



POWDER HOUSE  
CITY OF SOMERVILLE

**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  
Title of Authorized Signatory

Somerville City Hall • 93 Highland Avenue • Somerville, Massachusetts 02143  
(617) 625-6600, Ext. 3400 • TTY: (617) 666-0001 • Fax: (617) 625-1344  
[www.ci.somerville.ma.us](http://www.ci.somerville.ma.us)

**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

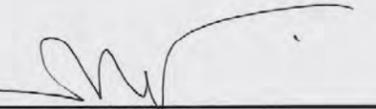
From: Angela M. Allen, Purchasing Director

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  
Title of Authorized Signatory

Somerville City Hall • 93 Highland Avenue • Somerville, Massachusetts 02143  
(617) 625-6600, Ext. 3400 • TTY: (617) 666-0001 • Fax: (617) 625-1344  
[www.ci.somerville.ma.us](http://www.ci.somerville.ma.us)

**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

Somerville City Hall • 93 Highland Avenue • Somerville, Massachusetts 02143  
(617) 625-6600, Ext. 3400 • TTY: (617) 666-0001 • Fax: (617) 625-1344  
[www.ci.somerville.ma.us](http://www.ci.somerville.ma.us)

**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

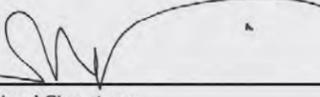
From: Angela M. Allen, Purchasing Director

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  
Title of Authorized Signatory

Somerville City Hall • 93 Highland Avenue • Somerville, Massachusetts 02143  
(617) 625-6600, Ext. 3400 • TTY: (617) 666-0001 • Fax: (617) 625-1344  
[www.ci.somerville.ma.us](http://www.ci.somerville.ma.us)

# TABLE OF CONTENTS

- A. LETTER OF TRANSMITTAL
- B. STATEMENT OF QUALIFICATIONS
  - 1. Development Team Composition and Structure
  - 2. Development Team Qualifications
  - 3. Resumes
  - 4. Development of Adjacent Land
  - 5. Community Partner's Letter of Intent
- C. COMPARABLE PROJECTS & REFERENCES
  - 1. Development Team Comparable Projects
  - 2. Design Team Comparable Projects
  - 3. Comparable Project Graphics
  - 4. Comparable Project Green Practices
  - 5. Comparable Project Development Approach
- D. PROJECT NARRATIVE
  - 1. Program Description
  - 2. Site Plan Options
  - 3. Project Timeline
  - 4. Amenities Description
  - 5. Green Elements
  - 6. Parking & Transportation Demand Management Strategy
  - 7. Design Deviations
  - 8. Community Engagement Plan
- E. PURCHASE PRICE
  - 1. Offer Price
  - 2. Offer Description

- F. FINANCIAL INFORMATION
  - 1. Financial Management & Interests
  - 2. Financial Strategy
  - 3. Bank References
- G. MUNICIPAL BENEFITS/IMPACTS/COSTS
  - 1. Taxes
  - 2. Net Fiscal Impacts
  - 3. Jobs
  - 4. Neighborhood Impacts
  - 5. Other Benefits / Impacts / Costs
  - 6. Infrastructure Improvements
  - 7. Open Space Costs
- H. EXCLUSIVE NEGOTIATING AGREEMENT & LAND DISPOSITION AGREEMENT
  - 1. ENA Statement
  - 2. Proposed ENA and LDA Revisions
- I. FINANCIAL DEPOSIT
  - 1. Deposit Statement
  - 2. Approval for Deposit Use Statement
- J. CERTIFICATION OF GOOD FAITH
- K. DISCLOSURE STATEMENT

**A**

---

LETTER OF TRANSMITTAL



March 23, 2015

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

re: Letter of Transmittal

Dear Ms. Allen,

MarKa, LLC, an affiliate of Sebastian Mariscal Studio, Inc., (collectively, "MarKa") is pleased to submit the enclosed proposal for your consideration in response to the City of Somerville's Request for Proposal ("RFP") #15-63 "Powder House Community School Property Disposition and Redevelopment" released on January 7, 2015. The enclosed proposal directly responds to the community's vision, and fully complies with the Design Standards and Guidelines, as included in the subject RFP as Appendix E.

MarKa's proposal is a symbolic representation of SomerVision's goals. Our mixed-use proposal is the product of deep consideration for all stakeholders, including the immediate neighbors, community at-large, several community-based organizations, and the Somerville administration. It frames a local, inclusive, inter-generational live/work community that aims to educate and inspire all those that engage here. This proposal is inspired by the City of Somerville's adopted goals as published in the 2010-20130 SomerVision Comprehensive Plan., and is flexible to future community engagement.

*Design Intent:*

The fusion of *community, architecture, landscape, and art* elevates the neighborhood's quality of life by putting into form a project designed to encourage the sharing of resources and perspectives. MarKa seeks to acquire and rehabilitate the former school structure to "LEED" designation standards. The non-load bearing masonry walls shall be removed allowing for green elements to be introduced in the form of intense vegetation and technology that calls on light to energize the mind, as well as the space. The existing open space, including the park is considerably expanded within our concept, and is purposefully oriented and programmed to blur the lines between the public and private domains. Participatory, permanent and temporary art energizes spaces, and includes locally-crafted live art murals and shared performance spaces.

*Residential Component:*

Our proposal seeks to reflect the Somerville community, which has its challenges given the city's social and economic diversity. Our offer value reflects a 40 unit project, including 7 inclusionary units. The three housing types include: 12 units that are custom-designed to accommodate the *Collaborative Living Project's* seniors; 8 live/work units that are restricted to artists and are clustered around an artist maker's space amenity; and 20 loft-style unrestricted units.

*Commercial Component:*

Equally important as our residents are the small, local commercial tenants that occupy the more than 13,300 square feet of new space that serve the neighborhood. These 11 units are designed to accommodate complimentary service-oriented office uses, several small shop style boutiques, a local-owned restaurant or café fronting Broadway, and a collaborative campus of community-based organizations. This proposal discusses a partnership with *Parts and Crafts* and *sprout & co.'s* affiliate *Science Technology, Engineering, Art and Mathematics Academy* (STEAM Academy), and the *Somerville Bicycle School*

As a local Somerville business, MarKa places a strong emphasis on quality and community because we seek to maintain ownership and be a functional, productive neighbor carefully woven into the urban fabric for generations to come.

Please do not hesitate to contact me at (617) 395-1210.

Respectfully submitted,

Sebastian Mariscal  
Manager  
MarKa, LLC

35 Medford St, #211  
Somerville, MA, 02143  
(617) 395-1210  
sebastian@sebastianmariscal.com

# B

---

## STATEMENT OF QUALIFICATIONS

## B1: development team composition and structure

---

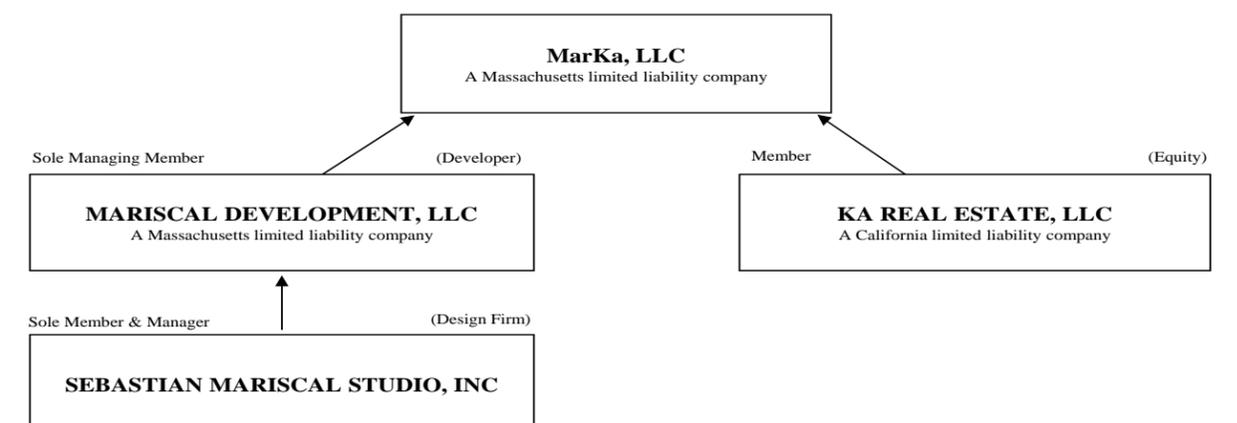
MarKa, LLC and its affiliate Sebastian Mariscal Studio, Inc. (collectively referred herein as “MarKa”) has assembled a local development team based upon two essential criteria: the first is their demonstrated ability to deliver projects in a thorough, efficient and contextual manner; and the second is that each consultant has an acumen for the Somerville community both in terms of the Teele and Davis Square neighborhoods, and the city overall. MarKa is confident in its team’s capabilities who collectively are committed to delivering a community-oriented project.

### ORGANIZATION STRUCTURE:

---

MarKa is a minority-owned development and operations company founded in 2014 that is located in Somerville. MarKa represents the partnership of two limited liability companies: Mariscal Development, LLC and KA Real Estate, LLC. KA Real Estate, LLC and its affiliates, including KA Enterprises, was created by three partners who have a combined net worth of more than \$58 million. KA Real Estate, LLC and its affiliates act as the equity partner to MarKa.

Sebastian Mariscal is the sole partner and manager comprising Mariscal Development, LLC, as well as its affiliate company Sebastian Mariscal Studio, Inc. (collectively referred herein as “the Studio”). The Studio is a fully-integrated design firm also based in East Somerville.



**DEVELOPMENT TEAM COMPOSITION AND STRUCTURE:**

<i>Developer/ Owner/ Property Manager</i>	MarKa
<i>Architect/Landscape Designer</i>	Sebastian Mariscal Studio, Inc.
<i>Zoning Attorney</i>	Richard G. Di Girolamo
<i>Structural Engineer</i>	Foley Buhl, Roberts & Associates
<i>Environmental Engineer</i>	Axiom Environmental
<i>Traffic Engineer</i>	Bayside Engineering
<i>Landscape Architect/ Civil Engineer</i>	BSC Group
<i>Green Roofing Consultant</i>	REcover Green Roofs, LLC
<i>Building Systems/Energy Consultant</i>	New Ecology, Inc.
<i>Fiscal Benefit Analyst</i>	Connery Associates
<i>Community Garden Consultant</i>	Green City Growers
<i>Community Partners</i>	Collaborative Living Project Parts & Crafts “STEAM”, an affiliate of sprout & co. Somerville Bicycle School

**KEY MEMBERS OF THE DEVELOPMENT TEAM:**

**SEBASTIAN MARISCAL, Managing Partner** **MarKa & Sebastian Mariscal Studio**

Sebastian Mariscal has over twenty five years of design and development experience in several states of the United States and Mexico. As the Sole Managing Partner of MarKa, Mr. Mariscal has full authority over development projects and architectural design, which makes the partnership between MarKa, LLC and Sebastian Mariscal Studio fluid, solvent and perhaps more importantly, wholly approachable from the community perspective. Mr. Mariscal has earned numerous accolades for his design and development work under his Studio, and he continues to push MarKa to the highest level of development & design standards with regards to community engagement, the integration of art and landscape into striking architecture, and one of a kind projects that seek to set high-green building standards. At the core of his work, Mr. Mariscal believes that community engagement for every development is paramount, and should be a central part of the process. While his work focuses primarily on human interaction with an integrated built environment, many of his designs have achieved the highest of green building standards, including a current project in Mission Hill, Boston that is energy positive.

**KAYVON AGHANIA, Partner** **MarKa**

Kayvon Aghania, CEO of KA Enterprises and its affiliate KA Real Estate, LLC has a business portfolio and experience that spans two decades. Mr. Aghania is in charge of the overall leadership and management of KA Enterprises, and is MarKa primary equity manager. Mr. Aghania has in depth financial, operational asset management, property management and investment management experience that has contributed to the success of many of his businesses. His primary responsibilities include structuring implementing, and executing the financial underwriting of MarKa, and he ensure that all operational benchmarks and milestones are met or exceeded.

**KEN ASSI, Partner** **MarKa**

Ken Assi holds over twenty years of investment management experience. He acts as MarKa’s investment officer in charge of investment oversight, portfolio management, acquisitions, development, and investment risk management. Mr. Assi is in charge of sourcing, due diligence structuring, negotiations, investment execution, and oversees site design, and entitlements.

**KAMBIZ AGHANIA, Partner** **MarKa**

Kambiz Aghania has over 30 years of professional experience, in which he has owned, managed and operated numerous businesses around the country. He partnered with Kayvon Aghania and Ken Assi to for KA Real Estate LLC, the equity partner/ manager of MarKa. Mr Aghania has been instrumental to the development and expansion of MarKa. His visionary, yet practical style of leadership has resulted in multiple successful ventures, and he remains an integral part of the management team involved in all aspects of the company’s business operations and stewardship. His core work hones in on the expansion of the organizations involvement in planning, architectural and development while he oversees much of the company’s investment portfolios simultaneously.

**STEVEN AZAR, Director of Development & Operations** **MarKa & Sebastian Mariscal Studio**

Steven Azar brings ten years of multi-faceted real estate industry experience, and is responsible for both project development and operations. Mr Azar has a proven track record managing complex transit-oriented master planning projects, brownfield redevelopments and for moving ground-up, mixed-use pursuits through lease-up to stabilization. Mr. Azar was previously a Development Associate within Wood Partners Boston Office, a merchant, national multi-family development company. There, Mr. Azar was responsible for several pursuits totaling more than \$250 million ranging from garden-style to high-rise construction types. He began his career as an environmental engineer working for CH2M Hill, Inc., and prior to joining Wood Partners, was a Senior Economic Development Planner for the City of Somerville. He is a LEED Accredited Professional and was named in 2012 as “Person of the Year” by Brownfield Renewal magazine, a national publication.

**RON MILLETT, AIA, Director of Design**

**Sebastian Mariscal Studio**

Ron Millett is a licensed Architect and brings extensive architectural detailing and design experience that is heavily focused on residential and mixed-use construction. Throughout his fourteen year career, Mr. Millett has worked on numerous single and multi family residences in Massachusetts, New York, Colorado, and Florida. Prior to joining Sebastian Mariscal Studio, Mr. Millett was employed at Safdie Architects where he had the opportunity to work on larger - mixed use developments around the world. At Safdie, Mr. Millett aided in the design efforts on projects in Singapore, Turkey, Kazakhstan, and was a key member of the Facades Team for a mixed-use tower complex in Chongqing, China. He brings with him a strong sense of design and a commitment to see projects through from schematic design to turn key.

**BRIAN MILITANA, Senior Project Manager**

**Sebastian Mariscal Studio**

Brian Militana graduated in 2012 with a masters in Architecture from the Harvard Graduate School of Design. Prior to this, he received his Bachelor of Science in Philosophy from Belmont University. In 2012, immediately came to work for Sebastian Mariscal Studio where he focused on assisting Sebastian Mariscal establish a truly community-based development firm in the Boston area. In his role as Project Manager, Mr. Militana was instrumental in the Studio's being awarded the Boston Redevelopment's E+ Terrace & Parker Streets Request for Proposal, and a \$388,000 MA Department of Energy Resources Zero Net Energy Building (ZNEB) grant. Among his many achievements, he successfully led a comprehensive community process that involved over 20 neighborhood meetings resulting in reaching out to more than 117 constituents, and in turn received more than 40 letters of support from community members regarding the final design.

**MARICARMEN MARISCAL, Property Manager**

**Sebastian Mariscal Studio**

Maricarmen Mariscal has over 13 years of experience in property management and administration of the Studio's rental property and development. Mrs. Mariscal's streamlined management strategies have helped keep the Studio's property vacancies around 1% throughout their collective lifetimes. Her property management focus is geared towards providing a high level service to our tenants while ensuring proper and timely maintenance of our buildings to lengthen the lifespan of our unique architecture.

**RICHARD G. Di GIROLAMO, Esq.**

**Law Offices of Richard G. Di Girolamo**

Richard DiGirolamo has been practicing law for over 25 years in the City of Somerville and beyond. A specialist in municipal law, Mr. Di Girolamo has extensive experience in general practice as well, including litigation, civil, corporate and real estate law, criminal and personal injury matters, and zoning and municipal law. Mr. DiGirolamo has experience practicing in most courts of law including local to State and Federal level.

**JON D. BUHL, P.E., Structural Engineer**

**Foley Buhl, Roberts & Associates**

As a founder of Foley Buhl, Roberts & Associates, Jon Buhl has established the company over the last 29 years as a leading force in the engineering community. He oversaw the company's expansion from Watertown and Newton, MA to New Hampshire, and to the south in Atlanta. Under Mr. Buhl's supervision, the company has grown from a structural engineer for science, healthcare, educational and athletic facilities, to mixed-use and multifamily developments, and smaller projects.

**ED KEARNEY, L.S.P., Licensed Site Professional**

**Axiom Environmental**

Since entering the environmental consulting field in 1984, Ed Kearney has provided services to a wide range of private and public clientele. His past experience ranges from completing technical fieldwork, to managing a small start-up environmental firm in Hawaii. As a certified Industrial hygienist (CIH), Mr. Kearney's expertise lies in the occupational health and safety field. He is also a Licensed Site Professional (LSP) in the state of Massachusetts, which qualifies him to conduct environmental site assessments that comply with the Massachusetts Contingency plan (MCP). The combination of Mr. Kearney's qualifications is unique within the State of Massachusetts and allows him to perform all aspects of environmental Consulting for both public and private clients. Axiom performed the environmental testing at the Powder House school and is fully knowledgeable about the site and remediation required.

**KEN CRAM, P.E., Traffic Engineer**

**Bayside Engineering**

Ken Cram has expertise in the area of traffic engineering, transportation planning, civil engineering design, and transportation systems management. Responsibilities include the supervision of the design and analysis of roadways, intersections, and interchange systems, along with the preparation of and review of traffic impact studies, environmental impact reports, site feasibility studies, corridor studies, peer reviews, traffic signal warrant studies and parking studies. He works with a team of engineers in the preparation of these reports to obtain state and local permits for a wide range of development proposals. In addition to managing the technical aspects of study preparation, Mr. Cram is responsible for the project management of each project and also has significant experience in preparing presentations for public hearings. Mr. Cram is a licensed Professional Traffic Engineer in the Commonwealth of Massachusetts and has testified before numerous Planning Boards, Zoning Boards of Appeal, and has prepared testimony for land use cases, eminent domain cases and accident cases and testified in Land Court.

**MARIANA MARISCAL, RLA, Landscape Architect**

**BSC Group**

Mariana Mariscal has over 14 years of landscape design experience working in public, commercial, residential, and industrial design projects giving her a deep understanding of the design process, and how to work effectively on interdisciplinary teams. She recently joined BSC Group, and brings with her extensive

previous experience implementing sustainable design strategies and efficient construction processes to support various types of land development projects. These have included park, playground and recreation facilities; public commons and town greens; downtown / city centers and streetscapes; track and field facilities, courts and athletic complexes; waterfront parks; water-based recreation and aquatic facilities; historical and environmental restorations, and the adaptive reuse of post-industrial Brownfield properties and landfills.

**DAVID BIANCAVILLA, PE, LEED AP, Civil Engineer**

**BSC Group**

David Biancavilla has 17 years of engineering experience in managing and designing commercial, residential and public engineering projects in Massachusetts and New Hampshire. He has managed multidisciplinary projects, obtained state and local permits, and has prepared and managed construction documents for projects both large and small. As Manager of Civil Engineering Services, Mr. Biancavilla leads BSC's Massachusetts-based team of engineers, providing project guidance and review, as well as staff mentoring.

**MARK WINTERER, GRP, Green Roof Consultant**

**REcover Green Roofs**

Since founding Recover with Brendan Shea in 2009, Mark Winterer has helped design and build over 25 green roofs including two rooftop farms: the award-winning Ledge Kitchen & Drinks and the Whole Foods Market in Lynnfield, MA. With a background in landscaping, operational logistics, supply-chain management, and customer service, Mr. Winterer is an accredited Green Roof Professional (GRP), a licensed General Contractor, and REcover's Director of Operations.

**TONY SANCHEZ, GRP, Green Roof Consultant**

**REcover Green Roofs**

Before moving to New York City to work as a project manager for Walker Ridge Construction, Mr. Sanchez was Recover's first employee, helping on the design & build of the Ledge Kitchen & Drinks' rooftop farm. After three years apart, Mr. Sanchez has moved back to Boston to work full time for Recover and apply his knowledge of design and construction management. In the past year, Mr. Sanchez has installed over 20,000 sf of vegetated roof throughout Massachusetts and New York.

**ED CONNELLY, Building System & Energy Consultant**

**New Ecology, Inc.**

Ed Connelly serves as president of New Ecology, Inc., an innovative environmental organization that serves as a catalyst for community based sustainable development projects, providing technical and financial expertise to community development corporations and for profit developers on green building projects. Mr. Connelly also implements programs to finance and install energy efficiency upgrades in affordable housing, and trains and disseminates information about cost effective greening and energy efficiency approaches. He has extensive experience in LEED (EBOM, NC, ND and Home), Energy Star certification, energy modeling, building diagnostics, and integrated design.

**LAUREN BAUMANN, Building System & Energy Consultant**

**New Ecology, Inc.**

At New Ecology, Ms. Baumann has helped "green" more than 1,000 units of affordable housing in the Boston metro area, including projects pursuing Energy Star Homes and LEED certifications, as well as numerous other types of community based-development projects. She has worked with New Ecology's clients to raise over 1.5 million dollars in grant and rebate funds to support energy efficiency, renewable energy, and other greening features.

**JOHN W. CONNERY, Fiscal Benefits Consultant**

**Connery Associates**

John W. Connery, a founding principal of Connery Associates, has thirty nine years of planning and development experience with zoning, downtown revitalization, fiscal impact analysis, project permitting procedures, and municipal zoning. Mr. Connery earned a Bachelor's Degree from Boston University in 1969 and a Master's Degree in City Planning from Ohio State University School of Architecture in 1971. From 1971 to 1981 Mr. Connery worked for both public and private firms. From 1971-1972 he was a junior planner for the McLean County Planning Commission in Bloomington Illinois, and from 1972 to 1973 he was employed by Edwards and Kelcey Engineers in Boston preparing land use studies for transportation related projects.

In 1973 Mr. Connery began work at the Metropolitan Area Planning Council (MAPC) where he wrote the Regional Open Space Plan and the Red Line Expansion Impact Study. In 1976 he became the Director of Technical Assistance for the 101-community member organization, a position he held until late 1980. In early 1981 Mr. Connery founded Connery Associates and until 1991 the firm was located in Winchester Massachusetts. Since 1991 Mr. Connery has worked as a sole proprietor and as a team member with many of the region's leading planning, land use law, development, and architectural firms.

**JESSIE BANHZAL, CEO & Founder**

**Green City Growers**

Jessie Banhzal is the CEO and woman Founder of Green City Growers. She has a Bachelor's Degree from Smith College in Northampton, MA, and is a Boston-area native. After graduating, she moved to New York City and began a career in reality television production. Disillusioned with the entertainment industry, Ms. Banhzal moved back to Boston to run GCG, re-awakening her passion for food, farming, and sustainability. Ms. Banhzal has extensive experience in marketing, communications, management, production and PR. She is involved in the Local Food movement and is passionate about cooking with fresh ingredients. Since co-founding the company in 2008, Ms. Banhzal has led GCG through five successful seasons, building and maintaining over 400 raised-bed vegetable gardens, and forming a partnership with Harvard Pilgrim Healthcare to promote wellness through growing food at the workplace. Ms. Banhzal was named "... arguably the queen of Boston's urban ag visionaries" by Stuff Magazine, among the Top 40 Under 40 by Boston Business Journal, Top 30 Under 30 by Zagat, and a Root Cause 2013 Social Innovator.

## COMMUNITY PARTNERS:

---

### **JANINE FAY, Co-founder**

### ***Collaborative Living Project***

Janine Fay has lived in Somerville for 40 of her 70 years. Events in the community helped connect her to the place; when the city stopped maintaining the park across the street in 1991, Ms. Fay co-founded Prospect Hill Neighborhood Group where 75+ people came together over the years to clean, plant, trim bushes and mow the grass. This group morphed into Prospect Hill Neighbors, which sponsors a yearly picnic and maintains a list-serve of over 200 residents who consult and support each other on a wide range of community concerns. In the late 80's and early 90's, as immigrants from Latin America & Haiti populated the city and racist incidents grew, she worked to make Somerville a Sanctuary City, and developed and ran workshops to help residents learn & practice peaceful ways to intervene. In 1995, when a neighbor was murdered by her son's best friend, she helped the community come together and work with the devastated teenagers in the neighborhood. These days, Ms. Fay works with Union Square Neighbors and Union United to insure that Union Square is green, affordable, people and business friendly. She co-founded and performs with SheBoom, a Post-Menopausal Percussion and Vocal Ensemble. Changing her occupation the late 90's to real estate, she listed and/or sold almost every house on Prospect Hill for a number of years. Ms. Fay's current goal is to create a way to live an independent yet connected old age. She co-founded Collaborative Living Project in order to create for the community a positive, engaged, creative, and safe living experience as we age.

### **REEBEE GAROFALO, Co-founder**

### ***Collaborative Living Project***

Reebee Garofalo is a co-founder and current Treasurer of the Collaborative Living Project. A resident of Somerville since 1978, Mr. Garofalo has been active in civic affairs and arts-related projects. Professionally, he is Professor Emeritus at UMass Boston, where he taught for 33 years at the College of Public and Community Service. While at CPCS, Mr. Garofalo created a degree-granting program in Community Media and Technology, brought in a \$1 million grant to place VISTA members in Community Technology Centers across the US, and created an interactive technology center with funding from Monster.com. Mr. Garofalo is an internationally known scholar of popular music studies who also performs as an activist street musician. From the production of benefit concerts and festivals to the study of music as a social indicator, Mr. Garofalo has promoted the use of music as a community resource and an educational tool. His most recent book is *Rockin' Out: Popular Music in the USA*, and he is the designer of the acclaimed graphic representation of "The Genealogy of Pop/Rock Music." Mr. Garofalo is active in promoting popular music studies internationally as a member of the Executive Committee and past Chairperson of the International Association for the Study of Popular Music-US, and as an editor for several popular music journals. In Somerville, he serves on the Organizing Committee for the annual HONK! Festival of Activist Street Bands, and performs with the Festival's host band, the Second Line Social Aid and Pleasure Society Brass Band, an activist New Orleans-style street band.

### **WILLIAM MACFARLANE, Founder**

### ***Parts & Crafts***

As a student at MIT, William Macfarlane found that the school was most effective when it got out of the way and allowed informal learning communities and partnerships to form. Since leaving school and before settling in to building Parts and Crafts, he's lived in and started housing cooperatives, been a librarian for a free school, organized protests, designed structures and sculptures and websites, taught math and science to homeschoolers, unschoolers, students in afterschool programs and artists Brooklyn, and helped found and run a summer camp. Mr. Macfarlane founded Parts and Crafts based on a general sense of dissatisfaction with the kinds of educational institutions he spent time in as a youth and the hunch that if they could create a space for youth tinkering and self-directed learning an exciting kind of community would grow out of and around such a space. Parts & Crafts combines an affinity for numerical and experimental modes of analysis, an enthusiasm for making things, and a passion for community building and community organizing. Previous to founding Parts and Crafts, Mr. Macfarlane worked as a software developer for MOS, a small architecture office, for which he programmed small simulations and complexity experiments for designing spaces, structures, and sculptures, as well as database-backed websites and web tools.

### **SHAUNALYNN DUFFY, Co-founder**

### ***Sprout & Co. (STEAM ACADEMY)***

Born in Somerville, Shaunalynn studied writing and engineering at MIT before co-founding sprout in 2009. Shaunalynn is a member of the HONK! Committee and a variety of local brass bands where she plays the clarinet, saxophone, and sousaphone.

### **ALEC RESNICK, Co-founder**

### ***Sprout & Co. (STEAM ACADEMY)***

Raised in Florida, Mr. Resnick came to Massachusetts in 2004 as a freshman studying math and physics at MIT. After MIT, Alec co-founded nublabs—an electromechanical design firm focused on tools and toys for learning—before leaving that to start sprout & co. in 2009.

### **SUSAN MCLUCAS, Founder & Main Instructor**

### ***Bicycle Riding School***

Susan McLucas is a Somerville resident and is the woman-founder and main instructor at the Bicycle Riding School. Ms. McLucas and her staff have taught over 4,000 people of all ages to ride bicycles in the last 30 years. She has operated her business for its entirety in the City of Somerville. She has also established a bicycle maintenance arm of her organization that provides full service tune ups and acts as a storage service.

## B2: development team qualifications

---



### MARKA

---

#### OWNER / DEVELOPER / PROPERTY MANAGER

MarKa is a minority-owned development and operations company with roots in Massachusetts and California. Founded in 2014, MarKa's mission is to fuse community, architecture, landscape and art in sustainable urban infill projects that elevate quality of life standards by connecting people back to nature. MarKa's strategy is to meet and exceed development standards, and to build upon the main strength of the community, its citizens.

MarKa is a Massachusetts limited liability company formed to represent the partnership between Sebastian Mariscal Studio, Inc, KA Enterprises, and their respective affiliates. KA Real Estate, LLC is an affiliate of KA Enterprises. KA Enterprises is a real estate conglomerate operating out of San Diego, California and serves as the equity partner to MarKa. MarKa shall be the accountable from award through construction to stabilization, and then well into the future. Similar to its other projects nationwide, MarKa or its affiliate shall be responsible for the long-term operations and property management of the developed community.



## SEBASTIAN MARISCAL STUDIO

---

### ARCHITECT / LANDSCAPE DESIGNER

Sebastian Mariscal Studio (“the Studio”) is a minority-owned design studio based in East Somerville that was first established in San Diego in 2001. The Studio primarily focused on projects in the southern California area, New York and Mexico. The Studio is an internationally celebrated design and development firm with multiple awards and accolades, including the Golden Nugget Award, the AIA San Diego Honor Award, and First Place in the Sustainable Cities in Asia Competition. The Studio’s work has been internationally published in books and periodicals such as Architectural Record USA, Architectural Review UK, A+U Japan, Dwell Magazine, among many others.

The Studio expanded into Massachusetts in 2012, and is a proponent and educator at the forefront of the implementation of innovative green practices in the region. The Studio’s local forward-thinking design concepts have been acclaimed in the Greater Boston Area. The Studio’s successful projects in downtown San Diego, Los Angeles and La Jolla, California have become showcases in innovation and set the standards for future urban infill developments in the area.

The Studio is a leader in modern and sustainable architecture, and has been incredibly successful conducting meaningful community engagement processes that resulted in award winning projects. The proposal speaks in detail of our extensive community engagement experience in Section C.1., and includes reference letters from a variety of community stakeholders from across the country.

## RICHARD G. DIGIRLAMO

---

### ZONING ATTORNEY

The Law Offices of Richard G. DiGirolamo located in East Somerville practices in various courts, including Federal, State Appellate, Superior and District. The firm also appears before various Municipal Boards, including Zoning Boards of Appeal, Planning Boards, Licensing Commissions, and various State Tribunals including the Appellate Tax Board, Alcoholic Beverage Control Commission and the Registry of Motor Vehicles. The firm is active in the general practice of the Law, including litigation, civil, corporate and real estate law, trusts, criminal matters, personal injury matters, business law, zoning and municipal work. The firm also represents numerous lenders and mortgage companies in residential and commercial real estate closings.

## FOLEY, BUHL, ROBERTS & ASSOCIATES

---

### STRUCTURAL ENGINEER

Foley Buhl Roberts & Associates, Inc. is a consulting firm offering structural engineering services to architects, owners and contractors. Founded in 1985 by Richard A. Foley and Jonathan D. Buhl, the firm has offices in Newton, Massachusetts, Manchester, New Hampshire and Atlanta, Georgia. The firm’s success has been the result of the depth of experience found in its professional engineering staff and the direct involvement of the firm’s principals in every project.

The majority of our work involves the design of building framing systems and the preparation of structural construction documents. FBRA is committed to Building Information Modeling (BIM), using Revit Structure software. Among its many advantages, BIM provides our projects with greatly enhanced collaborative design capabilities that can identify and resolve conflicts between the structure and other building systems during the design process, resulting in fewer issues during construction. Contract drawings for all of FBRA’s major projects are developed directly from our Revit/BIM models.



## AXIOM PARTNERS

### ENVIRONMENTAL ENGINEER

Axiom Partners, Inc. located in Wakefield, Massachusetts, is an environmental consulting, industrial hygiene, and engineering company specializing in the assessment of environmental hazards, remediation design and construction management services. We provide our expertise to a variety of clients who are engaged in the acquisition, improvement, and operation of real property.

Collectively, the Principals of AXIOM have over 100 years of experience in the environmental and industrial hygiene consulting field. This experience translates into a more cost effective and technically superior performance. Complete performance bonding and full Comprehensive General Liability insurance, as well as Professional Liability insurance (Errors and Omissions) is in place with no exclusions for asbestos, environmental impairment or pollution.

AXIOM has been providing environmental consulting services to our clients since 1999. Since our inception, AXIOM has on record over 1,500 individual projects where we have provided the services listed above. AXIOM has a track record of completing projects, both large and small, on schedule and on budget.

AXIOM maintains a diverse staff of professional individuals who have extensive training in both the classroom and field. Individual qualifications include asbestos inspectors, designers and project monitors; lead paint inspectors and mold inspectors. In addition, AXIOM personnel are qualified as trainers, indoor air quality investigators and industrial hygienists and have specific training for confined space entry, fall protection, hazardous waste site operations and construction health and safety. Other specialized training includes staff-wide radiation safety training which is required to handle an x-ray fluorescence analyzer for lead paint testing.



## BAYSIDE ENGINEERING

### TRAFFIC ENGINEER

Bayside Engineering, Inc. is a Boston area engineering design firm with over 43 years of experience. We have a staff of over 20 professional civil, structural, traffic and environmental engineers, surveyors, technicians, field inspectors and support personnel that have a demonstrated history of providing quality results.

Bayside offers a full range of engineering and design services in-house, including concept planning, civil engineering, drainage and pavement design, structural engineering, bridge design, rating and inspection services, traffic studies and engineering, right-of-way services and construction services. We have employed these services on a variety of public and private sector projects that have included roadway and sidewalk improvements, drainage system improvements, utility relocations, traffic safety and intersection control improvements, handicap accessibility upgrades, marine facilities, historic street lighting, historic preservation and restoration, parking facility designs, landscape and streetscape enhancements, site surveys and property line surveys.

With an emphasis on servicing Federal and State agencies and local municipalities, Bayside has an impressive history of completing public projects often ahead of schedule and on budget. This experience working with public agencies is also a key advantage in completing projects for our private sector clients. We have been especially effective in advancing projects through the regulatory process - we know the process and we know the people.



## BSC GROUP

### LANDSCAPE ARCHITECT / CIVIL ENGINEER

BSC Group fully recognizes the inherent connection between master planning, landscape and site design, engineering, and regulatory processes associated with the transformation of environments. Our integrated design approach, beginning with an understanding of a site and our client's goals, achieves solutions that capitalize on the "sense of place" that exists in every context. Our landscape architects are engaged on assignments of wide variety and scope with a particular expertise in streetscape enhancements, public open space, master plans for new development, and redevelopment of brown field sites. We seek artistic solutions that effectively utilize existing resources.

BSC Group, with a local office in Boston, has a long history in applying our civil/site engineering expertise to help implement a wide variety of development projects. Throughout our 50 year history, our civil/site engineers have been instrumental in helping our clients achieve their goals of successful development, whether the project is in a major urban area, a small town, a coastal region or within a university campus. We work with sites that are often severely constrained, developing cost-effective and innovative technical solutions.

We maintain a rigorous quality assurance/control program that has contributed to our reputation in the landscape architecture & engineering profession for high quality work. BSC's technical expertise is complemented by in-depth knowledge of local, state, and federal regulatory processes, supported by our years of experience in successfully gaining approvals for projects in numerous jurisdictions.



## RECOVER GREEN ROOFS, LLC

### GREEN ROOF CONSULTANT

Recover Green Roofs, LLC, a woman-owned Somerville business, is a Design/Build/Maintenance firm specializing in vegetated roofs, rooftop farms and gardens, and living walls. As a one-stop shop, we work with clients from start to finish by providing trusted service and guidance in each phase of a project from design to completion. Since its founding in 2009, Recover has worked on over 25 projects including academic, residential and commercial buildings in the Boston, New England, and New York areas.

