

PROPOSAL FOR

# PARKER AND TERRACE HOMEOWNERSHIP DEVELOPMENT

Submitted by Mission Hill Neighborhood Housing Services and Z Capital Investments

November 7th, 2022



Z CAPITAL INVESTMENTS

CITY of BOSTON

NHHS  
MISSION HILL  
NEIGHBORHOOD HOUSING SERVICES

November 7th, 2022

Julio Pilier  
Development Officer Mayor's Office of Housing  
12 Channel Street, 9th Floor  
Boston MA 02210

Dear Julio:

Z Capital Investments ("Z Capital") and Mission Hill Neighborhood Housing Services (MHNHS) are excited to respond to the Parker and Terrace Street Development Request for Proposals for affordable homeownership on 11 vacant city owned parcels.

Mayor Wu has set homeownership as a critical goal to Boston's future. Our proposal for thirty six new homeownership units that target families recognizes that making homeownership available for all people is a crucial aspect for building generational wealth and long-term stability for families in Boston. For that reason, we have assembled a diverse team of talent with the skills, experience, and commitment to deliver complex urban infill projects successfully. MHNHS has a long history of leadership and grassroots organizing, and community engagement as well as a successful track record bringing affordable housing development to Mission Hill. Z Capital represents a new generation of developers who are committed to equitable and green development that meets the needs of local communities as well as Boston's zero carbon emission goals.

Our team of designers, engineers, contractors, and consultants have participated in many developments in the New England area. We are committed to a collaborative process at Parker and Terrace Street that incorporates feedback from the community and meets Mayor's Office of Housing guidelines for affordable homeownership. Specifically, MHNS's expertise in community engagement as well as our collective experience in zoning, design, brownfields, construction, and project financing puts us in a unique position to tackle this complex and multifaceted assemblage of lots.

Our development team's community focus, placemaking skills, design sensibilities, sustainability acumen, and financial capacity position us uniquely to deliver thirty-six new affordable homes to Boston. Z Capital and MHNS look forward to engaging in the planning, development, and construction process alongside with the Mayor's Office of Housing.

Thank you for the opportunity to bring this shared vision to life.

Zeina Talje

Patricia Flaherty

Z Capital Investments

Mission Hill Neighborhood Housing Services

# DEVELOPMENT OBJECTIVES

Our team's commitment to the community and development experience shows our qualifications, but it is our shared objectives to enhance life for Mission Hill residents that sets us apart. As a team we have highlighted the following five objectives for our proposal:

1

## 100% AFFORDABLE HOME OWNERSHIP

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We understand the need for homeownership and have designed a plan that creates thirty six (36) new affordable homes. The Parker Row Houses are comprised of eight (8) townhouses and the Brewery Flats offers twenty-eight (28) affordable flats with a mix of one, two and three bedrooms. Half of the total units (16) is affordable to residents making eighty percent (80%) of Area Median Income (AMI) and half of the units (16) is affordable to residents making one hundred percent (100%) of Area Median Income (AMI). Both Parker Row Houses and Brewery Flats oversee shared open space and a community garden.

2

## CREATE A PUBLIC COMMUNITY GARDEN

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We have located a new community garden on the sunniest and flattest part of the site at the northern side along Parker Street. Individual garden beds, some raised, will be linked by accessible paths surrounded by a fence. The garden includes a tool shed and water source. Irrigation water will be collected in cisterns off the townhouse roofs. MHNHS will guide its design and find the best way to manage it ensuring it welcomes community members.

3

## SOCIAL + ENVIRONMENTAL SUSTAINABILITY

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The overall development is planned for Net Zero energy use. The team plans to use Passive Building Principles as established by the non-profit PHIUS as the standard for design and construction. These principles include a high-performance enclosure, airtightness, balanced ventilation, high-performance glazing, and moisture control. The project team has extensive experience with high-performance

and E+ buildings. Z Capital has already delivered homeownership units that meet the City of Boston's Net Zero goals and continue to offer occupants approximately 80% savings in energy use relative to a comparable new project built only to code standards. These approaches to sustainability are not only critical for our environment but also provide operational savings that would aid in the long-term financial well-being of homeowners. The proposed Parker Townhouses and Brewer Lofts will be a model of sustainability for the City of Boston.

4

## CREATE INCLUSIVE AND CONNECTED OPEN SPACES

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Central to our proposed site plan is connecting and integrating the Parker Row Houses, Brewery Flats and the community garden into the overall site as well as into the urban fabric of Mission Hill. We looked closely and studied nearby accessible paths like those at Fitzgerald Park and designed a path that winds through the site starting at the community garden, down to "The Green" and brings residents to a small plaza at the entrance to the Brewery Flats. This path can integrate art or sculpture that reflect the richness of the Mission Hill community.

