Residential + Hotel/Office

After selection of the preferred developer, we would anticipate setting up communication links with the neighbors, neighborhood, community and municipality groups as we work through the site plan process. The redevelopment of this property has been a very long road and we would bring a goal to begin demolition in under a year from selection completion. We will work with the community to engage a strong bond and to be a good neighbor. Our experienced team will delve into the neighborhood planning efforts to bring this project to a viable solution that will enhance and enrich the neighborhood for years to come.

<u>Schedule:</u>	
March 23, 2015	Submission
May, 2015	Selection complete
June 2015 – January 2016	Community Engagement process
March 2016	Zoning Adopted
March 2016	Site Plan Approval
April – July 2016	Building Design & Engineering Documentation
April 2016	Ownership Transfer
April 2016	Abatement & Demolition of Existing Building
August 2016	Construction begins
Fall 2017	Park deeded back to the City with long term maintenance agreement
Fall 2017	Hotel Opening & Residential Occupancy

Community Engagement:

In the past several years, substantial community engagement efforts have been made around the Powder House School redevelopment and these meetings and community input have informed the development proposal we offer here. Our proposed project is infused with placemaking opportunities through our proposed community engagement process and our intention to establish long-term partnerships within the neighborhood to activate spaces in the project. We are excited to offer opportunities for placemaking to the community and City in the belief that strong community engagement and attachment to the proposed open space and community uses on this site will create a robust, vibrant and well-cared for addition to the community.

The term “placemaking” is used a lot these days so we would like to be clear about our project philosophy and engagement strategies. We see the strategies and benefits of placemaking threading through this project and the community in three major ways:

1. Our Long-term goals and intentions for the mixed uses and the public benefits of the project
2. Our approach to programming of these
3. Our community engagement strategy



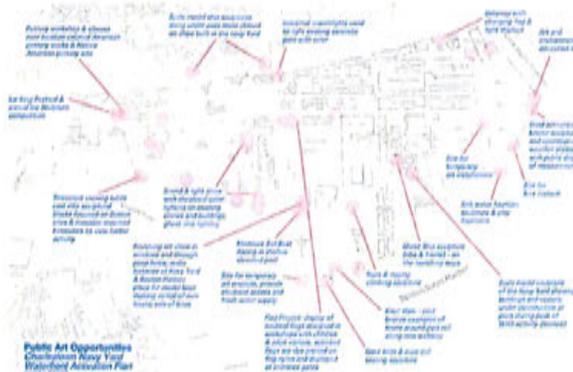
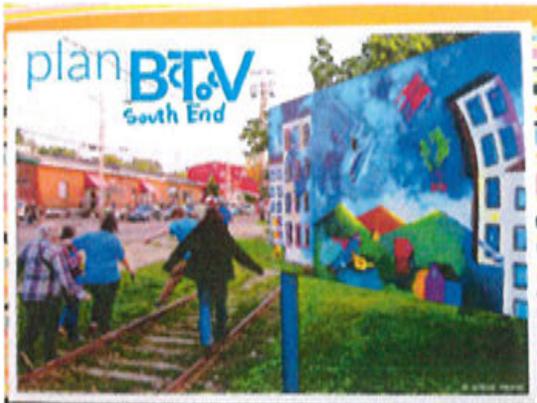
Our Long-term goals and intentions for the mixed uses and the public benefits of the project

We list long-term goals for the mix of uses in the project and for the enduring public benefits first here because these components of the project drive our decisions and strategy for community engagement during the project planning and permitting phase. This project offers a mix of uses including residential units, a hotel, restaurant, collaborative work/commercial space and possible artist work/live space with a community room or gallery because we believe these uses provide a diversity of users and activities that will contribute to neighborhood vitality, populate the public space and sidewalks with people at varied times of the day and night, and increase demand for existing local restaurants and businesses.

Successful placemaking projects have common characteristics: they enliven spaces with activity, beauty, and comfort. In addition, the most successful public spaces and buildings are those that cultivate a public sense of stewardship and “ownership” and that help communities develop attachment. These spaces become destinations and icons within communities and are generally safer and better cared for than anonymous disconnected properties.