Recover's team of Landscape Designers, LEED APs, Horticultural Specialists, and Green Roof Professionals (GRPs) works hand-in-hand with architects, engineers, general contractors, and waterproofing experts throughout the design, construction, and maintenance phases. Early involvement in each project helps minimize costs, and ensures that each green roof layout fits the preset project objectives.

Recover's crew of build experts are fully licensed, insured, and certified to build the highest quality green roof and living wall systems available. Strong communication and coordination between trades enables our builders to stay on schedule and within budget.

Our process of both designing and implementing the green roof/wall systems guarantees the 100% understanding of the project's needs. All of our projects come with a plant warranty and a low-cost, renewable maintenance contract specifically designed to meet the needs of each system.

Above all else, Recover is dedicated to recovering our built environments through quality design, construction, and maintenance of vegetated systems on rooftops, walls, and other structures.

# NEW ECOLOGY, INC.

## BUILDING SYSTEMS & ENERGY CONSULTANT

Founded in 1999, New Ecology, Inc. (NEI), a Boston-based firm, promotes development solutions that deliver positive economic, environmental, and social returns (the “Triple Bottom Line”). NEI works with its constituents to help them integrate sustainable development into their ongoing work. By sustainable development, we mean development that protects environmental quality and eliminates pollution and waste, provides direct, meaningful economic opportunities for communities, and builds civic capacity to ensure a healthy future. NEI implements these concepts through technical assistance, project coordination and management, program review, research, information dissemination, and education and outreach. We provide these services to non-profit and community-based organizations as well as government and private sector clients.

We work to improve the operation of existing buildings by analyzing utility consumption, developing plans for reducing usage, and managing installation of conservation measures. Our approaches make buildings greener through water conservation, energy use reduction, waste management, equipment efficiency, sustainable purchasing, and capital needs planning. We also provide services to help existing buildings become LEED certified. In our sustainable development consulting practice, we provide a broad range of planning, training and business development services. These include helping governments develop sustainability strategies and implement green standards, organizations analyze their practices and make them more sustainable and carbon neutral, and developing new green businesses. New Ecology disseminates information about sustainability best practices in both small group and large group settings. We organize, as well as participate in, a variety of forums, conferences, and trainings, seeking to create the knowledge and networks necessary to make sustainable development a reality.

# CONNERY ASSOCIATES

## FISCAL BENEFIT CONSULTANT

Connery Associates is a sole proprietor firm offering land use planning and development consulting services to meet the diverse needs of public and private clients. Connery Associates, located in Melrose, Massachusetts, was originally formed in 1981 and has served over two hundred and seventy five municipal and private clients; areas of expertise includes, zoning, downtown revitalization, public participation, economic development, and fiscal impact studies. As the lead, or as a team member with many of the region’s leading planning and architectural firms, Connery Associates’ objective has always been to find practical solutions that improve local and regional quality of life.



# GREEN CITY GROWERS

## COMMUNITY GARDEN CONSULTANT

Green City Growers builds and maintains production-level urban farms designed to produce maximum yield from each client’s available space. GCG’s production farming techniques are applied to large outdoor sites and small container sites, with a focus on crops that thrive in the local climate and succession planting to yield up to 350 pounds of produce per 100 square feet of growing space.

GCG maintains production sites for more than a dozen Greater Boston restaurants and hotels on their rooftops, at ground level and indoors. GCG maintains urban farms for 9 B.Good restaurant locations alone! And in Dorchester, Ester Restaurant’s 5,000 square foot rooftop farm supplies the restaurant with up to 75% of its seasonal produce.

GCG maintains the very first rooftop farm on a supermarket for Whole Foods Market in Lynnfield, MA. At 17,000 square feet, this is also the largest rooftop farm in New England. Whole Foods sells the harvest directly to shoppers in their produce department, incorporating any “ugly” produce into their prepared foods.

GCG is committed to promoting the health of people and the environment through comprehensive garden education programs for every age, giving children and adults the knowledge they need to grow their own food and the power of self-sufficiency. Education services are available to adults in a variety of ways; corporate wellness programs, healthcare facilities programs, residential “farmer-in-training”, and intensive urban farming courses and workshops.

For children, GCG has developed a cross-curricular garden education program for schools, grades K-12, adaptable for in-school, after school programs and summer camp environments. Students work with our horticultural education specialists to learn everything about growing their own food, coupled with food systems and nutrition education.



## COLLABORATIVE LIVING PROJECT

### COMMUNITY PARTNER

The Collaborative Living Project was initiated in July 2010 by a group of progressive artists, activists, and educators approaching retirement age who had begun to imagine where, how, and with whom we would like to live the rest of our lives. Given the particular experiences of our generation with collective action and alternative lifestyles, it seemed clear to us that existing retirement facilities and nursing homes were not the places we would choose to end up. Rather, we envision an intentional community of active participants with as much demographic diversity as possible, who remain engaged in their local community, responsive to broad social and political concerns, and determined to maintain the highest quality of life as we continue to age.

With our partners, the Collaborative Living Project seeks to develop an innovative and expansive model for aging in place — one in which universal design, green construction, and careful program planning encourage physical activity, community involvement, creative self-expression, intergenerational communication, and access to health and wellness services. It is a community where thoughtful design supports flexible living arrangements, changing circumstances, and a diversity of social functions.

CLP has examined the viability of our project with professionals in the fields of urban design, environmental sustainability and ageing in place, as well as with potential group members, and the response has been overwhelmingly positive. We have researched models for structuring our operation and for financing the project. Each group member has made a financial contribution to building the organization and we feel confident in our ability to secure the resources needed to complete the project. We look forward to engaging in a robust community process where we can share and refine our plans to best meet the needs of all concerned.

## SPROUT & CO. (STEAM ACADEMY)

### COMMUNITY PARTNER

In Spring 2012, a group of Somerville parents, some of whom whose children had participated in our programs, began to lobby the Mayor (unbeknownst to us) about the possibility of sprout working more directly with the Somerville Public School System. This conversation culminated in the Mayor approaching us in 2012 about the possibility that sprout pursue designing and implementing an Innovation School in Somerville. Since then, we have put together a proposal for a new, alternative high school to be proposed under Massachusetts' *Innovation Schools Legislation*, tentatively called the *Somerville STEAM Academy (SSA)*. Our proposal was approved by the Innovation Plan Committee in November 2014, and we expect the School Committee to vote on the plan sometime this spring, at which point we'll be on our way.

The SSA will be a small, lab school where students will engage in a project-based, computation-focused curriculum. There's a lot that will be different about the SSA which you can read about in our materials, but when you walk into the SSA you'll notice an immediate difference: rather than taking traditional classes, the work of staff and students will be organized around cross-disciplinary projects and seminars. When you walk into a 'classroom,' rather than seeing desks facing a blackboard, you will see moveable chairs, work tables, and white boards. Teachers and students will sit around tables and on couches working together on projects and engaged in discussions, rather than lecturing and working independently. As they grow older, students will spend an increasing proportion of their time outside the school, working on personal projects, engaging in internships, and becoming more and more a part of the world outside the school.

Over the past year we've been working with the City of Somerville—along with local families, businesses, and institutions—to develop a proposal for a new high school in Somerville, an Innovation School extending the themes behind Sprout's work: project-based learning, computational thinking, and a deep integration with the community. Our prospectus was unanimously approved in the summer of 2012, and we're now in the midst of developing the more detailed Innovation Plan for submission early 2013.

Our collaboration with Sebastian Mariscal Studio and MarKA to relocate our Innovation School headquarters to the Powder House community will enable our programs to incubate and grow into what we believe will be a prosperous learning atmosphere for students all over Somerville. Their proposal integrates the idea of a "community within a community", with all local resources in one place. This will allow us to utilize programmed park space, work with artists and makers to help teach our students, provide our families with a safe place to house their students for productive learning experience, and help us grow into the school we want to provide to Somerville families.



## PARTS + CRAFTS

---

### COMMUNITY PARTNER

The Parts and Crafts Collective is a group of thinkers, teachers, and tinkerers in the Boston area who are interested in helping people build, think, create, succeed, fail, and learn. We run hands-on creative arts, science, and engineering programs for kids and adults to help people learn and do and make things. Our programs run out of our workshop near Union Square in Somerville. Most of the young folks and families that we work with live and/or work in the West Somerville area, but we are happy to have visitors from all over the city, state, country, and world.

When? During the summer (and pretty much any time kids aren't in school) we run camp from 9 a.m. to 3 p.m. We run various programs during the year, including classes, workshops, and weekly open shop, as well as a drop-in resource center for home-schooling and un-schooling families. Classes run continuously, with dates and times set by participants.

Why? Because we loved learning and didn't like school. Or because "affinity and mutual aid" sounds great, and we wanted to see what it looked like in practice. Or because, when we raise children, we want to raise them within a kid-community that we don't see around us right now. Because working with kids legitimizes our desires to make giant bubbles, build light sabers, and hunt for edible plants and because we think our adult friends could get a lot out of hanging around with our younger friends and vice versa.

How? With soldering irons and sewing machines and sliding scales and the internet. With morning meetings and potluck dinners and mailing lists. By being aggressively helpful and thoughtful. By saying "let's figure out how!" instead of saying "no". By learning everything we can about all of the tools we can find. By asking everyone we meet about what they love. By asking for help and support when we need it and by giving what we can to those who ask.



## BICYCLE RIDING SCHOOL

---

### COMMUNITY PARTNER

We are a center that teaches people how to ride bicycles, adults who never learned to ride as children and also children. We have an approach which assures a virtual 100% success rate. (About one in 400 of our students doesn't learn to ride.) There is very little falling involved in the process but we give our students helmets, gloves, knee and elbow pads and sometimes ankle pads anyway. People come from all over the country to learn to ride with us, as we are one of the few places that we teach beginners to ride and the only one that operates full time. During the height of the season, we have students at the Powderhouse School yard 7 days a week. We start our students out at the Powderhouse School yard and then use the bicycle path at Davis Square, when they can go reasonably straight.

Susan McLucas is the main instructor with Pata Suyemoto as her assistant, helping with the beginners and doing most of the street riding training. In the past 28 years or so, we have taught about 3,000 people to ride, including about 150 people who already rode but wanted help with traffic skills and confidence.

---

## B3: resumes

---

# SEBASTIAN MARISCAL

---

MARKA & SEBASTIAN MARISCAL STUDIO ("SMS")/ owner and manager

### **2001 - 2015 : SMS BUILT WORKS**

- 2013 Venice House - Venice, CA
- 2012 Phoenix House - Cardiff, CA
- 2009 Pio Pio Restaurant - New York City, NY
- 2009 MCASD Museum Contemporary Art San Diego - MIX Nine Architects Exhibit
- 2009 Casa Vista - La Jolla, CA
- 2009 Subvision - Art Installation - Hamburg, Germany
- 2009 Centro de Aprendizaje - Tijuana, Mexico
- 2008 Wabi House - Carlsbad, CA
- 2007 SIX (Six Condos) - La Jolla, CA
- 2007 Zimms (2 Houses) - La Jolla, CA
- 2006 On Grape (2 Houses) - San Diego, CA
- 2004 Valle House - Valle de Guadalupe, Mexico
- 2003 Billboard Lofts (24 Apartments) - San Diego, CA
- 2002 State + Date (2 Houses) - San Diego, CA

### **2001 - 2015 : SMS SELECTED AWARDS**

- 2014 Record Houses - Phoenix House
- 2013 E+ Parker & Terrace Mission Hill designated developer - Boston MA
- 2010 Best International Restaurant Award - Pio Pio Restaurant
- 2009 Torre Lomas Altas Competition - 1st Place
- 2007 Design Vanguard Award 2007 - Architectural Record
- 2006 AIA San Diego Merit Award - On Grape
- 2005 Sustainable Cities in Asia Competition - 1st Place International Academy of Architecture
- 2005 AIA San Diego Merit Award - Valle House
- 2005 Golden Nugget Award - Billboard Lofts
- 2003 Home of the Year Award - Architecture Magazine - State+Date
- 2001 AIA San Diego Honor Award -State+Date

# STEVEN AZAR

MARKA & SEBASTIAN MARISCAL STUDIO / director of development & operations

**SEBASTIAN MARISCAL STUDIO – BOSTON OFFICE** 2014–PRESENT

*Director of Development & Operations*

- Oversees for all pursuits, preconstruction, construction and operations matters.

**WOOD PARTNERS – BOSTON OFFICE :** 2013-2014

*Development Associate*

- **Z I N C** – a 392 Unit Multi-family High-rise Community, Cambridge, Massachusetts  
Responsible for \$167 million budget and all preconstruction, construction and lease-up matters.
- **Stone Place**, a 212 Unit Multi-family Mid-rise Community, Melrose, Massachusetts  
Responsible \$61 million budget and for all construction and lease-up matters.
- **ALTA Andover**, a 224 Unit Multi-family “Chapter 40B” Community, Andover, Massachusetts  
Responsible for \$62 million budget and all preconstruction construction, and lease up matters.

**RE PARTNERS, SOMERVILLE, MASSACHUSETTS :** 2013 – PRESENT

*Owner, Real Estate Consultant & Agent*

**CITY OF SOMERVILLE, MA :** 2007 – 2013

*Senior Planner, Economic Development Division*

Assembly Square

- Program Manager for Assembly Row project. Estimated cost: \$1.4B

Brownfields Program

- Appointed Brownfield Support Team designation from the Patrick/Murray Administration.
- Authored and managed 15 state and federal assessment and cleanup awards totaling over \$5M.
- Authored the USEPA FY’10 Assessment Grant application selected as the USEPA national model.

**HORIZON CAPITAL REALTY, CAMBRIDGE, MASSACHUSETTS:** 2006 –2013

*Real Estate Consultant & Broker*

- Assisted in opening the office by developing best business practices and building clientele.
- Awarded office’s 2010 and 2012 ‘Top Performer’ award by earnings from sale or lease of real estate.

**CH2M HILL, INC, SYDNEY, AUSTRALIA & SAN FRANCISCO, CALIFORNIA :** 2002 – 2006

*Project Engineer & Project Manager*

- Executed field research and drafted technical reports for 16 projects including two superfund sites.
- Managed eminent domain acquisitions for a regional flood control project totaling ~\$40M.

## EDUCATION

- B.S., Environmental Engineering, Wentworth Institute of Technology, 2004

# RON MILLETT

SEBASTIAN MARISCAL STUDIO / director of design

2014 - 2015 : SEBASTIAN MARISCAL STUDIO

- Design Director - Oversees architectural design for all current projects
- Project Manger for Casa Juanita - a 12,000 square foot residential development on Long Island
- Techical coordinator of Mission Hill development - primary contractor/ consultant liaison for
- mixed- use development project in Mission Hill, Boston

2012 - 2014 : SAFDIE ARCHITECTS

- Raffles City Chongqing, Chongqing, China - Design Development / Construction Documents
- World Expo 2017, Kazakhstan - Competition Entry
- Boston University Computational Sciences Building - Competition Entry
- Halic Urban Redevelopment, Istanbul, Turkey - Conceptual Design
- Luwan Integrated Development, Shanghai, China - Design Development
- Keppel Island Housing Project, Singapore - Schematic Design

2003 - 2012 : WILLIAM T. GEORGIS ARCHITECTS

- Private Townhouse Residence, New York, NY - Complete gut renovation of a 16,500 s.f. Landmarked Beaux-Arts townhouse designed in 1902 by John H. Duncan. 2011 - 2011 Residential Apartment, New York, NY
- Partial renovation of a 1,700 s.f. apartment in a newly constructed residential building.
- High End Residential Tower, New York, NY - Redesign of building floor plans and interior finishes for a 7 unit (2,875 s.f. /unit) residential building post concrete column and slab construction - Design of main lobby and concierge desk.

2001 - 2003 : MACHADO BLAKE DEISGN

- Private Residence, Beverley, MA - 4,600 s.f. ground-up construction
- Private Residence, Newton, MA - 20,500 s.f. ground-up construction
- Private Residence, Chestnut Hill, MA - 11,800 s.f. ground-up construction

# BRIAN MILITANA

---

SEBASTIAN MARISCAL STUDIO / senior project manager

## 2012 – 2015 : SEBASTIAN MARISCAL STUDIO

- Project Manager / Designer of 44 unit E+ mixed-use building in Mission Hill
- RFP Process: Coordinated submission, community presentations, participated in interviews
- Article 80 Board Approval: Led submission, participated in 20+ community meetings, delivered presentation to BRA board
- ZBA Approval: Led submission, managed outreach process resulting in 115 community members writing in support with only 1 letter opposing
- AAB Variance Process: Led submission, participated in meetings w/ disability groups, delivered presentation to AAB board resulting in 12 variances granted
- DND / BRA Coordination: responsible for all correspondence with city officials, participated in 10+ meetings, including presentation to DND director
- DOER Pathway to Zero Grant (\$388,000): led submission, responsible for all correspondence
- Project Manager / Designer of 2 unit residential development in Cambridge through bidding
- Cambridge Historic Commission: led submission and presentation to board leading to approval of extensive renovation of 1868 house, including 1000 s.f. of demolition
- Drawing production for front house through bid set, including design of layout and elevations in collaboration w/ Sebastian Mariscal

## 2009-2012 : HARVARD GRADUATE SCHOOL OF DESIGN

- Master of Architecture
- Thesis addressed the challenges and opportunities of resiliency in modern architecture, specifically related to climate change and “building flexibility”

# RICHARD Di GIROLAMO, ESQ

---

LAW OFFICES OF RICHARD G. Di GIROLAMO

## AREAS OF SPECIALIZATION

- Richard has over 25 years of legal experience, and extensive experience in the city of Somerville
- Richard is active in the general practice of the Law including litigation, civil, corporate and real estate law, trusts, criminal matters, personal injury matters, business law, zoning and municipal work.
- He has worked in and around various Boston region communities, and is familiar with all Massachusetts general courts, from local to State level
- His firm also represents numerous lenders and mortgage companies in residential and commercial real estate closings
- DiGirolamo practices in various courts, including Federal, State Appellate, Superior and District
- He also appears before various Municipal Boards, including:
  - Zoning Boards of Appeal, Planning Boards, Licensing Commissions, and various State Tribunals including the Appellate Tax Board, Alcoholic Beverage Control Commission and the Registry of Motor Vehicles.

# JON D. BUHL, P.E.

FOLEY, BUHL, ROBERTS & ASSOCIATES / structural engineer

**1985- PRESENT : PRINCIPAL, FOLEY, BUHL, ROBERTS & ASSOCIATES, INC.**

- 1985 - 1986 Partner
- 1986 - 2005 Vice President
- 2006 - Pres Principal-in-Charge

**1974- 1985 : SOUZA AND TRUE, INC**

- 1974-1980 Engineer
- 1980-1985 Vice President

## **ENGINEERING REGISTRATIONS:**

- Massachusetts #30173 New York
- Georgia North Carolina
- Maine Pennsylvania
- New Hampshire Rhode Island
- New Jersey Tennessee

## **PROFESSIONAL ASSOCIATIONS:**

- American Concrete Institute
- American Institute of Steel Construction
- Association for Preservation Technology International
- Boston Association of Structural Engineers
- Society for College and University Planning
- Structural Engineers Association of Massachusetts

## **LECTURES AND PRESENTATIONS:**

- AISC Annual Breakfast Meeting, Guest Speaker, 1983
- AISC Design Lecture Series, Guest Lecturer, 1984
- AISC Composite Construction Seminar, Guest Lecturer, 1990

## **TECHNICAL PUBLICATIONS:**

- Modern Steel Construction, "155 Federal Street: Molding Today to Yesterday", Published 1st Quarter, 1983

# HANS WILLIAM HAGEN, P.E. :

FOLEY, BUHL, ROBERTS & ASSOCIATES / structural engineer

**1998 - PRESENT : SENIOR ENGINEER, FOLEY, BUHL, ROBERTS & ASSOCIATES**

- 1998 - 2005 Project Engineer
- 2005 - Present Senior Project Engineer

**1992 - 1998 : PRINCIPAL, LIM CONSULTANTS, INC.**

**1970 - 1992 : VICE PRESIDENT & DIRECTOR, LE MESSURIER CONSULTANTS, INC**

**1967 - 1970 : ASSOCIATE, LE MESSURIER CONSULTANTS, INC**

**1961 - 1967 : PROJECT ENGINEER, LE MESSURIER CONSULTANTS, INC**

## **ENGINEERING REGISTRATION:**

- Massachusetts No. 23307

## **PROFESSIONAL ASSOCIATIONS:**

- American Institute of Steel Construction
- American Society of Civil Engineers, Boston Society of Civil Engineers
- Past Chairman - Structural Group, Massachusetts State Board of Building Regulations and Standards, Structural Advisory Committee
- Member, Structural Engineers Association of Massachusetts

## **TECHNICAL PUBLICATIONS:**

- Structural Engineering Handbook, "Design of Steel Structural Members", Published McGraw-Hill, 1968, 1979, 1989, 1997
- Co-author PCI Journal, "Blue Cross/Blue Shield Parking Facility", Published January/February 1990
- Co-author (Presentation) Technical Council on Forensic Engineering, "Structural Engineering Design Peer Review in Boston"
- ASCE Spring Convention, Nashville, TN, 1988 (Presentation) The Evaluation of Structural Concepts for Buildings, "Commercial Structural Steel Buildings", BSCES/ASCE Lecture Series at MIT, 1985 (Presentation)
- HGSD Structural Analysis and Design Coursebook, Harvard University Graduate School of Design, 1981, 1982, 1983 (Lecturer in Architectural Technology)

# ED KEARNEY

AXIOM ENVIRONMENTAL PARTNERS / pricipal & senior project manager

Mr. Kearney's extensive project management experience provide his clients with the most diverse, comprehensive technical expertise. A brief list of his recent project accomplishments include:

## **SHAWMUT DESIGN AND CONSTRUCTION:**

- Mr. Kearney has been performing health & safety consulting for Shawmut Design and Construction (General Contractor) for the last thirteen years.
- Mr. Kearney has worked closely with Shawmut and has performed health and safety audits and OSHA compliance services at project sites throughout New England.
- Some of the services include indoor air quality, OSHA compliance monitoring, health & safety plan development, asbestos/hazardous materials management, confined space evaluation and awareness training.

## **BEAL COMPANIES:**

- Mr. Kearney is presently involved with conducting hazardous materials consulting services for two highrise buildings in downtown Boston.
- His services include asbestos, lead paint, PCB and hazardous building materials evaluations throughout the combined 450,000 square foot building spaces.
- Mr. Kearney is also responsible for developing design documents for the project (bid documents & technical specifications).
- AXIOM also will provide oversight inspection and monitoring services during this building demolition and renovation project.

## **HALEY & ALDRICH, INC.:**

- Mr. Kearney' has provided hazardous materials inspections and development of design documents for several large environmental engineering companies including Haley & Aldrich, Inc. (Boston, MA).
- Services include detailed building inspections for hazardous materials and submission of technical specifications for remediation activities for property redevelopment throughout the greater Boston area.

## **TECHNICAL QUALIFICATIONS:**

- Certified Industrial Hygienist (ABIH No. 4683)
- Comprehensive Practice, EPA/AHERA Asbestos Inspector (AI050217)
- NIOSH 582
- 40-Hour OSHA HAZWOPER

# KEN CRAM, P.E.

BAYSIDE ENGINEERING

## **PROJECT EXPERIENCE:**

- Traffic Impact and Access Studies, Various New England Locations
- Projects including residential, industrial, commercial, and retail uses.
- Residential projects ranged in size from 60 townhouses up to 1,600 apartment units.
- Commercial projects ranged in size from 15,000 sf to 1,100,000 sf.
- Studies for solid waste management facilities have been performed for facilities ranging from daily capacities of 250 to 1,000 tons per day.
- Residential Developments, Statewide, MA
- Traffic Impact and Access Studies were prepared for several Comprehensive Permit (40B) permit projects in Andover (224-unit residential apartment units), Raynham (240 apartment units), Seekonk (160 apartment units), Tewksbury (364 apartment units) and Plainville (248 apartment units - ongoing).
- Each study assessed the project's traffic impacts at key intersections in the site vicinity, identified appropriate mitigation, and designed appropriate site access/egress. Included in the Andover project was the preparation of the off-site improvement plans which included roadway and signal design, as well as interface and coordination with the GSA on the adjacent IRS property.

## **PROFESSIONAL AFFILIATIONS:**

- American Society of Civil Engineers
- Institute of Transportation Engineers
- Boston Society of Civil Engineers

# MARIANA MARISCAL, RLA

BSC GROUP / landscape architect

## *ALBION PARK, SOMERVILLE, MA:*

- The park included a playground (for 2-12yr olds), splash pad, community gardens, multifunctional court and café plaza/gathering area. Final grading and design layout accommodated for sledding area in winter and a picnic/sunbathing lawn during summer.
- Ms. Mariscal coordinated office charrettes to develop multiple concepts, advanced the conceptual design which was then chosen as final option by city and community, and aided in construction documentation and detailing for various custom elements within the park.
- This park was awarded BSLA's Honors Award in Parks and Recreation Facilities in 2010.

## *GRIMMONS PARK, SOMERVILLE, MA:*

- The park included playground equipment, safety surfacing, splash pad, court, climbing wall and entry plazas with gardens.
- Ms. Mariscal developed construction documents and custom detailing for various elements within the park.
- Grimmons was awarded BSLA's Merit Award in Parks and Recreation Facilities in 2011.

## *NORTH STREET PARK, SOMERVILLE, MA:*

- Participated in various concept developments.
- Community outreach included participating in public meetings to encourage Spanish-speaking communities to participate in both planning and design processes.

## *OPEN SPACE MASTER PLAN, WORCESTER, MA:*

- Ms. Mariscal led the park inventory and assessment effort and assisted with the drafting and writing of several of the open space plan chapters.
- She also established the unique graphic language and overall packaging of the plan. The plan itself covers every square acre of Worcester's 60 parks plus designated as open space.
- From the city's rich history to its future development strategies, the Open Space Plan captures the community's vision for Worcester parkland and open space through this graphically compelling publication.

## *VARIOUS MASTER PLANS AND CONSTRUCTION IMPROVEMENTS, WORCESTER, MA:*

- Ms. Mariscal has worked for over 14 years assisting the City of Worcester in improving and developing and improving its open space.
- She worked on more than 11 parks, playgrounds and open spaces throughout the City, including the historical Worcester Commons, Green Hill Park, and Institute Park.

## TECHNICAL QUALIFICATIONS & AFFILIATIONS

- Registered Landscape Architect
- Certified Playground Safety Inspector National Playground Safety Institute
- American Society of Landscape Architects

# DAVID BIANCAVILLA, PE, LEED AP

BSC GROUP / landscape architect

## *CAMBRIDGE DISCOVERY PARK, CAMBRIDGE, MA:*

- Project Manager, managed the design team for civil/site design of the Cambridge Discovery Park. Prepared site plans, drainage report, and flood storage calculations for the project to meet the permitting requirements in accordance with local and state regulations.
- Project involved the long-term master planning of the entire park, including relocating utilities, design of interior park roadways and stormwater management systems for the park's full build-out.

## *MASSACHUSETTS DEVELOPMENT FINANCE AGENCY, MYLES STANDISH INDUSTRIAL PARK (MSIP), TAUNTON, MA:*

- Project Manager for the expansion of approximately 150 acres of the existing Myles Standish Industrial Park.
- The project's ongoing planning, design and construction is coordinated closely with MassDevelopment and the Taunton Economic Development Corporation to meet the needs of potential tenants of the Park.

## *COMMERCIAL REDEVELOPMENT OF 76, 78 AND 80 BLANCHARD RD, BURLINGTON, MA:*

- Project Manager for the design and permitting of a new 120,000 square foot office building at 78 Blanchard Road and the redevelopment of 76 and 80 Blanchard Road to create an integrated office park with vehicular and pedestrian access to all three facilities.
- The site design included reducing impervious areas in environmentally sensitive areas and improving site parking, access, and the exiting stormwater management system to be in accordance with the Massachusetts Stormwater Handbook.
- The project has received all local approvals and an Order of Conditions from the Burlington Conservation Commission.

## *1021 MAIN STREET, WINCHESTER, MA*

- Project Manager for the redevelopment of 1021 Main Street in Winchester Massachusetts. The project involved demolition of an existing vacant office building and construction of four, 10-unit residential buildings with associated utilities, parking, and pedestrian access with handicap accessible routes in a densely populated neighborhood.
- Comprehensive services provided by BSC Group for the design/build contract included civil/site engineering, permitting, and land survey.

## TECHNICAL QUALIFICATIONS & AFFILIATIONS

- Professional Engineer in MA
- LEED® Accredited Professional
- Certified Soil Evaluator in MA
- OSHA 10-hour Occupational Safety and Health Training
- Boston Society of Civil Engineers, American Society of Civil Engineers

# ED CONNELLY

NEW ECOLOGY, INC. / building systems and energy consultants

## **2004 - PRESENT : PRESIDENT, NEW ECOLOGY, INC**

- Providing technical and financial expertise to community development corporations and for profit developers on green building projects with a specialty in affordable housing
- Implementing wide scale programs to finance and install energy efficiency upgrades in affordable housing
- Delivering training and disseminating information about cost effective greening and energy efficiency approaches
- Extensive experience in LEED (EBOM, NC, ND and Home), Energy Star certification, energy modeling, building diagnostics, and integrated design

## **2006 - PRESENT : FOUNDER & TREASURER, WEGOWISE, INC.**

- Developed the concept of an automated energy tracking tool for multifamily housing from concept through current operations
- Grew database to over 200,000 units and 20,000 buildings tracked
- Serving at the Senior Management level with focus on product development, customer relations and marketing
- Interpreting data for clients and recommending strategies for improving energy efficiency

## **1997 - 2004 : FOUNDER/PRESIDENT, CLEANSPACE, INC/SOUTH PROVIDENCE DEVELOPMENT CORPORATION**

- Led community development corporation's efforts to combine environmental stewardship and community economic development.
- Developed and managed award winning, community based recycling and urban landscaping company as centerpiece of a community economic development strategy
- Created and led the company as a model for wealth creation and sustainability
- Promoted and developed innovative partnerships and fundraising methods
- Recipient, 2001 Senator John H. Chafee Award for Environmental Excellence, 2002 Jesse Smith Noyes Foundation Institutional Development Award and 2003 Grodin Center Employer Award

### **TECHNICAL QUALIFICATIONS :**

- US Green Building Council, LEED Accredited Professional

# LAUREN BAUMANN

NEW ECOLOGY, INC. / building systems and energy consultants

## **2005 - PRESENT : VICE PRESIDENT/SENIOR ASSOCIATE/ASSOCIATE, NEW ECOLOGY, INC**

- Supervises a team of project managers to provide technical assistance to development teams on the design, construction, and operation of high performance new construction, affordable housing and community buildings
- Assisted over 1,000 units of high performance, green affordable housing
- Coordinates project certifications through EPA Energy Star Homes, various USGBC - LEED rating systems, and Enterprise Green Communities programs
- Coordinates and provides technical assistance for analysis of diagnostic testing for projects (i.e. interim blower door testing, infrared analysis, etc.)
- Tracks and benchmarks energy and water consumption in completed projects to verify performance.
- Has raised over \$2.5 million dollars in grant and rebate funds to support efficiency, greening, and renewable energy features on projects

## **2003 - 2004 : JUNIOR CHEMIST, ESTEE LAUDER**

- Formulated skin care products to meet marketing, regulatory, and patent guidelines
- Performed formula modification, batch production, and stability and safety testing
- Initiated water filter recycling at division wide level and paper recycling within lab

## **2002 - 2003 : UC BERKLEY CAMPUS ORGANIZER, CALIFORNIA PUBLIC INTEREST RESEARCH GROUP**

- Coordinated non-profit student organization that addressed environmental, democratic, and social justice issues
- Coordinated campaigns, recruited students volunteers and interns, and taught intern class
- Executed grassroots fundraising campaign to maintain program
- Developed skills such as planning and prioritization, campaign development and implementation, coalition building, public speaking, and administrative organization

### **TECHNICAL QUALIFICATIONS**

- US Green Building Council - LEED Accredited Professional: Building Design, Construction, and Homes
- Passive House Institute U.S. (PHIUS) - Passive House Certified Consultant (NaCPHC)

# JOHN W. CONNERY

CONNERY ASSOCIATES / fiscals benefits consultants

## **1980 - PRESENT : PRINCIPAL, CONNERY ASSOCIATES**

- Provides consulting services for both public and private clients.
- Special expertise includes downtown revitalization, zoning, and fiscal impact analysis.
- Provides development analysis and permit assistance to private developers.
- Contract work has included both residential and commercial projects.

## **1973 - 1980 : DIRECTOR OF TECHNICAL ASSISTANCE, METROPOLITAN AREA PLANNING COUNCIL**

- Managed a staff of seven (7) architects and planners assigned to various land use and development problems throughout greater Boston.
- Specific tasks involved center revitalization, regional open space planning, and local zoning and environmental regulations.
- Prepared regional open space plan, and the Red Line Extension Study (Quincy Center).

## **1972 - 1973 : LAND USE PLANNER, EDWARDS & KELCEY ENGINEERS**

- Land use planner for an environmental impact report team; relative to proposed transportation improvements in Massachusetts
- Major Projects included: Route 20 realignment and reorganization of Bourne Bridge approach

## **1971 - 1972 : JUNIOR PLANNER, MCLEAN COUNTY REGIONAL PLANNING COMMISSION**

- Prepared the McLean County (Bloomington, IL) open space plan
- Served as a junior planner on the Downtown Bloomington urban renewal and historic district projects

# MARK WINTERER, GRP

RECOVER GREEN ROOFS, LLC / green roof consultant

## **2009 - PRESENT : CO-FOUNDER/OWNER, DIRECTOR OF OPERATIONS, RECOVER GREEN ROOFS, LLC**

### **Ledge Kitchen & Drinks Boston, MA - 4,000 SF Rooftop Farm**

- Oversaw design
- Managed installation process
- Created maintenance program for this successful over-restaurant, rooftop farm

### **NATICK PUBLIC HIGH SCHOOL - NATICK, MA - 7,000 SF EXTENSIVE GREEN ROOF**

- Responsible for installation
- Created maintenance program for this extensive style green roof

### **WHOLE FOODS MARKET LYNNFIELD, MA - 17,000 SF ROOFTOP FARM**

- Lead design
- Coordinated installation
- Created seasonal maintenance program lead by RGR

### **SUNY COBLESKILL COBLESKILL, NY - 15,000 SF EXTENSIVE & INTENSIVE GREEN ROOF**

- Lead installation
- Created seasonal maintenance program lead by RGR

## **TECHNICAL QUALIFICATIONS**

- Commercial Supervisor License
- Green Roof Professional (GRP)
- Hoisting License-OSHA 10
- Fall Protection Standard (29 CFR)
- Ladders and Stairways (29 CFR)

# TONY SANCHEZ, GRP

---

RECOVER GREEN ROOFS, LLC / green roof consultant

## **2013 - PRESENT : PROJECT MANAGER, RECOVER GREEN ROOFS**

### **BURNHAM BUILDING, BOSTON, MA - 15,500 SF EXTENSIVE GREEN ROOF**

- Oversaw installation
- Responsible for all seasonal maintenance

### **UMASS LOWELL, LOWELL, MA - 1,300 SF PRE-VEGETATED TRAY, GREEN ROOF & PAVERS :**

- Managed installation

### **WATERMARK RESIDENCES, CAMBRIDGE, MA - 16,000 SF EXTENSIVE & INTENSIVE GREEN ROOF:**

- Managed Installation
- Responsible for all seasonal maintenance

### **QUINCY MIDDLE SCHOOL QUINCY, MA - 3,200 SF PRE-VEGETATED TRAY GREEN ROOF:**

- Oversaw Installation
- Responsible for all seasonal maintenance

### **TECHNICAL QUALIFICATIONS:**

- Fall Protection Standard (29 CFR)
- Ladders and Stairways (29 CFR)
- OSHA 30-Competent Person Training

# JESSIE BANHZAL

---

GREEN CITY GROWERS / ceo & founder

## **HIGHLIGHTED PROJECTS**

### **WHOLE FOODS MARKET, LYNNFIELD, MA:**

- Scope: 17,000 sqft rooftop farm. Produce grown is sold to the public out of the supermarket, 25ft from where it was grown.
- Objective: To grow hyper-local produce that is as fresh as possible with almost zero environmental impact
- Highlights: Over 2 tons of produce grown in 2013. Currently the largest rooftop farm in New England and the 1st open-air rooftop farm on top a supermarket in the country.
- Acknowledgements: Green roof system installed by Recover Green Roofs. GCG manages the site fully, including all plants, horticultural materials, maintenance, and harvesting.