5

## INCLUSION

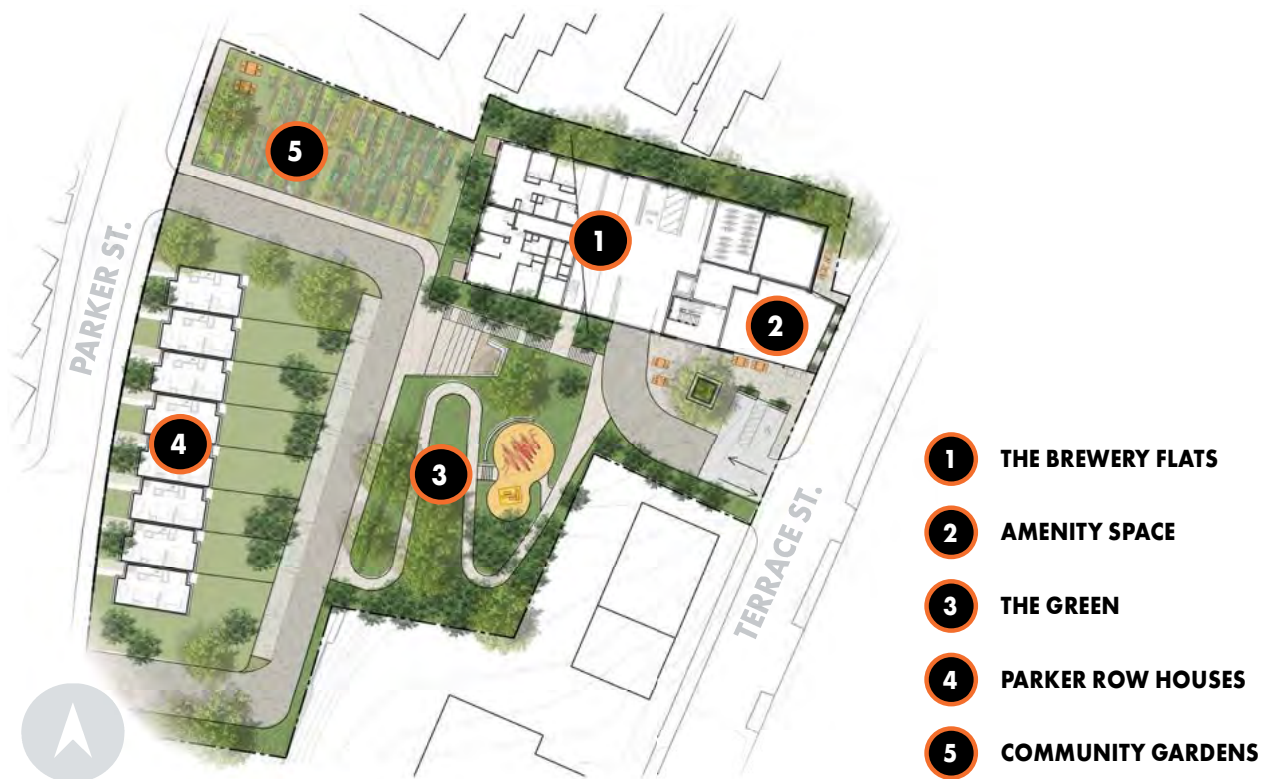
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Achieving an inclusive and equitable hiring plan that reflects Boston's broad pool of diverse talent as well as provides new employment and contract opportunities to MWBE firms, low-income residents, as well as women and minorities will be a primary objective for our team. MHNHS will be an asset bringing five decades of inclusive community engagement to the entitlement process. Please refer to the Equity and Inclusion narrative as well as the Community Engagement Plan in our proposal for more details.

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## 2. DEVELOPMENT PLAN



## **2.1 PROJECT SUMMARY**

## 2.1 PROJECT SUMMARY

Z Capital Investments (“Z Capital”) and Mission Hill Neighborhood Housing Services (MHNHS) have partnered for the development of 11 vacant city owned parcels at Parker and Terrace Streets.

Our partnership is one of complementary skill sets but combined vision. Z Capital and MHNHS are eager to combine their respective development expertise executing on complex projects as well as their community engagement skills to present a solution that meets the desired community aspirations while ensuring viability.

Z Capital Investments, while an emerging developer, has decades of real estate development and investment experience in Boston. Its recent execution of two Net Zero developments in Mission Hill challenged the notion of the neighborhood as only a student rental investment market. Z Capital delivered and sold these owner-occupied restricted homes during the pandemic attracting new long-term residents to the Hill.

MHNHS is a community-based non-profit organization committed to the revitalization and stabilization of the Mission Hill neighborhood. MHNHS has been a strong positive force in preserving and revitalizing the Mission Hill community as evidenced by its leadership role assembling a team and implementing development at One Brigham Circle and Parcel 25 more recently. MHNHS will play a vital role guiding the development team in a transparent community planning process that would result in a shared vision for this site.

We are excited to propose a total of thirty-six 36 affordable homeownership units in two different building types, a community garden, and a collection of open spaces and paths that knit these elements together as well as with the Mission Hill neighborhood.

The affordable homeownership units are located on two major streets, Parker and Terrace, on opposite sides of the collection of parcels in the RFP. Our team recognizes that a small scale and low density development that conforms to the neighborhood context is the right approach. We are proposing two types of homeownership in two buildings that blend into the streetscape of Parker and Terrace Streets as follows:

The “**Parker Row Houses**” are a collection of eight (8) townhouses located at 786 to 796 Parker Street. The Parker Row Houses blend with the triple-decker archetype native to the Hill while providing homes with a backyard and parking ideal for families.

The “**Brewery Flats**” are twenty-eight (28) affordable flats on four (4) levels over parking. The Brewery Flats are located on the former site of the Union Brewery Company at 77 Terrace Street adjacent to the remaining smokestack from the original structure. The industrial nature of Terrace Street allows for a five story building to sit comfortably within the urban fabric. We have designed efficient units that offer a mix of one, two and three bedrooms in an elevator building with parking. The Brewery Flats will also have a shared one thousand square foot amenity space overlooking Terrace Street. (See 2.2 Design Narrative)

The **community garden** is located on the northern side of the site at 772-778 Parker Street and is six thousand (6,000) square feet. MHNHS has extensive and successful experience owning and managing significant open space in Mission Hill. MHNHS will take the lead in the process of determining the best approach to managing the community gardens either directly or with a partner. (See 2.11 Community Garden)

A critical component of our proposal is the open green space connected through a series of paths throughout the site. We have allowed for a large area at the center of the site behind the old Union Brewery smokestacks to remain open public space and have called it “**The Green**”. The proposed path that swirls through the site will allow the community easy access across the site down to the MBTA station while “The Green” will provide a nice landing area. We have also planned a small plaza in front of the Brewery Flats to further activate Terrace Street. (See 2.1 Design Narrative)

Given the site complexities and topography, we have included an overview of the construction, environmental and geotechnical considerations that have guided our design. We will work closely with MOH on the remediation process. We are carrying environmental insurance in our development budget and have estimated that the remediation costs for the site will be in excess of The Brownfield Clean Up Grant funds made available by MOH. We will be working with MOH to secure additional funding from sources such as Mass Development and other public agencies. We will work closely with MOH and its LSP on the coordination of the environmental remediation. Once the remediation is complete, MOH's LSP will draft a permanent solution statement and request that MassDEP provide a letter confirming that the permanent solutions statement meets applicable regulations. At that point we will be able to provide lenders with the necessary reassurances to close on the construction loan and commence construction. (See 2.12 Construction Plan and Approach)

We see our proposal as a starting point for a guided community process. MHNHS and Z Capital will lead a community driven planning process to inform and further refine the ultimate vision for the Parker and Terrace homeownership development. The proposed development will reflect the neighborhood's input and will address needs identified in the planning process. (See 2.13 Community Engagement)

We expect the overall project duration to be forty eight months. In the first eighteen to twenty four months, we will complete the community process, submit and obtain permits, and complete the remediation work in coordination with MOH. In the following eighteen to twenty four months, we will commence and complete construction. We have reserved a conservative six months to complete unit sales.