Our project proposal offers a carefully curated mix of uses and public spaces to ensure this site is an active contributor to the community. Guests at the hotel provide demand for local restaurants and businesses and infuse the location with curious and engaged visitors. Co-workers in the commercial space bring varied interests and experiences and work hours as well as a need for restorative public space and nearby goods and services and dining. The restaurant creates a destination on site and supports a stronger local dining cluster that helps all neighborhood eating establishments thrive.





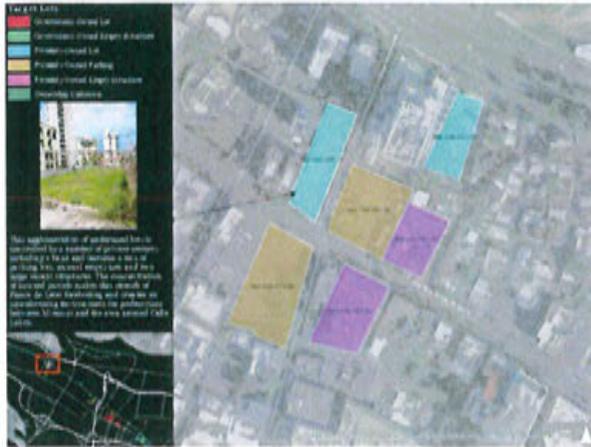
Market rate and affordable housing options and possible artist work/live ensure that Somerville continues to thrive as a livable city of neighborhoods where arts and culture and diversity are valued and supported.

At the same time, we have left options for the community to leave its imprint on the project...creating a mutual relationship between community and place that is beneficial to all. Through possible public activities and programs in the park, to opportunities for use of the proposed community space, this project will reflect the character and needs of the surrounding area.

Our approach to programming

In the July 2014 community meeting for this project, mixed uses and green space were the top ranked community choices for this site. We believe, in looking through the community meeting notes going back a number of years that neighborhood stakeholders wish to ensure that this project is more than a private building filling a long-vacant hole in the community. We have developed a project that creates an enduring conversation and mutually beneficial relationship with the community with the hope that the open space nurtures and provides space for community activities and that the diversity of uses supports street life, public safety (through eyes on the street), and healthy adjacent commercial uses.

We believe in the current trend that places as much emphasis on what happens in public space as in the physical design of that space. While we feel we will provide a high quality project that raises the standard for urban design and project quality, we are equally



Vision for Erickbottom

As a collaborative area, Erickbottom can give back to the neighborhood and surrounding areas by providing a place for the neighborhood to come together and create a sense of community. Erickbottom can be a place where the neighborhood can come together to create a sense of community and provide a place for the neighborhood to come together and create a sense of community. Erickbottom can be a place where the neighborhood can come together and create a sense of community.

Creating a Framework

Understanding the neighborhood's unique character and providing a framework for the neighborhood's future development is the first step in creating a sense of community. Erickbottom can be a place where the neighborhood can come together and create a sense of community.



committed to filling that space with activities and programs and offerings that can draw from a larger audience and ensure the park is well-used. In our best case scenario, both the development team and the City and neighborhood will be proud, not of a pristine passive park that sees little use but is beautiful to look at but of a beautifully designed series of outdoor spaces that invite and foster interaction, varied activities, public programs and serendipitous encounters and experiences that are anticipated with delight by local residents, business people and building tenants.

Some examples? We think the range of options will be dictated by local institutions, organizations and community groups. Perhaps the park hosts a “reading room” such as the newspaper station and children’s reading rack found in NYC’s Bryant Park and that is sponsored by the public library. Or one section of the site’s open space is designed to host local food carts or provide seating for those buying lunch from a food truck. Alternatively, there may be ways to recruit youth or local volunteers to care for plants and act as stewards of part of the space. The community engagement strategy outlined below is designed to identify programming opportunities and possible partners so that “ownership” and programming are incorporated into the design process. For at the end of the day, public space that is used and loved contributes to street and community vibrancy in ways far beyond simply having a green open lawn in the neighborhood. Public space that hosts robust programming is at the core of placemaking and supporting communities and places.