### **KENDALL SQ, CAMBRIDGE, MA - OFFICES OF GOOGLE AND AKAMAI TECHNOLOGIES:**

- Scope: Raised-bed installations for businesses and property management companies on available lawns, decks, and rooftops. Kendall Sq: two sites with six 4'x8' raised-beds each.
- Objective: Gardens are employee wellness programs for businesses, which give their staff the opportunity to learn how to grow their own produce while also taking fresh produce home from work, donating the produce to a local food bank, or utilizing the produce in an on-site café.
- Green City Growers currently maintains eight of these programs around Greater Boston, including programs for National Grid, Verizon, Athenahealth, Abt Associates, and Harvard Pilgrim Healthcare.
- Acknowledgements: Gardens were purchased by Boston Properties for their tenants. GCG maintains the gardens with the assistance of the employees and runs education programs for both locations.

### **SOMERVILLE URBAN FARM, SOMERVILLE, MA:**

- Scope: ½ Urban Farm Installation as a part of the Brickbottom Sq development. Slated for Summer 2015.
- Objective: Install and maintain a productive urban farm within the City of Somerville, for Somerville residents and businesses. Food grown would be sold to local restaurants, the farm would also be used daily as an educational site for residents.
- Highlights: These projects have a quick ROI and service a needed market: fresh, hyper-local produce for the City. The project also provides job creation for low/medium income individuals, and allows schools/educational institutes the space needed for hands-on education surrounding food production within dense urban centers.
- Acknowledgements: Project is a part of the Brickbottom Sq Development lead by the Somerville Arts Council, the City of Somerville, and Earthos Institute.

# JANINE FAY

---

COLLABORATIVE LIVING PROJECT/ president

**2007- PRESENT : REALTOR, REMAX/ DESTINY, EXCLUSIVE BUYER AGENT**

**2005-15 : HONK! FESTIVAL, DAVIS SQUARE**

**2001-2007 : DIR. OF TRAINING, LOCAL 26 HOTEL & RESTAURANT EMPLOYEE**

## **PROGRAM**

**1982-1996 : SERVER, HARVARD CLUB OF BOSTON, UNION SHOP STEWARD**

**1978-1979 : SPEACIAL EVENTS PRODUCER, AMANDLA, FESTIVAL OF UNITY**

# REEBEE GAROFALO

---

COLLABORATIVE LIVING PROJECT/ treasurer

## **TEACHING EXPERIENCE:**

- Professor Emeritus, University of Massachusetts Boston, College of Public and Community Service

## **BOOKS:**

- Rockin' Out: Popular Music in the USA. 6th Edition (2014).
- Policing Pop (2003).
- Rockin' the Boat: Mass Music and Mass Movements (1992).
- Rock 'n' Roll is Here to Pay: The History and Politics of the Music Industry (1977)

## **GRAPHIC DESIGN:**

- "Pop Waves," HistoryShots.com, (forthcoming)
- "The Genealogy of Pop/Rock Music," HistoryShots.com, (1979)

## **SELECTED MUSIC & ARTIST RELATED PROJECTS:**

- HONK! Festival of Activist Street Bands, Organizing Committee (2007 - present)
- International Association for the Study of Popular Music-US, Executive Committee (1987 - present)
- Boston Neighborhood Network (BNN), Board of Directors (2003 - 2008)
- Zumix (Youth Outreach Through Music), Board of Directors (1994 - 2008)
- Somerville Community Access Television, Board of Directors (1982 - 1986)
- Somerville Media Action Project, Board of Directors (1981 - 1988)
- Mass Rock Against Racism - after-school program with high school students using music to address issues of racism, Co-Founder and President (1981-1987)
- Amandla: Festival of Unity - A benefit concert for the liberation organizations in Southern Africa featuring Bob Marley, Patti Labelle, Eddie Palmieri, and Olatunji, Co-Producer (1979)
- Red Shadow: The Economics Rock 'n' Roll Band - two albums of rock songs about the US economy, Drummer and Vocalist (1975-1978)
- Entropy, Inc. - A non-profit concert production agency that operated as a public charity (1972-1974)

# SHAUNALYNN DUFFY

---

SPROUT & CO./ co- executive director

**2008 - PRESENT : CO FOUNDER, DIRECTOR, SPROUT & CO.**

- Founder of science education and research organization working to create opportunities for people to do science in more creative and personally meaningful ways. Course design and teaching within Harvard Extension School, Tufts Experimental College, Somerville Afterschool Program, etc.
- Currently working to open The Somerville STEAM Academy, an alternative high school in Somerville, MA.

**2011 - PRESENT : MENTOR, TRAINER, CURRICULUM DEVELOPER, BOSTON ARTS SCIENCE PRIZE**

- Mentor for afterschool program, developing curricula to support high school students in developing their own project ideas based on scientific themes.
- Designed and implemented training programs for mentors at other program sites.
- Developed curriculum and activities for use at other program sites.

**2008 - PRESENT : EVENT DESIGNER, SPAGHETTI DINNER THEATER SERIES**

- This monthly dinner theater series regularly brings 75 people together in an informal educational setting, exploring a theme with performances by an eclectic group of artists, engineers, cultural workers, and scientists. Past themes have included The Science of Accordion Reeds, Braaaaaains!, Spectacle & Public Space, Genetics & Ownership, and Mechanical Ballets with performances ranging in form from project demonstrations to academic lectures to music, dance, and technical talks
- Documentation of these events can be seen at <http://spagh.tumblr.com>.

**2009 - PRESENT : ORGANIZER, HONK! FESTIVAL**

Member of the organizing committee for Davis Square's HONK! Festival, which brings together over 30 activist dozen brass bands from around the world and several thousand participants together for a three day long celebration of community-minded music making and spectacle. More available at <http://honkfest.org>.

**2010 - PRESENT : BAND INSTRUCTOR, SOMERVILLE PUBLIC SCHOOLS**

- Designed and taught curriculum for middle and high school band program with members of the Second Line Social Aid & Pleasure Society Brass Band.

# ALEC RESNICK

---

SPROUT & CO./ co-executive director

**2008- PRESENT : CO-FOUNDER, EXECUTIVE DIRECTOR, SPROUT & CO.**

- Co-founded a community education and research organization devoted to creating and supporting
- the community-driven learning, teaching, and investigation of science, currently working to start
- the Somerville STEAM Academy, an alternative high school in Somerville, MA.

**2010 : LECTURER, TUFTS UNIVERSITY**

- Responsible for designing and implementing a project-driven course, Exploring the Quantitative World" which introduced participants to ideas at the intersection of computation, topology, and differential geometry as inspired by Hal Abelson's Turtle Geometry.

**2008 - 2009 : CO FOUNDER, SOFTWARE ENGINEER, NUBLABS, LLC.**

- Co-founded an electromechanical design consultancy. Worked with Python, Squeak, C, and Processing to create a wireless data logger and educational drawbot controllable via Scratch, a visual programming environment from the MIT Media Lab.

**2007 - 2008 : PROGRAM COORDINATOR, CAMBRIDGE SCHOOL OF WESTON**

- Designed and taught classes for high school students exploring electronics via circuit bending and programming via Scratch to students at a traditionally arts-focused high school, working to promote technology as a component in student projects.

**2007 - 2008 : SOFTWARE CONSULTANT, MEDIA MODIFICATIONS**

- Designed and implemented a Python OCR application on top of the Tesseract OCR library for the XO/OLPC laptop.

**2007 - 2008 : UPWARD BOUND PROGRAM COORDINATOR, CHOICE THRU EDUCATION**

- Developed and taught a program focused on web design and videography to help Upward Bound chapter design and deploy their own website and CMS.

**2006 - 2008 : LEARN 2 TEACH, TEACH TO LEARN MENTOR, MIT CENTER FOR BITS AND ATOMS**

- Taught high school students Scratch, web design, & the use of rapid prototyping (laser cutter, CNC mill, vinyl cutter) at the Boston Fab Lab in the South End Technology Center. Volunteered as shop manager for the Fab Lab during the year.

# WILLIAM MACFARLANE

---

PARTS + CRAFTS/ executive director

## TEACHING EXPERIENCE:

- Founder/Co-Director, Parts and Crafts (2009-present). Grew the organization from a small summer program into a full-time youth makerspace and school alternative supporting 5 full-time staff and serving approximately 350 kids/year.
- Organizer, Public Lab (2012-present.) Run and host events teaching with and using Public Lab's set of DIY environmental monitoring tools for civic science.
- Cofounder/Co-Director, Camp Kaleidoscope (Summer 2006-2008). Helped plan, found, and run a art and science focused summer camp for kids ages 7-13.

## SOFTWARE DEVELOPMENT:

- Web programming/design, www.serveyourcountryfood.net (2010). Maintenance, update, and additional backend programming on a web application mapping data about young farms and farmers in America. Ruby on Rails, javascript, MySQL.
- Software experiments, MOS Architects (2007-2010). Program small pieces of design software built around interactively modelling simple physical processes to create/grow designs based around set formal parameters. Java/Processing, javascript.
- Web programming/design, MOS Architects (2006). Collaborated on a combination public-face/private collaboration tool/website to facilitate information sharing between MOS's disparate collaborators and between MOS and the public. Ruby on Rails, javascript, MySQL.
- Backend programming, MIT Math dept.(Fall 2005). Wrote a web-based scheduling application for undergrad calculus tutorials. Ruby on Rails, javascript, MySQL.

## PROFESSIONAL PRESENTATIONS:

- "How to Start a Not-School." AERO Conference 2013. A panel discussion on the logistics and process of starting school alternatives and youth resource centers.
- "Make a Makerspace." Make2Learn Symposium 2013. A panel discussion on the logistics and process of starting youth makerspaces.
- "It Shouldn't Scale." Radical Learning PechaKucha -- Media Lab Research Conference 2013. An argument that organic growth is a better metaphor than "scaling" when talking about increasing the size of educational communities.

# SUSAN MCLUCAS

---

BICYCLE RIDING SCHOOL/ founder & director

## 1985 - PRESENT : FOUNDER AND DIRECTOR, BICYCLE RIDING SCHOOL

- Have taught over 3,000 people to ride bikes.
- General bike maintenance

## 1996 - 1999 : COORDINATOR, EARTH WORKS URBAN ORCHARDS

- Cared for and coordinated care for our public fruit sites around town
- Trained local youth in horticulture and team-work

## 1995 - 1996 : VETERINARIAN ASSISTANT, SOMERVILLE ANIMAL CLINIC

## 1993-1995 : RESIDENTIAL COUNSELOR, SOUTHERN MIDDLESEX OPPORTUNITY COUNCIL

## 1992-1993 : AFTER SCHOOL PROGRAM COORDINATOR, AGASSIZ SCHOOL

## 1990-1992: EXECUTIVE DIRECTOR, WORLD FEDERALIST ASSOCIATION OF NEW ENGLAND

## 1987-1988 : COORDINATOR, NICARAGUA PROGRAM, BIKES NOT BOMBS

## 1980-1983 : COORDINATOR, EARTHWORM RECYCLING

## 1977-1978 : TEACHER, PIKE SCHOOL

## 1969-1970 : AMERICORPS VISTA VOLUNTEER

## 1969 : SUMMER SCHOOL PROGRAM DIRECTOR, CONCORD PUBLIC SCHOOLS

## B4: development of adjacent land

---

Not Applicable.

## B5: community partner letters of intent

MarKa's partners volunteered to provide Letters of Intent in support of this proposal. They are included on the following pages.

### — Collaborative Living Project —

March 12, 2015

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

RE: Powder House Community School Proposal

Dear Ms. Allen:

In the five years that the Collaborative Living Project has been developing our vision, we have conferred with many architects, developers, urban planners and elected officials. We have always been met with interested and enthusiastic support.

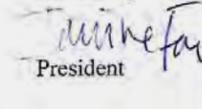
Yet, when we first met Sebastian Mariscal, we felt that we had found someone who understood our goals in a very special way—someone who could create an innovative space that would embody and enhance our vision of aging in an independent yet interconnected community. Sebastian made it clear from the beginning that he was not interested in building a cookie cutter facility for a generic market, proposing instead to build a unique space that would both meet our needs and fit well within a tightly knit neighborhood.

The more we have gotten to know Sebastian, and have become familiar with projects he has designed in the Boston area and elsewhere, the more we have been impressed by his ability to look beyond the conventional wisdom of development to create site-specific projects that are tailor made for their inhabitants, responsive to the needs of the surrounding area, and add value to the city as a whole. We have also met at length with the Sebastian Mariscal Studio team and have been struck by their accessibility, openness to new ideas, and ability to translate verbal descriptions into graphic representations.

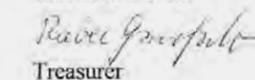
We feel that the Powder House Community School site, our good fortune in partnering with Sebastian Mariscal Studio, and our proposed collaboration with groups like Sprout and Parts and Crafts, provide a unique opportunity for us to realize our vision. And if the preliminary plans for the project are any indication of future success, we feel we are well on the way to achieving our long sought after vision.

We have seen Sebastian present to community groups and have noted his attentiveness, ability to listen, and out of the box thinking. If our project is selected, we feel this augurs well for our active participation in what we imagine will be a robust process of community engagement. We look forward to achieving this next stage of development and feel privileged to be associated with Sebastian Mariscal Studio in doing so.

Janine Fay

  
President

Reebee Garofalo

  
Treasurer

# sprout & co.

339R Summer St. Somerville, MA 02144 <http://thesprouts.org>

sprout & co.  
339R Summer St.  
Somerville, MA 02144

March 16, 2015

To Whom It May Concern:

sprout & co. is grateful and excited for the opportunity to join the Collaborative Living Project (CLP) and [Sebastian Marsical Studio](#) in this proposal to re-imagine the Powderhouse School Site (PSS). We think Somerville has a chance at an unprecedentedly innovative fusion of community organizing, education, urban planning, and senior living in the Studio's proposal, and we hope we can be a part of it—

For the past six years, we've run a science education nonprofit focused on making science a cultural activity by designing and running programs for youth and adults in greater Boston. Whether designing and building your own wind turbine or writing computer programs which simulate board games, our programs offer us sandboxes where we prototype tools and materials we hope support more creative, project-based approaches to opening up everyday life to more scientific investigation. Our excitement about the educational capacity of the real-world in general (and communities in particular), *especially* when paired with thoughtful and creative uses of technology, means that from the get-go, in our first chat with the CLP and SMS, we were very excited about the possibility of working together.

We would love to join CLP, [Parts & Crafts](#), and other PSS residents to build a deeply interconnected learning community. For us, concretely, that means at least three things:

1. *People* — sprout's programs are both open to the community as participants (roughly a quarter of our programs have been evening programs with adults) and as collaborators (many of our programs bring in community members as co-teachers, experts, volunteers, and project mentors). Working with the CLP and other partners at the PSS offers very clear benefits for us. We've worked to involve seniors

in our programs (*e.g. via* our "Bring your Grandma to Math Day" events), but this collaboration would fundamentally change the depth and breadth of what would be possible.

2. *Real-world contexts* — Because our programs are all focused on participants' creation of projects of one sort or another, we are constantly on the lookout for real problems and contexts which can both motivate participants' projects and showcase their finished products. Not only would we love to see our programs solve problems and create projects of interest and use to other PSS residents, but it would be wonderful to showcase student (and hopefully CLP resident!) work in, *e.g.* the site's public spaces.
3. *Space & equipment* — Practically, the technical, hands-on nature of many of our programs mean that it can be challenging to design, prototype, and run our programs in traditional school settings. We've relied on our studio space in Davis—equipped with setups for light manufacturing, basic wet lab work, and arts & crafts supplies—to do this since we found it in 2009. But, sharing space with Parts & Crafts and CLP (not to mention the PSS's proximity to the West Somerville Neighborhood School) offers a lot of lightweight chances for us to do the same in the presence of other artists and educators!

As if all this weren't enough, sprout's biggest project to-date—the Somerville STEAM Academy (SSA)—may end up in the mix! In Spring 2012, a group of Somerville parents—some of whose children had participated in our programs—began to lobby the Mayor about the possibility of sprout working more directly with the Somerville Public School System. This conversation culminated in the Mayor talking with us in 2012 about the possibility that sprout pursue developing an Innovation School in Somerville.

Since then, we have put together [a proposal](#) (you can find a more digestible slide deck [here](#)) for a new, alternative high school—the SSA—under [Massachusetts' Innovation Schools Legislation](#). Our proposal was approved by the Innovation Plan Committee in November 2014, and we're hoping the School Committee will vote on the plan by summer 2015, at which point we'll be on our way for a fall 2016 open.

That means we haven't sited the school, but the SSA's design—from its staff to its procurement process to its schedule—focuses much more on connecting students to valuable resources and contexts in the real-world than narrowly construing learning as instructional provision. In that spirit, we are pursuing a "dis-

tributed campus” model wherein the SSA focuses both on bringing the community *into* the SSA’s spaces and programming and pushing SSA students out into the community and world at large (through internships, co-ops, and community projects).

We would *love* for Sebastian Mariscal Studio and CLP to be a piece of that puzzle for us. Whether that means CLP members cross-registering into our programs or SSA students designing installations for the public presentation space or PSS retail partners acting as co-op and internship sponsors for the SSA, we see an *incredible* number of opportunities for overlap and collaboration which we know would not only enrich sprout & co. and the SSA’s missions, but the experiences of CLP residents and the other residents of the PSS.

This is all to say nothing more complicated than: sprout & co.’s focus has been on community-driven models of learning and research from the get-go, and we feel fortunate and grateful to be offered the chance to join such an interesting fusion of our interests with concrete needs and opportunities in Somerville, as captured by this partnership, and proposed by Sebastian Mariscal Studio.

If you have any questions or concerns or if there’s any way we can add background and texture to this proposal, please don’t hesitate to get in touch.

Gratefully,



Alec Resnick  
co-founder, sprout & co.  
617.800.6992  
[alec@thesprouts.org](mailto:alec@thesprouts.org)



Shaunalynn Duffy  
co-founder, sprout & co.  
617.955.9436  
[shaunalynn@thesprouts.org](mailto:shaunalynn@thesprouts.org)

Bicycle Riding School  
14 William Street  
Somerville, MA 02144  
(617) 776-6524, cell: (617) 501-9125  
[BicycleRidingSchool.org](http://BicycleRidingSchool.org)

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

March 13, 2015

Dear Ms. Allen,

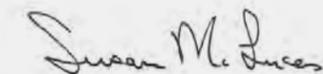
I am writing to express my support for Sebastian Mariscal Studio to redevelop the Powder House Community School. I’ve been one of the people teaching bicycle riding in that space for the last 30 years to students of all ages. The Studio met with us in 2014 and early 2015 to learn more about our organization, and how they could incorporate our innovative learning programs into their design proposal. Sebastian is a strong supporter of the biking community, and likes what we’ve been doing in the space, recognizing the importance of teaching biking & bike safety to all generations of the Somerville community.

I am thrilled to have some hope that we can continue to provide this service to people who don’t know how to ride bikes. It’s such a joy to show people that they can achieve what has, in many cases, seemed like an impossible dream to them. This is why I like my job so much; it means so much to our students. Plus, the more people who ride bicycles, the fewer cars we have polluting our world and crowding our cities. Sebastian and his staff have grasped this important connection, and plan to incorporate a significant bike corral space to help our organization continue to prosper.

The Bicycle Riding School is the biggest such operation in the country and people come to Somerville from all over to learn how to ride. I will be training new teachers in the next few years so that, at some point, if I’m too old to teach bike riding, the school will still be able to operate. I will be especially sure to do this if we have space set aside for our school in the new design of the Powder House Community School.

I strongly support Sebastian and his Studio’s inclusive and innovative design, and hope you will consider his team to be the preferred developer for this essential community space.

Yours truly,



SusanMcLucas  
Bicycle Riding School

# C

---

## COMPARABLE PROJECTS & REFERENCES

## C1: development team comparable projects

---

The following three comparable properties have either been completed by the development / architecture team, or are well underway and speak to the extensive amount of public participation that the Studio seeks to include as part of this project.



## MISSION HILL LIVING (comparable project 1)

---

### AWARDED RFP PROPOSAL

#### **DESCRIPTION:**

The Mission Hill Living project, also referred to as “Not a Building, A Park”, was awarded to Sebastian Mariscal Studio, as part of a joint public Request for Proposal issued by the City of Boston’s Department of Neighborhood Development (“DND”), and the Boston Redevelopment Authority (“BRA”), in 2013

This 44 residential unit and 2 retail unit mixed use building is a productive landscape that accommodates community gardens, a solar farm, and an art park. This landscape is punctured from below by a series of community courtyards that gradually step down to Terrace Street, providing a dramatic footpath from Parker St. These courtyards are densely vegetated and provide opportunities for art and community gatherings. The Studio is the developer, designer and property manager.

#### **LOCATION:**

77 Terrace Street, Mission Hill, Boston, MA

#### **SIZE:**

The project is a 44 unit apartment building comprised of 12 different unit types, and 2 retail units totaling 7,584 square feet on Terrace Street. The total building area is 57,299 square feet. The project includes 30 car parking with 6 car sharing, 82 bike parking and a bike shop plus 41 residential storage units. What makes this project exceptional is that it created 43 private patio gardens totaling 8,709 square feet and added an additional 6,254 square feet in community courtyards. Further there is 7,117 square feet allocated to art and playground areas not including a 15,000 square foot community urban farm, nor a 14,500 square foot solar farm. In total, the green space totals 52,621 square feet on a project with a lot area of 57,457 square feet.



**OWNERSHIP ENTITY:**

Sebastian Mariscal Studio, Inc., and its affiliate KA Enterprises/ Axis Point Partners (equity partner)

**COMMUNITY PROCESS:**

The team successfully led a comprehensive community process that involved over twenty neighborhood meetings, presentations, and discussions within a six month period that concluded in one hundred and fifteen community members offering their support by letter or petition signature. Only one person opposed, and this constituent is opposed to development of the BRA's site and not necessarily this project.

Community outreach activities included the following:

- September 7, 2013: RFP Community Presentation
- September 18, 2013: E+ Boston Society of Architects Reception
- September 25, 2013: MHNHS Presentation
- December 2, 2013: Meeting w/ local gardeners
- December 5, 2013: Meeting w/ Mission Hill Artists Collective
- December 5, 2013: DND/BRA hosted Community Meeting
- December 12, 2013: Meeting w/ Mission Hill Artists Collective
- January 9, 2014: Site visit w/ local gardeners prior to env. testing
- January 15, 2014: Meeting w/ Mission Hill Artists Collective
- January 15, 2014: Community Alliance of Mission Hill Presentation
- January 18, 2014: Art Focus Group Meeting
- January 18, 2014: Community Garden Focus Group Meeting
- January 23, 2014: Meeting w/ Councilman Josh Zakim
- January 29, 2014: Meeting w/ Mission Hill Bikes Director
- January 23, 2014: Article 80 Community Meeting
- February 3, 2014: MHNHS Presentation
- February 4, 2014: Meeting w/ Maria Sanchez's Condo Association
- February 18, 2014: Meeting w/ Senator Sonia Chang-Diaz's office
- February 19, 2014: Community Alliance of Mission Hill Presentation
- February 25, 2014: Meeting w/ Representative Jeffrey Sanchez



The following is a list of project supporters. The full supporter list includes more than 80 additional community members. A sampling of the Letters of Support is included at the end of this section.

**ELECTED OFFICIALS**

- Councilman Josh Zakim
- Representative Jeffrey Sanchez
- Mission Hill Neighborhood Services
- State Senator Sonia Chang Diaz

**TERRACE ST BUSINESSES**

- Jim Lafond-Lewis
- Matthew St. Onge (Boston Building Resources)
- Javy Caraballo (Crossfit)
- KNL Mgmt. (Jarrett Lau)
- Winn Companies (Oliver Lofts)

**ABUTTERS**

- Jim Policastro
- Carrol Barry
- Joseph A. Barry
- Joseph P. Barry
- Jeanine Barry
- John Hauck
- Francine Hauck
- Garrett Hauck
- Krista Young
- Karen Young
- Tadeusz Wojcik
- Jim Lafond-Lewis

**COMMUNITY ORGANIZATIONS**

- Community Alliance of Mission Hill
- Mission Hill Main Streets
- Mission Hill Artists Collective
- Mission Hill Bikes
- BNAN
- Regina Policastro

**DEVELOPMENT COSTS**

\$13,144,707

**FINANCING MECHANISM**

The equity funds are earmarked for this project by KA Enterprises/ Axis Point Partners, and the ownership group is negotiating terms sheets with institutional lenders.

**MUNICIPAL SUBSIDIARY RECEIVED:**

The team was awarded a Department of Energy Resources (DOER) Pathway to Net-Zero grant in the amount of \$388,000 to support the construction of net zero buildings within the Commonwealth. The award letter is included herein as a reference.

**CURRENT STATUS:**

The project received its joint approvals as required by the BRA and the DND. The project has been approved through the Article 80 and has received BRA board approval. The project pursued several variances which were all unanimously approved by Zoning Board of Appeal (ZBA). One neighbor appealed the ZBA's decision to grant the variances and the Studio is actively seeking resolution. Ongoing development of the design/development plan sets are underway and construction is anticipated to commence April 2016. For further information on our work in Mission Hill.

**REFERENCES:**

John Feuerbach  
Senior Development Manager  
DND / Mission Hill  
john.feuerbach@boston.gov  
617.635.0353

David West  
Project Manager,  
DND / Mission Hill  
dwest.dnd@cityofboston.gov  
617.635.0248

John Dalzell  
Senior Project Manager  
BRA / E+ Building Program  
john.dalzell@boston.gov  
617.918.4334

Josh Zakim  
Boston City Councilor - District 8  
One City Hall Square - Boston, MA  
josh.zakim@boston.gov

Jay A. Lee  
Assistant Director of Construction  
DND / Mission Hill  
jlee.dnd@cityofboston.gov  
617.635.0207

Jeffrey Sanchez  
State Representative - Jamiaca Plain  
State House, Room 236 Boston, MA 02133  
jeffrey.sanchez@mahouse.gov  
617.722.2430



**JOSH ZAKIM**  
BOSTON CITY COUNCILOR  
DISTRICT 8

Tyler Norod  
Boston Redevelopment Authority  
One City Hall Square  
Boston, MA 02201-1007

February 05, 2014

Dear Tyler,

I am writing to express my support for the project proposed by Sebastian Mariscal Studios to be constructed at Parker & Terrace Streets in Mission Hill and known as the "Parker & Terrace Street Development."

This project will provide the Mission Hill neighborhood with innovative housing options and accessible community spaces. I am especially pleased by the project's commitment to both environmental sustainability and community inclusion. Ten out of the forty-four proposed housing units (over 22%) will be affordable and built on-site, thereby exceeding the requirements of Boston's Inclusionary Development Policy. Additionally, it will add new retail space to the neighborhood, 82 bicycle parking spaces and over 50,000 square feet of green space. These features are expected to promote positive street level activity in the surrounding area.

Overall, I believe that the proposal will be beneficial to existing Mission Hill residents while also providing increased opportunities for area artists, art-lovers, community gardeners, bicyclists and new residents. Having participated in the public meeting process organized by the Department of Neighborhood Development & your agency, heard from numerous area residents, and met with the developers, I believe this project will be a positive addition to the Mission Hill community, and I support the Parker & Terrace Street Development.

Thank you,

Josh Zakim  
Boston City Councilor, District 8

Boston City Hall - One City Hall Square - Boston, MA 02201  
josh.zakim@boston.gov





**The Office of State Representative Jeffrey Sánchez**

The State House | Boston, MA 02133  
Phone: (617) 722-2130 | Fax: (617) 722-2002  
E-mail: Jeffrey.Sanchez@mahouse.gov

Robert Shortsleeve, Chair  
City of Boston Board of Appeal  
1010 Mass. Ave., 4th floor  
Boston, MA 02118

February 26, 2014

Dear Chairman Shortsleeve,

It is my pleasure to submit this letter to express my strong support for the Parker/ Terrace Street Development Proposal.

Throughout the planning phase of this proposal, Sebastian Mariscal Studio has worked extensively with the Mission Hill community in creating a well thought out and beneficial proposal that the residents supported. The Parker/ Terrace Development Proposal will create a high-quality and sustainable environment which will connect residents through green space.

In addition to these spaces, the Parker/ Terrace project proposes to allocate 10 units as affordable housing. I recognize the scarcity of affordable public housing in Boston and this development makes an effort in expanding public housing for low income residents. This development will also provide the community with 44 residential units, a community garden with art space (Mission Hill Artist Collaborative), 30 vehicular parking spaces and 82 spaces for bicycles. As a result, Mission Hill can become an exemplary model for future developments. Through the community garden and art park, Mission Hill residents will have a designated space to showcase their artwork in a safe and eco-friendly manner.

Such innovation and benefits are vital to community building efforts and I support this proposal wholeheartedly.

Thank you for your consideration and please do not hesitate to contact me with any questions.

Sincerely,

Jeffrey Sánchez  
State Representative-15<sup>th</sup> Suffolk District



CITY OF BOSTON • MASSACHUSETTS  
DEPARTMENT OF NEIGHBORHOOD DEVELOPMENT  
MARTIN J. WALSH, MAYOR

July 11, 2014

Mr. Alex Pollard  
Department of Energy Resources  
100 Cambridge Street, Suite 1020  
Boston, MA. 02114  
PON Name: Massachusetts Pathways to Zero Grant Program  
PON File Number: ENE-2014-034

Dear Mr. Pollard:

I want to convey my strong support for the Sebastian Mariscal Studio (SMS) grant application for the energy positive, sustainable development proposed at 77-81 Terrace St. in the Mission Hill neighborhood of Boston. The development will be energy positive and offer numerous deep green elements, mirroring the goals and requirements of this PON. The development would be a strong, prominent selection for a Massachusetts Pathways to Zero Grant and will enhance the energy positive project feasibility.

Since the site involves city vacant land, my staff at the Department of Neighborhood Development (DND) coordinated the approximately 15 month long community process that resulted in a Request for Proposals (RFP) for the site in 2013. From the start, the 77-81 Terrace Street site was envisioned as a leading development under Boston's E+ Green Communities Program, which seeks to advance Boston's green building and sustainable development efforts to the next level by creating deep green, energy positive, healthy and sustainable communities. The E+ Communities Program expands upon the Mayor's E+ Green Building Program, which is bringing a new generation of ultra-efficient, energy positive, deep green residential proto-types to Boston's neighborhoods. The site community process and RFP were progressive models for DND, and the RFP included development objectives that fuse neighborhood sustainability, deep green and energy positive elements, in addition to a call for community gardens, productive landscape and arts space.

The SMS application response, the top rated from a field of 6 applications, is extraordinary and uniquely addresses site challenges and development objectives. SMS boldly incorporates community gardens, public gathering areas and substantial PV panels on the roof top of its mixed income rental structure, built into the sloped site, and thus preserving a green and open vista treasured by the neighborhood. SMS's building energy positive performance, modeled at -21 HERS, is remarkable and will be an industry model and leader in Boston.

The development has progressed well – since November 2013 SMS has full site control authority issued through DND, and has received both Boston Redevelopment Authority Article 80 and Zoning Board of Appeals approvals. Furthermore, SMS is moving forward aggressively on finalizing design, bidding and financing, so that the development will be in a position to start construction later this year.

We request your support of the 77-81 Terrace St. development with Pathways to Zero Grant funding. Grant funding will enhance the feasibility of the ambitious energy positive approach of SMS, and will assist the development to become a leading model for deep green, energy positive building in Boston and the region.

Sincerely,

Sheila Dillon  
Chief and Director



26 COURT STREET • BOSTON • MASSACHUSETTS • 02108 • 617-635-3880 • DND.CITYOFBOSTON.GOV





Environment, Energy and Open Space  
CITY OF BOSTON

July 11, 2014

Mr. Alex Pollard  
Department of Energy Resources  
100 Cambridge Street, Suite 1020  
Boston, MA. 02114  
PON Name: Massachusetts Pathways to Zero Grant Program  
PON File Number: ENE-2014-034

Dear Mr. Pollard:

I am writing in support of Sebastian Mariscal Studio's (SMS) grant application for the energy positive building proposed at 77-81 Terrace St. in the Mission Hill neighborhood of Boston. Having reviewed the goals and requirements of this PON, I believe this development proposal would be an ideal selection for a Massachusetts Pathways to Zero Grant.

The 77-81 Terrace Street site is a prominent new construction development advanced under Boston's E+ Green Communities Program, which seeks to advance Boston's green building and sustainable development efforts to the next level by creating deep green, energy positive, healthy and sustainable communities. The E+ Communities Program expands upon the Mayor's E+ Green Building Program, which is bringing a new generation of ultra-efficient, energy positive, deep green residential proto-types to Boston's neighborhoods.

I had the opportunity early last fall to review the initial scheme proposed by SMS. I was impressed with the scheme's bold integration of landscape and sustainable construction. Furthermore, the energy positive performance, modeled at -21 HERS, that will be achieved is laudable and will demonstrate the possibilities for green and energy positive large scale developments in Boston. The ambition of SMS's design and green building plan, in combination with its association with Boston's E+ Green Communities Program, offers this project a high level of visibility and, therefore, great potential to grow the ZNEB construction industry and market in the Boston area.

The development has full site control authority issued through the city and has received both Boston Redevelopment Authority Article 80 and Zoning Board of Appeals approvals. SMS is moving forward aggressively so that the development can start construction later this year.

DOER Pathways to Zero Grant support will greatly assist this model energy positive development, and with your support I look forward to seeing this project successfully completed.

Sincerely,

Brian Swett  
Chief of Environment, Energy and Open Space

SUITE 709 • ONE CITY HALL SQUARE • BOSTON • MASSACHUSETTS • 02201  
617-635-3425 • Fax: 617-635-3496

January 5, 2014

Fax #617-635-2918

Fax #617-248-1937

Robert Shortsleeve, Chair  
City of Boston Board of Appeal  
1010 Mass. Ave., 4<sup>th</sup> floor  
Boston, MA 02118

Brian Golden, Acting Director  
Boston Redev. Authority  
City Hall, 9<sup>th</sup> floor  
Boston, MA

Re: E-Green Development at Parker and Terrace Streets, Mission Hill  
Developer Sebastian Mariscal

Dear Chairman Shortsleeve and Acting Director Golden:

As a 30 year resident of Mission Hill and the cofounder of the Guerilla Garden, I had no intention of supporting any proposed development of the Parker St. site.

After attending endless charettes, community meetings on the project, and reviewing the plans, I have changed my opinion about the development of Parker and Terrace Street. The Mariscal & Co. designs are very unique and have very little negative impact on our neighborhood. Specifically, I am impressed with its forward-thinking design and the fact that it presents no visible buildings on Parker Street. Open green space is preserved and gardening plots upgraded, expanded and enhanced. Elements of the Art Park have also been carefully included in the project. Terrace Street is thoughtfully developed and the area is revitalized. For these reasons, I am in FULL SUPPORT of this proposal as very good fit for our community.

Please support this innovative project.

Sincerely,

Frances M. Helfrich Hauck  
12 Hillside St.  
Boston, Ma. 02120

Sc: Tyler Norod, BRA (tyler.norod@boston.gov)



# Mission Hill Main Streets

1534 Tremont Street / Roxbury, Mass. 02120  
phone 617.427.7399 / fax 617.427.9003  
www.missionhillmainstreets.org

Brian P. Golden, Director  
Boston Redevelopment Authority  
9<sup>th</sup> floor, One City Hall Square  
Boston, MA 02201

January 31, 2014

Dear Brian,

This is a letter of support for the proposed E-Green Development at Parker and Terrace Streets by Developer Sebastian Mariscal in Mission Hill.

I have attended several community meetings on the project and have reviewed the plans. This project has secured the overwhelming support of the immediate neighborhood. The economic impact to the area business community will be significant and I have encountered no opposition or objection. This innovative development will greatly enhance and revitalize the appearance of the neighborhood.