## Development Team





# DEVELOPMENT TEAM

**Z Capital Investments** is a Boston based WBE real estate investment and development firm that uses a multi-disciplinary business model to deliver the highest quality buildings. It combines traditional finance and investment expertise with real estate development, sustainable building, architectural training, and project management experience. This integrated approach provides a solid foundation for all partners and community stakeholders. Understanding the nuances, character, and history of a neighborhood is more art than science—but it’s an essential part of the development process. After completing two homeownership projects in Mission Hill with MOH during the pandemic, Z Capital is eager to contribute its development expertise and partner with MHNHS to bring much needed affordable homeownership opportunities to Mission Hill. Z Capital combined its development knowledge executing on complex projects with MHNHS development and community engagement skills to present a solution that meets desired aspirations and RFP goals while also being viable as a development.

**Mission Hill Neighborhood Housing Services, Inc. (MHNHS)** is a community-based non-profit organization committed to the revitalization and stabilization of the Mission Hill neighborhood of the City of Boston for all those who live and work there. MHNHS has a strong track record involving the Mission Hill community in the predevelopment planning process for projects we have been involved in developing. Our approach has been largely successful in identifying and fostering the participation of key stakeholders, getting their “buy-in” about the planning process itself, and ultimately gaining their support for the projects and hopefully consensus around the key goals and objectives to be achieved through the project.

## A Shared Vision

As a development partners in the Parker and Terrace Affordable Homeownership Development, MHNHS and Z Capital will apply similar strategies and principles to the development process that they have used in the past. While MHNHS and Z Capital have presented a potential option for a development in response to the RFP based on the information gleaned from the City’s own community process once designated it will plan to refine the potential development options for both the housing component and the community garden/open space components with our community. We expect to confirm and test the stated goals and priorities with the stakeholders against real opportunities and potential limitations (whether these be limitations of the site, massing, uses, cost, public/private program or financing requirements, etc.) as part of an open and inclusive community participation process that will inform our ultimate development. Our goal is that the process will ultimately result in a plan that harnesses community support and meets as many of the community’s objectives as possible. Most importantly, we will be aiming for a plan that is viable and buildable given the site challenges and limited resources for affordable homeownership.



## PARTNERSHIP STRUCTURE

Development entity will be a joint venture between Z Capital and MHNHS under a newly formed Limited Liability Corporation (LLC). Z Capital will act as the LLC's managing member responsible for daily operations and execution of the project. MHNHS will contribute its community engagement expertise ensuring that the development serves outlined goals. MHNHS will also lead in developing the community garden and best options for its long-term ownership and operations. This may include identifying another non-profit to own and operate or lease. MHNHS will input into the community garden's program, affordability, and design to meet the Mission Hill community's objectives. MHNHS has extensive experience owning and managing significant open space in Mission Hill given its co-ownership of the Kevin W. Fitzgerald Park and may ultimately opt to retain ownership of the community garden and its operations. Developer overhead/fee will be split between MHNHS and Z Capital in a manner commensurate with the level of MHNHS's involvement in the project and the level of guarantees that it may provide to the development/lenders. Z Capital will contribute developer equity required in the capital stack along with Mass Housing Investment Corp (MHIC). MHNHS is expected to provide some level of guarantee for the loan.

The point of contact and authorized representative for the partnership is Zeina Talje. Key members for Z Capital and MHNHS are listed on the preceding pages

Mission Hill Neighborhood Housing Services, Inc. is not involved in any lawsuit brought against the Applicant or principals in courts situated within Massachusetts with the past 5 years, but as the MOH is aware the Phase 2 LLC is negotiating related to a complaint filed by MassDEP and the AG's office for the period of time prior to when we knew there was ACM at the Phase 2 site.

There are no lawsuits brought against Z Capital or its principles.



## KEY PERSONNEL AND ROLES



Zeina Talje - Z Capital

Zeina Talje - Entitlement, Finance, and Development

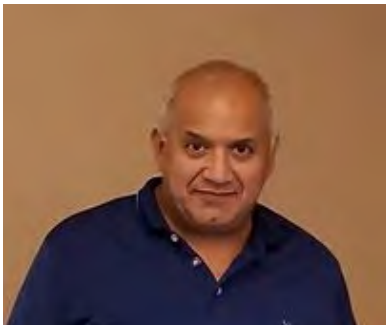
has 25 years in real estate design, development, finance, and asset management with private equity, Fortune 500, local and national firms. She is founder of Z Capital Investments, a real estate development and investment firm focused on mixed use projects with superior energy performance. Zeina holds an M.S. Architecture from McGill University & an MBA from Columbia University. She holds several certifications including Passive House consultant, real estate salesperson license and General Contractor license in Massachusetts. Zeina is a Board Member of tech startup coUrbanize and the



David Salomon - Z Capital

David Salomon - Construction Management

David has over 45 years of experience with development consulting and construction providing owner representation from acquisition through construction completion and occupancy. He has worked for a number of major real estate and construction companies over his career as well as not for profit agencies and affordable housing developers. David is a board member of Homeowner's Rehab, Inc. in Cambridge, MA. for the Town of Brookline.



