



***CRUZ* DEVELOPMENT CORPORATION**

MICHAEL E. HAYNES ARMS

A MIXED USE APARTMENT COMMUNITY

Roxbury, MA

April 9, 2015

Daniel Cruz, Jr.

John B. Cruz, III



The ***CRUZ*** COMPANIES

- Based in Roxbury, MA, a neighborhood in Boston
- A vertically integrated enterprise
 - John B. Cruz Construction Company, Inc.
 - Cruz Development Corporation
 - Cruz Management Company, Inc.
 - Cruz Relocation Services, LLC.



CRUZ COMPANY HISTORY

- **John B. CRUZ** Construction Company, Inc.

- Began in 1948 as Cruz Brothers
- Incorporated in 1970
- John “Bertie” Cruz, Jr. founder

- **CRUZ** Development Corporation

- Founded in 1972

- **CRUZ** Management Company, Inc.

- Founded in 1982

- **CRUZ** Relocation Services, LLC.

- Founded in 2013



***CRUZ* DEVELOPMENT CORPORATION**

- ▶ Formed in 1973 and incorporated in 1982
- ▶ Its first development was a 38 unit multifamily building
- ▶ Has developed over 1,600 units of multifamily housing with an aggregate total development cost of ≈\$400,000,000
- ▶ Has structured, financed and completed
 - ▶ New construction
 - ▶ “Gut” rehabilitation
 - ▶ “Mod” rehabilitation



CRUZ Construction Company, Inc.

- ▶ A full service construction company founded by John B. Cruz, Jr.
- ▶ Certified Minority Business Enterprise in Massachusetts
- ▶ Bonding capacity of ≈\$35,000,000
- ▶ Building types constructed include
 - ▶ Multifamily: Garden Style, Multi-Story and Scattered Site
 - ▶ Commercial, Retail, Office and Warehouse / Storage
 - ▶ Medical and Dental Facilities
 - ▶ Boston Police Headquarters (joint venture)
 - ▶ Reggie Lewis Sports Complex (joint venture)