I sincerely hope that the BRA will allow this project to advance through the permitting process and I urge your support for these proposed changes. Thanking you for your consideration, I remain

Sincerely yours,

Richard J. Rouse  
Executive Director



January 31, 2014

Robert Shortsleeve, Chair  
City of Boston Board of Appeal  
1010 Mass. Ave., 4th floor  
Boston, MA 02118

Brian Golden, Acting Director  
Boston Redevelopment Authority  
City Hall, 9th floor  
Boston, MA 02201

Dear Chairman Shortsleeve and Acting Director Golden:

As a Mission Hill resident/community Arts organization, we are writing to express the support of the Mission Hill Artists Collective (MHAC) for Sebastian Mariscal's creative and innovative development proposal for the DND property located at Parker and Terrace Streets in our neighborhood.

We have met on several occasions with the developers, attended and presented our aspirations for the project at community meetings, reviewed the plans, and feel that this project would be a major improvement and significant benefit to the immediate neighborhood with very little negative impact. Specifically, we are impressed with its forward-thinking design for community collaboration and usage, with nearly as much open green space as the site itself, and is noteworthy for its sustainability, with a preferred residential use which will help to revitalize and engage Terrace Street.

The Mission Hill Artists Collective is in **FULL SUPPORT** of this proposal as a very good fit for our community.

Please support this creative and community building project.

Sincerely,

**Mission Hill Artists Collective (MHAC)**  
**MH residents and MHAC planning board:**  
**Lydia Polanco-Pena, Dragan Grujic,**  
**Thom Kanar, Luanne E Witkowski**

cc: Tyler Norod, BRA (tyler.norod@boston.gov)



**Promoting the bicycle for transportation in Mission Hill and beyond**

February 5, 2014

Robert Shortsleeve, Chair  
City of Boston Board of Appeal  
1010 Mass. Ave., 4th floor  
Boston, MA 02118

Brian Golden, Acting Director  
Boston Redevelopment Authority  
City Hall, 9th floor  
Boston, MA 02120

Dear Chairman Shortsleeve and Acting Director Golden:

Mission Hill Bikes is a volunteer based community group of Mission Hill residents dedicated to promoting the bicycle for transportation in our neighborhood and beyond.

We are pleased to support Sebastian Mariscal's innovative development proposal for the DND property located at Parker and Terrace Streets for the following reasons:

- We are thrilled to see over 80 bike parking spaces and other bicycle related amenities for residents provided which will promote healthy living and minimize traffic impact;
- This development will bring much needed amenities to an underserved part of our neighborhood through providing ground floor retail space;
- We look forward to working with Sebastian Mariscal Studios, the BRA, and Boston Transportation Department to find solutions to make Terrace Street a safer place for bicyclists and pedestrians.

Our group is just as concerned with livability in Mission Hill as it is with bicycle infrastructure and safety projects, and we believe this development will positively impact our neighborhood by revitalizing the Terrace Street streetscape and providing an innovative solution to developing with a low carbon impact.

Mission Hill Bikes supports this development without reservation. Please feel free to reach out to me at 617-784-2976 or missionhillbikes@gmail.com if you have any questions.

Sincerely,

Nathaniel Fink  
Organizer, Mission Hill Bikes



62 Summer Street  
Boston, MA 02110-1008  
(617) 542-7696  
Fax: (617) 542-0383  
www.bostonnatural.org

February 7, 2014

Tyler Norod, Senior Project Manager  
Boston Redevelopment Authority  
One City Hall Square  
Boston, MA 02201

**BOARD OF DIRECTORS**

- Paula V. Cortés,  
*Chair*
- Robert N. Schmalz,  
*Vice Chair*
- Amy L. Auerbach,  
*Treasurer*
- Patricia C. Flaherty,  
*Assistant Treasurer*
- H. David Gold,  
*Clerk*

Dear Mr. Norod,

Boston Natural Areas Network (BNAN) is pleased to submit this letter to support Sebastian Mariscal Studios in the execution of the proposed Parker & Terrace Streets E+ Development in Mission Hill. In particular, we support the consideration provided to the existing community garden and the extent to which this garden space will be recreated along Parker Street. Providing secure, healthy and permanent community gardens for use by Boston residents is fundamental to BNAN's work and we applaud the manner in which Mariscal Studios has upheld this commitment for residents in Mission Hill.

Boston Natural Areas Network looks forward to partnering with Mariscal Studios during the development of this project to provide organization, outreach, and programming to support new and returning community gardeners. The goal is to build a resilient and vibrant group of gardeners to compliment the newly designed community garden.

Regards,

Jeremy Dick  
BNAN Director of Property & Horticulture

**PRESIDENT**  
Valerie J. Burns

Working toward a greener city  
Boston affiliate of The Trustees of Reservations





## BILLBOARD LOFTS (comparable project 2)

### GROUND-UP DESIGN & DEVELOPMENT

#### DESCRIPTION:

The Billboard Lofts is an urban infill development that was designed, developed and managed by Sebastian Mariscal Studio. Located at the corner of Ash & Union Street in Little Italy in downtown San Diego, these loft apartments offer a unique alternative for those interested in an artful living space. The units include 17' ceilings with open loft-style bedrooms that overlook the downstairs living area. Unit finishes include sliding glass doors installed as windows, stainless steel appliances, and sustainable features such as cork flooring. The wood & metal materials of the exterior continue into the inside of the building lining the corridors connecting the community back to its natural environs. Substantial upgrades to select interior and exterior finishes were possible due to designed space efficiencies and off-site prefabrication during the construction process. Even in downtown San Diego, a community that is heavily auto-mobile oriented with very limited access to public transportation, more than 50% of our tenants live and work in their units, or work within walking distance of their home.

#### LOCATION:

320 W. Ash St San Diego, California

#### SIZE:

24 units, 25,000 square foot building envelope (Lot Size 6,900 square feet)

#### OWNERSHIP ENTITY:

The Billboard Lofts, LLC, an affiliate of Sebastian Mariscal Studio, Inc. and KA Real Estate, LLC.

#### COMMUNITY PROCESS:

The Studio specializes in urban infill developments that often include site constraints. The site's development was governed by challenging zoning requirements, including a minimum FAR of +3, where it was difficult to develop a project of this scale on a 6,900 square foot lot. The project went through a public approval process with the Civic San Diego, formerly Center City Development Corporation (CCDC). The process concluded with the Studio approved to develop 24 rental units.

After permit approvals were granted, and the project was constructed, the Studio wanted to entitle the project with a condominium map. The Studio did not want to sell, but saw value in the project's entitlement. At that time, there was an excessive condominium inventory in downtown San Diego. The project had to go through a community process with public comment, and ultimately it was approved. The property is still owned and operated by the Studio as a rental community.

#### DEVELOPMENT COSTS:

\$3,350,000

#### FINANCING MECHANISM:

KA Real Estate, LLC was the equity partner to Sebastian Mariscal Studio, Inc. The institutional lender on this project is First National Bank and they financed 80% of the total development expenses.

#### MUNICIPAL SUBSIDIARY RECEIVED (IF ANY):

Not applicable

#### CURRENT STATUS:

The Studio has served as owner since the project's inception, and has operated the property since construction completion. The property stabilized within 1 months of construction completion (heavy preleasing) and has remained more than 98% occupied (stabilized) ever since. Today the property is at 100% occupancy, and is considered a stable asset.

#### REFERENCES:

Brad Richter  
Asst. Vice President, Planning , Civic San Diego  
richter@civicsd.com  
619.533.7115



## SIX (comparable project 3)

### GROUND UP DESIGN AND DEVELOPMENT

#### DESCRIPTION:

Six provides the passerby with a striking modern town house construction repeated in a cascading pattern. The design mimics a repeated layout, and the units are surprisingly dense and accommodating with each holding 5,000 square feet of space on a 12,000 square foot lot area. The cascading design and layout allows each owner an unobstructed view of the area, including breathtaking views of the Pacific Ocean.

#### LOCATION:

415-436 Ravina Street La Jolla, California

#### SIZE:

The project includes six modern townhouse-style residential condominiums located within a 30,000 square foot building area on a 12,000 square foot lot.

#### OWNERSHIP ENTITY:

Developed by Ravina, LLC, an affiliate of Sebastian Mariscal Studio, sold as private townhome condos

#### COMMUNITY PROCESS:

La Jolla, a seaside city within the County of San Diego near to downtown San Diego, is a highly sought-after market in close proximity to the Pacific Ocean. While the Studio acquired the fully entitled, including a Coastal Development Permit, the Studio underwent a drastic redesign of the permitted six units. The Studio was required to bring the project through a process called Substantial Conformance with

the local governing authorities, and it was approved with no issues. The public administration applauds this development and proudly incorporates the design and development overall when discussing the neighborhood.

#### DEVELOPMENT COSTS:

Total development costs: \$9,500,000. The project is 100% sold. The average price per unit was approximately \$2,200,000.

#### FINANCING MECHANISM:

Private investment at 20%. The institutional lender on this deal was Temecula Bank at 80%.

**MUNICIPAL SUBSIDIARY RECEIVED (IF ANY):** Not applicable

#### CURRENT STATUS:

100% sold.

#### REFERENCES:

Brad Richter  
Asst. Vice President, Planning , Civic San Diego  
richter@civicsd.com  
619.533.7115

Hugh M. Davies, Ph.D. (Condo Owner)  
The David C. Copley Director and CEO  
Museum of Contemporary Art San Diego  
700 Prospect Street, La Jolla, CA 92037  
hdavies@mcasd.org  
858.454.3541 x114

## C2: design team comparable projects

---

The following three comparable properties have been either completed by the development/architecture team, or are well underway and speak to the extensive amount of public participation that the Studio seeks to include as part of this project.

## C3: comparable project graphics

---

One graphic representation is included on the following pages for each of the three recent comparable projects described in Section C.1 / C.2.:



## MISSION HILL LIVING (comparable project 1)

---

AWARDED RFP PROPOSAL

### *DESCRIPTION:*

The Mission Hill Living project, also referred to as “Not a Building, A Park”, was awarded to Sebastian Mariscal Studio, as part of a joint public Request for Proposal issued by the City of Boston’s Department of Neighborhood Development (“DND”), and the Boston Redevelopment Authority (“BRA”), in 2013.

The 44 residential unit and 2 retail unit mixed use building is a productive landscape that accommodates community gardens, a solar farm, and an art park. This landscape is punctured from below by a series of community courtyards that gradually step down to Terrace Street, providing a dramatic footpath from Parker St. These courtyards are densely vegetated and provide opportunities for art and community gatherings. The Studio is the developer, designer and property manager.



## BILLBOARD LOFTS (comparable project 2)

GROUNDUP DESIGN & DEVELOPMENT

**DESCRIPTION:**

The Billboard Lofts is an urban infill development that was designed, developed and managed by Sebastian Mariscal Studio. Located at the corner of Ash & Union Street in Little Italy in downtown San Diego, these loft apartments offer a unique alternative for those interested in an artful living space. The units include 17' ceilings with open loft-style bedrooms that overlook the downstairs living area. Unit finishes include sliding glass doors installed as windows, stainless steel appliances, and sustainable features such as cork flooring. The wood & metal materials of the exterior continue into the inside of the building lining the corridors connecting the community back to its natural environs. Substantial upgrades to select interior and exterior finishes were possible due to designed space efficiencies and off-site prefabrication during the construction process. Even in downtown San Diego, a community that is heavily auto-mobile oriented with very limited access to public transportation, more than 50% of our tenants live and work in their units, or work within walking distance of their home.



## SIX (comparable project 3)

GROUNDUP DESIGN & DEVELOPMENT

**DESCRIPTION:**

Six provides the passerby with a striking modern town house construction repeated in a cascading pattern. The design mimics a repeated layout, and the units are surprisingly dense and accommodating with each holding 5,000 square feet of space on a 12,000 square foot lot area. The cascading design and layout allows each owner an unobstructed view of the area, including breathtaking views of the Pacific Ocean.

## C4: comparable project green practices

MarKa understands the importance of a holistic, integrated green design and green management approach to achieve ambitious long term sustainability goals while providing a resilient design that is relevant to the neighborhood. MarKa defines “green elements” as the elements that harmoniously connect humans to their built and natural environments. As is visible in all of Sebastian Mariscal’s work, MarKa incorporates natural materials in both the exterior and interior spaces including wood and glass and lush landscaping. Southern California has a considerably different climate than that of the New England region, and as such, our projects in New England require additional systems.

## MISSION HILL LIVING (comparable project 1)

### AWARDED RFP PROPOSAL

The uniqueness of the subject site and the BRA’s E+ RFP’s vision demanded an outstanding project in terms of green design and management practices. The studio surpasses the net energy positive requirements by providing more than 14,000 square foot community garden area and open-green space at 52,621 square feet. This public garden creates spaces for social gathering, growing vegetables and an opportunity to engage the building users, as well as nearby habitants. The photovoltaic panels float to allow a continuous garden space and provide additional insulation to the building envelope. The solar farm provides a Net Energy Surplus of 21%. Each residential unit contains an outdoor space that allows for a seamless outdoor experience inside, and provides a vegetated element that enhances the site as a whole. The green design and green management practices below are included in the Mission Hill Living project:

#### GREEN DESIGN:

- 43 Private Patios & Gardens: 8,709 SF
- Community Courtyards: 6,254 SF
- Retail / Commercial Courtyard: 1,872 SF
- Art and Playground Park: 7,117 SF
- Community Urban Farm & Solar Farm: 29,500 SF
- Community Urban Farm: 15,000 SF
- Solar Farm (PV Panels): 14,500 SF
- Photovoltaic Panels
- Recycle of storm and gray water
- Green Roofs
- Passive Cooling
- Super Insulated Walls
- Efficient Grading to Maximize Cut & Fill
- Zero Shadow Impact at Parker Street



ELECTRIC VEHICLE PARKING



SOLAR PV



BIKE PARKING

#### GREEN MANAGEMENT PRACTICES:

- High Efficiency Lighting and Appliances
- Electric Car Charging Station
- Car Sharing Program and 82 Bicycle Parking Spaces
- Water Conservation: Ultra-low Flow Fixtures
- Geothermal heating

**DOER ZNEB AWARD LETTER:** (see following page)



THE COMMONWEALTH OF MASSACHUSETTS  
 DEPARTMENT OF ENERGY RESOURCES  
 100 CAMBRIDGE STREET, SUITE 1020  
 BOSTON, MA 02114

**Notice of Award Intent**

Dear Mr. Mariscal,

After careful consideration of your response submitted pursuant to PON-ENE-2014-034: Massachusetts Pathways to Zero Grant Program [Grant Program], the Department of Energy Resources (DOER) evaluation team has recommended that your application be awarded a grant award of \$388,000 under the Grant Program. DOER will now begin the process to assemble the necessary documentation associated with finalizing the grant.

As explained on p. 12 of the Grant Program solicitation materials (dated June 13, 2014), your firm will be required to sign the Commonwealth Standard Contract Form and Terms & Conditions, which certify compliance under a number of state laws, guidelines, and protocols. Please note that these forms cannot be modified. To aid in your understanding of some of the provisions, I have attached a checklist that highlights some of the more significant compliance items. It is your responsibility to ensure compliance under these items, in addition to all requirements as set forth in these forms.

So that we may proceed with preparing the necessary grant documentation, please review the attached checklist, the referenced forms, and the grant award amount and email me confirmation that your firm: (1) has reviewed the forms (2) does/does not wish to proceed forward with finalizing the grant and (3) agrees not to discuss the status of the grant process publically until grants are finalized. Please contact me with any questions or concerns you may have about the attached requirements.

Best Regards,

Spencer Lawrence

Zero Net Energy Buildings Program Manager

**BILLBOARD LOFTS** (comparable project 2)

**GROUND UP DESIGN AND DEVELOPMENT**

The green design and green management practices below are included in the Billboard Lofts project:

**GREEN DESIGN:**

This project's zoning required a very high minimum FAR, which made it difficult to create open space. The Studio responded to this challenge by adding several decks and balconies, which created cross ventilation and open space. Additionally, the roof was turned into an open, landscaped gathering space for residents with downtown views.

**GREEN MANAGEMENT PRACTICES:**

- High Efficiency Lighting and Appliances
- Bicycle Parking Spaces in many units plus bicycle parking onsite
- Water Conservation: Ultra-low Flow Fixtures
- Recycling program
- Passive Ventilation

**SIX** (comparable project 3)

**GROUND UP DESIGN AND DEVELOPMENT**

The green design and green management practices below are included in the Six project:

**GREEN DESIGN:**

Six is a great example of how the Studio's designs seamlessly connect the interior with the exterior. Each unit comes with a deck with garden space in the front and another in the back on the ground level. Glass doors fold completely open to connecting the decks with the unit. The project includes generous decks on the eighth level to capture the ocean views. All of these out door elements assist with passive ventilation, immense natural light reducing energy consumption.

**GREEN MANAGEMENT PRACTICES:**

This project was sold as condominiums and therefore is no longer managed. Green management practices were considered included the following:

- High Efficiency Lighting and Appliances
- Water Conservation: Ultra-low Flow Fixtures
- Passive Ventilation
- Sustainable Materials

## C5: comparable project development approach

---

MarKa is a development and operations firm whose mission is to create community-oriented urban infill projects that elevate quality of life standards. In order to achieve this, it is critical that MarKa conducts an extensive outreach process inclusive of all stakeholders that is transparent and thorough. Somerville is currently a widely diverse community in terms of socioeconomic, race, religion, age, and other populations, and it is our aim to do our part in keeping it that way.

We take great pride in the quality of our team, which is comprised of individuals with expertise in a broad range of fields, from public outreach, planning, design, engineering, construction management, brokerage, development, to operations. MarKa's in-house experience represents more than 65 years and spans every perspective within the real estate industry.

### MARKA'S DEVELOPMENT APPROACH:

---

Transparency, inclusion and respect are fundamental characteristics of MarKa's development approach. Within these guiding principles, MarKa's team engages the community to build projects that are truly beneficial for the community at-large. Once engaged, the team is committed to the project well into the future, long after it is completed.

MarKa's development approach first seeks a site specific design that conforms with the community, and generally begins by first reviewing a new pursuit with an "outsider perspective", keeping the imagination running wild, invent-full, and with limitless potential not constrained by the ways of the past. Once the daydreaming has lightly framed initial possibilities, the team immediately engages reality by conducting research. The team collects "perspectives" and data from past community charrettes, public planning documents, zoning documents, neighbors (both businesses and residents), public officials, and from folks we meet at the subway, in local daycare centers, hairdresser shops, boutique and cafes. The team aims to become as intimately connected to the particular community as is possible considering that its goal is to evaluate whether this is a project that brings us closer to fulfilling MarKa's mission. If at that stage it is determined that MarKa should move forward, the team uses the firm's guiding principles to engage the community.

### DEVELOPMENT APPROACH FOR COMPARABLE PROJECTS:

---

The following are representative examples of our team's development approach used on our recent comparable projects:

# MISSION HILL LIVING (comparable project 1)

---

## AWARDED RFP PROPOSAL

The team successfully led a comprehensive community process that involved over twenty neighborhood meetings, presentations, and discussions over a six month period that concluded in one hundred and fifteen community members offering their support by letter or petition signature. Only one person opposed, and this constituent is opposed to development at the BRA's site and not necessarily this project. See *Section C.I.* for more information on that project.

### KEY COMMUNITY CONCERNS:

Overall the tenor of the public process was positive due to the substantial amount of community benefits within our proposal.

- **Massing on Parker Street:**

The community wanted a park with no massing and no shading along Parker Street. The Studio responded with a design that met this concern and much more, which was well received.

- **Preservation of the Community Garden and Art Park:**

The community wanted to preserve the community garden on Parker Street. The Studio created a design that fully preserved the garden and added additional community benefits. This was received well.

- **Inclusion of a Community Space:**

The community, and in particular artists, wanted exhibition and flex community space. In response, we created a 750 square foot gallery amenity that could be used for educational, workshops, art exhibition and community meetings. This was received well.

Once these primary issues were addressed, the project became widely supported.

### COLLABORATION WITH COMMUNITY STAKEHOLDERS:

Throughout the process, the Studio had more than 10 in-person meetings with the BRA and the DND to refine the design strategies, implement design comments, plan and strategize additional outreach, and milestones. These meetings were quite productive and resulted in the Studio receiving all required approvals to construct the project in a very timely process, within four months. This timeframe includes density, use, parking, and setback variances, which were all unanimously approved.

### PARKING:

The project required a variance for parking. The Studio proposed to provide 30 parking space for 44 residences and two boutique retail spaces. The site is in close proximity to heavy rail transit, so it mitigated this by providing 88 bicycle parking spaces onsite. There were no public issues with the variance based upon our project, and it was unanimously approved.

# BILLBOARD LOFTS (comparable project 2)

---

## GROUND UP DESIGN AND DEVELOPMENT

### KEY COMMUNITY CONCERNS:

The site's development was governed by challenging zoning requirements, including a minimum FAR of +3, where a project of this size and scale was difficult to develop on 6,900 square foot lot. Ultimately, the Studio complied where other developers were unable.

### COLLABORATION WITH COMMUNITY STAKEHOLDERS:

The project went through a public approval process with the Civic San Diego, formerly Center City Development Corporation (CCDC). The process concluded with the Studio approved to develop 24 rental units.

After permit approvals were granted, and the project was constructed, the Studio wanted to entitle the project with a condominium map. The Studio did not want to sell, but saw value in the project's entitlement. At that time, there was an excessive condominium inventory in downtown San Diego. The project had to go through a community process with public comment, and ultimately it was approved.

### PARKING:

The requirement in San Diego was .5/unit and the project complied.

# SIX (comparable project 3)

---

## GROUND UP DESIGN AND DEVELOPMENT

### COLLABORATION WITH COMMUNITY STAKEHOLDERS:

This project was acquired fully entitled. The Studio was required to bring the project through a process called "Substantial Conformance" with the local governing authorities, and it was approved with no issues.

### PARKING:

Parking requirement was two parking spaces per unit plus four visitor parking spaces and the project fully complied.

D

---

PROJECT NARRATIVE

## D1: program description

---

MarKa understands the important role that the Powder House Community School (“School”) and its respective Park (“Park”, collectively referred herein as “the Site”) has played within the neighborhood to date, and how it must be appropriately leveraged as a true public asset well into the future. While the majority of the Site is vacant and therefore considered underutilized today, it is nestled within an established predominantly residential neighborhood served by active commercial corridors in walkable proximity to multiple nodes of transportation. These characteristics enable the City to leverage the Site to achieve many neighborhood, commercial corridor, resources, transportation and infrastructure, and housing goals, as defined in the adopted 2010-2030 SomerVision Comprehensive Plan (“SomerVision”).

Over the years, much important conversation has occurred related to the future use of the Site. Inspired by the community’s goals, diversity and vibrancy, MarKa began to conceptualize the site’s redevelopment as an inclusive urban village within Somerville where diversity, shared green-open space, and a mix of complimentary urban-oriented features would set the form for an inter-generational live-work-educate-inspire-shop-entertain “campus-style” environment respectful of the neighborhood. Considerable thought was given to the orientation of the uses within the building in context of the neighborhood. Within this programmed components, green-open space serves as the common thread that binds a collaborative, health-conscience and eco-sensitive culture of Somerville-based residents, businesses and organizations.

MarKa reimagined the structure to include residential, commercial and green-open spaces that are meant to be cohesive, synergistic and activated. Every experienced moment here shall be different than the one before. MarKa offers to achieve this by rehabilitating the existing three-story former school structure by incorporating the following construction practices:

1. The exterior non-load-bearing masonry walls are removed opening the structure to new materials like glass and wood. The load-bearing columns and floor and roof slabs remain in place.
2. The existing central courtyard that occupies a portion of the garden level is raised one story to the ground level. This opens up a large portion of the garden level to garage uses, and allows the Park to connect to the central courtyard via the plaza seamlessly at the ground level. In addition to public access to the Courtyard area, the Courtyard is now located higher within the structure, which allows for better light and ventilation.
3. Some of the remaining massing is punctured to create additional pockets of green-open space calling in light and ventilation.
4. New partitions and facades define the new expression of the built environment.

## SOMERVISION GOALS:

---

MarKa's financially feasible proposal before you speaks to 29 out of a total 39 SomerVision goals, as defined below:

### **A. NEIGHBORHOOD:**

- I. Engages community members in civic life and decision-making, and seeks diverse representation and participation.
- II. Strengthens and supports neighborhood commercial centers that integrate residential uses by offering lively destinations, and contributes to Somerville's unique identity.
- III. Protects and promotes a diverse, interesting mix of small-scale businesses in Somerville's neighborhoods.
- IV. Preserves and enhances the character of Somerville's neighborhoods, enables sensitive, economically feasible adaptive reuse of a building, and respects neighborhood form and patterns while expanding Somerville's architectural legacy.
- V. Facilitates transit-oriented, neighborhood infill development by enhancing the lively, human-scaled and walkable character of Somerville blocks and neighborhoods.
- VI. Improves the shared neighborhood environmental quality.
- VII. Fosters vital, healthy, inclusive and distinctive urban neighborhoods that are the best possible places to live, work, play, do business, learn and serve.

### **B. COMMERCIAL CORRIDORS, SQUARES, AND GROWTH DISTRICTS**

- I. Promotes municipal financial self-determination and reduces fiscal dependence on state aid and residential taxes and fees by adding property currently not taxed to be fully developed and taxed.
- II. Includes a mix of diverse and high-quality jobs.
- III. Supports a business-friendly environment to attract and retain a diverse mix of businesses that can start here, grow and stay in Somerville.
- IV. Invests in the talents, skills and education of people to support growth and provides opportunities to residents of all social and economic levels.

- V. Links the Teele Square and Davis Square corridors supporting economic activity.
- VI. Facilitates thoughtfully-designed, pedestrian-oriented mixed-use development and reuse opportunities in commercial corridors, squares and near to transit stations that are sensitive to neighborhood context, and serve existing and future residents and businesses.

### **C. RESOURCES**

- I. Increases the recognition of Somerville as a center of arts and creativity.
- II. Ensures that Somerville has a mix of spaces for creative production, performance and exhibition, and incorporates art into the built environment.
- III. Helps local arts and cultural institutions, such as theatres, film and art festivals, museums and libraries to succeed, network and grow.
- IV. Strengthens existing education programs, and university and professional partnerships within Somerville schools.
- VI. Designs a healthy and attractive public realm (e.g., streets, sidewalks, and other public spaces) that fosters community connection.
- VII. Creates and programs a network of vibrant public open spaces and shared use paths throughout the project that are multi-purpose, promote healthy living, and reflects changing recreational interests and cultural opportunities.
- IX. Maximizes environmental sustainability in design and implementation of all infrastructure systems and public facilities.

### **D. TRANSPORTATION & INFRASTRUCTURE**

- II. Promotes workplace-based policies and incentives for mode choice.
- III. Expands bike and pedestrian use by transforming existing infrastructure with accommodations for all bicyclists and pedestrians, resulting in safe, accessible and well-connected networks.
- V. Manages parking supply and demand in a flexible, rational and innovative manner, to balance transportation, economic development and residential goals.
- VI. Connects the city: redesigns paths and rights-of-way to improve transportation networks and link neighborhoods and commercial centers within Somerville and beyond.

- VIII. Improves storm water management systems.
- IX. Maximizes environmental sustainability in design and implementation of public facilities.
- X. Moves toward energy self-sufficiency by increasing supply of locally generated power and minimizes the project's per capita energy demand.

**E. HOUSING**

- I. Preserves and expands an integrated, balanced mix of safe, affordable and environmentally sound rental and homeownership units for households of all sizes and types from diverse social and economic groups.
- II. Promotes mixed-use, mixed-income transit-oriented development to provide new housing and employment options.

**DEVELOPMENT PROGRAM**

Approximately 55% of the gross building area is set aside for the residential component, 15% for the commercial component, and 30% for the shared garage component. as further described below:

**RESIDENTIAL COMPONENT (40 UNITS):**

Affordability was a huge consideration when considering this project. MarKa offers a residential component that includes forty residential units of which seven are inclusionary and Artist live/work units are offered at below market rates. Each of the populations will have centrally-located interior and exterior amenity spaces, and their unit finishes and layouts are designed to accommodate their respective needs. Each cluster of housing is dispersed vertically within the same general area of the building. The municipal-required inclusionary housing units are dispersed between each of these groups, and each housing population will share the many indoor and outdoor amenity spaces that are located throughout the project.

The residential component is broken out into three complimentary housing clusters as further described below.

**1. AGE-IN-PLACE HOUSING (12 UNITS):**

MarKa is privileged to be partnered with the Collaborative Living Project (“CLP”), which is a group of dynamic Somerville residents that seek to age-in-place in a vibrant, fully-integrated and purposefully-designed building. Although CLP seniors are invited to live in any unit throughout the building, their 12-unit cluster is strategically located in the southeast corner of the building in close proximity to the elevator, and are on the sunniest side of the building.

Six of the 12 CLP units will be offered to the CLP seniors for purchase as condominiums. CLP units have an average unit size of 996 square feet and are designed with up to 12’ ceiling heights, wood floors, and in-unit washer and dryers. This cluster includes four 1 bedroom units, six 2 bedroom units and two 3 bedroom units. One 1 bedroom and two 2 bedroom units are offered at income-eligible rates.

CLP seniors have communicated that they are interested in participating in youth-oriented classrooms, workshops and programs offered by the community-based and institutional partners onsite. This inter-generational collaboration has mutual benefits and is a reflection of the Somerville community.

**2. ARTIST LIVE/WORK (8 UNITS):**

Somerville’s “hip” and eclectic reputation is nationally renowned, and this is in large part due to the resident artist population. Preserving this culture within Somerville is critically important. This live/work residential cluster are restricted to artists who create their livelihood from within their home. This 8 unit live/work cluster includes five 1 bedroom units, two 2 bedroom units and one 3 bedroom unit with an average unit size of 950 square feet. Three of these units are two-story townhouse style. All of the units are offered at below market rental rates, and two units (one 1 bedroom and one 2 bedroom) are restricted to income-eligible residents.

The spaces are flexible, meaning that closets and walls are moveable, and the finishes are designed with an eye toward function. The majority of the live/work space is purposefully located in close proximity to amenities that lend themselves to art creation, as well as loading and storage areas on the garden level. Artists who seek to live here will be asked to engage within the community by providing workshops, lectures, and exhibits, etc., onsite.

**3. LOFT-STYLE RESIDENTIAL (20 UNITS):**

The “Loft-Style” cluster of housing is open to anyone in the general public, and will not be restricted by age or profession. Artists and those that choose to age-in-place are more than welcomed to lease these units. Exactly fifty-percent of the onsite residential units are loft-style rental units. Eighteen of these units are offered at market rate and two are offered at income eligible thresholds (one, 1 bedroom unit and one, 3 bedroom unit). This cluster includes thirteen 1 bedroom units, five 2 bedroom units and one 3 bedroom units with an overall average unit size is 882 square feet. Four of these units are two-story townhomes, the rest are one-story with up to 12’ foot ceilings. This cluster is situated surrounding the Courtyard and covered Plaza, which includes an outdoor cinema, fire pit area with lounge seating, and grilling stations, among other amenities.

**4) MAKER’S SPACES**

These are the amenities that allow artists to expand their craft outside the walls of their home, and will be a space for community engagement. For more information about the Maker’s Space see the amenity descriptions in Section D.4.

**COMMERCIAL COMPONENT (11 UNITS):**

MarKa seeks to develop approximately 13,275 square feet of commercial space that is home to a commercial tenant mix that will be selected to best compliment the building's diverse, inter-generational resident population, as well as the neighborhood. The commercial units are meant to serve the immediate neighborhood, and are not meant to attract those driving in from outside the immediate area.

The following describes the Commercial Mix:

**1. "MOM AND POP" STYLE BOUTIQUE RETAIL (3 UNITS):**

Located along Broadway on the ground floor are three, approximately 1,000 square foot retail spaces that could adjoin to create an area of up to 3,018 square feet. The vision is to have residents or groups of residents rent these storefronts to showcase their products. Otherwise, these spaces would make a great home to a bakery, a flower shop or antiques store.

**2. SERVICE-ORIENTED OFFICE (2 UNITS):**

Located along Broadway on the ground floor of the building are two office spaces that could be adjoined to make one 1,067 square foot office space. The vision is to have two neighborhood style offices open up here, and would be offered first to local Somerville residents. Parts & Crafts and STEAM discussed wanting a storefront in the future and these spaces would lend themselves perfectly for their purpose.

**3. RESTAURANT/CAFE (1 UNIT):**

On the ground level of the building is a 3,392 square foot restaurant/cafe space that faces Broadway and the Park. This space has been designed to accommodate a local restaurateur. This use shall active the streetscape while not impacting neighbors and will serve as the connection between the built space, the streetscape, the Park and the Courtyard.

**4. COLLABORATIVE CAMPUS (4 UNITS):**

Within the interior of the Courtyard are three offices with an average unit size of 695 square feet totaling 2,086 square feet. Adjacent to the restaurant/cafe there is an additional 2,256 square feet of office space. Combined, these spaces create a campus oriented around the Courtyard. We have engaged several community groups, including Parts and Crafts and STEAM who have shown a strong interest in leasing space long-term together to create an onsite campus-style headquarters for their respective organization, whose related missions primarily serve children ages 8 through high school. Our partners Parts and Crafts and STEAM have also shown an interest in leasing the Maker's Spaces during certain times for youth-oriented educational programming.

**5. ARTISTS HALL (1 UNIT):**

This is a 1,474 square foot multi-use space where health and art meet. The Artist Hall was designed with glass walls that open onto the amphitheater in the Park ideal for artist expression both in terms of performing arts and exhibition. This space could also be leased by health-focused studios such as yoga, martial-arts, and cross fit. Ideally, this space would be leased by a group of associations and/or businesses who would equitably share the space

**GARAGE COMPONENT:**

MarKa aims to reduce the number of cars on the road by encouraging its residents to use public transportation, bikes and to walk. While we believe that every project needs some level of parking, MarKa strongly feels that car sharing programs should be required more and spaces per unit should be required less, as parking takes up valuable space for additional programming incorporating far more benefit than parking.

MarKa included the following parking component complying with the RFP requirements:

**1. AUTOMOBILE PARKING:**

The Garage includes 48 structured automobile parking spaces, which are accessed from Broadway. There are nine automobile parking is located on Broadway along the front face of the property, which best serve the retail and commercial uses, having a total of 57 spaces, one more than is required by the RFP. MarKa conceives of a car-share program and parking strategies implemented to accommodate both daytime and nighttime uses.

**2. BICYCLE PARKING:**

The Garage includes 118 bicycle parking spaces of which twenty are reserved for the Somerville Bicycle School. A percentage of the 98 spaces a set aside for a bicycle sharing program. An area is set aside in the Park for additional bicycle parking serving the public, and MarKa is open to designing a space to accommodate Hubway, or similar, per the City's request.

**2. STORAGE:**

The project includes 30 storage units located within the garage.

**3. MECHANICAL RECYCLING AND TRASH ROOMS:**

A 2,081 square foot area is reserved for mechanical infrastructure, recycling and trash rooms on the garden level under the restaurant along Broadway. This enclosed area is below the street grade and is not suitable for retail, and is mechanically-ventilated.

**4. LOADING ZONE:**

Just to the left of the entrance of to the garage is a 780 square foot loading area situated adjacent to the building's elevators, as well as the maker's space.