Ricardo Sanchez - MHNHS

Ricardo Sanchez - Community Engagement

Mr. Sanchez has been Senior Housing Project Manager for the Mission Hill Neighborhood Housing Services, Inc. since February 2015. Mr. Sanchez has over 30 years of extensive community planning, affordable housing development and mortgage financing experience working in the greater Boston area. Mr. Sanchez holds a Bachelor of Science degree in Environmental Design from the University of Massachusetts, Amherst and a joint Master's Degree in City Planning and Real Estate Development from the Massachusetts Institute of Technology in Cambridge

## **2.2 DESIGN NARRATIVE**

# DESIGN NARRATIVE

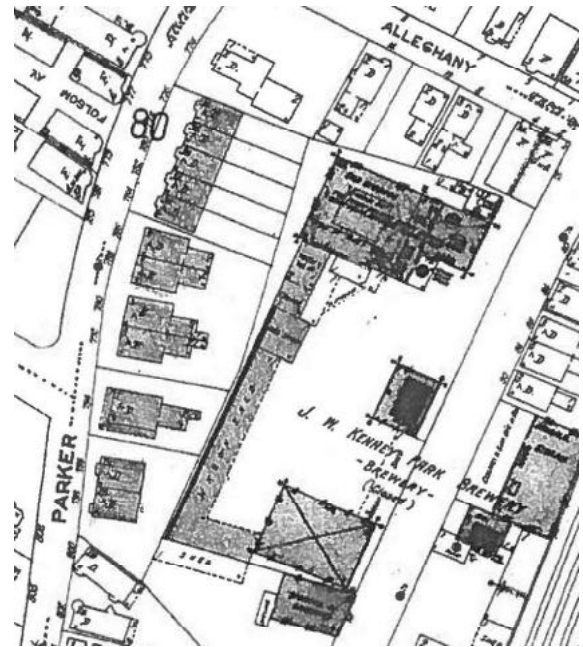
Our Parker and Terrace Street Homeownership Development embodies a vision of deeply sustainable, zero emissions buildings surrounded by inviting open space, with an accessible path weaving through the site, connecting the community gardens. The program consists of eight row houses on Parker Street that we are calling “Parker Row houses” as well as a new open space carved out behind the existing former powerhouse that we are calling “The Green”, and a new building on Terrace Street that we have called “Brewery Flats”. Our plan creates thirty six (36) new affordable homes. The Parker Row Houses consist of eight (8) townhouses and the Brewery Flats offers twenty-eight (28) affordable flats with a mix of one, two and three bedrooms. Our development provides much needed housing for families by offering twelve (12) Three-Bedroom homes as well as sixteen (16) Two-Bedroom homes. One or more of each unit type will be fully accessible per code requirements.

The site and building design respond to the different urban characteristics of the more residential and smaller scale Parker Street and larger, more commercial nature of Terrace Street, while also acknowledging the long industrial history on the site.

## Historic Context

The two adjacent Parker and Terrace Street parcels in this RFP have historically had remarkably different urban fabric. The Parker Street parcel comprises 11 separate residential parcels. In 1919, this portion of Parker Street was consistent with the surrounding neighborhood in density with 12 residential buildings with minimal front yards and varying depths of rear yards. Only one had disappeared by 1950, though the rest are now gone, leaving a yawning gap in the urban fabric where families had once lived.

By contrast, beginning in the 1800s, Terrace Street, in the Stony Brook Valley between Mission Hill and Highland Park (aka Fort Hill), was home to industry, especially breweries. Of 31 Boston breweries, 12 were clustered in Mission Hill and Jamaica Plain, utilizing the Stony Brook as a



(Top) 1919 Sanborn map showing Parker and Terrace sites; (L) Terrace Street view circa 1919 showing stable at left, powerhouse with smokestack and 6-story main brewery building; (R) former powerhouse building with mural



water source and local Irish and German immigrants as a workforce. Irish immigrant J.W. Kenney founded four of those breweries, including Terrace Street's Park Brewery in 1882 and Union Brewery in 1893.

The current parcel is about half of the former Union Brewing Company site, comprising four buildings, including a 6-story brewing facility along the north side of the property with its short face toward Terrace Street. Today, only the stable and powerhouse remain: the former, once Mississippi's Restaurant, is now architecture offices and the latter, with its highly visible smokestack, is unoccupied.