CRUZ Management Company

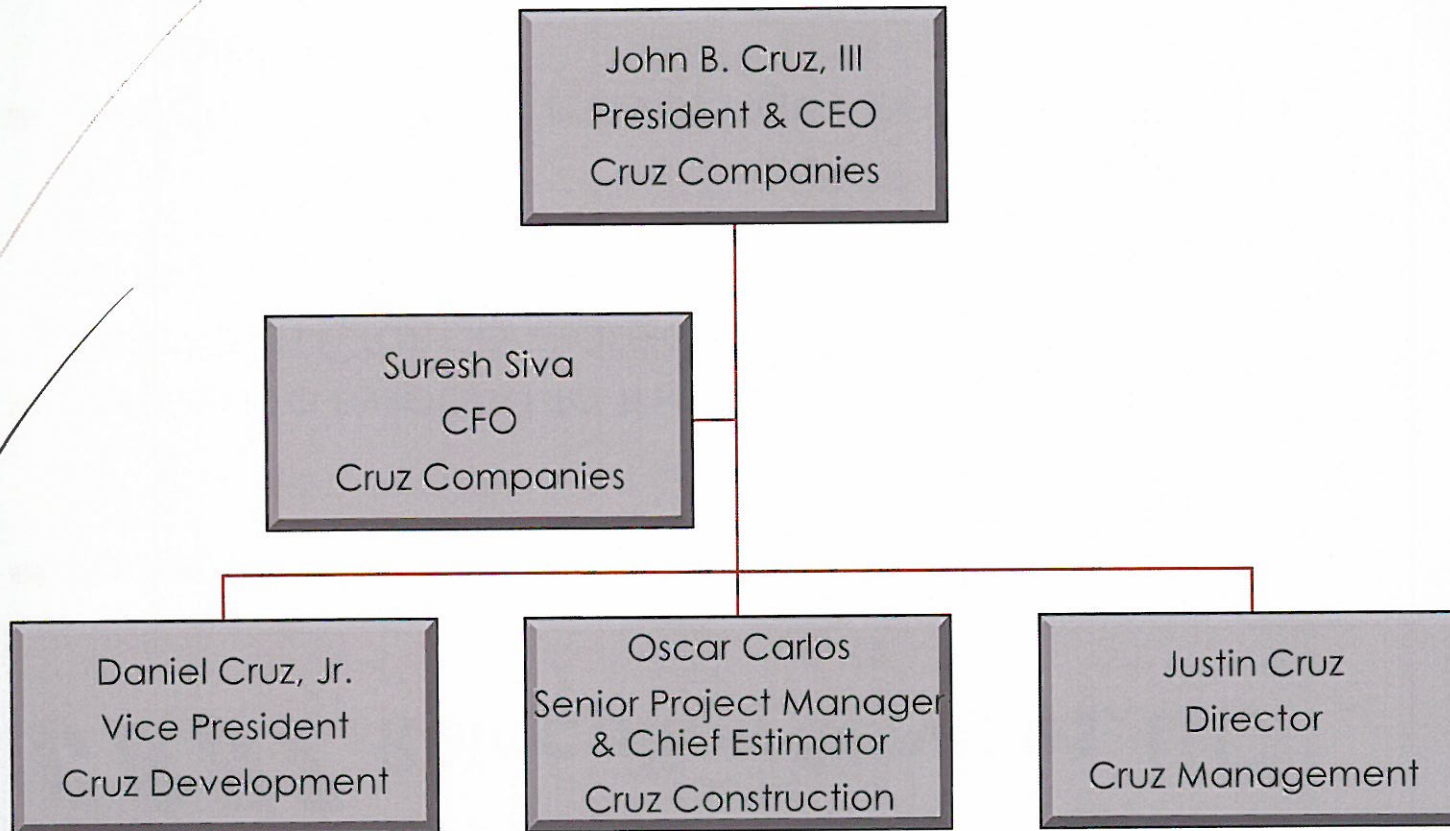
- Founded in 1982
- A full service property management company
 - Property Management
 - Tenant Services
 - Repairs and maintenance
- Manages over 1,100 units of multifamily housing
- Provides 3rd party management services
- Skill base includes
 - Market Rate
 - Low Income Housing Tax Credit Compliance
 - Other government programs (S-8, IRP 236 and others)



CRUZ Relocation Services, LLC.

- ▶ Founded in 2013
- ▶ Formed to respond to the temporary relocation of tenants in Cruz controlled properties undergoing rehabilitation
- ▶ To date, over 2,000 moves have been successfully completed

CRUZ Senior Management





**MICHAEL E. HAYNES ARMS
DEVELOPMENT TEAM
100% MBE**

- ▶ Cruz Development Corporation – *Project Developer*
- ▶ Cruz Construction – *General Contractor*
- ▶ Cruz Management – *Property Management*
- ▶ Micheal Washington Architects – *Architectural Firm*
- ▶ Dennis Tourse - *Legal Counsel*
- ▶ Denzil McKenzie – *Legal Counsel*



MICHAEL E. HAYNES ARMS

**A Mixed Income Apartment Community
Providing “Workforce” and Market Rate Housing.**



MICHAEL E. HAYNES ARMS – BUILDING

- Proposed – construct a 51 units of multifamily “Workforce” rental housing
- 15 Market Rate Housing Units
- 36 LIHTC “Workforce” Housing Units
- Unit mix:
 - 4 One Bedroom Units
 - 45 Two Bedroom Units
 - 2 Three Bedroom Units
- 9,600± of commercial office space
- 5 units will be handicapped accessible
- Community Room with full Kitchen



MICHAEL E. HAYNES ARMS- Building

- Structure will be LEED Silver
- Exterior
 - Building will blend with existing structures
 - Brick & Precast Plank w/ mansard roof
 - Hardie Board & Trim
- On site parking under building w/ access on Clifford with 36 spaces