D2: site plan options



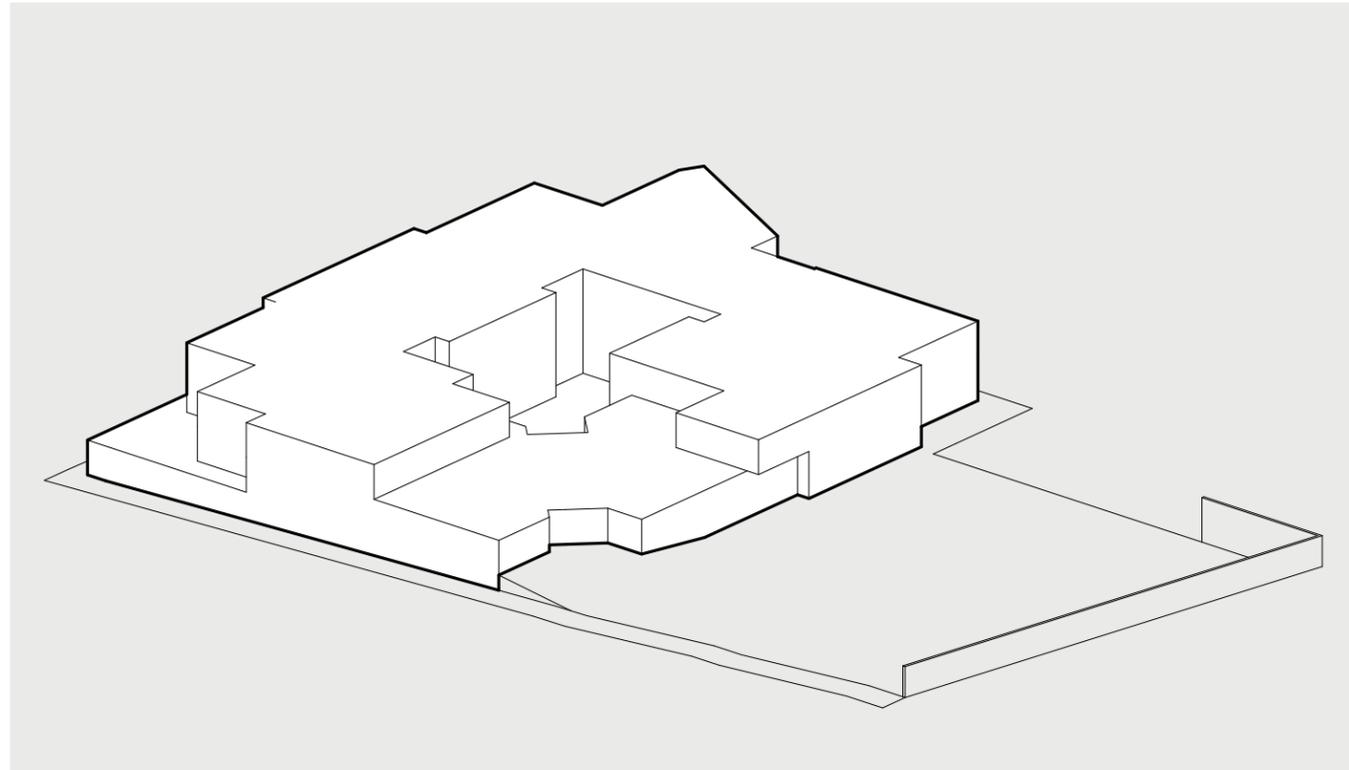
NEIGHBORHOOD CONTEXT

- Located on Broadway between Powder House and Teele Squares, providing a strong urban connection
- Proposed mixed-use program better integrates with surrounding residential neighborhood
- Introduction of park, plaza, and courtyard provides numerous enhancements and amenities for surrounding neighbors
- Maintains pedestrian connection between Broadway and Holland Street (Broadland Pathway)

# DIAGRAM : massing concept

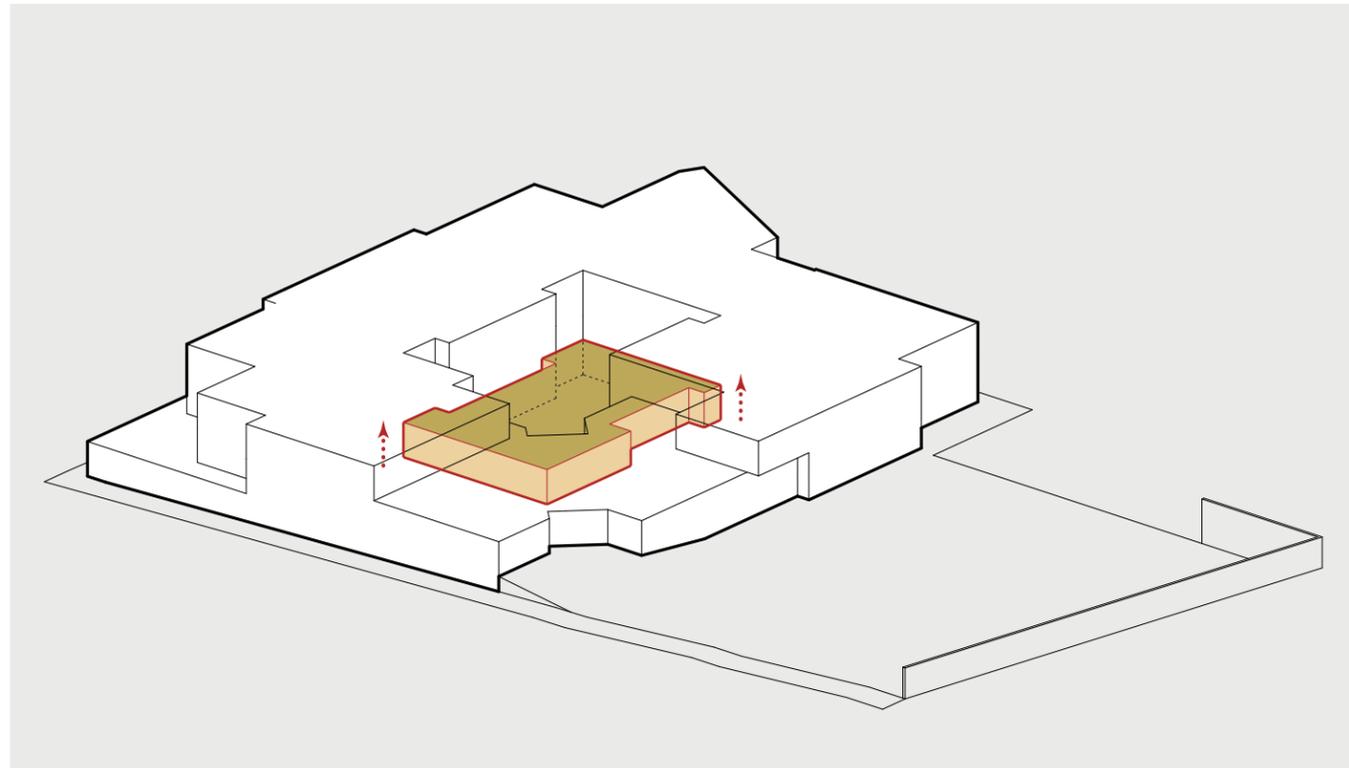
## 01 - existing building

- massive
- disconnected



## 02 - elevated courtyard

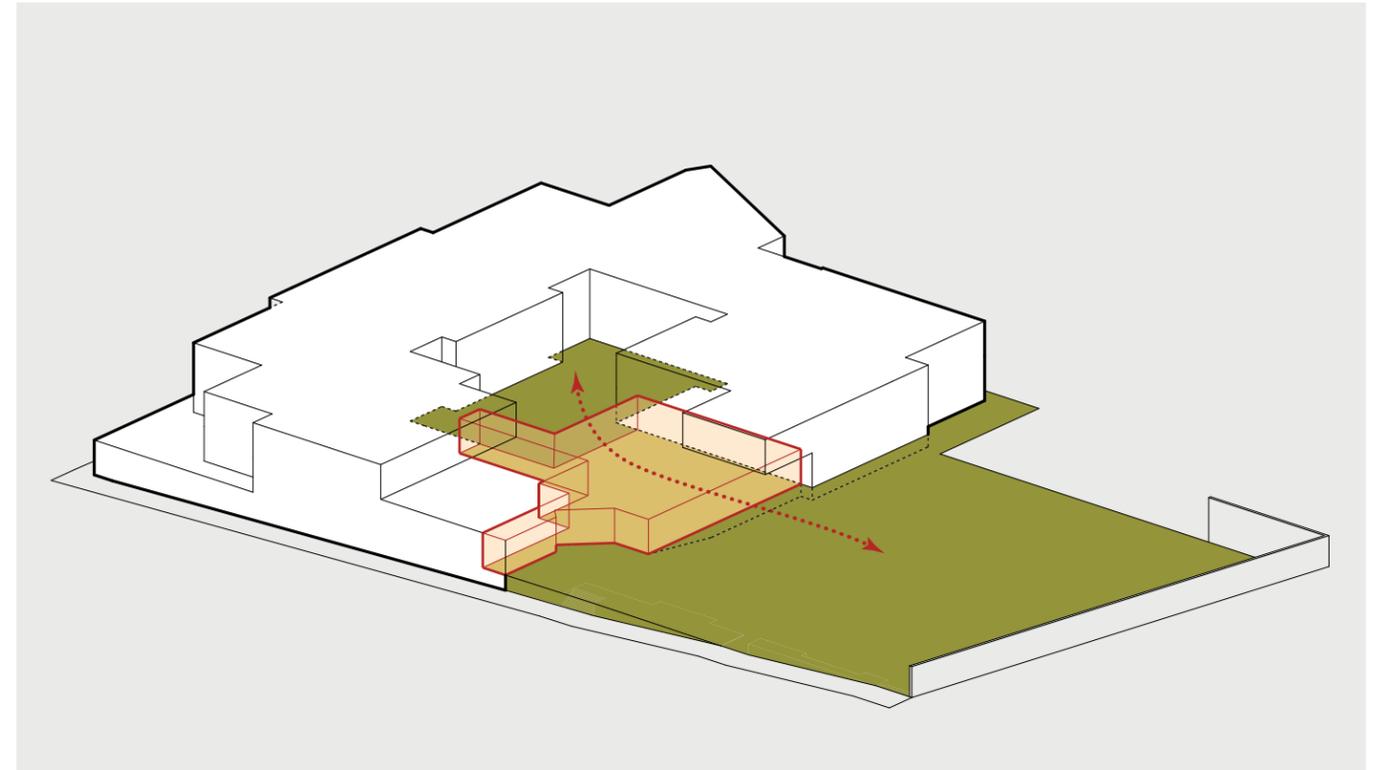
- connect ground level
- improve courtyard scale
- improve light & ventilation
- increase parking



# DIAGRAM : massing concept

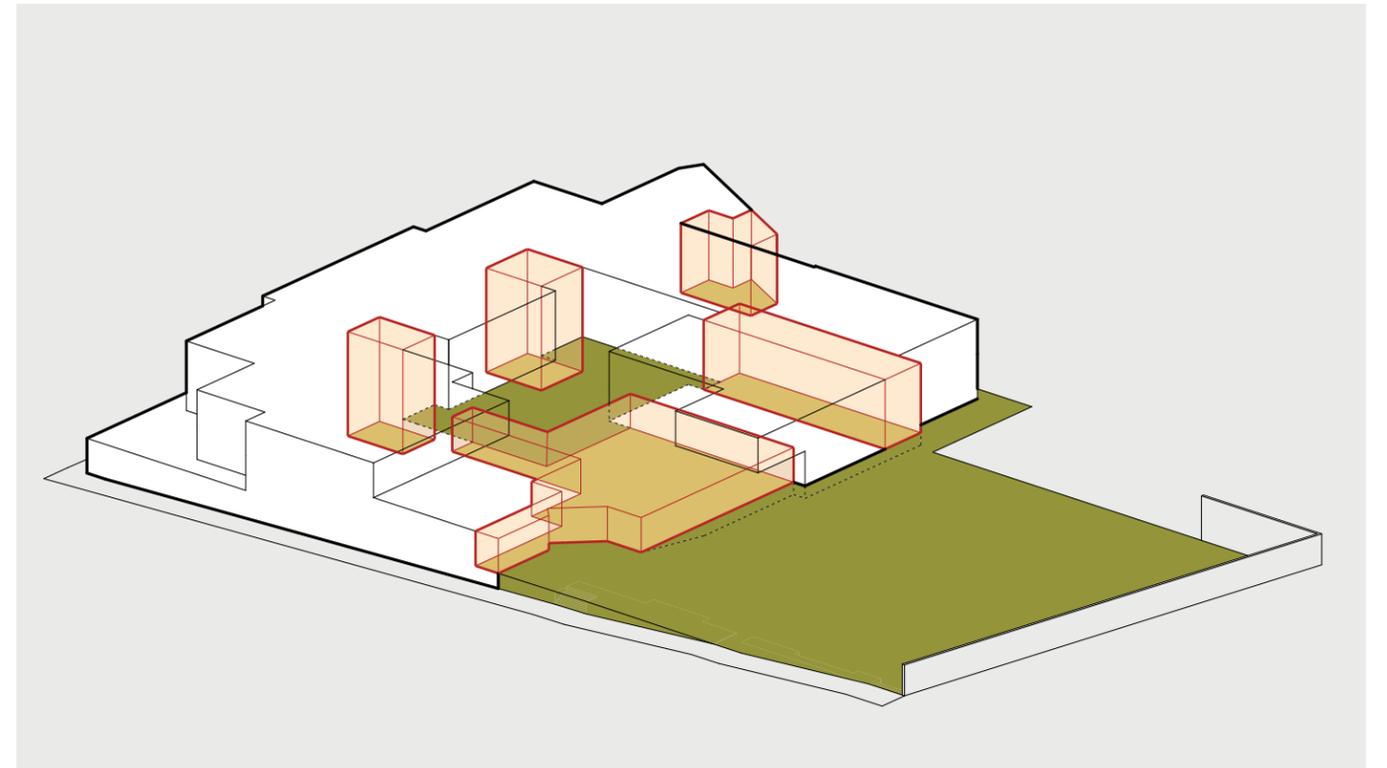
## 03 - green connection

- create open plaza to connect park & courtyard



## 04 - erode

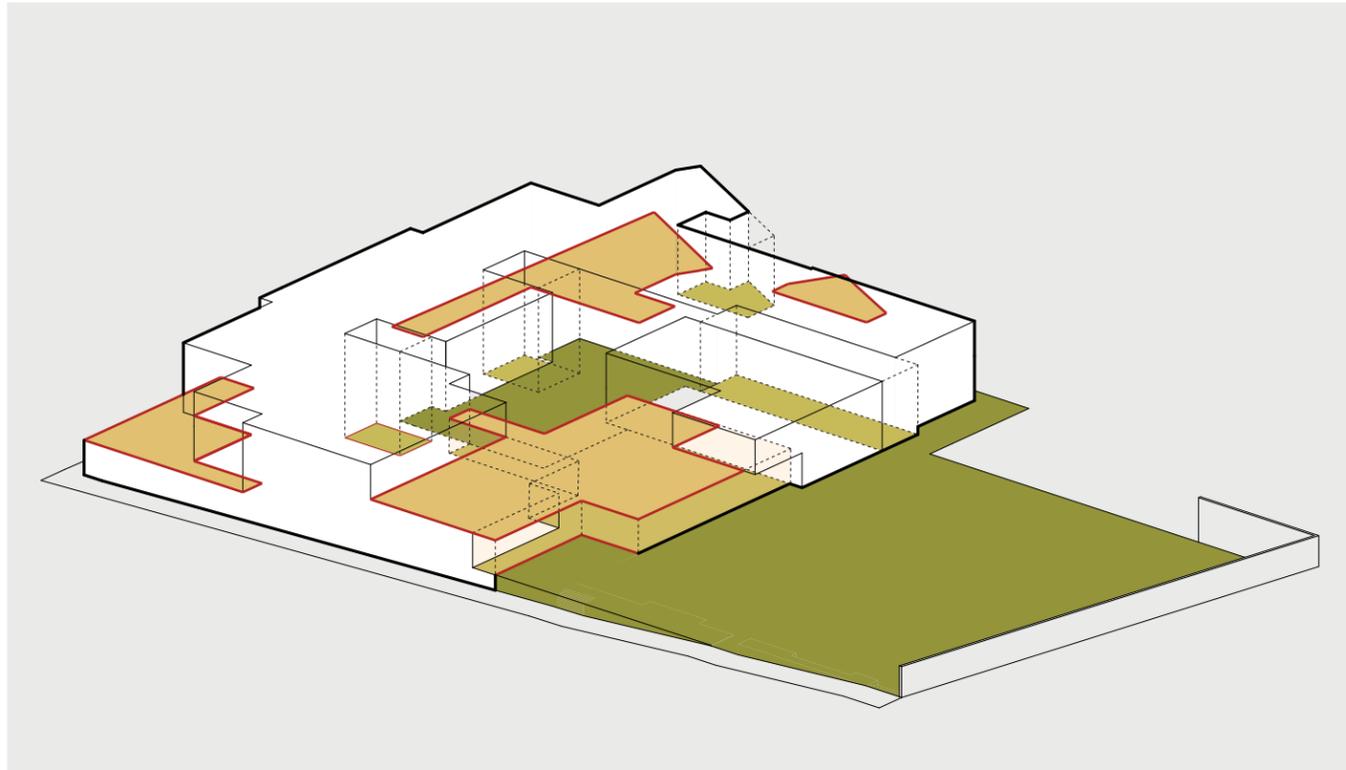
- erode massing to improve light & ventilation



## DIAGRAM : massing concept

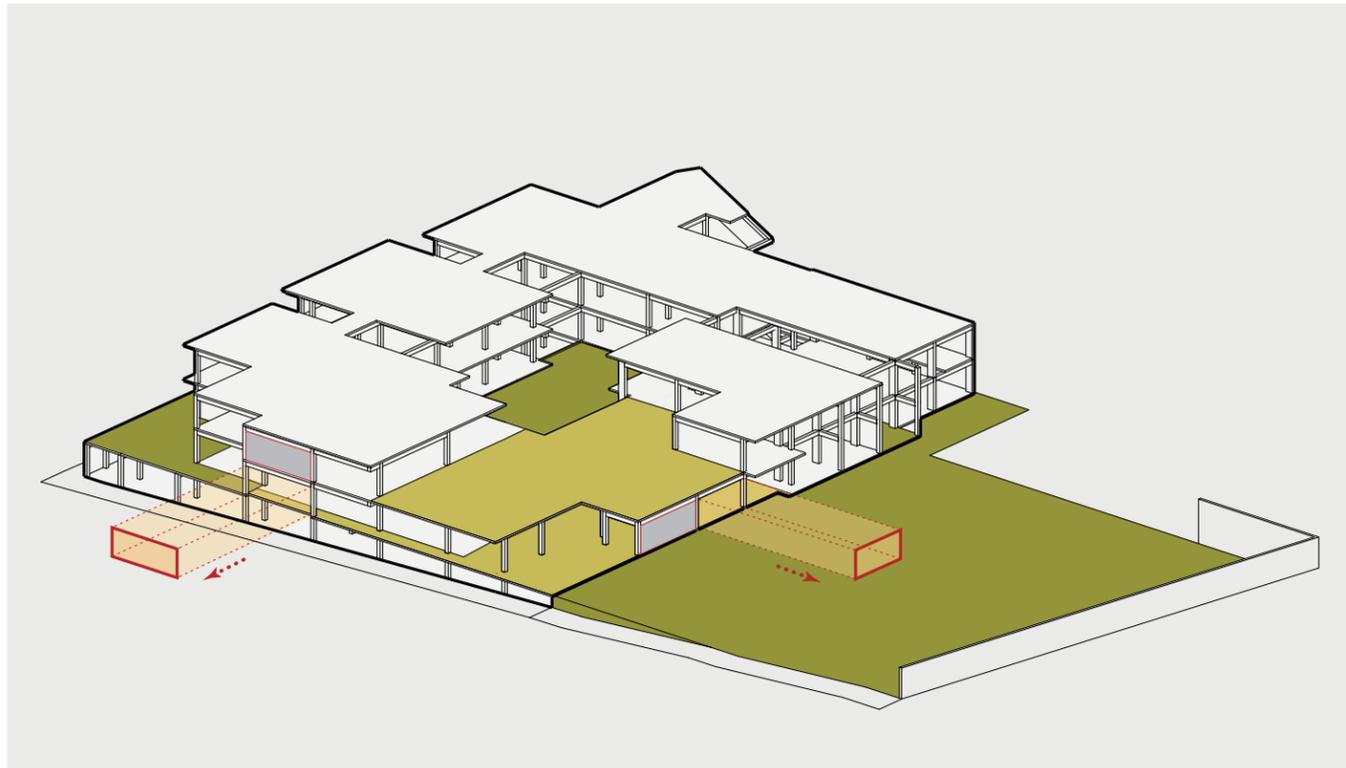
### 05 - open green

- open green insertions throughout the building
- park, plaza & courtyard as a continuous ground level



### 06 - remove walls

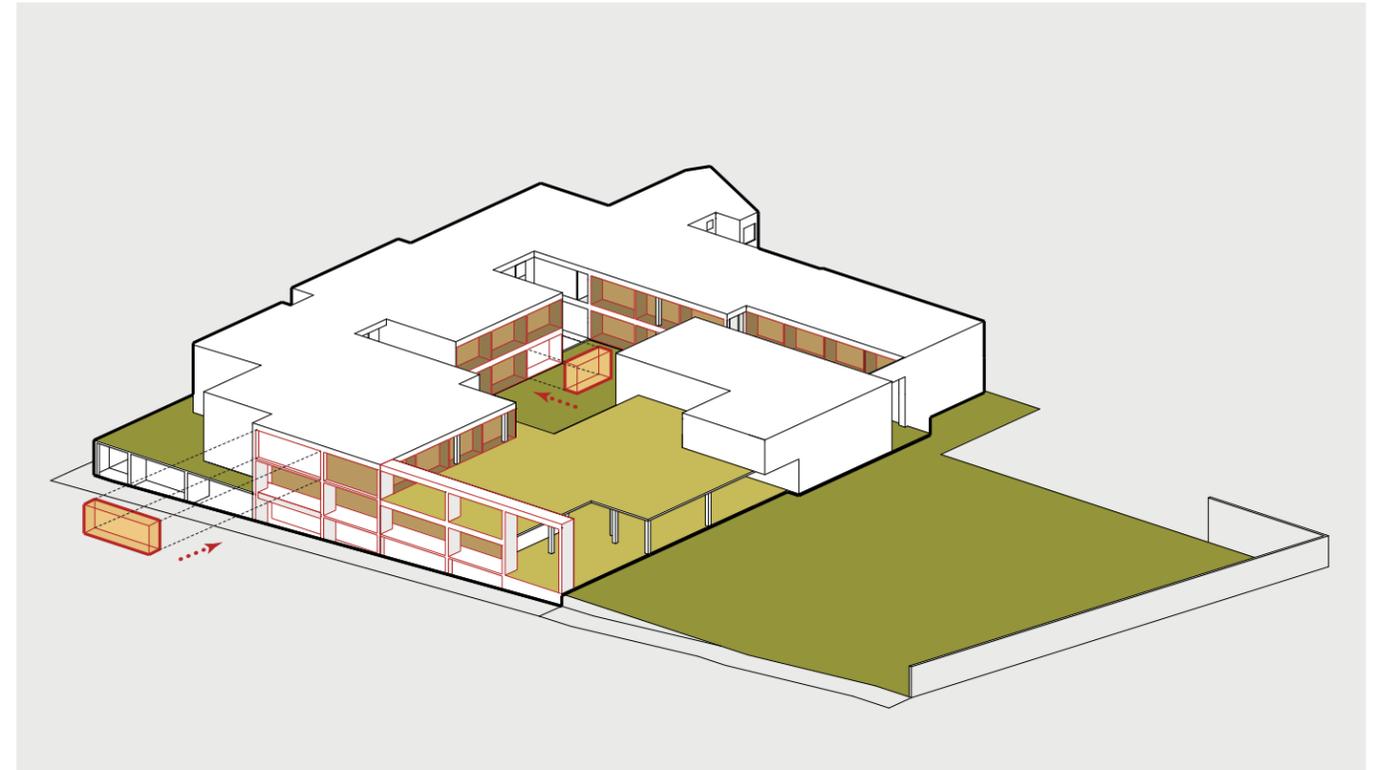
- remove all non-bearing exterior infill walls
- reuse existing structure
- flexible program & facade design



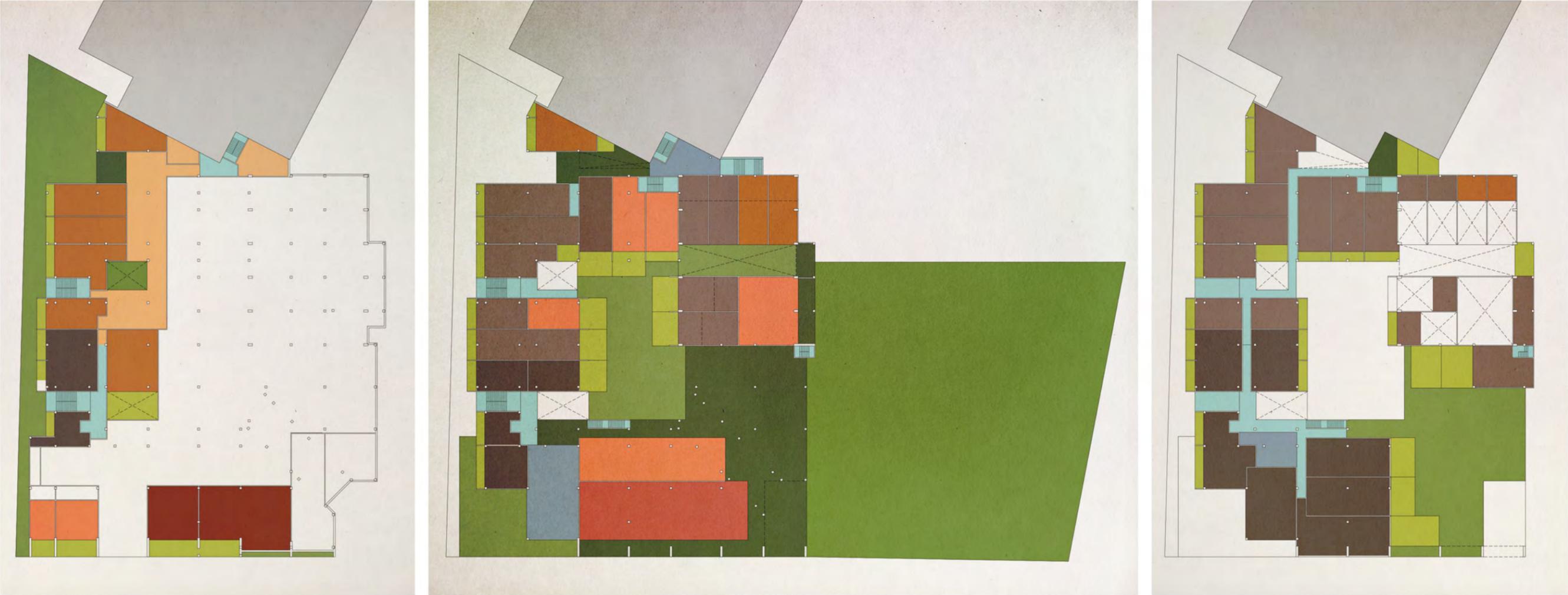
## DIAGRAM : massing concept

### 07 - infill

- infill exterior openings with crafted wooden boxes linking to the green life of the project



# DIAGRAM : programming

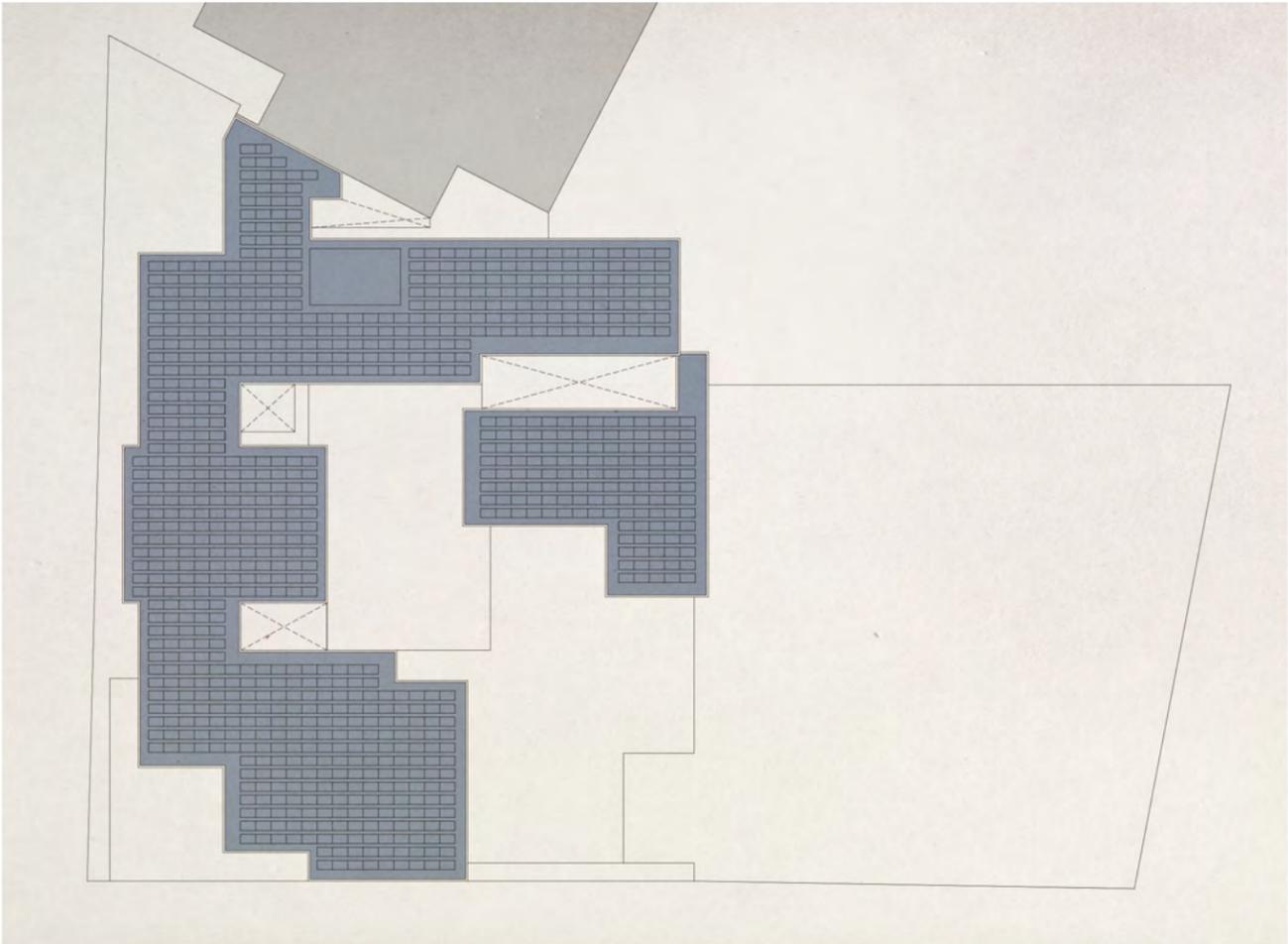
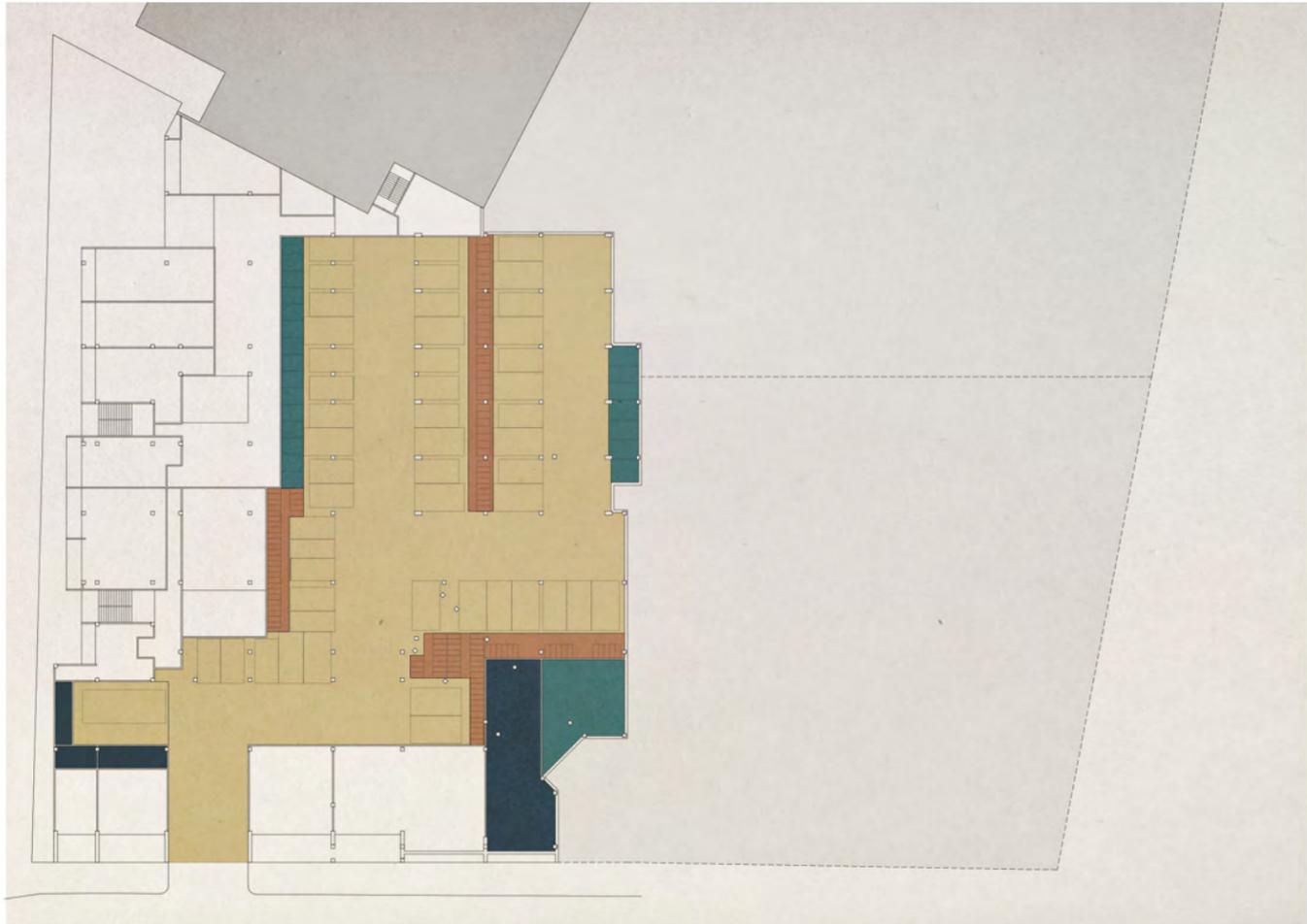


		UNITS	TOTAL AREA
Age-in-Place	●	12	11,955
Artist Live / Work	●	8	7,602
Loft-Style	●	20	17,645
Maker's Space	●	1	3,598
<b>Residential Sub</b>		<b>41</b>	<b>40,800</b>
Restaurant	●	1	3,392
Retail	●	3	3,000
Commercial / Educational	●	7	6,883
<b>Commercial Sub</b>		<b>11</b>	<b>13,275</b>
Circulation	●	-	6,537
Shared Common	●	-	2,783
<b>Building Total</b>		<b>52</b>	<b>63,395</b>
Open	●	-	46,750
Covered	●	-	12,218
Private	●	-	9,081
<b>Open - Green Total</b>		<b>-</b>	<b>68,049</b>

## SUMMARY

The site's redevelopment creates an inclusive urban village within Somerville where diversity, shared green-open space, and a mix of complimentary urban-oriented features would set the form for an inter-generational live-work-educate-inspire-shop-entertain "campus-style" environment respectful of the neighborhood. Considerable thought was given to the orientation of the uses within the building in context of the neighborhood. Within this programmed components, green-open space serves as the common thread that binds a collaborative, health-conscious and eco-sensitive culture of Somerville-based residents, businesses and organizations.

# DIAGRAM : programming



		SPACES	TOTAL AREA
Parking		57	21,675
Bicycle		118	2,170
Storage		-	2,335
Mechanical		-	2,082
Photovoltaic System		-	26,424
<b>Total</b>			<b>54,686</b>

## SUMMARY

The redevelopment aims to reduce the number of cars on the road by encouraging its residents to use public transportation, bikes and walking. While we believe that every project needs some level of parking, MarKa strongly feels that car sharing programs should be required more and spaces per unit should be required less as parking takes up valuable space for additional programming incorporating far more benefit than parking. Regardless of this, MarKa included the following parking component complying the RFP.

The open roof provides an excellent opportunity to integrate solar photovoltaics, with more than 25,000 square feet of available roof area to be designed as “solar ready” for a potential ~250kW array, producing over 3,000 MWh per year of renewable electricity.