Our community engagement strategy:

Our community engagement strategy is designed to support the two goals mentioned above to embrace placemaking on this site. This engagement strategy has three components:

1. We will utilize the online community participation platform CoUrbanize or another City-approved platform to ensure that the project information, community forum, notification and update system and ability to respond to community comments are all part of a robust framework to ensure the broadest possible reach into the community and that all voices are heard.

2. Complimentary to this, we propose to design and facilitate three to four public meetings to present our project ideas, garner feedback and invite interactive opportunities to help shape the site's public space.

3. The components above will be informed by one-on-one interviews and one or two focus groups with community organizations, leaders and institutions to identify programming and space partners for our project.

Components of Community Engagement Framework:

1. Project Kickoff with Development Team/City of Somerville

Goals: create framework for collaborative work, set expectations regarding community engagement and project components, discuss logistical details of public engagement efforts, and identify key stakeholders/partners/community leaders for outreach efforts.

a. Meet to set project expectations, review community engagement strategy, discuss roles and meeting venues,

b. and set general project schedule. Discuss possible project partners (possible management and/or programming of community or artist space, programming of public open space, community needs)

2. Activate CoUrbanize site for project review

Goals: provide all information on site (overview, street view, project site plan and renderings, other analyses if necessary, public benefits, community forum, first meeting update notice)

3. Community Meeting #1

Goals: set foundation for project (previous community work), introduce development team and approach, discuss team placemaking philosophy, hear community input, shape engagement process and offer transparency about goals and desire to find community partners.

a. Review of previous meetings (using information from slides from City of Somerville community meeting December 9, 2014 Project Update Meeting), presentation of developer approach and proposed project, feedback on proposal, set agenda with community on meeting goals and outreach methods (offer info re: online platform and web link, discuss meeting format, intention to identify community partners, etc.)

4. Stakeholder interviews/focus group

Goals: identify possible partners and/or users of community or artist space in the project and work with local institutions and organizations to activate public open space

a. Conduct individual interviews/meetings with community groups or organizational/institutional leaders that have been identified through project kick-off meeting with the City of Somerville and/or public input on CoUrbanize and at first public meeting.



The primary amenity of both plans is the park area. Envisioned as a high use open space for the Teele Square/Somerville Community. The 4,000 square foot Community/Art Center adjacent to and integral with the park is a complimentary use that will increase the vibrancy of the park. Exterior areas will feature green space, multifunction plazas, interactive fountain for summer activities and ice skating in winter. The vision also calls for benches and tables to be used for games, casual dining, and reading.

Ultimately, the community stakeholders will decide the uses now and in the future.

The design team anticipates that the buildings and the park will be LEED certifiable. Features will include natural ventilation, high performance building envelopes, high efficiency HVAC systems, LED lighting, rainwater recapture and reuse.

The management of the hotel will be at the highest green standard as both Marriott and Hotel Equities have multiple sustainable hotel practice programs implemented.

The city is entertaining the redevelopment of the Powder House Community School site. As part of the development proposal, it is appropriate to review Transportation Demand Management (TDM) initiatives for the site. The overall proposal will be to continue to cultivate the livable community aspects of the area around Davis Square. The centerpiece of the proposal is a park that will be an attraction for community members. The development will provide space for carshare, (Hubway) bikeshare, and both internal and external bike parking facilities. It will also provide a shuttle for the hotel guests and tenants to loop around the neighborhood and access the multi-modal hub at Davis Square, which is 2,000 feet away, a 6 to 8 minute walk.

A review of the census data, infrastructure, density, car ownership levels, destinations, and amenities in the area shows that many people will be visiting and living at this site without a car. Like San Francisco and Manhattan, this is a walkable, bikeable, and transit-friendly area. For both of the schemes proposed, most of the people arriving to the park, hotel, community/art center, and residential units will likely not be driving. The amenities of the immediate environment include:

- Tufts University within walking distance (a 300 yard walk.)
- Dozens of restaurants, cafes, grocery stores, parks, and other destinations within walking distance.
- Four bus lines within a tenth of a mile (Routes 87, 88, 89, 93.)
- A subway stop 0.4 miles away (Davis Square Redline stop.)
- Three commuter train lines under 1.5 miles away (Lowell Line, Haverhill Line, and the Fitchburg/South Acton Line.)
- Three bike-share locations within 0.6 miles (Ball Square, Davis Square, Wilson Square, and Powderhouse Circle.)
- Ten car-share locations less than half a mile away (including Zipcar, RelayRides, and Enterprise Carshare.)