### Urban Context Today

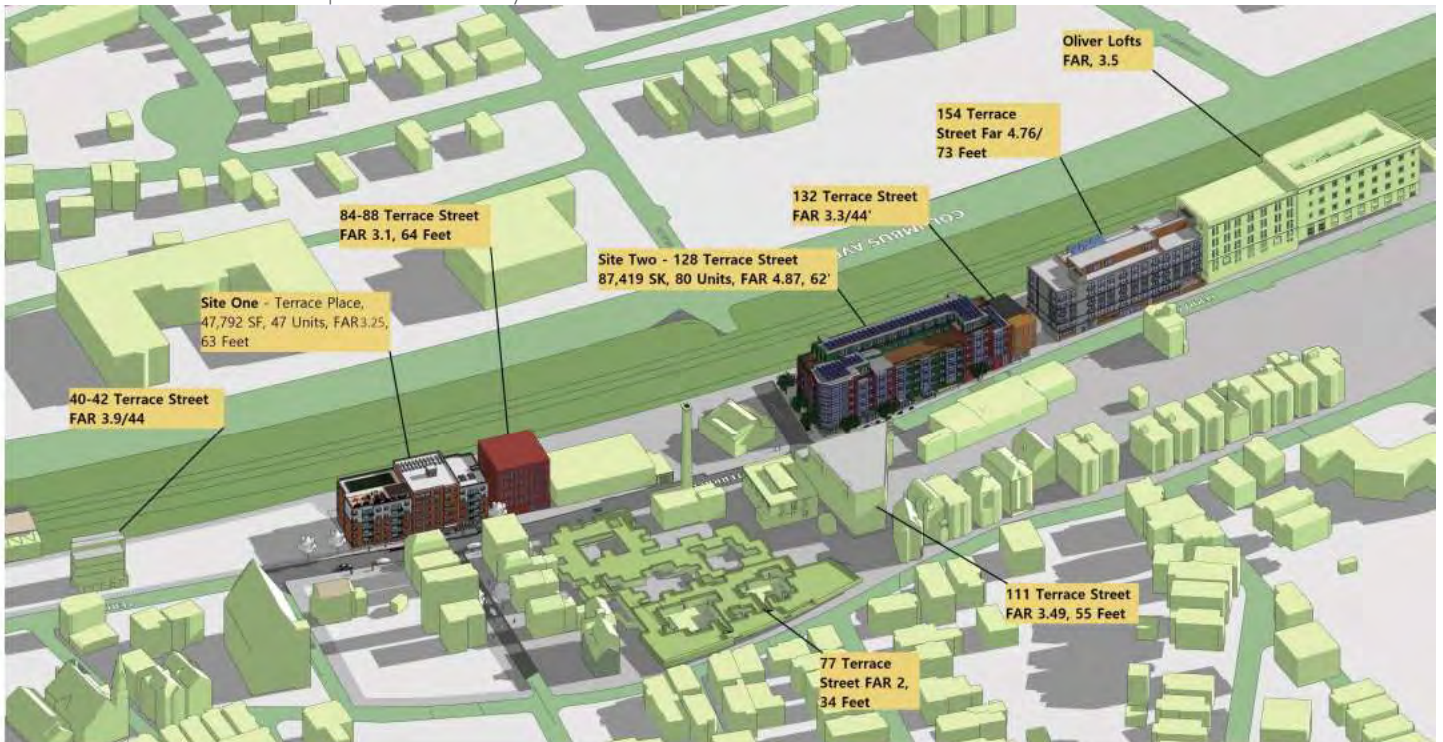
Historically and currently, these adjacent sites are completely different in character and context. Only a 37' steeply sloped hillside connects them.

At Parker Street, the context is a mix of single and multi-unit residential wood frame buildings from 2- to 4-stories across the street. The empty residential parcels were claimed for community gardens and an art park decades ago. Today the community gardens are inactive. No art remains in the art park, which has evolved into an urban wild with volunteer maple trees and an oak. Such a dense neighborhood needs open space; however, this unprogrammed and unmanaged type of open space invites undesirable activities and poses security risks.

Terrace Street has been enlivened in recent decades by Boston Building Resources, Diablo Glass and the renovated Oliver Lofts. Recently, new mid-rise residential buildings have begun to spring up along Terrace Street, with many more in planning and design. These range from 4 to 6 stories, up to 73' in height. They occupy most of the ground plane on their sites, offering no open space back to Terrace Street neighbors. Immediately adjacent to 77 Terrace, a 3-unit wood frame building was recently constructed at the corner of Allegheny Street. The character of Terrace Street is changing dramatically in a short timeframe.

building was recently constructed at the corner of Allegheny Street. The character of Terrace Street is changing dramatically in a short time frame.

### New Terrace Street Development - courtesy of Stull & Lee



## Amenities and Resources

Residents of these new buildings will enjoy an easy walk to both Roxbury Crossing and Jackson Square Orange Line stations, easy pedestrian and bike access to the Southwest Corridor Park and all of its resources, as well as access to Longwood Medical Area, Roxbury Community College, The Possible Zone, and the commercial activity along Tremont Street.

Additionally, there is a rich network of open spaces in Mission Hill, including the well-used Mission Hill Community Garden on Parker Street, McLaughlin Park and, a bit further away, Kevin Fitzgerald Park, shown below.

### Network of Open Spaces in Close Proximity



### Design Reflects Historic Patterns + Urban Context

The character of each street is unique. The place-specific design concept honors that and reflects historic patterns of use and building massing at both Parker and Terrace Streets, and maintains the distinct identities of upper and lower neighborhoods.

At **Parker Street**, the proposed density and typology reflect the early 20th century housing. Where there were 12 buildings, including 5 row houses, we propose 8 row houses, 3 stories high. Wider than the historic row houses, but narrower than the historic duplexes, they



Houses on Parker St.



Proposed Row Houses on Parker St.

fit easily into the existing fabric of Parker, Hillside and Folsom Streets, and leave plenty of open space for community gardens. Each rowhouse has a front yard, stoop and door facing its Parker Street neighbors. Row houses are all 3 bedroom units, with upper floor roof decks.

At **Terrace Street**, we propose to locate the bulk of the development in a new mixed-use building at the north side of the site, in the approximate footprint of the historic main brewery building which was 6 stories high.

The proposed new 5-story building faces Terrace Street with a one story amenity/commercial space and adjacent outdoor patio. This elevator building includes 1-, 2- and 3-BR flats, some with patios or balconies.

With a shoulder toward Terrace Street occupying less than half the frontage, the building doesn't overpower Terrace Street neighbors and pedestrians. The one-story glass-enclosed amenity space offers a friendly front for the development which could house a cafe. The rest of Terrace Street is open with a plaza shared by pedestrians, bikes and vehicles entering the garage. It opens views up the hill to the central green space and offers some breathing space along Terrace Street amidst current and planned mid-rise buildings.



Buildings on Terrace St.



Terrace Street Brewery Flats looking north

### Compact Development

By concentrating the new development where buildings were previously located, the design creates substantial open space both for residents and the broader community. Rather than a larger footprint at four stories, we propose a more cost- and energy-efficient 5 story building in a smaller footprint. This compact development approach supports high performance, sustainable buildings targeting Passive House (PHIUS) standards. It also redevelops a brownfields site.

### Open Spaces Build Community

Among the project goals is to minimize the building footprints to make the site as open and green as possible, and to use the open space to build community – among residents and between them and their neighbors at Parker and Terrace Streets. If the team is designated as developer, that community-building will begin with a series of community design workshops to elicit neighbors' visions and plan and design the open spaces that connect the community. We share some initial ideas here.