MICHAEL E. HAYNES ARMS- Building

- Interior

- Energy Star appliances
- Wood, VCT & ceramic tile
- Low flow faucets and toilets
- Tenant storage in basement
- Laundries in building



MICHAEL E. HAYNES ARMS – Tenant Profile

- 36 units of “Workforce” Housing Tenancy will be income based
- Applicants must prove adequate income to pay the rent
- Available to families and individuals that earn approximately between 50% - 60% of the median income (The 60% income is \$57,720 for a family of four)
- 15 units will be “Market Rate”



MICHAEL E. HAYNES ARMS INCOME COMPARISON ROXBURY & PROJECT

(Two Bedroom Apartment)

- Boston Median Income ≈ \$94,400
- Roxbury Median Income ≈ \$30,000
- Boston Average Rent ≈ \$2,543
- Roxbury Average Rent ≈ \$1,764
- Haynes Arms Target Income ≈ \$57,000
- Haynes Arms Projected Market Rent ≈ \$1,625



MICHAEL E. HAYNES ARMS– Local Services

- Transportation
 - Major arterials
 - Warren Street
 - Interstates 90/93
 - Public Transportation
 - Bus lines to Dudley Station
 - Access to Orange Line at Roxbury Crossing
- Area Amenities include
 - Washington Park Mall – Across Warren Street
 - Save-A-Lot – Food market
 - Marshalls
 - Shops and fast food
 - Roxbury YMCA
 - Yawkey's Boys and Girls Club



The ***CRUZ*** COMPANIES
Current Projects
Employment Statistics



“*CRUZ* CARES”

“is not just a motto, but statement by which the company and its employees govern their day to day activities”



The **CRUZ** COMPANIES WAYNE AT BLUE HILL

- ▶ Contract amount - \$6,026,219
- ▶ MBE % - 85%
- ▶ WBE % - 3%
- ▶ Section 3 % - 72%
- ▶ Minority Work Hours % - 77.5%
- ▶ Boston Resident Hours % - 62.6%
- ▶ Female Worker Hours % - 5.3%



The **CRUZ** COMPANIES WAYNE AT FRANKLIN HILL

- Contract amount - \$9,858,980
- MBE % - 70%
- WBE % - 4.5%
- Section 3 % - 69%
- Minority Work Hours % - 74.2%
- Boston Resident Hours % - 58.9%
- Female Worker Hours % - 4.5%

Boston Employment Commission Project Review

Wayne @ Columbia
April 15, 2015

Developer: J.B. Cruz Construction

General Contractor: J.B. Cruz Construction

Construction Cost: \$ 10 Million

Construction Period: 10/14 to 10/15

Construction Monitor: Christopher L. Brown

BRJP Goals: 50% Resident 25% Minority 10% Female

Project Description: Renovation of apartment buildings in Dorchester (Columbia Road and Bellevue Streets) and Mattapan (Blue Hill Ave.) Modifications include, new kitchens, bathrooms, new roof, new electrical and masonry. The project is expected to last approximately 1 year.

I. Overall Numerical Compliance

Report Run Date: 04/06/15

Includes Work Records from: 11/15/14 – 04/04/15

# Workhours	# Workers	# Contractors	% Residents	% Minority	% Female
10,061	62	9	59%	89%	8%

The **CRUZ** COMPANIES
MBE UTILIZATION



The **CRUZ** COMPANIES

WALNUT APARTMENTS

- Contract amount - \$7,618,764
- MBE % - 59%
- WBE % - 3%
- Section 3 % - 59%
- Minority Work Hours % - N/A
- Boston Resident Work Hours % - N/A
- Female Work Hours % - N/A



The **CRUZ** COMPANIES
EMPLOYMENT

	Minority	Boston Residence	Women	Section 3	Total Payroll
2012	82%	63%	18%	20%	\$2,616,116
2013	77%	62%	19%	17%	\$3,410,052
2014	75%	60%	19%	17%	\$3,522,036



CRUZ COMPANIES PARTNERS WITH FREEDOM

HOUSE >10% OF ALL PROFITS

Freedom House was founded in 1949 to help young people achieve self-sufficiency and put them on the path to upward social mobility.