# DRAWING : ground floor plan



## A : the park (30,192 sqft.)

- 01 Park Entry
- 02 Promenade
- 03 Broadland
- 04 Gym
- 05 Gathering & Gaming
- 06 The Lawn
- 07 Bocce Ball
- 08 Volleyball & Badminton
- 09 Splash Zone
- 10 Playground
- 11 Shared Urban Gardens
- 12 Open Classroom
- 13 Mural Mall
- 14 Live Mural
- 15 Amphitheater

## B : the plaza (10,110 sqft.)

- 16 The Dining Room
- 17 Grand Patio
- 18 The Living Room
- 19 Ping Pong
- 20 Outdoor Cinema
- 21 Freedom Wall

## C : the courtyard (3,724 sqft.)

- 22 Fire Pit & Lounge
- 23 Community Barbeque

## D : amenities (4,766 sqft.)

- 24 The Grand Room
- 25 Sun Garden
- 31 The Backyard

- public
- semi - public

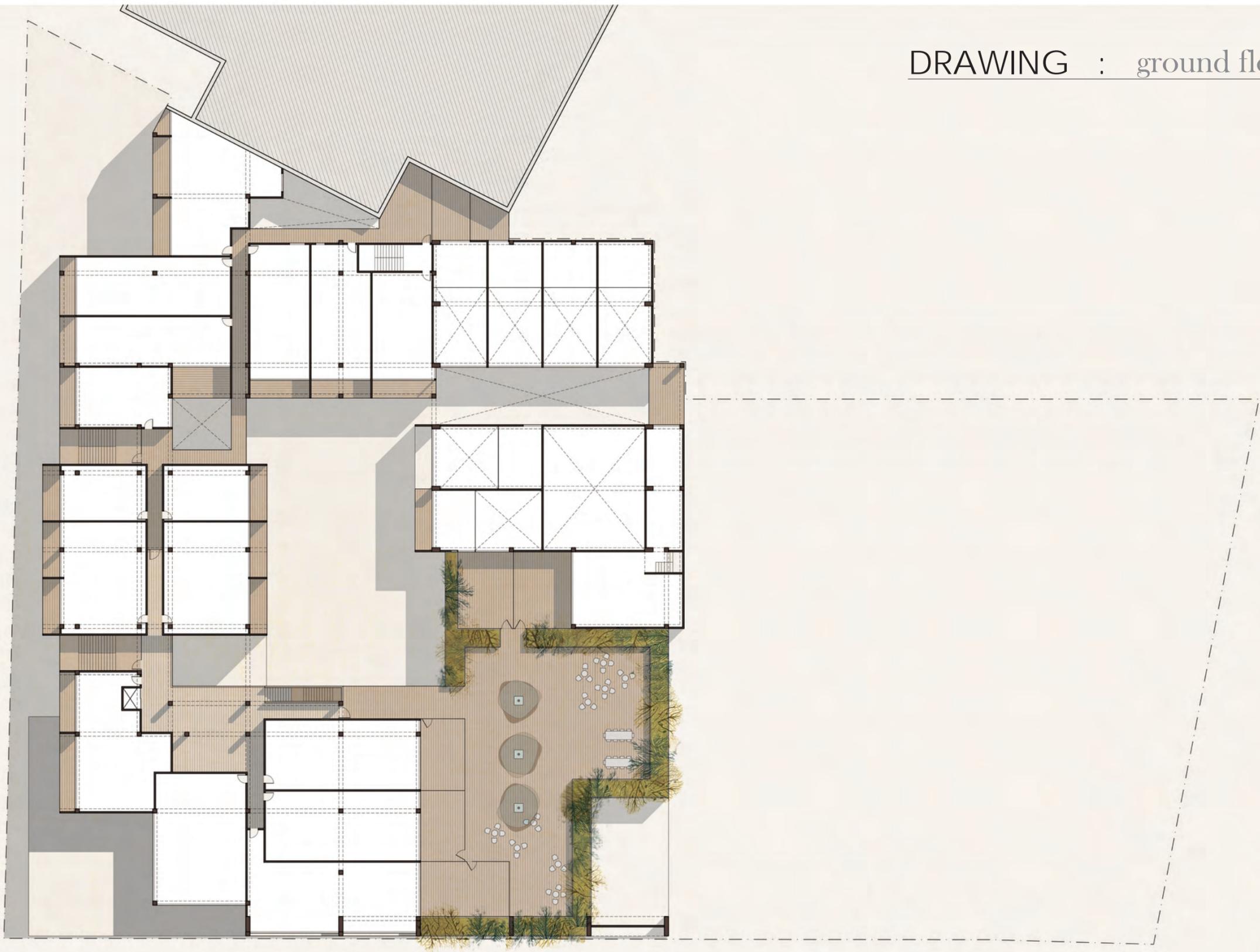


# DRAWING : ground floor plan

D : amenities (6,730 sqft.)

- ②6 The Center
- ②7 Roof Deck

- public
- semi - public

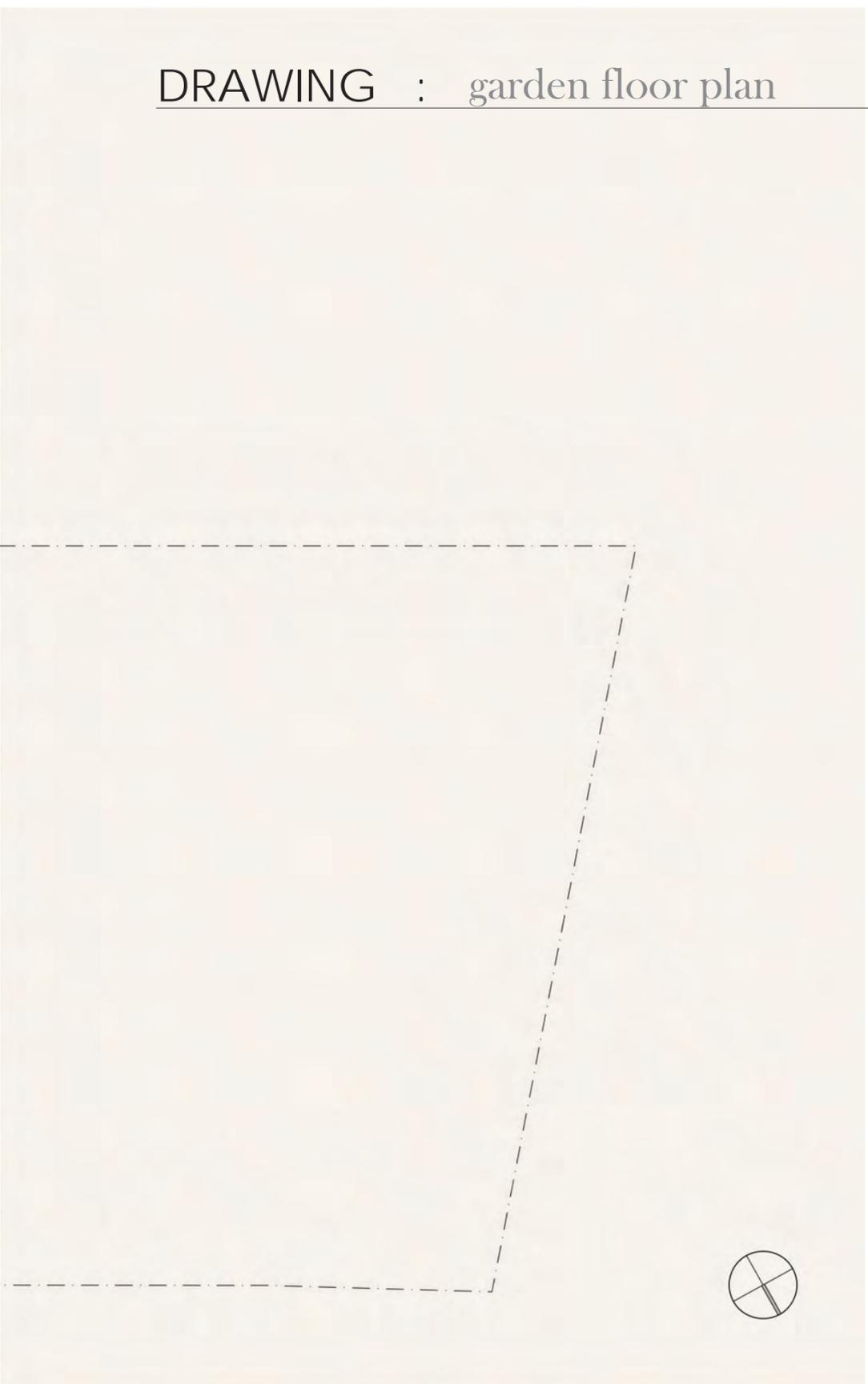
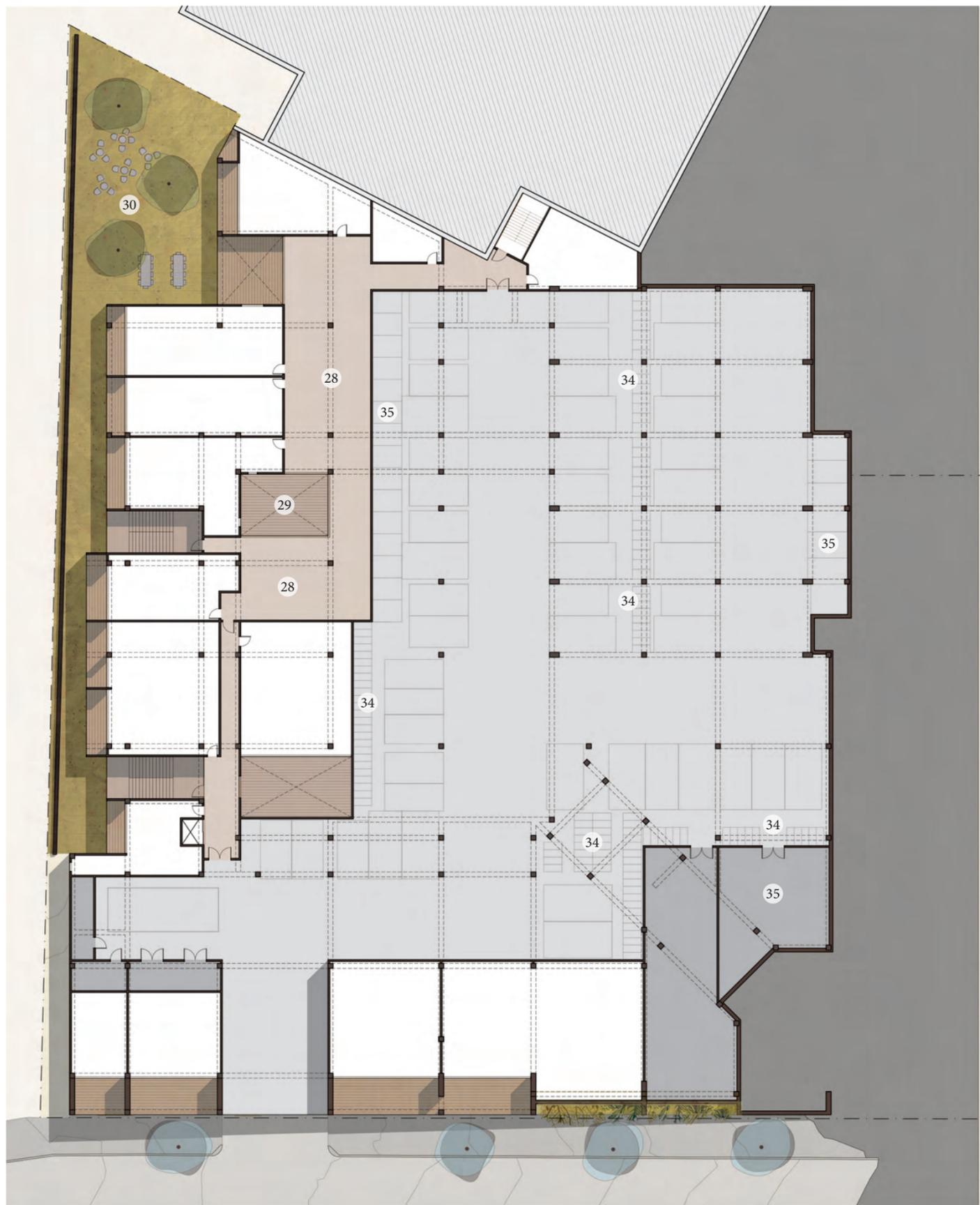


# DRAWING : garden floor plan

D : amenities (18,300 sqft.)

- ②⑧ Makers' Space
- ②⑨ The Art Patio
- ③① Makers' Garden
- ③④ Bicycle Parking
- ③⑤ Storage

- public
- semi - public

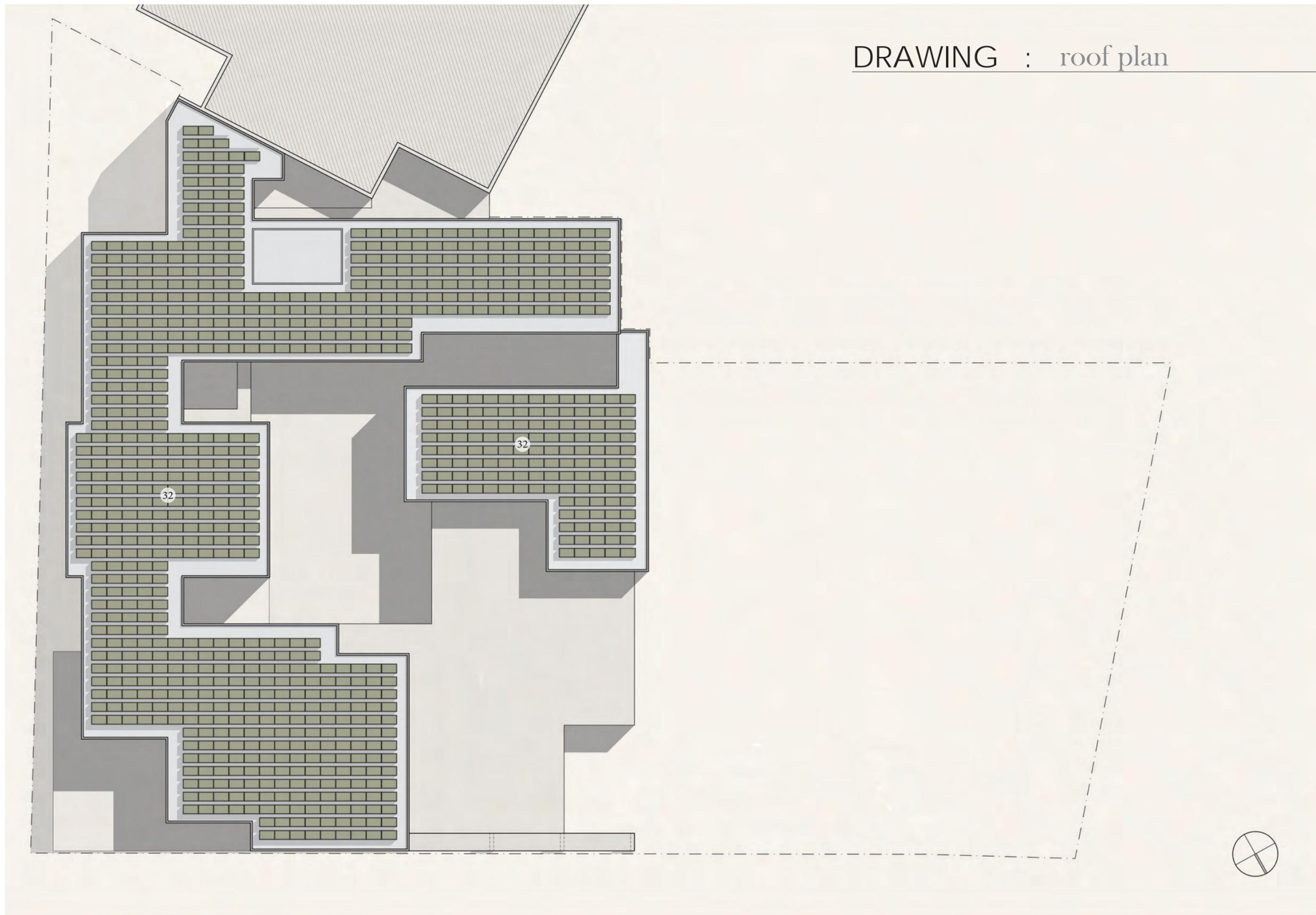


# DRAWING : roof plan

D : amenities (26,424 sqft.)

③② Photovoltaic Farm

- public
- semi - public



DRAWING : building elevations



NORTH



EAST



WEST

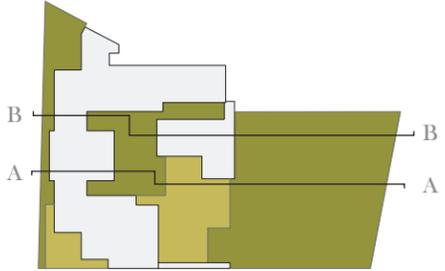
DRAWING : building sections



SECTION A



SECTION B



PERSPECTIVE : broadway view

---



PERSPECTIVE : park view



PERSPECTIVE : courtyard view



PERSPECTIVE : park-plaza-courtyard connection



## D3: project timeline

MarKa expressly states that while the project timeline is entirely subject to change, MarKa is ready, able and willing to execute upon the Proposal as fast or slow as the public allows. We are dedicated to ensuring due process has occurred, and vow to make the process as transparent as possible by creating a website that will engage and inform the community about the process.

While it is not yet definitively known when the City will designate the Preferred Developer, how long the community engagement process will last, how long the zoning nor the permitting process will last, or whether issues are discovered during the due diligence period, we have provided the proposed, possible timeline to work from.

PROJECTED TO OCCUR	PERIOD		DESCRIPTION
	Finalize ENA (two weeks)		Preferred Developer Designation
June/July 2015	ENA Period (3 Months)	MarKa Spearheaded Community Engagement (Up to 6 Months)	<b>ENA Execution</b>
			Engage community stakeholders and reopen the dialogue regarding vision/uses, design, function and impacts. Create a schedule for additional meetings and community input.
September / October 2015			Commence due diligence, including title, zoning, environmental, etc.
			Zoning Map Amendment Adoption (per ENA)
			<b>LDA Execution (Per ENA)</b>
December 2016	LDA Period (6 Months)	Permitting Period (Up to 3 Months)	Conclude the Community Process and Complete Project Design
			Submit permit applications to governing authorities
			<b>Obtain all permits and approvals necessary to break ground</b>
February/March 2016	Should Occur Simultaneously		Obtain financing
			Close on the Property
March/April 2016	Construction (16 months)		Project Breaks Ground
			Project Completion
July/August 2017	At Project Completion		<b>Park is deeded back to the City of Somerville</b>

## D4: amenities description

---

MarKa defines a project's amenities as human spaces that are programmed to create a culture of inclusion and socialization, as well as contemplation. Cumulatively, a diverse program of amenities provides choice in this regard and come together to elevate the quality of life of a community. MarKa's exterior amenities are designed to be thickly landscaped. When it is not appropriate for interior amenities to reflect this level of vegetation, other natural elements are incorporated keeping occupants always relating back to nature and humanity.

This following sections speak first to the publicly accessible amenity spaces and second to its semi-public amenity spaces, which are commonly shared between residents and their guests.

### PUBLIC AMENITY SPACES

---

MarKa envisions an inclusive and activated community. MarKa is aware that the City of Somerville's SomerVision document includes goals related to new park creation and park program innovation. MarKa aims to move the City toward the realization of these goals by leveraging this site's public realm to:

- Create a collaborative campus-style environment by developing a singular at-grade ground level at which public open spaces can seamlessly relate to the program of uses;
- Connect the community to nature and each other by crafting a program of health-conscious, recreational outdoor amenities appropriate for many age groups;
- Educate through innovation in design and technology, and
- Inspire and energize the community by installing a network of art exhibition spaces.

MarKa's open ground floor design expands the existing 30,192 square feet of publicly accessible open space that is the Park to 44,026 square feet by adding:

1. The Plaza (8,575 square feet);
2. The Courtyard (3,724 square feet); and
3. The Grand Patio (1,535 square feet).

While the Plaza, Courtyard and the Grand Patio are privately-owned, the concept is that they are maintained as publicly accessible open space 24-hours a day, as possible, as if they were part of an urban streetscape. In this way, the design brings the community inward instead of being oriented to keep the community outward, as is typical of most developments.

## A. THE PARK

The Studio offers to contribute approximately \$755,000 in improvements to the Park. Today the Park is considered by most to be severely underutilized when accounting for the needs of the population, and the limited park area that exists within Somerville. The Studio strived to maintain the Park's existing programming when considering future park uses. The Park, which MarKa proposes to deed back to the City for at no cost once constructed, is a special opportunity to create spaces that meet the unique needs of the community at-large. The Park is considered an integral component of MarKa's inclusion-oriented concept, as in addition to being utilized by everyone who makes up the general public, it is also designed to accommodate the needs of many community-based organizations.

The Park was purposefully programmed to accommodate the following features:

### *Connect & Gather Programming:*

#### 1. **Park Entry:**

This is the park's primary entrance, centrally located, which greets constituents at a tree lined promenade at the location of the MBTA's bus stop on Broadway.

#### 2. **Promenade:**

The Promenade is a long hardscape that serves as the spine of the park connecting all of the functional amenity spaces by way of the Park Entry on Broadway. The tree lined Promenade includes park benches providing space to relax in shade. The Promenade connects Holland Street with Broadway as does the Broadland Pathway (see number 3), but the Promenade is designed to accommodate walkers.

#### 3. **Broadland Pathway:**

The pedestrian connection between Broadway and Holland Street is maintained as hardscape and serves as the seamless connector between the Park and the covered Plaza, as well as Holland Street and Broadway. This is an existing stretch of the regional bicycle system, and is designed as such. It will include down-lighting that illuminates the pathway, and appropriate signage.

### *Inter-generational Recreational Programming:*

#### 4. **Gym:**

The outdoor fitness space achieves another SomerVision goal of promoting healthy living. Equipment is safe for use by people of all ages. The equipment is geared to use body weight and repetition.

#### 5. **Gathering & Gaming:**

This area focuses on small groups gathering to play a wide assortment of table games like chess and checkers. This area is furnished with permanently installed tables and chairs.

#### 6. **The Lawn:**

This area is green and open allowing a space for either outdoor play or relaxation. Activities here are completely up to its respectful users, and are likely to include sun-bathing, ball throwing, Frisbee tossing, a picnic or possibly even kite flying.

#### 7. **Bocce Ball:**

Two bocce ball courts are included within the Lawn and are meant to serve people of all ages, including the senior population. Adjacent to the courts are picnic tables alongside the sidewalk by Broadway. Viewing folks playing an uncommon sport is likely to draw interest into the Park.

#### 8. **Volleyball & Badminton:**

These courts are designed with interchangeable nets aimed to serve a variety of games and functions atop a soft scape that is located within the Lawn.

#### 9. **Splash Zone:**

Located in the furthest corner of the Park is an area that is located far from the street where everyone is welcomed to cool off by splashing throughout jets of water.

#### 10. **Playground:**

This is a small area of the Park that is set aside for children to play. While it is known that there is a large children's play area not far from the site, the concept was to include a space far from the street where children have a domain. This way, parents can be working in their garden, exercising, gaming, or taking in a show near to and within clear site lines of the children's play area. The equipment is set atop a soft-scape, and will provide unique equipment that will draw children as well as educate them.

### *Educational & Community-based Programming:*

#### 11. **Shared Urban Gardens:**

The Park includes eight areas for urban agricultural programming. Each of the 8 plots can be divided into 4 making 32 total garden sub-plots. Either the garden plots or sub-plots can be segregated amongst community groups interested in gardening. As an example, Green City Growers has communicated that they are interested in a portion of these plots to provide educational programs to children and adults alike. Some of the plots may need to have restricted access, but not ever restricted site lines, depending upon the programming. Additionally, the plots provide residents and our greater community with the opportunity to take ownership of the Park.

12. **Open Classroom:**

Adjacent to the Community Gardens is a large area furnished to function as an outdoor classroom or work station. This durable area would function well for community-based organizations for a variety of purposes, but that can also lend a surface to those working in the garden, or for large groups to gather for an outdoor meal.

13. **Mural Mall:**

This large, open hardscape offers a variety of functions, including public events, craft's fair, open gallery space and farmer's markets, among others. The Somerville Bicycle School, who currently uses the Park in its existing condition, is interested in using this space for programming in the future. The Mural Mall's backdrop is the Live Mural.

**Art Expression Programming:**

14. **Live Mural:**

This "artscape" is open to anyone who seeks a large canvas to express themselves, similar to the art wall that lives in Central Square on the side wall of that Central Kitchen restaurant that connects Massachusetts Avenue to the City of Cambridge-owned parking lot. No artist will feel ownership here and the retaining wall will continue to evolve day to day.

15. **Amphitheater:**

This seating area is carved into the landscape and is oriented to the "Artist Hall" commercial space. It is designed to accommodate a large audience and steps down toward the "stage area". The steps are landscaped to provide a soft sitting area.

**B. THE PLAZA**

The Plaza serves as the direct, same level extension of the Park and the Central Courtyard in both terms of connectivity and programming. The Plaza is a covered hardscape area, but will feel soft as it is thickly landscaped. Designed to feel expansive, the Plaza incorporates the following public amenities:

Connect & Gather Programming:

16. **The Dining Room:**

This area is reserved for outdoor dining dedicated to the restaurant/cafe space that is oriented to Broadway. This majority of this area is protected from weather as it is covered by the floor slabs above it.

17. **Grand Patio:**

This 1,535 square foot area serves as a direct connection from the Park into the built environment. It is open to the sky but will feel private albeit being publicly accessible. The Grand Patio is the primary ingress/egress pathway for the two-story lofts that are oriented to open up into this space.

**Inter-generational Recreational Programming:**

18. **The Living Room:**

This large area is furnished as an outdoor living room complete with moveable couches, specialty lighting and end tables. The area also includes unattached, outdoor-rated, cafeteria-style tables and chairs that can be oriented for a variety of purposes.

19. **Ping Pong:**

Gaming is a great way to bring people together. The design includes an area dedicated to active gaming.

20. **Outdoor Cinema:**

Similar to the Park's amphitheater, the Plaza includes a seating area that is carved into the ground. The differences are that the Plaza's Outdoor Cinema area is covered and is hard scape. Media is projected onto a wall, and interchanged for a variety of programming purposes, including education, gaming and public events such as movie nights.

**Art Expression Programming:**

21. **Freedom Wall:**

The Freedom Wall is a platform for open expression from local artists. Once a year, one artist or group of artist will be selected to create a piece of art that is a symbol of freedom of expression, representing the diversity of Somerville's artist population. This 425 square foot "artscape" serves as a beacon of energy and inspiration while being visible along Broadway at the intersection of Packard Avenue.

**C. THE COURTYARD**

The Courtyard is open to the sky above and is at the same level as the Plaza and the Park. To achieve this height, the Courtyard is raised from its existing location at the ground level, which allows parking to be increased at the lower level. The Courtyard's lush, green vegetation relates back to that found in the Park. The Courtyard is more appropriately scaled in relation to the building and provides more light and ventilation. Most importantly, it is now incorporated into the public realm.

**Connect & Gather Programming:**

22. **Fire Pit & Lounge:**

This centralized gathering space includes seating oriented around a gas-lit fire pit. Four trees cast shade on the lounging area. Large tables and chairs furnish the Fire Pit's seating area.

23. **Community Barbeque:**

Two grilling stations are located within the Courtyard adjacent to the Fire Pit area.

## SEMI-PUBLIC AMENITY SPACES

---

Semi-public amenity spaces are those only commonly shared between residents and their invited guests. Like the public amenities, these are oriented to create an atmosphere of collaboration and integration, but also provide intimate spaces for people to create, learn, and grow. While the semi-public amenities are commonly shared, they are oriented within the resident populations they were predominantly designed to serve as follows:

### *Age in Place Amenity Cluster:*

The amenities included in this cluster are specifically designed to allow those who choose to age-in-place to do so with dignity and support. This cluster is centrally located near to the elevator, and are imagined to be flexible to accommodate for a wide variety of functions and specialty equipment for seniors.

24. **Grand Room:**

Glass walls open the space on both the exterior and interior walls and invite light in to the ground floor from the spaces southern exposure. This is an area for entertainment and socialization meant to feel like an extension of one's private unit. The area includes a full kitchen plus a furnished living room including media, and it spills out onto the Sun Garden.

25. **Sun Garden:**

The Sun Garden hovers over Broadway due to the substantial grade differential between here and the Park located at the opposite side of the property. This vegetated 2,214 square foot space is open to the sky, faces south-east and is furnished with tables and chairs.

26. **The Center:**

This cluster of multi-purpose private rooms is located on the second floor, and can accommodate shared gaming, education, or quiet enjoyment. Space flexibility is essential to quickly accommodate for the changing needs of those at living together at different stages of the aging process.

27. **Roof Deck:**

A sprawling roof deck is located on the second floor near to the Center and the elevator. It overlooks the Park and into the Courtyard. It is landscaped around its borders and is flexible space that where a variety of programs can take place from yoga to bingo.

### *Artists Live/Work Cluster:*

The amenities located in this cluster are specifically designed to allow for artists and makers to be collaborative and productive. This cluster is located near to the loading docks and storage units on the garden level. The Artist Live/Work maker amenities are configured close together to allow for large, open events. Special considerations for fabrication noise, dust and disposal are integrated into the design.

28. **Makers' Space:**

The Maker's Space is located adjacent to the loading docks on the garden level and is equipped to assist artists be creative. This area fulfills the "work" part of the live/work equation. This area may be shared with community groups such as Parts & Crafts and sprout & co.'s affiliate STEAM. The 3,598 square foot area includes two private multi-purpose rooms designed for performing a myriad of maker activities.

29. **The Art Patio:**

This 400 square foot area is open to the sky and is intended to be used as an outdoor art space. This area is designed to allow for light and ventilation into the makers' area and connection to the outdoors, especially during the winter months.

30. **Makers' Garden:**

The Maker's Space opens onto a 4,940 square foot outdoor terrace that is thickly vegetated around its perimeter for privacy from abutters, and includes tree plantings that will provide shade for chairs and tables.

31. **The Backyard:**

This new open air circulation space is located at the far rear of the property adjacent to the Tufts "TAB" Building, providing light and ventilation to this end of the building. This area also serves as the emergency egress point for the TAB. Otherwise, this buffer space is intended to be a quiet connection area near to the TAB, especially during working hours.

### *Other Amenities:*

32. **Power Farm:**

The open flat roof provides an excellent opportunity to integrate solar photovoltaics, with more than 25,000 square feet of available roof area to be designed as "solar ready" for a potential ~250kW array, producing over 3,000 MWh per year of renewable electricity. While many financing and ownership options exist, a Community Solar Garden could provide residents of the building, and possibly neighboring residents and businesses, the opportunity to participate in true ownership of renewable energy generation through a shared model with sustainable financing as needed through groups such as SunGage and Mosaic Solar.

**34. Free Wifi:**

An integral piece of a collaborative campus-style, live/work community is access to information. MarKa shall seek to provide the Park as well, as all other public and semi-public spaces with access to free WiFi.

**35. Bicycle Parking:**

The garage is designed to accommodate 118 bicycle parking spaces of which 20 are reserved for the Somerville Bicycle School. Additionally parking is provided in a designated area within the Park. A bicycle sharing program shall be created for our residents, and will take up some percentage of the 98 bicycle parking spaces provided for residents and business owners, and community-based organizations onsite. If the City wishes, the Studio is open to coordinating the design in the Park area to accommodate Hubway, or similar.

**36. Storage:**

Storage is often an essential amenity for those downsizing and for artists. The project includes 30 storage units located in the garage level.

**37. Electric Car Station:**

The garage includes two electric car-charging stations.

## D5: green elements

---

MarKa understands the importance of a holistic, integrated design approach to achieve ambitious goals around community engagement, long term sustainability, and resilient design that is relevant to the neighborhood. MarKa defines “green elements” as those elements that harmoniously connect humans to their built and natural environments. Green elements are equally important in both live and work settings, and are incorporated with equal merit.

Issues of significance to the community related to energy efficiency, carbon reduction, global climate change, sustainable materials and practices, and passive survivability in the event of severe conditions can be addressed in this project, and are thought through with the community. Recognizing that the process of design for this project is iterative, with many opportunities for community input, MarKa has retained New Ecology, Inc. to bring a collaborative team of professionals with deep experience and understanding of the underlying art of true sustainability to the process.

The elements included herein are not exclusive, nor do they address some of the site’s inherent green elements like access to multi-modes of transportation and community amenities. The included green elements are provided as the benchmark by which additional considerations are considered, and include:

### GREEN DESIGN ELEMENTS:

---

**1. REUSE OF THE EXISTING STRUCTURE:**

To address the critical local and global issue of energy usage reduction, MarKa proposes to re-use the existing concrete structure. Paired with aggressive conservation measures and renewable energy generation, the approach to utilize the existing conditions to the maximum extent possible shall reduce absolute loss of the embodied energy that exists on site, and avoid the additional embodied energy required to build an entirely new structure.

**2. GREEN SPACE:**

MarKa uses combination of soft and hard landscapes to break up heaviness of the existing concrete structure. The design includes more than 68,000 square feet of open-green areas for people to play and interact within, and that does not take into account the 26,424 square foot rooftop area that is set aside for the photovoltaic Power Farm. Of the 68,000 square feet proposed, 44,026 square feet of it is set aside as programmed publicly accessible open space.

**3. LEED CERTIFICATION**

Attached herein is a draft LEED Checklist for this Proposal. MarKa’s energy consultant communicated that attaining a LEED Silver certifiable project is very likely, and that it is probable that MarKa’s design will reach LEED Gold certifiable designation.

**4. ENERGY STAR CERTIFIED HOMES, CERTIFICATION:**

MarKa's design achieves ENERGY STAR Certified Homes certification. In order to achieve certification, homes must pass stringent requirements that rate the following:

- a. Thermal enclosure systems, including walls, floors and ceilings;
- b. HVAC System Quality Installation Contractor and system overall; and
- c. Water Management system, including water-managed site foundation, wall assembly, roof assembly and building materials.

---

**GREEN CONSTRUCTION METHODS**

**5. RECYCLING BUILDING MATERIALS:**

New Ecology has estimated that over 6,885 metric tons of concrete shall be saved from landfill by the re-use of the existing structural slabs, columns and other materials. This adds up to a savings equivalent of roughly 1,250 barrels of oil, or about \$170,000 in current energy costs based on the embodied energy of standard concrete. In order to address the energy challenge posed by reusing the existing structure, and bring the energy performance to levels exceeding the Stretch Code requirements, strategic wrapping of the concrete with layers of continuous insulation and cladding, paired with Advanced Framing techniques and high efficiency fenestration is being considered for the envelope of the proposed low-energy building. Careful attention is paid to ensure assemblies with high effective R values that are durable and environmentally sensitive. The Studio will work with the GC to identify more materials for reuse.

**6. LOCALLY MANUFACTURED MATERIALS:**

Materials that are manufactured locally are given first precedent in an effort to support local businesses, as well as to reduce the Proposal's carbon footprint.

**7. MATERIALS MADE FROM RECYCLED CONTENT:**

Use of materials that use recycled content with local and recycled content to further minimize the negative environmental impacts of the development.

**8. INSULATION:**

A methodical performance verification system will be implemented to ensure proper air-sealing of the exterior envelope. Given a tight and efficient envelope, the mechanical equipment will be sized to precisely meet the loads.

**9. SEALANTS AND PAINTS:**

Careful inspection of product selection is critical to maintain a healthy indoor air quality. Products labeled low VOC, low-to-no toxins, and no or ultra-low emitting formaldehyde are given precedence over their competitors.

**10. INDOOR AIR QUALITY:**

Ventilation systems that provide a constant and fresh supply of air is critical in both work and live environments. Carefully selected ventilation systems will be installed where necessary where chemicals may be used (examples: Artist maker's spaces, garage, etc.)

---

**GREEN OPERATIONS**

The following operational efficiency methods will result in a building that is less expensive to operate, and that sips rather than guzzles precious energy resources. This is a critical component to the long-term economic sustainability of the project.

**11. SYSTEM MONITORING:**

Performance of the building's energy and water systems will be benchmarked and analyzed through the use of proven technology like WegoWise.

**12. ELECTRICAL LOAD REDUCTION:**

Electrical loads shall be reduced through smart lighting design that takes full advantage of the efficient, reliable, and attractive LED fixtures and effective controls (ex: dimmers) that are now available.