### Winding Path + Stairs Link Open Spaces

The challenge of the site is also its opportunity –namely, the 37-foot grade change between Parker and Terrace Streets that provides a formidable barrier to traversing the site, is also a key character-defining opportunity to make



### Parker and Terrace Homeownership Development



something that fits into the patterns of Mission Hill.

Central to the entire site plan, a serpentine, universally-accessible path and a straight-line stairway unite the distinct building characters found on Parker and Terrace Streets, and connect all five elements of the development: row houses, community garden, central open space, Terrace Street flats, and the amenity space. The winding path, similar in character to the nearby accessible path in Kevin Fitzgerald Park (above), is a primary catalyst on the site. It links the two building types with a path that is as much a place as a path. It weaves through trees and plantings, traversing from Parker Street past the new raised bed community garden, to a small landing space where a stair diverges.



From there the path heads south along the backside of a driveway shared by row houses, looping back towards the Terrace Street Brewery Flats, in a loop that encloses a small, natural play area before converging with the stair at a small pedestrian plaza near the entrance to the Terrace Street building and amenity space. The path can have moments of art, sculpture and educational signage, reflecting Mission Hill and this site's history and geology. Traversing the path or stairs, one will encounter changing views up or down the hill.



### Public Community Gardens

The new community garden is located on the sunniest and flattest part of the site at the northern side along Parker Street. Individual garden beds, some raised, will be linked by accessible paths surrounded by a fence. The garden includes a tool shed and water source. Irrigation water will be collected in cisterns off the townhouse roofs. The fence is fronted by a planted buffer at the sidewalk. At the rear, the gardens terrace downward toward the Terrace Street Brewery Flats.

### The Oasis @ The Center

The heart of the new community is at the juncture between the row houses at Parker and the flats at Terrace Street, behind and overlooking the former powerhouse building/smokestack. It's imagined as semi-public— along the serpentine path



which neighbors will use, it includes sitting stairs of found stone integrated into a steep portion of the site which pool in a small flat gathering zone. A natural play zone and sitting area is adjacent, surrounded by shrubs and plantings to create a green oasis in the middle of the winding path. Residents and neighbors will enjoy sunshine, gathering, children playing, and perhaps edible shrubs like blueberries.



### Resident Outdoor Space

Along Parker Street the homes will have semi-private spaces on both the front and back of the buildings, following the pattern of its neighbors on this street. Drifts of understory trees provide a veil of privacy to the windows and entrances of the buildings off the street, and their spring blossoms and fall color will become a new punch of color at a lower scale and closer to the street than what the current condition exhibits.

Parking is nicely tucked from public view behind the buildings and takes advantage of the site's slopes to diminish the impact of parking from the units themselves which look over the green open space to the east. As a sustainability strategy both the parking spaces and driveway are anticipated to be paved with permeable pavers to mitigate stormwater.

The one-way drive at the rear will be designed as a "woonerf" or "living street" – a zone shared by pedestrians, cyclists and cars (image at right). It is designed for pedestrians to feel safe and cars to move through slowly, giving right of way to children playing. This road should be pervious pavers to allow water drainage and support a people-friendly environment. Private rear yards meet the living street, with one parallel parking space per unit. This drive also allows fire and emergency vehicle access to the rear of row houses and the Terrace Street building.

At Terrace Street, the Brewery Flats parking is tucked under the building, significantly diminishing the paved areas and

their stormwater runoff. Here too the pedestrian and driveway pavements are anticipated to be permeable pavers helping to recharge stormwater that does fall on the limited areas of pavement. The entrance to this larger building has an appropriately-scaled entrance plaza that acts as a welcome mat which connects the street with a semi-public open space.



The dramatic slope of the site alongside this building is terraced and traversed with a dramatic stairway that connects the Parker and Terrace elevations, and is punctuated with small spaces to rest or occupy as outdoor respite areas for the residents.

Also built into the slope are sitting stairs for relaxing and/or a gathering, and a play area for children that is enclosed by the serpentine site walk and where elements such as retaining walls and slopes that create the level play space become elements for play or seating.

### Sustainable Site Design

The sustainability program of this proposal takes a broad view of that term and touches upon stormwater management, strategic siting of buildings and site structures to reduce removal of existing hardwood trees on the site, and deployment of materials. Stormwater management has been maximized on site utilizing Low Impact Development (LID) techniques, locating permeable paving and bioswales where possible, to slow down run off and encourage infiltration to recharge the groundwater.

Existing trees have been noted and a clear design objective of the proposal is to retain as much of the healthy and non-invasive tree canopy as possible. Native and adaptive plants mitigate effects of urban development and improve site ecology because they are drought resistant and promote biodiversity while creating important wildlife habitat.

Species that perform well on slopes will be included to hold the slope, retaining valuable nutrients in topsoil. Existing mature, healthy, non-invasive trees will be protected as possible. Removed trees will be replaced by native trees. The trees at the perimeter of the site will be kept to the most extent possible to provide a planted buffer to the neighbors.

A large, preserved, open space along Parker Street features the reincarnation of the pre-existing community garden that steps gently down the hill. Its amended soil, new enclosure and provision of sustainably sourced water and new seating spaces promote healthy food production as well as capitalize on the social well-being of fellow gardeners.

### Complete Streets

The City of Boston's Complete Street program aims to create quality spaces for all users. The development adheres to the Complete Streets guidelines with a widened sidewalk on Terrace Street, addition of new street trees, short-term bicycle parking, universal access and front yards.

### Building Design

The **Parker Street Row-houses** are 3-bedroom/3-story buildings, which step back slightly as Parker Street curves, a scale that nestles into the neighborhood. Individual row houses are distinguished with recessed entries and stairways as well as with sawtooth rooflines facing south for solar electric PV panels. The fiber cement clapboard siding, with some variation of direction and exposure reflects the wood clapboard and shingle siding of the surrounding neighborhood.