Freedom House Programs

- Push High School
- Push College
- Communiversity
- Summer Intensive Institute
- Technology Center



CRUZ COMPANIES SUPPORTS YOUTHBUILD

Cruz is committed to hire 10 YouthBuild graduates.

YouthBuild Boston was founded in 1990 to provide underserved young people with the support and credentials needed to successfully enter the trades.

YouthBuild Programs

- Career Exploration
- Pre-Apprentice Program
- The Designery
- uBuild Service Learning



CRUZ COMPANIES CHARITABLE CONTRIBUTIONS

Charitable Profile & Giving

In the last three years, the Cruz Companies has contributed over \$124,000 to local charitable organizations.

2012	\$31,000
2013	\$32,547
2014	<u>\$61,123</u>
Total	<u>\$124,670</u>

Charities: Make a Wish Foundation, American Cancer Society, Children's Services of Roxbury, Roxbury Homecoming Committee, YouthBuild Boston, Project Bread, AIDS Walk Boston, METCO, Urban League of Eastern MA, NAACP, Score4More, Inc., Holy Tabernacle Church, TRI-AD Veterans League, Inc., Crispus Attucks Children's Center, Big Brother Big Sister of Massachusetts, Mothers For Justice & Equality, Dana Farber Cancer Research, Roxbury Community College, The Caribbean Foundation, Diamond Educators Mentoring, Inc., Mission Hill Family Collaborative, Greater Boston Sickle Cell Disease Association, Prostate Health Education Network, The Yawkey Club of Roxbury, The Rashad Lesley Barnes Fund, Boston Bengals Pop Warner, Onset Beach Jazz Festival, and more!

CRUZ COMPANIES COMMUNITY OUTREACH

- **CRUZ CARES: Community Arts, Recreational and Educational Services**
- Our nonprofit "CRUZ CARES" Program provides day trips, activities, and social services for youth and residents of all Cruz Properties.



CRUZ CARES BIKE & SKI TRIPS



MICHAEL E. HAYNES ARMS





MICHAEL E. HAYNES ARMS - Site

- Two contiguous parcels bordered by Warren & Clifford Streets
- Parcel I subject of DND Request for Proposal
- Parcel II is under Option Agreement to Purchase by Cruz Development