**13. ENERGY STAR APPLIANCES:**

Appliances will be top performers in function, design, energy, and water efficiency, and the Studio will be carefully analyze the expected electrical and hot water load profiles. Domestic hot water production and distribution is notoriously inefficient, even in new buildings. New Ecology, Inc. has measured actual system efficiencies ranging as low as 20-50% for new construction.

**14. EFFICIENT WATER SYSTEMS:**

Low flow, high performance fixtures shall be integrated to reduce water and energy use while maintaining comfort. Systems include interior and exterior environments. Typical inefficiencies of the distribution system shall be counteracted by the use of compact design, strategic pipe size selection, comprehensive insulation, and demand control recirculation, where appropriate.

**15. SOLAR POWER SYSTEM: RENEWABLE ENERGY OPPORTUNITY**

The open flat roof provides an excellent opportunity to integrate solar photovoltaics, with more than 25,000 square feet of available roof area to be designed as “solar ready” for a potential ~250kW array producing over 3,000 MWh per year of renewable electricity. While many financing and ownership options exist, a Community Solar Garden could provide residents of the building, and possibly neighboring residents and businesses, the opportunity to participate in true ownership of renewable energy generation through a shared model with sustainable financing as needed through groups such as SunGage and Mosaic Solar.

**16. EDUCATION:**

The Studio will spend time and resources educating tenants and new homeowners about their homes, and how they can keep them efficient and healthy.

**17. STORMWATER RETENTION:**

MarKa contemplates mechanism within its design to capture and recycle stormwater onsite, eliminating or reducing stormwater runoff into public infrastructure.

**18. GREEN MODES OF TRANSPORTATION:**

MarKa encourages residences, businesses and their visitors to use green modes of transportation when coming to or leaving the site. The garage is designed to accommodate 118 bicycle parking spaces of which 20 are reserved for the Somerville Bicycle School. A percentage of the remaining 98 spaces are a part of an onsite bike sharing program created for our residents and onsite business owners. More bicycle parking is provided within the Park, and if the City wishes, MarKa is open to coordinating the design to accommodate Hubway, or similar.

**19. RECYCLING & COMPOSTING PROGRAMS**

MarKa contemplates including easily accessible recycling infrastructure onsite. Where possible, composting areas will be identified.

Integrative Process		Preliminary	Y 2 of 2	M 0	Verified	0
IPc	Integrative Process		2 of 2	0		
Location and Transportation		Preliminary	Y 15 of 15	M 0	Verified	0
LTp	Floodplain Avoidance		Required			Not Verified
<i>Performance Path</i>						
LTc	LEED for Neighborhood Development		0 of 15	0		
<i>Prescriptive Path</i>						
LTc	Site Selection		8 of 8	0		
LTc	Compact Development		3 of 3	0		
LTc	Community Resources		2 of 2	0		
LTc	Access to Transit		2 of 2	0		
Sustainable Sites		Preliminary	Y 4 of 7	M 3	Verified	0
SSp	Construction Activity Pollution Prevention		Required			Not Verified
SSp	No Invasive Plants		Required			Not Verified
SSc	Heat Island Reduction		2 of 2	0		
SSc	Rainwater Management		0 of 3	2		
SSc	Nontoxic Pest Control		2 of 2	1		
Water Efficiency		Preliminary	Y 12 of 12	M 0	Verified	0
WEp	Water Metering		Required			Not Verified
<i>Performance Path</i>						
WEc	Total Water Use		12 of 12	0		
<i>Prescriptive Path</i>						
WEc	Indoor Water Use		0 of 6	0		
WEc	Outdoor Water Use		0 of 4	0		
Energy and Atmosphere		Preliminary	Y 9 of 38	M 11	Verified	0
EAp	Minimum Energy Performance		Required			Not Verified
EAp	Energy Metering		Required			Not Verified
EAp	Education of the Homeowner, Tenant or Building Manager		Required			Not Verified
<i>Performance Path</i>						
EAc	Annual Energy Use		5 of 29	10		
<i>Performance and Prescriptive Paths</i>						
EAc	Efficient Hot Water Distribution System		2 of 5	0		
EAc	Advanced Utility Tracking		2 of 2	0		
EAc	Active Solar-Ready Design		0 of 1	1		
EAc	HVAC Start-Up Credentialing		0 of 1	0		
<i>Prescriptive Path</i>						
EAp	Home Size		Required			Not Verified
EAc	Building Orientation for Passive Solar		0 of 3	0		
EAc	Air Infiltration		0 of 2	0		
EAc	Envelope Insulation		0 of 2	0		
EAc	Windows		0 of 3	0		
EAc	Space Heating & Cooling Equipment		0 of 4	0		
EAc	Heating & Cooling Distribution Systems		0 of 3	0		
EAc	Efficient Domestic Hot Water Equipment		0 of 3	0		
EAc	Lighting		0 of 2	0		
EAc	High-Efficiency Appliances		0 of 2	0		
EAc	Renewable Energy		0 of 4	0		

**Materials and Resources** Preliminary Y 4 of 10 M 5 Verified 0

<b>MRp</b>	Certified Tropical Wood	Required		Not Verified
<b>MRp</b>	Durability Management	Required		Not Verified
<b>MRc</b>	Durability Management Verification	1 of 1	0	
<b>MRc</b>	Environmentally Preferable Products	2 of 4	3	
<b>MRc</b>	Construction Waste Management	1 of 3	1	
<b>MRc</b>	Material-Efficient Framing	0 of 2	1	

**Indoor Environmental Quality** Preliminary Y 5 of 16 M 8.5 Verified 0

<b>EQp</b>	Ventilation	Required		Not Verified
<b>EQp</b>	Combustion Venting	Required		Not Verified
<b>EQp</b>	Garage Pollutant Protection	Required		Not Verified
<b>EQp</b>	Radon-Resistant Construction	Required		Not Verified
<b>EQp</b>	Air Filtering	Required		Not Verified
<b>EQp</b>	Environmental Tobacco Smoke	Required		Not Verified
<b>EQp</b>	Compartmentalization	Required		Not Verified
<b>EQc</b>	Enhanced Ventilation	0 of 3	3	
<b>EQc</b>	Contaminant Control	0 of 2	0.5	
<b>EQc</b>	Balancing of Heating and Cooling Distribution Systems	0 of 3	3	
<b>EQc</b>	Enhanced Compartmentalization	0 of 1	1	
<b>EQc</b>	Combustion Venting	2 of 2	0	
<b>EQc</b>	Enhanced Garage Pollutant Protection	0 of 2	1	
<b>EQc</b>	Low-Emitting Products	3 of 3	0	

**Innovation** Preliminary Y 1 of 6 M 3 Verified 0

<b>INp</b>	Preliminary Rating	Required		Not Verified
<b>INc</b>	Innovation	0 of 5	3	
<b>INc</b>	LEED Accredited Professional	1 of 1	0	

**Regional Priority** Preliminary Y 0 of 4 M 2 Verified 0

<b>RPC</b>	Regional Priority	0 of 4	2	
------------	-------------------	--------	---	--

**Floors**

Project earned at least 8 points total in Location and Transportation and Energy and Atmosphere	<input type="text" value="No"/>
Project earned at least 3 points in Water Efficiency	<input type="text" value="No"/>
Project earned at least 3 points in Indoor Environmental Quality	<input type="text" value="No"/>

**Position** Preliminary Y 52 of 110 M 32.5 Verified 0

**Position Thresholds** Certified: 40-49, Silver: 50-59, Gold: 60-79, Platinum: 80-110

## D6: transportation & parking demand mgmt. strategy

---

MarKa is dedicated to creating the form that houses a forward-thinking, sustainable live/work culture. The residents who choose to live and work here are expected to take ownership in their community. Many urban inhabitants now choose to live without cars, and this behavior is encouraged with supportive car and bike sharing programming. The Site is walkable to the Massachusetts Bay Transit Authority’s (MBTA) “Red Line” transit station and as such, the Site is designed to be pedestrian-oriented, and not automobile-oriented.

Table 1 - Parking Analysis

Uses	Approx. Unit Size	Requirement	Parking Spaces Needed
Residential	40	1 per unit	40
Retail	3,000	1/1,500 sqft	2
Restaurant	3400	1/800 sqft	5
Commercial/Educational	6900	1/800 sqft	9

Total Parking Spaces Required per the RFP: **56**

Total Parking Spaces Provided: **57**

**The Proposal provides one additional parking space than is required.**

The “mom and pop” boutique-style retail and service-oriented office spaces are designed to serve the neighborhood. The majority of customers frequenting these businesses are expected to arrive by foot or by bicycle. For those arriving by car, there are eight spaces available (at a minimum) inside the parking garage for commercial uses. MarKa strongly feels that it will be able to create a residential community whereby residents agree to use an onsite car-sharing programs and green modes of transportation rather than owning their own car. This is expected to free up additional commercial parking.

The garage entrance is proposed to open off of Broadway. The Site does not offer an alternative access point into the ground/garage level for automobiles due to its location within the block and the Site’s steep grade change.

**1. Circulation Plans:**

Cars will arrive by way of Broadway. Pedestrians are able to arrive by way of the Broadland Pathway via Holland Street, or by Broadway. Residents driving or biking to the site will use the garage entrance located at about the middle of the existing structure along Broadway. This location was designed to be as far from the residential neighbors as possible to minimize any foreseeable impacts, while considering the grade.

**2. Transportation Demand Management Strategy:**

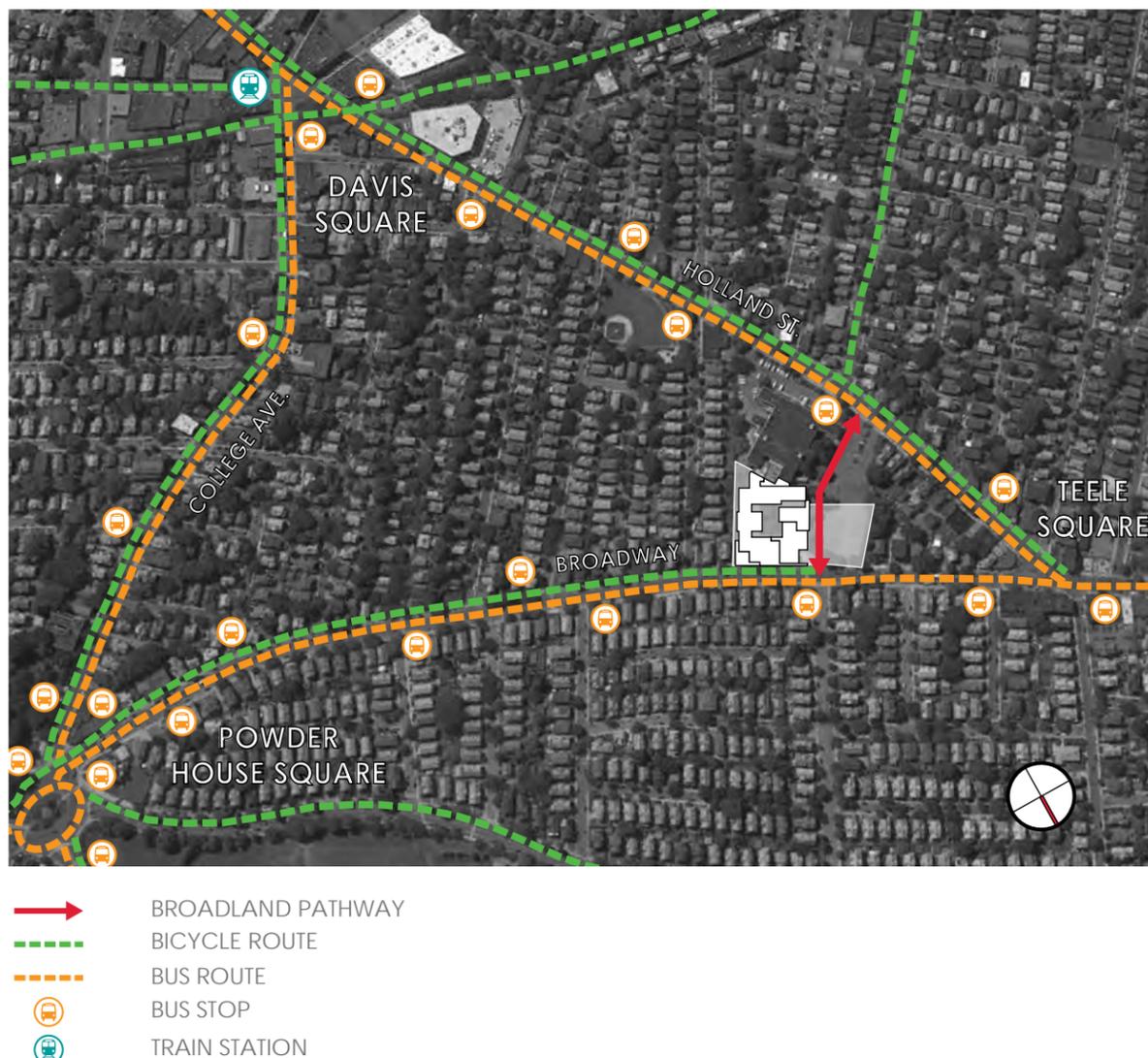
MarKa has retained Bayside Engineering who has provided a letter regarding a Transportation Demand Management Strategy Plan. MarKa understand the sensitives on the topic of parking within the community, and seeks to create systems that mitigate against foreseeable concerns.

3. **Parking Optimization Plan:**

MarKa will work with City's administration and our neighbors to explore innovative solutions such as smart pricing or other shared parking options that might be used to make more parking spots available to the public during the evening hours. This should be a huge benefit to the restaurants and other attractions, and benefit the larger community. If shared parking is not an option with our neighbors, with approval, MarKa may investigate making the garage a fully-shared parking facility that is designed to maximize utilization by all potential user effectively increasing the public parking supply in the area during certain times.

4. **Circulation Plan:**

A proposed Circulation Plan is included below.



**PROJECT APPROACH**

The City of Somerville (City) is seeking a development team who can work with the City and its constituents on a re-development of the Powder House Community School (PHCS) while providing community benefits to residents and fiscal returns for the City. The PHCS is located at 1060 Broadway in Somerville, Massachusetts.

Broadway, functionally classified as an Urban Principal Arterial, runs in a general east/west direction through the City of Somerville, runs along the northerly border of the site. To the east and west, the site is abutted by residential properties.

As part of the redevelopment effort, a Traffic Impact and Access Study (TIAS) and a Transportation Demand Management (TDM) Program will be developed to assess the proposed redevelopment and expected mix of residential and commercial use on the site. The scope of the document will be prepared in consultation with the City of Somerville's Director of Traffic & Parking and will include a project description, a description of the existing conditions of the transportation network in the vicinity of the site, and an assessment of future conditions with and without the redevelopment project. The TIAS will expand and build from analyses previously completed for the City which assessed the existing conditions around the site. The following items will be included in the TIAS:

- a. Counts of existing traffic volumes.
- b. Projected traffic volumes for the proposed development based on accepted engineering standards and adapted to local conditions.
- c. Projected size of delivery vehicles, and frequency and days/hours of delivery.
- d. Reviews of accident history trends in the vicinity of the site.
- e. Analyses of the Development impacts on the transportation network in the vicinity of the site.
- f. Examination of transportation by all feasible modes, including automobile, transit, bicycle and pedestrian.
- g. Explanation of consistency with City transportation plans.

If the TIAS indicate that safety or capacity at the nearby study area intersections will be adversely affected by the proposed redevelopment, the Applicant will identify appropriate mitigation measures. Initial trip generation estimates indicate that the proposed redevelopment would not generate significant vehicular traffic during peak periods (due to available transit and bicycle opportunities) and overall, the redevelopment would not have a significant impact on the surrounding streets. If mitigation is necessary, the mitigation measures would be subject to the approval of the Director of Traffic and Parking, prior to the granting of a special permit.



The TIAS will also identify a TDM program. Reducing the demand for parking is closely linked with reducing vehicle trips, so many of the programs recommended for reducing parking demand are the same ones recommended for trip reduction through TDM. TDM programs typically aim to reduce drive-alone trips through strategies that encourage carpooling or use of alternative modes.

The site is served by several means of public transportation. The MBTA operates three bus routes that run on a daily basis on Broadway or along Holland Street (Routes 87, 88 and 89). Tenants of the redevelopment will be made aware of these opportunities and encouraged to use these services. Davis Square (Red Line) is less than a half mile walk from the site.

The majority of the re-development is expected to include a housing component (40 dwelling units), utilization of carpool/vanpool programs and encouragement of the utilization of mass transit reduces the need for automobile trips, and subsequently the need for an automobile. Information relative to the available public transportation will be included with the lease/rental agreements associated with each dwelling unit.

MassRides provides carpool and vanpool matching services and the tenants of the redevelopment will be encouraged to participate. Additionally, a ZipCar location will be evaluated. The nationwide ZipCar program provides automobile reservations to its members, billable by the hour or day.

Relative to automobile parking on the site, forty-eight (48) spaces are proposed. With the proposed mix of residential units (Senior/Artist and loft-Style housing), there is an opportunity to explore shared parking with the commercial component of the project. Parking, 2 Hour Limit, is also provided on Broadway and is expected to serve existing uses in the area, as well as the expected commercial component of the redevelopment.

Parking will also be provided for 118 bicycles on site. The project developer will work with the Somerville Bicycle Committee (established by the Board of Aldermen ordinance on February 8, 2001) to share information relative to bicycle safety, Somerville bicycle routes and activities. The Somerville Bicycle Committee works to improve conditions for bicyclists in the City of Somerville.

## D7: design deviations compared to appendix E

---

Marka's Proposal fully complies with the RFP's Appendix E.

## D8: community engagement plan

---

MarKa is a development and operations company whose mission is to create urban infill projects that elevate quality of life standards by fusing community, architecture, landscape and art. In order to achieve this, it is critical that MarKa conducts an extensive outreach process inclusive of all stakeholders that is transparent and thorough.

Somerville is currently a widely diverse community in terms of socioeconomic, race, religion, age, and other populations, and it is MarKa's intention to do its part in keeping it that way. MarKa promotes these qualities through the:

- 1) integration of community, art, landscape and architecture;
- 2) coupling of sustainable community creation with attention to detail and commitment to craft; and
- 3) a passion for safe, affordable environments that encourage learning, collaboration, imagination and healthy living.

MarKa fully respects and complies with the legal public process associated with this RFP, and as such did not engage in conversations with public officials, or other public-run agencies during the RFP period. Likewise, MarKa was respectful of the Site's residential neighbors during this RFP process, and therefore did not engage them. MarKa did however carefully review the public's comments from past charrettes and public dialogues. MarKa's team carefully designed a place that fits within the neighborhood both from a design, as well as a community context. MarKa's research also identifies the need for much more community discussion before it breaks ground on what will be a highly-regarded community asset long into the future.

MarKa recommends following the approach included within the Community Engagement Plan ("Plan"), but in no way suggests that this is the final strategy. The Plan should merely be considered a framework based on previous experience with local communities in the region that cultivates a forum for the incorporation of feedback into the design. The Community Engagement Plan assumes "Preferred Developer" designation by June 2015, and would adjust as required according to designation.

MarKa seeks to engage the public in an organized and productive process as soon as is possible from the date of designation. The Plan identifies a six month community engagement period specific to the finalization of the design and program of uses, and is similar to the engagement process completed for the Mission Hill Living project.

COMMUNITY ENGAGEMENT PLAN - DRAFT  
POWDER HOUSE COMMUNITY SCHOOL REDEVELOPMENT

June 2015	COMMUNITY ENGAGEMENT PERIOD (six Months)	<b>OUTREACH:</b> Advertise a public introduction to MarKa event set for at least three weeks from the notice date with no conflicts with holidays or major public events on the City's website, local paper, and email blasts. This is the same process for each of the public meetings discussed hereafter.
June 2015		<b>OUTREACH:</b> MarKa will create a <i>CoUrbanize</i> website meant to complement in-person meetings. The <i>CoUrbanize</i> website is a public forum by which anyone in the community can share their comments.
June 2015		<b>OUTREACH:</b> MarKa shall walk the neighborhood, passing out flyers door-to-door, create an listserv of email addresses of neighborhood residents and businesses, advertise in the local newspaper, among other means to engage as many constituents as possible pointing them to the event, and to the <i>CoUrbanize</i> website.
		<b>1 ON 1 MEETINGS:</b> MarKa shall meet with the City's administration, including publicly elected officials, the Strategic Office of Planning and Community Development. MarKa will also reach out to community groups who may be interested in partnership.
July 2015		<b>PUBLIC EVENT:</b> MarKa shall conduct an event that includes a presentation made by the Studio, and short presentations made by community partners. The walls will be lined with boards and participants will be invited to draw on the boards with comments or suggestions, charrette-style.
July 2015		<b>1 ON 1 MEETINGS:</b> MarKa to conduct 1 on 1 meetings with abutting neighbors and other interested stakeholders, and will take a first pass at incorporating feedback received into its design.
August 2015		<b>PUBLIC EVENT:</b> Conduct a public event that will communicate the comments heard to date and how those comments have been incorporated to date. Invite additional feedback.
September 2015		<b>PUBLIC HEARING:</b> Pertains to the Zoning Map Amendment Adoption & for the Board of Alderman approval of the LDA. (Timing is per the ENA)
November / December 2015		<b>PUBLIC EVENT:</b> Conduct a neighborhood meeting that communicates the design and describes all of the changes to date.
December 2015 / January 2016		<b>PUBLIC HEARING (as required):</b> Design Review and Administrative Review of a project that includes consideration of the public's comments.

E

---

PURCHASE PRICE

E1: offer price

---

MarKa offers the City of Somerville \$2,774,800 (*“Offer”*) for the acquisition of the Site subject to the following contingencies:

- Modifications made to the Proposal’s development program;
- Less any unknown environmental conditions present at the Site that requires remediation in excess of \$25,000 that is not covered by our environmental insurance policy for the Site; and
- Less any required offsite improvements in excess of \$20,000.

## E2: offer description

---

MarKa's proposal integrates community, architecture, landscape and art into a project that is truly symbolic of SomerVision. The Offer contains significant community benefits that cannot be quantified. MarKa developed a detailed analysis based upon the subject development program that is considerate of the following:

- Collaborative community efforts to date;
- Green/sustainable design that is sensitive to the neighborhood;
- City's appraisal of the subject property;
- Estimates provided from a number of consultants, vendors and general contractors;
- Environmental remediation estimates;
- Park and infrastructure improvements;
- Affordability thresholds for both the residential and commercial component; and
- Known and perceived conditions.

### PARK:

The Offer excludes land value consideration for the Park, as MarKa shall deed back the Park at no cost to the City once \$754,800 of improvements are completed by MarKa. The improved Park shall be an incredible community asset and is a vital component to the collaborative campus-style project MarKA seeks to create at the Site.

### REHABILITATION & REMEDIATION:

MarKa proposes to rehabilitate the existing school structure in an effort to promote sustainability. While all of the existing masonry walls are non-load bearing and therefore will all be removed to create fenestration that brings in light and ventilation, consideration is offered for the remaining elements of the building, including support beams and floor and roof slabs. The majority of the building's existing exterior walls will not be reused onsite and therefore need to be extracted and disposed of offsite. These elements add a negative value to the property, as does the extensive environmental remediation that the Site requires.

MarKa retained Axiom as its environment consultant and LSP. Axiom is knowledgeable about the contamination present at the Site as they were previously engaged to perform testing here by the City of Somerville. MarKa is aware of the environment mitigation required onsite.

The Offer includes consideration for the items identified in Table 2 on the following page.

Table 2 – Offer Description:

	Offer Description	Value
1	Consideration for land value: represents 63% of the total \$2,614,100 City-furnished appraisal land value for the Site. No consideration is included for the land value of the Park as it shall be deeded back to City at no cost.	\$1,646,883
2	Consideration for the structural elements that will remain in place less material extraction and disposal, known environmental remediation estimates, and structural re-enforcement considerations.	\$353,117
	<i>Monetary Consideration sub-Total:</i>	\$2,000,000
3	Improvements to the Powder House Community School Park	\$754,800
4	Improvements to Offsite Streetscape along Broadway	\$20,000
	<i>Other Consideration sub-Total:</i>	\$774,800
	<b><i>Offer Total:</i></b>	<b>\$2,774,800</b>

# F

---

## FINANCIAL INFORMATION

## F1: financial & management interests

---

MarKa, LLC (“MarKa”) is a Massachusetts limited liability company formed to represent the partnership between Sebastian Mariscal Studio, Inc. (“the Studio”), KA Enterprises, and their respective affiliates. KA Real Estate, LLC is an affiliate of KA Enterprises. KA Enterprises is a real estate conglomerate operating out of San Diego, California and serves as the equity partner to MarKa. KA Enterprises has three managing members, and they have a combined net worth of more than \$58,000,000.

The Studio operates out of an office located within East Somerville, and is the sole managing member of MarKa, responsible for the fully-integrated design functions for all of MarKa’s development projects, including this proposal. One partner makes up the Studio’s ownership, and that is Sebastian Mariscal.

MarKa shall seek construction financing for up to 80% of the total development costs from institutional lenders. Bank reference letters are included in Section F.3.

MarKa shall be the accountable from award through construction to stabilization, and then well into the future. Similar to its other projects nationwide, MarKa or its affiliate shall be responsible for the long-term operations and property management of the developed community.



**KA ENTERPRISES**  
 5820 Oberlin Drive, Suite 201  
 San Diego, CA 92121  
 (858) 404-6080 Phone  
 (858) 404-6081 Fax

March 11, 2015

Office of Strategic Planning and Community Development  
 City Hall  
 93 Highland Avenue  
 Somerville, MA 02143

RE: RFP# 15-63, Powder House Community School Property Disposition and Redevelopment

To Whom It May Concern,

By way of introduction, my two partners and I, own and manage a commercial real estate conglomerate based out of San Diego, CA with a combined net worth of over \$58 million.

KA Enterprises has successfully acted as partners/investors with Sebastian Mariscal, for over 10 years, in projects throughout the United States. We have full confidence in Sebastian Mariscal's expertise and abilities, and further support his pursuit of the City of Somerville's Powder House Community School RFP #15-63.

Enclosed are two bank deposit verification, for KA Enterprises, that have been set aside to fund pursuit costs for this project. If selected as the Preferred Developer, we are fully committed and able to act immediately, as required.

Sincerely,

  
 Kayvon Agahnia – President  
 KA Enterprises



March 10, 2015

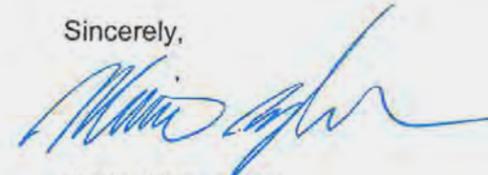
Re: KA Management Inc.

To Whom It May Concern:

KA Management Inc. and its affiliated companies have access to \$2,775,000 in liquid balances with Union Bank.

Should you require additional information, please contact me directly at (858) 551-5368.

Sincerely,



Mario Woizeschke  
 Vice President  
 Private Banker

La Jolla Private Bank Office  
 7807 Girard Avenue, Suite 200  
 La Jolla, CA 92037  
 A member of MUFG, a global financial group.

Tel. 858 551 5340  
 Fax 858 551 5341



March 10, 2015

Re: Verification of Deposit for KA Enterprises Inc.

5820 Oberlin Dr., Ste #201  
San Diego, CA 92121

To Whom It May Concern:

This letter informs that KA Enterprises has maintained deposits over \$1,800,000 on checking accounts since March 2014. If you need further information regarding the matter, please feel free to contact me at 310-352-3000. Thank you.

Sincerely,

Cindy Chi  
Branch Manager  
Wilshire Bank/West Gardena Branch

West Gardena Branch  
2124 W. Redondo Beach Blvd., Torrance, CA 90504 T: 310-352-3000 F: 310-352-3004 WilshireBank.com



## F2: financial strategy

---

For more than a decade, the four partners that make up MarKa have developed urban mixed-use projects across the United States, and have the reputation and financial capital to attract institutional lenders here in the Teele Square and Davis Square neighborhood for a project of this type and scale. Banking reference letters affirming this are included in Section F. 3.

MarKa is able to fund up to 30 percent of the development costs in equity, and shall pay for all predevelopment expenses using cash on hand at its own risk. The remaining 70 percent will be financed by institutional lenders.

MarKa plans to close on the construction financing as close to the ground breaking date as is possible, only after receiving all permits and approvals necessary to commence construction, which is customary. The cash equity required for the deal has already been exclusively earmarked. MarKa has the funds ready to act immediately as required, as shown on the letter from MarKa's partners included in Section F.3. KA Enterprise's letter includes bank statements showing available funds allocated to move forward with this proposal.

## F3: bank references

---

MarKa has existing relationships with many institutional lenders, including those references attached herein. Each of the lenders who provided a letter reviewed the subject proforma, plans, and vision documents prior to furnishing their respective letter.



Jonpaul Sallèse  
Vice President  
Commercial Real Estate  
East Boston Savings Bank  
67 Prospect Street  
Peabody, MA 01960

March 12, 2015

Steven Azar  
Director of Development & Operations  
Sebastian Mariscal Studio  
35 Medford Street, Suite 211  
Somerville, MA 02143

Dear Steven,

It was a pleasure to discuss your team's proposal, including the overall program of uses and vision responding to the City of Somerville's Request for Proposal #15-63. It would appear to me that this project would incorporate a significant amount of positive community impact in its execution.

While your current pro forma makes economic sense from a financing perspective and has the potential to be financed with the Bank, I would expect that as you progress further through the development process the current pro forma is likely to change. I would be happy to review the project at future milestones to offer advice in order to achieve the best results for all parties.

I have great confidence in the ability of Sebastian Mariscal Studio, and the Bank appreciates its continued business. Please feel free to share this letter to any party involved in the selection process.

Regards,

  
Jonpaul Sallèse  
Vice President

# EAGLEBRIDGE Capital

33 BROAD STREET  
BOSTON, MA 02109  
TEL 617.292.7177  
FAX 617.292.7575

WWW.EAGLEBRIDGECAPITAL.COM

March 16, 2015

Mr. Sebastian Mariscal  
MarKa, LLC / Sebastian Mariscal Studio  
35 Medford Street, Suite 211  
Somerville, MA 02143

RE: Powder House School Re-Development Project  
Somerville, MA

Dear Sebastian:

The purpose of this letter is to inform prospective parties that EagleBridge Capital is interested in providing project-level financing for the above referenced project.

We have reviewed MarKa, LLC's Budget and Proforma (dated 3/9/15). Based upon our review, the development costs and projected cash flows are inline with the market for similar developments. Under current market conditions, we have the ability to provide up to a 75% of the necessary capital in the form of an acquisition/construction loan. In addition, we could also provide additional equity to the project should you so desire. As customary, all is subject to satisfactory due diligence.

Based on our knowledge of you and your team, we believe MarKa, LLC would be an ideal developer for this project and work well with the City of Somerville to tailor a final project which serves the needs of the community.

As an aside, my business partner attended the Powder House School as a child, so we are very familiar with the property and neighborhood.

Sincerely,

EAGLEBRIDGE CAPITAL



Ted M. Sidel  
President

# Goedecke & Co., LLC

10 High Street  
Boston, Massachusetts 02110

March 10, 2015

Re: Powder House Community School

To Whom It May Concern:

Goedecke & Co. LLC ("Goedecke") has been contacted by Sebastian Mariscal Studios in regards to arranging construction financing for the mixed-use redevelopment of the Powder House Community School property located in Somerville. The proposed residential building program will include 40 units of housing built for three specific target markets: senior housing, artist live/work space & loft style housing. The proposed commercial building program will include retail, office & restaurant uses geared towards capturing demand from nearby Davis Square and other highly dense urban pockets of Somerville. Goedecke has known the principals of Sebastian Mariscal Studios for several years and arranged construction debt for the firm in 2013.

Based on the project economics and mixed-use component we believe the Powder House School redevelopment has strong merits and will succeed. There will be strong interest from the financial community based on the site's in-fill location, proximity to the Davis Square Red Line stop, and overall attractiveness of Somerville as a place to live, work and raise a family. Goedecke anticipates that 70-80% of project cost will be funded by debt and 20-30% will be funded with sponsor and investor equity.

Goedecke & Co., LLC is one of the largest privately held commercial mortgage banking firms in New England. Since inception in 1999, the firm has arranged in excess of \$7.0 billion in financing including construction, interim and permanent loans, as well as institutional joint ventures, participating mortgages and private equity investments. Property types entail office, retail, industrial, apartments, condominiums, hotels, biotech (lab), self storage, golf courses and marinas. Sources of capital have included life insurance companies, banks, CMBS lenders, government sponsored agencies, pension fund advisors, opportunity funds and private investors. Since 2007, Goedecke has arranged over \$600 million of residential construction financing.

Please feel free to call with any questions or follow up.

Sincerely,



Michael C. Surprenant  
Vice President

cc: Peter L. Goedecke

Real Estate Finance  
Tel: (617) 790-9000 Fax: (617) 790-9005

# G

---

## MUNICIPAL BENEFITS / IMPACTS / COSTS

## G1: local tax calculations

MarKa's proposal provides a fiscal benefit to the City, and is expected to yield net revenue in excess of the cost of anticipated City services.

### ASSUMPTIONS:

MarKa offers to deed back the Park to the City of Somerville at no cost once approximately \$755,000 worth of improvements are completed. The Park has an estimated land area of 31,092 square feet. The remaining parcel has an estimated land area of 50,665 square feet, as derived from the plans provided by the City within the RFP process. The tax calculations included herein exclude consideration of the Park's land area.

### SOMERVILLE ASSESSOR'S FY15 TAX RATES ARE AS FOLLOWS:

Residential Tax Rate: \$12.61 per \$1,000 of assessed value

Commercial Tax Rate: \$20.52 per \$1,000 of assessed value

TABLE 3: BUILDING AREA

	<b>Building Area Description</b>	<b>Size</b>	<b>%</b>
1	Residential Component	50,120	
2	Residential Garage	24,023	85%
	Residential sub-Total:	74,143	81%
3	Commercial Component	13,,275	
4	Commercial Garage	4,239	15%
	Commercial Sub-Total:	17,514	19%

**Total Building Area: 91,657**

The assessed land value of the whole parcel is \$2,614,100 of which the park represents 37%. The adjusted land value for the subject parcel is  $(\$2,614,100 \times .63) = \$1,646,883$  of which 81% or \$1,333,975 is allocated to residential tax rate and 19% or \$312,908 is allocated to the commercial tax rate.

The rehabilitated building value is estimated to be assessed at \$19,175,000 at stabilization of which 81% or \$15,531,750 is allocated to the residential tax rate and 19% or \$3,643,250 is allocated to the commercial tax rate.

## ANNUAL PROPERTY TAX CALCULATIONS AT COMPLETION:

---

### LAND CALCULATIONS:

Residential Component:	$(\$12.61) * (\$1,333,975) / \$1,000$	=	\$16,821
Commercial Component:	$(\$20.52) * (\$312,908) / \$1,000$	=	\$6,421

### IMPROVEMENT CALCULATIONS:

Residential Component:	$(\$12.61) * (\$15,531,750) / \$1,000$	=	\$196,486
Commercial Component:	$(\$20.52) * (\$3,643,250) / \$1,000$	=	\$74,760

Annual Residential Component Taxes (Land & Improvements)	=	\$213,307
Annual Commercial Component Taxes (Land & Improvements)	=	\$81,181
<b>Total Estimated Property Taxes at completion</b>	=	<b>\$294,488</b>

## PERSONAL PROPERTY TAX CALCULATIONS:

---

Personal property taxes associated with the project's uses are in excess of the property tax estimation. It is difficult to assess the value of personal property at this stage for prospective tenants who may be an individual, partnership, association, trust or business corporation. For the purposes of this assessment, we are conservatively assuming that our tenants will be setup as corporations and therefore shall pay excise tax to the Commonwealth of Massachusetts. In this most conservative scenario, it is MarKa's understanding that corporations are exempt from owing local personal property taxes for furniture, fixtures, equipment and inventory.

## G2: net fiscal impacts

---

MarKa retained Connery Associates of Melrose, Massachusetts to complete a preliminary municipal fiscal impact review of the subject proposal.

Connery Associate's findings conclude with this statement:

*"Based on my initial comparison of revenue generation versus the associated school, public safety, ambulance and other general service costs, I do not anticipate any meaningful fiscal impacts related to this proposal." – John Connery*

Calculations and methodology used to reach this conclusion are included in the enclosed memorandum dated March 5, 2015. In the event of Preferred Developer designation, Connery Associate's shall provide MarKa with a full Municipal Impact Study, which will be provided to the City at no cost.