The school is located in Census Tract 3505. The transit commuting modal split is 47.3%, considered very high by national standards. It has a housing density of 13 units per acre, and a population density of approximately 18,100 people per square mile, both which lend themselves to high levels of sustainable transport. The narrow roads, bike lanes, sidewalks and pedestrian crossing make for a bike-friendly and walk-friendly environment. Somerville's biking modal split is 7.8%, the third highest in the nation. The bike lanes on Broadway, in front of the project site, give easy access to the existing bike lanes on Somerville Ave, the existing Somerville Community Path, the future protected bike lane on Beacon Street, and the existing Minuteman Bike Path, leading out of the city. There is easy access both heading toward Boston and away from Boston using sustainable transport. The parking proposed both meets the needs of the hotel guests and tenants while minimizes the impact on the neighborhood and keeps in the line with the livable aspects of the community.

As noted, there are quite a few community assets that will reduce need for parking and single occupancy vehicles. As previously mentioned, this proposal will leverage those assets by providing TDM. This development will provide space for carshare, bikeshare, and bike parking, and will offer a shuttle service to the multi-modal hub, further decreasing the parking need. Overall, by leveraging these assets, it's projected that the transportation aspects of this proposal will have a positive impact on the community.

The team accepts the proposed development standards and design guidelines in Appendix E of the RFP and does not propose any deviations.

PURCHASE PRICE

E

PURCHASE PRICE

E.1

FINANCIAL INFORMATION

F

ANTICIPATED FINANCIAL & MANAGEMENT
INTERESTS

E.1

STRATEGY FOR SECURING FINANCING

E.2

BANKING REFERENCES

E.3

PURCHASE/LEASE PRICE

E

Purchase Price \$614,100 cash representing the assessed land value less the anticipated abatement, remediation, demolition cost of \$2,000,000.

The developer agrees to accept responsibility for all costs of abatement, remediation, and demolition 15% above estimated cost up to \$2,300,000. We are confident based on review of available information we will confirm these cost estimates during the ENA period

ANTICIPATED FINANCIAL AND MANAGEMENT INTERESTS

F.1

If chosen as preferred developer, Burkhard Corporation will form "Teele Square Park Collaborative, LLC", a single purpose LLC as owner to move through the development process. John B. Wise, principle of Burkhard, would serve as managing member. Burkhard will fund this account at inception to cover projected costs of the community engagement process through LDA.

FINANCING STRATEGY

F.2

Burkhard maintains relationships with various equity groups that invest at the time of zoning and permit approvals. Our company routinely accepts the risk of zoning and permitting uncertainties and the associated cost of legal, consulting and design. Equity funding sources spoken with have already indicated a strong interest in the project due to its superior location with all the benefits of Somerville.

Although our banking relationships have also expressed interest in supplying the necessary debt, we plan to engage Fantini & Gorga to provide a platform to receive the most competitive construction and permanent financing package.

BANKING REFERENCES

F.3

Brookline Bank, Wesley K. Blair (see attached reference)

Marlborough Savings Bank, Chris Berglund



MUNICIPAL BENEFITS/IMPACTS/COSTS**G**MUNICIPAL BENEFITS G.1COST TO CITY OF MUNICIPAL SERVICES G.2NUMBER & TYPES OF JOBS G.3ANTICIPATED NEIGHBORHOOD IMPACTS G.4OTHER BENEFITS/IMPACTS OR COSTS G.5INFRASTRUCTURE IMPROVEMENTS G.6MAINTENANCE OF OPEN SPACE G.7

Tax & Local taxResidential Building and 2,000 square foot Restaurant

- ❖ Total assessment per unit approximately \$220 - \$240 per
- ❖ Average \$230,000 @ 12.66 = \$2,912 per unit x 35 = \$101,920