Each unit has an individual covered entry porch and landscaped front yard. The entry is called out with wood siding around the doorway. These three bedroom units have open living/dining/kitchen space on the ground floor with windows front and rear. Kitchens have rear doors to patios and fenced rear yards with a gate to the drive behind. Every room has at least one operable window. Two bedrooms and bath are on the second floor, and a third bedroom and covered deck on the third floor have views across Stony Brook Valley to Fort Hill. All row houses will have PVs on the roofs.



In the **Brewery Flats at Terrace Street**, at Terrace Street, the building's massing recognizes the former and current industrial character of this part of Mission Hill in massing and materiality. The massing is kept simple for energy efficiency and to meet Passive House standards. The five story building has a stepped facade, to narrow its appearance at Terrace Street.

Deep walls and protruding window frames create ever-moving shadow lines, adding layers of depth and detail. Large living room windows have eyebrow shading devices to call them out, and protect residents from glare and unwanted heat gain. Some units have balconies, and two facing the community garden to the north have private patios protected by terraced landscape.

The one story amenity space at Terrace reaches toward the sidewalk with a dynamic sloped roof. The primarily glazed walls let daylight in and views in and out, inviting passersby to view the activity inside. That activity can spill out onto the sunny plaza at the building entries which welcomes passers-by and residents. The raised plaza in front of the garage preferences pedestrians as it meets the winding path and stairway coming from Parker Street. Outdoor seating is available between the two entry doors.

A buff brick cladding links the proposed building to the historic masonry buildings of the Union Brewing Company. Of the two which remain on the adjacent Terrace Street property, the former powerhouse is a buff brick and the former stable a dark red.

The buff masonry shifts to dark grey metal cladding at the fifth floor to differentiate it and make the top floor blend into the sky beyond. Variations in brick textures will be utilized to add subtle depth to the design and reference the historic brick textures and patterns.

The underside of the roof will be a wood-look cladding to provide a pop of warmth and a bit of surprise. The front stairway is accented with window wall and spandrel glass to break up the massing of the long wall.

Focused on a pedestrian-friendly environment, car and bicycle parking is tucked under the building, taking advantage of the site slope to hide all but the glass garage door. An Electric Vehicle (EV) charging station will be available. (See 2.1 Green Narrative)



## **2.3 FINANCIAL NARRATIVE & PREDEVELOPMENT BUDGET**

# FINANCIAL NARRATIVE

## Unit Mix and Affordability

Z Capital and MHNHS are proposing the development of 36 affordable homeownership condominium units to Boston residents who have been priced out by the Boston and Mission Hill area housing market. Our proposal includes 8 townhouses on the easterly Parker Street parcels and a five-story condominium building with 28 units on the westerly located Terrace Street parcel. The unit mix consists of twelve (12) Three-Bedrooms Units, sixteen (16) Two-Bedrooms, and eight (8) One-Bedrooms. Half of the units (18) is affordable to residents making eighty percent (80%) of Area Median Income (AMI) and half of the units (18) is affordable to residents making eighty percent (80%) of Area Median Income (AMI).

Our development provides much needed housing for families by offering twelve (12) Three-Bedroom homes as well as sixteen (16) Two-Bedroom homes. Below is a table summarizing the unit mix and affordable sales prices based on BPDA guideline for 2022.

<b>Parker Town Homes</b>			<b>Unit Count</b>		<b>Unit Count</b>	
	<b>8</b>	<b>Square Feet</b>		<b>80%AMI</b>		<b>100% AMI</b>
3 Bedroom	8	1100	4	\$290,000	4	\$375,000
<b>Total Townhomes</b>	<b>8</b>		<b>4</b>	<b>\$ 1,160,000</b>	<b>4</b>	<b>\$ 1,500,000</b>
<b>Brewery Flats (Terrace Street)</b>						
3 Bedroom	4	1000	2	\$ 290,300	2	\$ 368,500
2 Bedroom	16	820	8	\$ 252,000	8	\$ 326,000
1 Bedroom	8	625	4	\$ 213,700	4	\$ 280,700
<b>Total Multifamily</b>	<b>28</b>		<b>14</b>	<b>\$ 3,451,400</b>	<b>14</b>	<b>\$ 4,467,800</b>
<b>Total Town Homes &amp; Flats</b>	<b>36</b>	<b>30920</b>		<b>\$ 4,611,400</b>		<b>\$ 5,967,800</b>
<b>Total Proceeds from Sale of Parker Town Homes and Brewery Flats</b>						<b>\$ 10,579,200</b>

## Project Financing

Total Development Costs are projected at \$21.5 Million. This includes the cost of constructing Parker Town Homes, Brewery Flats, the green area and connecting paths. We have also budgeted for additional environmental remediation work. Our estimate assumes that the allocated EPA funds would be used to clean a portion of the site under the proposed buildings but would not suffice to cover the entire site.

The development team intends to finance the project through debt, equity, and public funds. We have reached out to lenders, equity partners, and various agencies to confirm that our proposed development is suitable for such funding sources. This development will be a public-private partnership that will require joint effort from the development team, MOH, and Mass Housing

## Sources

The development will be financed using the following Sources (Please see next page)

<b>SOURCES</b>	
Construction Loan Draw	4,160,242
Condo Sales	10,579,200
Equity - MHIC	4,160,242
Equity - Z Capital	416,024
MOH	5,400,000
Mass Housing Builder's Program	5,400,000
Community Garden Funding	100,000
Construction Loan Repayment	(4,160,242)
Equity Repayment	(4,160,242)
<b>Total Sources</b>	<b>21,479,200</b>

Construction Loan – approx. \$4.2 Million – The construction loan is calculated as a percentage of sales and will be funded by a lender. We have discussed the Parker and Terrace Street development with various lenders and received positive feedback. We have received guidance that it would be possible to finance up to 85% of sales with construction debt or approximately \$9 Million but we have remained conservative on the debt given rising interest rates. We have chosen a conservative construction loan amount of \$4.2 Million at 40% of total sales revenue. MHIC has expressed interest in construction financing as well as Eastern Bank. We have included both letters In addition,.MHNHS is expected to provide some level of guarantee for the loan. (See Section 2.5 Evidence of Funding)

Condominium Sales - \$10.6 Million – Half of the units (18) will be sold to Boston residents making at or below eighty percent (80%) AMI for a total of \$4.6 Million in sales proceeds. The other half (18) will be sold to residents earning one hundred percent (100%) of AMI for a total of \$4.6 Million. These units will help meet the need for affordable homeownership for Boston area residents such as teachers, firefighters and healthcare workers who provide vital services to our community. The marketing of the proposed thirty-six units of affordable homeownership will adhere to the tenets and actively promote Fair Housing Principles.