CONNERY ASSOCIATES  
19 PARKER STREET  
MELROSE, MASSACHUSETTS 02176  
Phone: 617 835 3956  
E-Mail: johnconnery@comcast.net

Memorandum

March 5, 2015

To: Steven Azar, Sebastian Mariscal Studio  
Fr: John Connery, Connery Associates

Re: Fiscal Overview- Powderhouse Community School Property RFP

I have reviewed RFP associated with the reuse of the Powder House Community School as referenced above and your proposed mixed use re-development program.

From a fiscal perspective I believe both the residential and commercial components of your proposed redevelopment program (and the proposal as a whole) will have a strong positive fiscal profile i.e. a positive long term annual cost to revenue ratio.

Specifically, the commercial component will likely have an assessed value per square foot at least equal to businesses in the surrounding area and as is the case with all commercial development, it will not generate education costs which represent approximately 60% of the municipal operating budget. While there will be some level of police and fire costs, given the existing roadway and associated utility infrastructure there will minimal if any DPW costs. Therefore, there is every reason to believe that like commercial development elsewhere in the City and region new commercial development will exhibit a strong positive fiscal profile.

The residential component addresses a wide range of housing needs in Somerville by including 1, 2, and 3 bedroom unit types plus senior and artist living units. It is important to note that given the proposed unit mix only 13 of the proposed 45 units will generate school age children. This fact significantly reduces the school costs associated with the proposal. Further, while the proposal allows for families with children, given my current knowledge of student generation rates in new multi-family developments in Somerville i.e. an aggregate two and three bedroom rate range of 0.11 to 0.17 per unit; the number of new school aged students is likely to be between 2 to 4 students; a number that will not have a measureable impact on either the affected elementary school district or the overall Somerville School System.

I find that proposal will generate a positive and sustainable annual fiscal benefit for Somerville while addressing the City's affordable housing requirements and the communities housing needs. Based on my initial comparison of revenue generation versus the associated school, public safety, ambulance and other general service costs, I do not anticipate any meaningful fiscal impacts related to the proposal.

## G3: jobs benefits

MarKa, a local minority-owned Somerville business understands firsthand the importance of SomerVision’s goal to create more space for local job creation within the City. MarKa seeks to partner with local-owned businesses and community groups to fill the commercial space with jobs for Somerville residents. MarKa shall continue to give selection precedence to capable, local, minority-owned and woman-owned team members, partners and businesses.

MarKa estimates the creation of a 129 fulltime equivalent preconstruction, construction, and permanent jobs resulting from this project. This does not include support of artist jobs and volunteer opportunities that will all be created from the realization of this proposal.

### PRECONSTRUCTION JOBS

Preconstruction jobs typically include the time period between Preferred Developer designation and construction start, although some of these consultants continue onward for a certain period until the project reaches construction completion. These are “white-collar” jobs paying good wages and benefits.

**TABLE 4: PRECONSTRUCTION JOB ESTIMATES**

	Consultant Description	Full Time Equivalent	Duration (month equivalent)	Annual Average Salary
1	Architect	3	7	\$62,000
2	Interior Architect	2	7	\$80,000
3	Landscape Architect	2	7	\$83,000
4	Civil Engineer	2	2	\$74,000
5	Environmental Engineer	1	2	\$103,000
6	Land Use Lawyer	1	2	\$95,000
7	General Counsel	1	2	\$148,000
8	Acoustical Engineer	1	3	\$106,000
9	Structural Engineer	2	3	\$105,000
10	Surveyor	1	2	\$58,000
11	Admin.	1	7	\$45,000
12	Fiscal Impact Consultant	1	2	\$96,000
	<b>Totals:</b>	<b>18</b>	<b>7 month Period</b>	

Data Source: Indeed.com

**CONSTRUCTION JOBS:**

MarKa requested data from Metric Construction Cooperation, a local general contractor who has considerable experience with urban infill projects within the greater Boston area in sensitive neighborhoods. Metric’s information has been included in the following Table, which estimates 274 construction jobs created as a result of the Proposal, which translates into 71 full time employees. Assuming an average wage of 45,000 per job this generates a total construction payroll of \$3,163,500.

**TABLE 5: CONSTRUCTION JOB ESTIMATES**

	Trade Description	Total Workers	On-Site Duration	Full Time Equivalent
1	Site and Utilities	8	20	2.5
2	Demolition	8	4	0.5
3	Landscape	15	4	0.9
4	Concrete	16	8	2
5	Gypcrete Underlayments	6	3	0.3
6	Masonry	18	12	3.4
7	Structural Steel	16	6	1.5
8	Misc. Metals and Rails	6	10	0.9
9	Rough Carpentry	30	18	8.4
10	Finish Carpentry	15	20	4.7
11	Waterproofing	5	3	0.2
12	Siding	12	12	2.3
13	Windows	4	4	0.3
14	Insulation	4	2	0.1
15	Fireproofing	3	2	0.1
16	Roofing	12	6	1.1
17	Doors	4	4	0.3
18	Glass and Glazing	5	4	0.3
19	Drywall	25	15	5.9
20	Flooring	8	20	2.5
21	Painting	11	24	4.1
22	Specialties	2	4	0.1
23	Appliances	2	1	0
24	Elevators	2	6	0.2
25	Fire Protection	6	30	2.8
26	Plumbing	14	50	10.9
27	HVAC	8	50	6.3
28	Electrical	9	55	7.7
	<b>Totals:</b>	<b>274</b>		<b>70.3</b>

Data Source: Metric Corporation

**PERMANENT JOBS:**

This proposal is estimated to result in at least 40 quality permanent jobs with an average salary of approximately \$50,000 per year, many of which include benefits.

**TABLE 6: PERMANENT JOB ESTIMATES**

	Position Description	Full Time Equivalent	Average Annual Salary
1	Custodian/Maintenance	2	\$30,000
2	Administrator	1	\$61,000
3	Property Manager	1	\$85,000
4	Leasing Agent	2	\$66,000
5	Landscaper	1	\$31,000
6	Retail Manager	3	\$56,000
7	Retail Salesperson	6	\$44,000
8	Restaurant Manager	2	\$51,000
9	Waiter/Waitress/host/kitchen staff	10	\$25,000
10	Teachers/Coordinators	12	\$36,000
	<b>FTE Totals:</b>	<b>40</b>	

Data Source: Indeed.com

## G4: neighborhood impacts

---

MarKa understand the challenges of working in an urban environment and responding to the needs and concerns of the neighboring business and residential community. The project has been designed to minimize impacts to the neighborhood both during construction and operations.

### CONSTRUCTION RELATED NEIGHBORHOOD IMPACTS:

---

MarKa will always aspire to be an exception neighbor, and minimizing neighborhood impacts during construction is of the utmost importance. Once the community process has occurred, and once the design has reached the appropriate level of completeness, the project's plans and specifications will only be bid for competitive pricing to local general contractors ("GC") who specialize in urban mixed-use rehabilitation projects in sensitive neighborhoods.

#### 1. STAGING AREA:

The existing park area serves the rehabilitation project well, as it is oriented in an area that reduces neighborhood impacts. With the City's approval, truck traffic may enter the Site through a new curb cut that enters the Park directly from Broadway. This is likely to take coordination with the MBTA related to their bus stop. The Park will be the final phase of the construction process.

#### 2. HIGHLIGHTED CONSTRUCTION CHALLENGES:

MarKa offers to rehabilitate the existing property, and this action significantly reduces the impacts to the surrounding neighborhood during construction when compared to full demolition and new construction. Our project's construction timeline is shortened and less disruptive than full demolition, as site preparation activities, installation of footings, etc. will be avoided.

MarKa's design calls for the demolition to the exterior non-load bearing masonry walls, and many of the interior walls. Some areas of the concrete floor pads will be punctured. These activities are estimated to be limited to a period of 2 to 4 weeks along adjacent property lines, and 8 to 16 all together.

During demolition, numerous types of methods may be utilized for the removal of the existing walls. In all cases, dust and debris containment and noise reduction will be a priority effort.

Demolition will include handwork using small tools and hand operated breaking equipment. When larger areas need to be demolished, or it is unsafe for handwork, hydraulic equipment will be used. In both cases, wet down during demolition will be enforced to minimize the spread of dust and debris away from the project area. Vibration is not anticipated to be an issue considering distance and the type of equipment employed.

3. **NEIGHBORHOOD INTERFACE PLAN:**

MarKa's GC shall be instructed to create a Neighborhood Interface Plan ("NIP") that shall mitigate against any and all possible impacts related to construction activities. The NIP shall be reviewed and commented on by the community, and will include the following considerations:

**1. Abutter and Agency Coordination:**

The GC shall create and maintain a website publishing weekly the 3-week construction "look ahead" schedule, as well as other relevant construction updates in an effort to maintain transparency.

**2. Hours of Operation:**

The project will follow the allowable hours of operation per municipal ordinance requirements.

**3. Perimeter protection/Public safety**

The GC will work diligently to minimize the impacts on pedestrians and vehicle flow. Affected sidewalks will be closed during limited periods as required. Pedestrians will be directed to other access routes. Construction fencing and barricades will be used to separate and isolate construction work areas from pedestrian traffic around the Site. Signage will be per local ordinance and OSHA safety standards, with regular updating during the construction process.

**4. Police Details:**

Police details may be utilized during construction to facilitate traffic and pedestrian flow and safety, as required. All OSHA safety standards will be utilized and incorporated into construction procedures for each site specific construction activity.

**5. Signage and Distribution:**

Signage will be used to direct pedestrian foot traffic, trucks and deliveries. The area will have signs placed at all corners and any areas that may be confusing to pedestrians, such a pathway through the Park connecting constituents from the Broadway to Holland streets. A project sign and bulletin board containing project information, the GC's contact information, including phone numbers and hours of operation will be located at the project entrance along Broadway.

**6. Construction Recycling and Material Handling:**

MarKa's GC shall be dedicated to utilizing and performing green building practices and will employ a construction recycling program for the duration of this project. Construction waste will be disposed of in mixed waste 30 yard containers and hauled off site to be separated at a professional sorting facility. Construction debris will be wet down and covered to limit airborne dust particles.

**7. Emergency Vehicle Access:**

Emergency vehicle access shall be maintained on the Site at all times. The NIP shall be specify safe travel routes for vehicles and pedestrians all while providing safe passage in the event of an emergency. All trucks and deliveries will be off-loaded on the jobsite within the fenced in construction site.

**8. Traffic Management Plan:**

The GC shall be instructed during preconstruction to create a strategy for how to handle all traffic related issues including truck access and designated parking areas for workers, etc.

**9. Dust Control Plan & Street Cleaning:**

The GC shall be instructed to employ strictly enforced mitigation measures to reduce dust emissions, including wetting down any debris, hosing off truck tires, and street cleaning.

**10. Rodent Control:**

The GC shall employ a licensed pest control company to implement a rodent control plan.

**11. Noise and Odor Control:**

Mitigation efforts shall be undertaken to reduce and mitigate the noise impact of the construction site activities, including:

- Use of mufflers on construction equipment;
- Turn off equipment not in use;
- Reduce the use of jackhammering tool;
- Utilize electric power lifts in lieu of gas or diesel; and
- Covered staging will be employed.

## OPERATION RELATED NEIGHBORHOOD IMPACTS:

All elements within the programming of the green-open spaces, as well as the full development program take into consideration the neighborhood.

MarKa's design greatly mitigates against potential impacts as follows:

### 1. TRAFFIC:

The project will employ a car sharing program for its residents, and will discourage car ownership for its residents. The location of the garage entry point was located furthest from the Site's neighbors while taking into consideration the Site's grade. The business mix is oriented toward serving the neighborhood and will aim to include those businesses that do not draw customers from outside the region. Most customers and Site visitors are expected to arrive by foot, bicycle, train or bus.

The project includes 118 bicycle parking spaces to encourage the community to choose a green mode of transportation over the car. Additionally, more bicycle parking will be located in the Park. The Broadland Pathway will be maintained and improved.

### 2. NOISE:

Uses are orientated to activate in the center of the structure surrounding the Courtyard. The non-activated portions of the structure back to Paulina Street and towards the Tufts Building. The building will greatly reduce if not completely eliminate noise generated by activities within the Courtyard and the Plaza. Otherwise, only residential uses and the Maker's Garden about Paulina Street and the Tufts Building both of which are not expected be a nuisance to the community. All public events will be limited to permissible public hours.

The Maker's Space is not being designed to include loud machinery like that in the Maker's Space of the Artists Asylum. This space is geared toward artists. For example, if a sculpture requires a large area outside of their home, the Maker's Space will provide that. If our partners like Parts and Crafts or STEAM require loud equipment, MarKa shall ensure that there are interior spaces with sufficient consideration given toward a design that mitigates against noise, dust and fumes.

The Solar Farm will have zero negative impact on the community because the converters will be located within a sound proofed room within the garage (below grade).

### 3. ODOR:

The property will be designed to include appropriate mechanical equipment to mitigate against odor.

### 4. LIGHTING:

The one street lamp that exists along Broadway will remain in place. The Broadland Pathway will be well lit for safety with bollards. All lighting in the Park, Plaza, and Courtyard will be oriented downward and not permitted to shine upward and outward to mitigate against light pollution.

### 5. SOLAR IMPACT (SHADOW) STUDY:

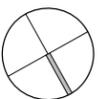
MarKa plans to keep the general shape of the existing building envelope in place. The Solar Impact Study shown below illustrates that there is very little to no disruption to the existing conditions regardless of the time of day, or season.

10:00 am



JUN. 21 : summer solstice

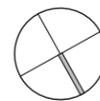
DEC. 21 : winter solstice



12:00 pm



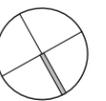
- JUN. 21 : summer solstice
- DEC. 21 : winter solstice



2:00 pm



- JUN. 21 : summer solstice
- DEC. 21 : winter solstice



## G5: other benefits / impacts / costs

---

MarKa's proposal integrates community, architecture, landscape and art into a project that is truly symbolic of SomerVision. The Offer contains significant community benefits that cannot be quantified, but far exceed the immediate monetary consideration and even the long-term tax considerations. This proposal supports what makes Somerville truly unique and provides space for people to live, work, play and learn in a healthy, safe, affordable, sustainable and accessible location.

### OTHER BENEFITS:

---

#### **1. SomerVision Goals:**

Section D.1. defines the 29 out of a possible 39 neighborhood, commercial corridor, resources, transportation and infrastructure and housing SomerVision goals that this proposal meets. Please refer to that section for more details. See Section D.4. for detail on the 36 public and semi-public amenities offered within this proposal.

#### **2. Community Process:**

MarKa employs a team of professionals with significant experience spearheading community engagement processes. MarKa promises to perform a transparent, inclusive and collaborative community engagement process.

#### **3. Additional Municipal Revenue:**

MarKa estimates the additional one-time municipal revenue associated with this development to be between \$200,000 and \$300,000.

### OTHER IMPACTS AND COSTS:

---

MarKa discussed all known or perceived impacts in Section G.4. Connery Associates will perform a complete analysis of Fiscal Municipal Impacts up selection as the Preferred Developer.

## G6: infrastructure improvements

---

MarKa offers the following infrastructure improvements:

### **1. Privately-funded Improvements to Public Open Space:**

MarKa offers to make approximately \$755,000 in improvements to the existing municipal park named the Powder House Community School Park. Today the Park is considered by most to be severely underutilized when accounting for the needs of the population, and the limited park area that exists within Somerville. The Park, which MarKa proposes to deed back to the City at no cost upon completion, is a special opportunity to create spaces that meet the unique needs of the community at-large. Further, MarKa seeks to expand the area of the public green-open space to approximately 44,000 square feet. The cumulative open space is designed to be inclusive, and shall engage all residents by being educational, inter-generational, recreational, and inspirational.

### **2. Broadland Pathway Improvements:**

MarKa shall maintain and improve the existing pathway between Holland Street and Broadway. Improvements include a new landscape, lighting and signage.

### **3. Privately-funded Streetscape Improvements:**

MarKa offers to make up to \$20,000 in improvements to the existing streetscape along Broadway. Improvements may include things like community signage, street trees, tree grates, benches, and trashcans.

### **4. Onsite Solar Power Farm:**

MarKa proposes to install a 25,000 square foot rooftop solar farm in a ~250kW array, producing over 3,000 MWh per year of renewable electricity. This reduces the burden on existing utility infrastructure.

### **5. Onsite Stormwater Retention:**

MarKa shall pursue onsite infrastructure for stormwater retention onsite. This will net in a substantial reduction of the Site's existing stormwater that is actively discharging into public infrastructure.

### **6. Multi-modal Transportation Infrastructure:**

The proposal encourages residences, businesses and their visitors to use green modes of transportation when coming to or leaving the Site. The garage is designed to accommodate 118 bicycle parking spaces of which 20 will be set aside for the Somerville Bicycle School. Additional bike parking will be provided in the Park. If the City wishes, MarKa is open to coordinating the design of an area to accommodate Hubway, or similar.

## G7: maintenance and ownership of open space

---

MarKa offers to improve the Powder House Community School Park at its own expense and then deed the Park back to the City for public use for no cost. The City's Department of Public Works shall be responsible for the maintenance of the Park once it takes back ownership. While MarKa's designs are still quite preliminary, the Park's materials and programming have been considered with maintenance in mind. MarKa feels that there is minimal City impact associated with the City's continued maintenance of this area as a park. The City of Somerville currently employs staff that maintain this Park and other parks within the neighborhood and throughout Somerville. MarKa shall include further investigation of this item within Connery Associates fiscal impact study. MarKa anticipates an increase in costs associated with irrigation and landscape maintenance not expected to exceed \$5,000 per year.

The Plaza, Courtyard and Grand Patio shall be privately-owned and therefore will be maintained and secured by MarKa.

H

---

ENA / LDA

# H1: ena statement

---

MarKa states that it has reviewed the City of Somerville's Exclusive Negotiating Agreement (ENA) in substantially the form included in the RFP as Appendix F, and finds the terms to be generally reasonable. MarKa acknowledges that the finalized LDA requires Board of Alderman approval. MarKa sees no major hurdles that would prevent its execution of the ENA in substantially the form it is in.

Proposed minor modifications to the ENA are included on the following pages. MarKa does not have any edits to the LDA at this time, but language should be considered pertaining to the Park's acquisition by the City at construction completion.

## H2: proposed ena and lda revisions

---

## EXCLUSIVE NEGOTIATING AGREEMENT

This Exclusive Negotiating Agreement (the "AGREEMENT"), is made and entered into this \_\_\_\_ day of

\_\_\_\_\_, 2015, by and between the CITY OF SOMERVILLE, a body corporate and politic and a political subdivision of the Commonwealth of Massachusetts, acting by and through its Office of Strategic Planning and Community Development ("OSPCD") with a usual address of 93 Highland Avenue, Somerville, MA 02143 ("City"), and

\_\_\_\_\_ a \_\_\_\_\_ duly organized and existing under G.L. c. \_\_\_\_\_ ("Developer") (together, the City and the Developer are referred to as the "Parties").

### RECITALS

A. The City has determined that it desires to encourage the redevelopment of the properly formerly known as the Powder House Community School by offering City-owned land to developers.

B. On January 7<sup>5</sup>, 2014, the City issued a Request for Proposals ("RFP") to potential developers. On \_\_\_\_, the City received \_\_\_\_ submissions, which met the guidelines established in the RFP. After an evaluation of the proposals by a Technical Advisory Committee, which made recommendations to the Mayor, the Mayor determined that the proposal submitted by the Applicant provided the highest public benefit to the City.

C. The City and the Applicant desire to enter into this Agreement to explore the possibility of redeveloping the Property.

D. The City and the Developer recognize and acknowledge that the feasibility of the development proposed by Developer has not been determined to the satisfaction of the City and the purpose of this Agreement is to allow the City and Developer to undertake additional design, planning, and analysis to determine the feasibility of the proposed Project and to negotiate the terms of a Land Disposition Agreement for the Property.

NOW THEREFORE, the City and Developer agree as follows:

### 1. NEGOTIATIONS

#### 1.1. Length of Negotiation Period

Unless terminated earlier in accordance with this Agreement, the period for negotiations between the Parties shall be ninety (90) days, commencing on the date of this Agreement (the "Negotiation Period"); provided, however, that the Negotiation Period may be extended as provided in Section 6.4 of this Agreement.

#### 1.2. Good Faith Negotiations

The City and Developer shall negotiate diligently and in good faith during the Negotiation Period toward a Land Disposition Agreement ("LDA") wherein the City will agree to sell and the Developer will agree to purchase the Powder House Community School property (the "Property") for a sum equal to . The Parties contemplate that the LDA will set forth the terms and conditions for the conveyance of the Property to Developer; and describe the Project that the Developer will be

permitted to develop on the Property, the timeline within which it shall be developed, and subsequent uses of the Property by the Developer and any successors-in-interest. The Parties contemplate that negotiations regarding the LDA shall commence after execution of this Agreement and shall continue while the Developer submits to the City the information required herein and the Parties pursue preliminary design, planning and analysis of the Project. If the terms of a mutually satisfactory LDA have not been negotiated by Developer and OSPCD staff during the Negotiation Period, or if the Board of Aldermen declines to approve the LDA for any reason, then, without further action, this Agreement shall automatically terminate and neither Party shall have further rights or obligations to the other.

#### 1.3. Exclusive Negotiations

The City shall not negotiate regarding development of the Property with any other person or entity during the Negotiation Period.

### 2. GOOD FAITH DEPOSIT

The sum of \$20,000.00 has been submitted to the City by the Developer simultaneously with its RFP proposal and shall be retained by the City as a Good Faith Deposit without any obligation on the part of the City to pay interest thereon. The Good Faith Deposit may be applied by the City to any predevelopment expenses for the Project. If the Developer and the City enter into an LDA for the Project, the Good Faith Deposit shall be applied to the 20% deposit which shall be required under the LDA. If the Developer fails to reach agreement with the City, or the City otherwise declines to enter into an LDA, the Good Faith Deposit shall be returned to Developer; provided however, that if in the reasonable judgment of the Mayor, the Developer has failed to negotiate in good faith with the City, the City may, in its sole discretion, retain the Good Faith Deposit. The Parties agree that it would be impractical and extremely difficult to estimate the damages which the City may suffer in the event that Developer fails to meet its obligations herein.

Therefore, the Parties do hereby agree that a reasonable estimate of the total net detriment the City would suffer in the event of any such Developer default is and shall be the retention of the Good Faith Deposit as liquidated damages and as the City's sole and exclusive remedy at law and in equity.

### 3. SCHEDULE OF PERFORMANCE

The Developer shall complete the following activities within the time periods set forth below, which time periods shall commence as of the date of the Agreement. Unless otherwise specified, the word "days" shall mean "calendar days".

#### 3.1 Conceptual Design

Within \_\_\_\_ days, the Developer and the Developer's architect shall commence discussions with OSPCD regarding the proposed design of the project, including number of parking spaces, the height, siting, and massing of structures, landscaping and useable open space, and any ancillary commercial uses. Following preliminary discussions, OSPCD shall schedule a community meeting at which the Developer and the Developer's architect shall be present to obtain public input.

Within \_\_\_\_ days, design discussions shall have progressed to a level sufficient to allow for the

presentation of conceptual drawings at a public meeting or meetings to be scheduled by OSPCD at which the Developer shall present at least two alternative conceptual designs. Drawings shall include the following at a minimum: a site plan showing the proposed structure(s) on the site(s) with landscaping and open space areas identified; elevations showing the facades and materials of the proposed structures; a parking plan; and a signage plan. The Developer shall also be prepared to provide the following information to OSPCD staff and to members of the public at public meetings:

- ancillary uses, such as retail, restaurants, and health clubs;
- green building elements and practices (including design elements and management, lodging and other operational practices);
- number and location of parking spaces
- management and pricing strategies to encourage shared use and reasonable turnover of parking spaces, and discourage “Park and Ride” use.
- construction phasing
- projected total amount of the real estate taxes and amount of new real estate taxes over and above Developer’s existing use;
- number and types (including pay ranges) of jobs expected to result from the project, and ancillary uses;
- neighborhood impacts, including traffic, noise, odor, lighting, and shadow effects, both during and after construction;
- public infrastructure improvements to be made by the Developer, including useable open space, traffic signals that may need to be replaced or installed; street lights that may need to be replaced or installed; sidewalk replacement; street tree planting; improvements to be made as mitigation; and other public improvements proposed by the Developer;
- analysis of how the project conforms to the Somerville Zoning Ordinance and what zoning relief, if any, is required;
- public art to be incorporated as part of the project. If the Developer is unable to achieve a conceptual design that is satisfactory to the City by the end of \_\_\_\_ days, the Mayor may, in his sole discretion, notify the Developer that the City does not intend to proceed with the disposition process, whereupon this Agreement shall automatically terminate and neither party shall have any further rights or obligations hereunder.

### 3.2 Environmental Review/Zoning Permits/Title

Within \_\_\_\_ days, the Developer shall retain:

- c) an environmental engineering firm and licensed site professional (LSP) and commence environmental due diligence, including the preliminary site assessment typically required to obtain financing for a project;
- d) an attorney who shall commence preparation and submission of permit applications for all zoning relief required under the Somerville Zoning Ordinance, including an application for a building permit to trigger the denial required as a pre-condition to filing an application for zoning relief.
- e) a title examiner and a title insurance company to prepare a title abstract and issue a title insurance policy for the Property.

### 3.3 Financing, and Other Submissions

Within \_\_\_\_ days, Developer shall submit to the City the following:

(a) A description of the specific financial structure and legal structure of the proposed development in a form that reasonably satisfies the City that the Project is feasible. This shall include a written description of the specific and general roles, responsibilities, and obligations of the Developer, the Developer’s members or partners, and any other entity participating in the legal entity established by Developer for purposes of developing the Project. Additionally, the written description of roles, responsibilities, and obligations shall identify the principals and other personnel, to the extent identified, from each participating party by name, title or position, and areas of responsibility within the development entity.

(b) ~~Copies of balance sheets and income/loss statements, prepared in accordance with generally accepted accounting principles, and other financial~~ documentation as reasonably requested by the City covering the last two years for the Developer, the Developer’s members or partners, and any other entity participating in the legal entity established by Developer for purposes of developing the Project.

(c) A written statement concerning any litigation in which Developer or Developer’s partners or members is a party that may have an impact on the negotiations. Developer shall provide to the City copies of any litigation documents or filings in connection with such litigation within \_\_\_\_ business days of the City’s written request.

(d) A list of lenders and investors the Developer will approach for financing the project.

(e) ~~All documents~~ related to its corporate, LLC, or partnership status, and the status of its members or partners, including but not limited to articles of incorporation, by-laws, ~~partnership agreements, operating agreements, joint venture agreements,~~ lists of members of board of directors, and certificates of good standing from the Mass/ Department of Corporations and the Mass. Department of Revenue.

(f) Outline specifications, a preliminary construction cost estimate based on the submitted schematic design plans, and a proposed construction schedule. Request for Proposals Page 42 of 56 Powder House School Project

(g) ~~Detailed and itemized project pro formas that are linked to the~~ schedule for construction and operation of the Project. ~~Pro formas shall include a~~ project development budget, a statement describing the sources and uses of funds, ~~a cash flow analysis, and an operating budget~~ to a level of detail reasonably acceptable to the City.

(h) Letters of intent from lenders and equity partners, if any, expressing willingness to provide Project financing.

### 3.2 Monthly Reports

The Developer shall provide the City with written monthly progress reports on all matters pertaining to the Project, including updates and changes to financing, program ~~and~~, design, ~~or pre forms~~ previously submitted to the City.

### 4. CITY APPROVAL OF DEVELOPER SUBMISSIONS

Within \_\_\_\_\_ business days after the City receives any information or documents required to be submitted by the Developer pursuant to Section 3 of this Agreement, the City shall inform the Developer of its acceptance or rejection of the submission. The City may approve those portions of a submission that are satisfactory and reject those portions that are not, or may approve all or a portion of a submission subject to conditions requiring further submissions for City review and approval. If the City rejects all or any part of a submission, the City shall provide to the Developer written notice of the reasons for such rejection within said \_\_\_\_\_ days. The Developer shall then have \_\_\_\_\_ business days to correct or supplement its submission to respond to the City's rejection. If the City has not responded to a submission by the Developer within \_\_\_\_\_ business days of submission, such submission shall be deemed approved by the City.

### 5. EFFECT OF NEGOTIATIONS

The Developer understands and acknowledges that any LDA resulting from the negotiations arising from this Agreement shall become effective only if and only after such LDA has been approved by the Somerville Board of Aldermen and executed by the Mayor. The Developer understands that the Board of Aldermen and the Mayor retain the sole and absolute right to approve or not approve the sale of the Property. If the terms of a mutually satisfactory LDA have not been negotiated by the Developer and OSPCD staff during the Negotiation Period, as it may be extended if extended, or if the Board of Aldermen declines to authorize an LDA for any reason, then, without further action, this Agreement shall automatically terminate and neither Party shall have further rights or obligations hereunder.

### 6. TERMINATION AND EXTENSIONS

#### 6.1 Time of the Essence

Time is of the essence in this Agreement. Any Party's failure to timely perform according to the terms and conditions of this Agreement shall be considered a material breach of this Agreement.

#### 6.2 Notice to Developer of Breach

In the event that Developer fails to materially perform any of Developer's obligations pursuant to the terms and conditions of this Agreement within the time herein specified, the City shall promptly give the Developer notice of such default. The Developer shall have a period of \_\_\_\_\_ business days from receipt of such written notice from the City to Developer within which to cure such default if such default is capable of being cured by Developer; provided, however, that with respect to any default capable of being cured by Developer but which cannot be cured by Developer within such \_\_\_\_\_ business day period, the default shall not be deemed to be uncured if Developer commences to cure within such \_\_\_\_\_ business day period and diligently prosecutes the cure to completion.

#### 6.3 Termination Upon Developer Default

If the Developer fails to cure any material default during the cure period described above, this

Agreement shall be terminated upon written notice of termination from the City, and thereafter neither Party shall have any further rights or obligations thereunder, except for the City's right to retain the Good Faith Deposit as more particularly described herein.

#### 6.4 City Discretion to Extend Time for Performance

Notwithstanding the above, if the Mayor determines that it is in the best interest of the City, the Mayor may extend the time for Developer's performance of any of the terms and conditions of this Agreement. Any extension shall be granted in the Mayor's sole and absolute discretion, and in no event shall this provision be construed as conveying any right or entitlement to an extension.

#### 6.5 Default by City

In the event that the City fails to perform any provision under this Agreement, the Developer shall have the right to terminate this Agreement and obtain a refund of the Good Faith Deposit. Upon termination of this Agreement, neither Party shall have any further rights or obligations hereunder except for Developer's right to recover the Good Faith Deposit. In no event shall Developer be entitled to any damages, of any kind or character, from the City.

### 7. LIMITATIONS

This Agreement does not obligate the City to transfer the Property to the Developer or any other person, nor does it obligate the City to approve the Project or any other project. Developer acknowledges and agrees that no City commitment to move forward with the Project can be made other than by resolution of Board of Aldermen and adoption of any such resolution shall be at the sole and absolute discretion of said Board of Aldermen. Any costs incurred by Developer, Developer's members or partners, or other members of the Project development team to comply with its obligations under this Agreement or to negotiate the LDA shall be the sole responsibility of the Developer, and in no event shall the City have any responsibility to pay for or reimburse the Developer for any of said costs.

The Developer understands and acknowledges that the City is subject to Massachusetts Open Meeting and Public Records laws, and that the City must make information regarding the Property, the Project, the Developer, and this Agreement available to the public upon request as required by said laws.

### 8. NON-DISCRIMINATION

The Developer agrees that there shall be no discrimination against, or segregation of, any person, or group of persons, on account of sex, race, color, age, marital status, religion, disability, creed, national origin, ancestry, or sexual orientation in the construction, operation, use, or occupancy of the Property, nor shall Developer establish or permit any such practice or practices of discrimination or segregation with reference to employees or invitees of the Property.

### 9. NO ASSIGNMENT

This Agreement is personal to the Developer and is not assignable to any other person or entity/without the prior written consent of the City. Any attempt to assign this Agreement or any part of the Agreement without the prior written consent of the City shall constitute a breach of this

Agreement and shall be void and of no force and effect. Notwithstanding the above, this Agreement may be assigned to an affiliated partnership or a limited liability company provided that the Developer is either the general partner or managing member of the assignee entity.

#### 10. RIGHT OF ENTRY

The Developer and its agents, contractors and representatives shall have the right to enter upon the Property at any time during the Negotiation Period to conduct investigations, tests, topographical surveys, appraisals, and studies, including geotechnical studies, soils tests and environmental site assessments. The Developer shall not alter the Property except as needed to conduct the testing and other activities thereon as authorized by this Agreement, and the Developer agrees upon completion of any testing or other activity under this Agreement to remove all debris, litter, equipment, and other materials placed on the Property by the Developer and its agents, and to restore the Property as much as reasonably possible to its original condition. A minimum 48 hours of advance notice shall be provided to the City by the Developer, or its agents if activities will have any impact upon access to or use of existing public parking spaces.

The Developer shall indemnify, defend and hold the City harmless from any and all claims, demands, damages, losses, actions, liabilities, causes of action or judgments, including reasonable attorney's fees, which the City may incur or be required to pay by reason of entry onto the Property and activities thereon by Developer or Developer's agents, employees, contractors or consultants, including, without limitation, any damages, injury or death to any person or property suffered by any person, firm or corporation, except to the extent the same are attributable to the willful misconduct of the City or any person or entity acting on the City's behalf or under the City's authority. For the duration of this Agreement, Developer shall cause the City to be named as an additional insured on applicable commercial general liability insurance policies with coverage of at least one million dollars (\$1,000,000) and shall cause certificates of such insurance to be delivered to the City. The protection afforded by such insurance shall not be limited by the liquidated damages provisions of this Agreement.

Notwithstanding any other provision in this Agreement, this right of entry shall not relieve the Developer from the necessity of obtaining any applicable governmental approvals or permits that may be necessary to perform such tests or conduct other activities on the Property.

#### 11. INFORMATION

Upon Developer's request, the City shall promptly furnish the Developer all material information within its possession or control concerning the Property, including without limitation, copies of all topographical surveys, environmental reports, engineering studies, soil-bearing test data, and any similar reports and studies with respect to the Property.

# I

---

## FINANCIAL DEPOSIT

## 11: deposit statement

---

MarKa states that a \$20,000 Good Faith Deposit (“Deposit”) in the form of a certified check made payable to the City of Somerville has been submitted along with this proposal.

MarKa states that it is willing and able to make a deposit totaling 20% of the purchase price if selected as the Preferred Developer, due upon execution of the Land Disposition Agreement.

Proof of funds is included in Section F.3.

## 12: approval for deposit use statement

---

MarKa hereby authorizes the City of Somerville to use its initial Good Faith Deposit to fund the City's due diligence efforts, including the procurement of a subject appraisal report pertaining to the subject property, if MarKA is selected as the Preferred Developer.

It is MarKa's understanding that the remaining Deposit will be credited toward the 20% deposit due at the time of the signing of the LDA.

J

---

CERTIFICATION OF GOOD FAITH

J1: certification of good faith

---

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.

By: MarKa, LLC, a Massachusetts limited liability company

By: Mariscal Development LLC, a Massachusetts limited liability company, its manager

By:   
Name: Sebastian Mariscal  
Its: Manager

K

---

DISCLOSURE STATEMENT

K1: disclosure statement

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: Powder House Community School, 1060 Broadway, Somerville, MA

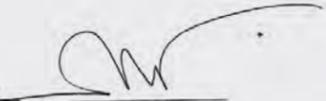
SELLER (x) LESSOR ( ): City of Somerville

BUYER (x) LESSEE ( ): MarKA, LLC

TERMS: Purchase Price: \$ 2,774,800  
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.

Sebastian Mariscal of 1 Sparks Place, Cambridge, MA 02138  
Kayvon Aghania of 7070 Fairway, La Jolla, CA 92037  
Kambiz Aghania of 7364 Via Capri, La Jolla, CA 92037  
Ken Assi of 1960 Zapo Street, Del Mar, CA 92014

By:   
Name: Sebastian Mariscal  
Title: Manager