Hotel R.E. Tax rate 21.51 per thousand

- ❖ Approximately assessed value 10M
- ❖ Total R.E. Tax hotel – \$215,000

Commercial

- ❖ Office 12,000 sq.ft. @ 250 p/ft. = \$64,440

Total Real Estate Tax: \$381,360

Local Room Tax 6%

- ❖ 72% @ \$150 = \$3,942,000 = \$236,520

Total Annual Tax Revenue *\$617,880*

Total Development with Hotel, Office, and Residential

- ❖ Emergency Services 2 visits per month with an estimated annual cost of \$30,000.
- ❖ We would anticipate families to live within our project and anticipate 1.5 students per year to attend Somerville Schools at an estimated cost of approximately 24,741

We anticipated many jobs during the course of this project. At the construction stages we would expect 100 plus construction jobs both union and non-union. With the hotel opening, we would expect 24 – 28 full and part time permanent positions. In addition, there would be approximately 3-5 other full and part time permanent positions within project including building management, restaurant work.

❖ Hotel Jobs

General Manager; Salary	\$90,000 plus bonus
Asst. Gen. Manager; Salary	\$60,000 plus bonus
Head Engineer; Salary	\$50,000
Sales Manager; Salary	\$45,000

Hourly Employees

Job Title	# of position FTE	Wage Per Hour
Maintenance Asst.	1	16
Housekeeper	6	14
Front Desk	4	15
Night Audit	1.3	18
Houseman	2	14
Laundry	1.3	13
Van Drivers	2	15

Traffic

The traffic impact of the completed development should prove to be of minimal impact to the neighborhood as a result of the alternative transportation strategies that will be engaged. During construction 12 – 15 months, there will be an impact but that should be mitigated by a significant budget of \$48,000 for Somerville Police Details during peak construction times.

Noise

Additional noise will occur during the construction period. Beginning with demolition, we will work closely with all contractors to minimize the disturbance from activities. We plan to have a specific person assigned to liaison with a neighborhood representative to keep them informed of key events and be available to rapidly respond to concerns raised during the project.

Odor

We anticipate no impacts on abutters from odors.

Light

The plan will call for new lighting systems of the park area and specifically, the pedestrian connection between Broadway and Holland Streets. During the Community process the design team will work through solutions for the final plan to minimize any impact on neighbors.

Shadows

The neighborhood will have no impact from shadows as shown on the following page study. The abutters to the south on Paulina Street will have a positive light effect with the removal of the existing structure and any new structure conforming to all setbacks in the design guidelines.



Khalsa Design Inc.

SHADOW STUDIES

EXISTING PLAN @ 12PM

SCHEME ONE PLAN @ 12PM

SCHEME TWO PLAN @ 12PM

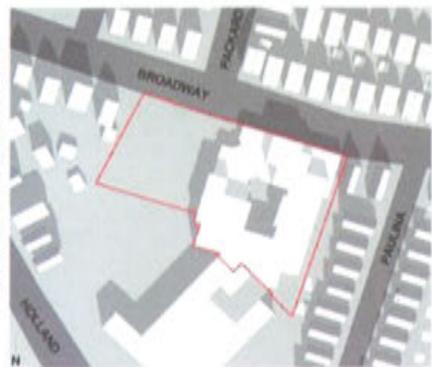
SPRING EQUINOX



SUMMER SOLSTICE



WINTER SOLSTICE



ADDITIONAL BENEFITS

G.5

The largest benefit to the neighborhood and community is the creation of an identifiable place. Teele Square will also gain additional commercial benefits from the households, hotel guests, office and park users. In addition to the annual taxes of 617,880 and purchase price of 614,100, the value of improvements to the city are below.

Return of 40% of land (after abatement & demolition costs)	1,045,000
Park Improvements	2,000,000
Civic/Art Center	1,600,000
\$120,000 park maintenance per year with 6% discount = NPV	883,000
Upgrade sidewalk & bus stop =	100,000
Total Additional Benefits:	\$5,628,000

INFRASTRUCTURE IMPROVEMENTS

G.6

It is anticipated that the project will upgrade the sidewalk and add a bus stop structure on Broadway.