Arial View W/ Parcel ID



MICHAEL E. HAYNES ARMS



PHASE I
280-290 WARREN STREET

WARREN STREET ELEVATION & STREETScape

MICHAEL E. HAYNES ARMS



PHASE I
280-290 WARREN STREET

CLIFFORD STREET ELEVATION



MICHAEL E. HAYNES ARMS – Unit Mix

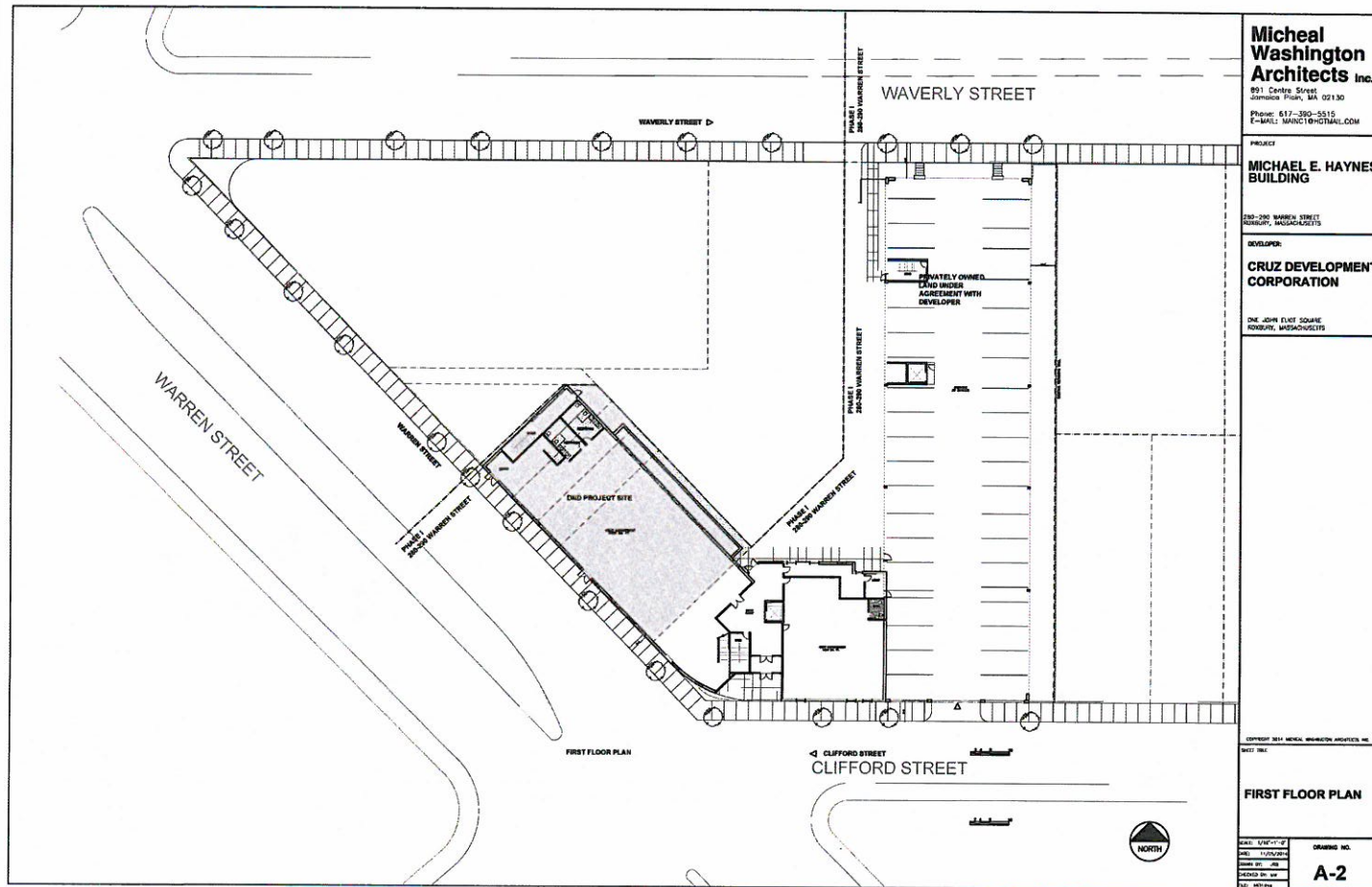
Unit Bedrooms	# of units	Square Feet	Baths	Unit Type
One Bedroom	4	800	1	Flat & Two Story
Two Bedroom	45	999	1.5	Flat & Two Story
Three Bedroom	2	1,285	2	Two Story



MICHAEL E. HAYNES ARMS- Building Dimensions

- ≈92,707 Gross S/F
- ≈56,052 Net Residential S/F
- ≈7,300 Commercial / Office S/F
- ≈10,040 Common Area S/F
- ≈7,374 Other use S/F
- ≈11,957 Onsite Parking S/F

MICHAEL E. HAYNES ARMS



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PROJECT
MICHAEL E. HAYNES BUILDING

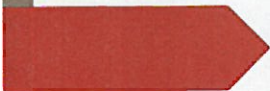
280-290 WARREN STREET
 ROXBURY, MASSACHUSETTS

DEVELOPER:
CRUZ DEVELOPMENT CORPORATION

ONE JOHN ELIOT SQUARE
 ROXBURY, MASSACHUSETTS

FIRST FLOOR PLAN

DRAWING NO.
A-2



***CRUZ* DEVELOPMENT
CORPORATION**

QUESTIONS & THANK YOU

MICHAEL E. HAYNES ARMS