MAINTENANCE OF OPENSOURCE

G.7

To insure the public park, owned by the City of Somerville, will be maintained to the highest standards the formation of a non-profit trust to oversee the use and management is proposed. The makeup and authority of the Trust to be determined during the community process. It is estimated the maintenance will be approximately \$120,000 per year. These costs will be paid for with a common area maintenance charge distributed among the uses in the buildings.

EXCLUSIVE NEGOTIATING AGREEMENT**H**WILLINGNESS TO EXECUTEH.1MODIFICATION TO ENA & LDAH.2**FINANCIAL DEPOSIT****I**FINANCIAL DEPOSITI

Burkhard Corporation has reviewed the **ENA** in Appendix F and the **LDA** in Appendix G and is willing to execute both in substantially the form included.

- ❖ A Good Faith Deposit check in certified funds payable to the City of Somerville, is enclosed.
- ❖ Statement of Applicant is enclosed

A check for \$20,000, made payable to the City of Somerville, has been submitted as part of this proposal.

The applicant is willing and able to make a deposit for 20% of the purchase price if selected as the Preferred Developer upon execution of the Land Disposition Agreement.

The City of Somerville is authorized to use the financial deposit funds to conduct its due diligence.



John B. Wise

Burkhard Corporation

CERTIFICATION OF GOOD FAITH

J

CERTIFICATE OF GOOD FAITH

J.1

APPENDIX H

CERTIFICATION OF GOOD FAITH
Pursuant to G.L. c. 30B, §10

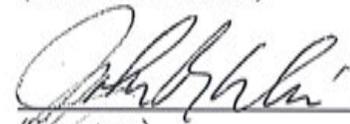
The undersigned certifies under penalties of perjury that this bid or proposal has been made and submitted in good faith and without collusion or fraud with any other person. As used in this certification, the word "person" shall mean any natural person, business, partnership, corporation, union, committee, club, or other organization, entity, or group of individuals.

John B. Wise

(Name of person signing bid or proposal)

Burkhard Corpration

(Name of Business)



(Signature)

DISCLOSURE STATEMENT

K

DISCLOSURE STATEMENT

K.1

ADDENDUMS & ATTACHMENTS

L

ADDENDUMS & ATTACHMENTS

L.1

APPENDIX I

DISCLOSURE STATEMENT
Acquisition/Disposition of Real Property

The undersigned does hereby file the following statement with the Commonwealth of Massachusetts Division of Capital Asset Management and Maintenance (DCAMM) for the purpose of disclosure pursuant to section 40J of Chapter 7 of the General Laws of Massachusetts:

REAL PROPERTY: 1060 Broadway, Somerville, MA

SELLER (X) LESSOR (): City of Somerville, Massachusetts

BUYER (X) LESSEE (): Burkhard Corporation

TERMS: Purchase Price: \$614,100
Closing Date: TBD
Other:

Listed below are the true names and addresses of all persons who have or will have a direct or indirect beneficial interest in the Property. There is no person with a direct or indirect beneficial interest in the property who is either an official elected to public office in the City of Somerville or an employee of the City of Somerville.

John B. Wise Lincoln, MA

_____ of _____
_____ of _____
_____ of _____

Name: John B. Wise

By: [Signature]

Title: BURKHARD CORP, PRES

Addendum No. 1 to RFP 15-63



CITY OF SOMERVILLE, MASSACHUSETTS
Department of Purchasing
JOSEPH A. CURTATONE
MAYOR

To: All Parties on Record with the City of Somerville as Holding RFP 15-63,
Powder House Community School Property Disposition and Redevelopment

From: Angela M. Allen, Purchasing Director

Date: January 26, 2015

Re: Deadline Extended, Pre-Proposal Briefing Date Change, Questions and Responses

Addendum No. 1 to RFP 15-63

Please acknowledge receipt of this Addendum by signing below and including this form in your proposal package. Failure to do so may subject the proposer to disqualification.

X 

Name of Authorized Signatory *BURKHARD PAPP*
Title of Authorized Signatory

Addendum No. 2 to RFP 15-63



CITY OF SOMERVILLE, MASSACHUSETTS
Department of Purchasing
JOSEPH A. CURTATONE
MAYOR

To: All Parties on Record with the City of Somerville as Holding RFP 15-63,
Powder House Community School Property Disposition and Redevelopment

From: Angela M. Allen, Purchasing Director

Date: February 5, 2015

Re: Pre-Proposal Briefing Date Change, Questions and Responses

Addendum No. 2 to RFP 15-63

Please acknowledge receipt of this Addendum by signing below and including this form in your proposal package. Failure to do so may subject the proposer to disqualification.

X 

Name of Authorized Signatory *Burkhard, Pres.*
Title of Authorized Signatory

Addendum No. 3 to RFP 15-63



CITY OF SOMERVILLE, MASSACHUSETTS
Department of Purchasing
JOSEPH A. CURTATONE
MAYOR

To: All Parties on Record with the City of Somerville as Holding RFP 15-63,
Powder House Community School Property Disposition and Redevelopment

From: Angela M. Allen, Purchasing Director

Date: February 12, 2015

Re: Pre-Proposal Briefing Date Change, Questions and Responses

Addendum No. 3 to RFP 15-63

Please acknowledge receipt of this Addendum by signing below and including this form in your proposal package. Failure to do so may subject the proposer to disqualification.

X

Name of Authorized Signatory _____
Title of Authorized Signatory *Buckham, P.O.S.*

Addendum No. 4 to RFP 15-63



CITY OF SOMERVILLE, MASSACHUSETTS
Department of Purchasing
JOSEPH A. CURTATONE
MAYOR

To: All Parties on Record with the City of Somerville as Holding RFP 15-63,
Powder House Community School Property Disposition and Redevelopment

From: Angela M. Allen, Purchasing Director

Date: March 6, 2015

Re: Questions and Responses – Post Site Visit and Briefing Session

Addendum No. 4 to RFP 15-63

Please acknowledge receipt of this Addendum by signing below and including this form in your proposal package. Failure to do so may subject the proposer to disqualification.

X 

Name of Authorized Signatory *Angela M. Allen*
Title of Authorized Signatory *Purchasing Director*



Marriott International, Inc.
Eastern Region

200 Rivers Edge Drive
Suite 400
Medford, MA 02155

781/350-1600
781/350-1630 Fax

March 16, 2015

Mr. John B. Wise
Burkhard Corporation
130 Rumford Avenue, Suite 105
Newton, MA 02466

Dear John:

As a follow-up to our conversation regarding the hotel development opportunity in Somerville, MA, I wanted to reiterate Marriott's interest in moving forward with this project as a MOXY Hotel by Marriott. Please forward to me all the information and site plans that you currently have. Once the site plan is complete, I would encourage you to submit an application and we will present it to Marriott's Development Committee.

I look forward to working with you on this exciting project and please contact me if you have additional questions or concerns.

Sincerely,

Skip LaBarre
Vice President Lodging Development

SL/sls

cc: John Reardon
Hotel Equities
41 Perimeter Center East, Suite 510
Atlanta, GA 30346

BrooklineBank

131 Clarendon Street, Boston, MA 02116

March 11, 2015

Angela M. Allen
Purchasing Director
Somerville City Hall
93 Highland Avenue
Somerville, MA 02143

Re: John B. Wise
Burkhard Corporation

Dear Ms. Allen:

I am writing to you on behalf of John Wise. I understand Mr. Wise is speaking with you and the City of Somerville about the possibility of a development on the former Powder House School site on Broadway. I would highly recommend him to you. Mr. Wise has been a customer of Brookline Bank for over 25 years and I have personally handled his accounts with the bank for the past 23 years. Over that time Mr. Wise has had a number of loans with the bank, including construction loans and permanent mortgages as well as lines of credit. All his Brookline Bank credit facilities have always been handled as agreed. He is a highly skilled real estate professional with experience in a wide variety of property types. In his development work he understands the importance of working with the community to address needs and concerns and always follows through on his commitments. I will look forward to working with Mr. Wise on his financing needs for this project if he is successful in reaching an agreement with the city for the Powder House School site.

Please feel free to contact me if you would like to speak further about our experience with Mr. Wise. I would welcome the opportunity. My direct dial is 617 927-7974.

Sincerely,



Wesley K. Blair, III
Senior Vice President