Equity Financing – approx. \$4.2 Million –Significant equity investment is needed for the development. We have discussed equity financing with Mass Housing Investment Corp and received a letter of interest from their Healthy Neighborhood Equity Fund II (HNEFII). HNEF II requires an 8% interest rate on equity invested so we have modeled that in our financial analysis. HNEF II is expected to contribute \$4.2 Million of equity (90%) and Z Capital would contribute \$0.42 Million for a total of \$4.6 Million in equity. Please keep in mind that the capital stack shown was driven by current market conditions with rising inflation and interest rates. A secure equity source such as HNEF II providing approximately half of the funds needed to construct the project reduces the construction loan amount helping limit exposure to rising financing costs. In addition, the large amount of equity in the project helps offer the lender greater security in providing construction funding. (See Section 2.5 Evidence of Financing)

Public Funding Sources - approx. \$10.9 Million – The project has a shortfall of funds that can only be bridged through homeownership development programs currently available in Massachusetts. This shortfall is a result of building a quality The shortfall results from delivering a high quality homeownership and wealth building opportunity to low-and-moderate income households. The development team will work closely with The Mayor’s Office of Housing (MOH) and MassHousing’s Commonwealth Builder (CWB) program to fund the project shortfall through the following development sources.

1. **MOH Funding for affordable homeownership - \$5.4 Million**  
 Our proposed development with 100% affordable homeownership units at or below 80 and at or below 100% Area Median Income meets MOH funding criteria above. The development team will seek MOH funding for 36 units at \$150,000 per unit for a total of \$5.4 Million. MOH funds are available post-loan closing and are modeled as a source at the beginning of construction which saves on the rising interest cost of the construction loan
  
2. **MassHousing Commonwealth Builder - \$5.4 Million**  
 Mass Housing is offering funding through its Commonwealth Builder (CWB) program to incentivize moderate income affordable homeownership between \$150,000 and \$250,000 per unit. Since our project is also seeking MOH funding, we have received clarification that we can seek the CWB funding in addition to MOH funding. Our proposal meets eligibility funding criteria. We have confirmed with MOH that it has an agreement with MassHousing to allow for the disbursement of CWB funds during construction. MOH funds would be available post-loan closing and will be drawn proportionally with Commonwealth Builder at the start of construction. This structure allows for reduced financing costs. We are requesting \$150,000 per unit from the Commonwealth Builder Program for 36 units for a total of \$5.4 Million.
  
3. **Community Development Block Grant (CBDG) - \$100,000 –**  
 \$100,000 from the Community Development Block Grant (CDBG) that would be awarded through its Grassroots Open Space Program for the community garden. We have estimate the costs to construct the community garden at \$300,000 (See Section 8) and will be seeking public funding as well as philanthropic sources to complete the project.

**Brownfields Clean Up Grant - \$650,000 -** We are planning on coordinating with MOH to use the \$650,000 of Brownfields Clean Up Grant funding towards site remediation costs in areas under the newly proposed building footprints on Terrace and Parker. We have estimated that the total costs to clean the site will be closer to \$2.5 Million. The Brownfield Clean Up Grant would allow for the disposal of approximately 2400 yards of contaminated soil.. Those funds would be sufficient only to make the areas under the proposed building footprints of the Parker Townhouses and Brewery Flats ready to receive foundations. The Brownfield Clean Up Grant will be approximately \$1.85 million short of the funds needed to remediate the rest of the site and it won't suffice for bringing new topsoil. Our budget has provided \$0.4 Million for additional remediation which reduces the shortfall of funds need to remediate to \$1.45 Million. We will be seeking additional funding from sources as Mass Development and other government agencies. (See 2.12 Construction Narrative)

## Uses

The following are funding uses:

<b>USES:</b>	<b>\$ psf</b>	<b>Total</b>
Land		1,200
Construction Costs	350	16,496,304
Soft Costs	17%	2,874,696
Dev fee & Overhead	10%	2,107,000
<b>Total Development Costs</b>		<b>21,479,200</b>



Total development Costs are projected at \$21.5 Million and described as follows:

1. Land Acquisition Cost \$1200. We are offering \$ 100 per parcel for a total of \$1200

2. Construction costs \$16.5 Million were derived through three components as follows:

a. Site Costs \$1.2 Million: The site is large and as evidenced by the Phase II environmental requires remediation as well as grading, landscaping, and accessible paths. We have estimated site costs as follows:

- \$ 400, 000 for soil screening and remediation of all site areas outside the proposed building footprints. It also includes hauling new topsoil. (This is in excess of Brownfields Clean Up Grant Funding)
- \$ 175,000 for general site work and unforeseen conditions
- \$375,000 for sidewalks and new roads. The site design requires connecting a large area, providing concealed parking, and creating a long and accessible pedestrian path.
- \$ 180,000 for final softscape landscaping

b. Parker Street Town Homes Construction Cost approximately \$4.5 Million.

We have worked to minimize town home sizes and maximize efficiency. Our placement of town homes on Parker is consistent with the building fabric on the hill and cost effective.

c. Terrace Street Condominiums Cost approx. \$10 Million. We have extensive experience with efficient medium sized apartment buildings and have placed the new building on Terrace strategically to avoid excavation in site areas deemed problematic. We have also kept the building foot-print compact and tucked parking under the building.

d. Contingency for \$0.8 Million per required MOH guidelines.

3. Soft Costs for \$2.9 Million – The soft costs include Architectural and Engineering consultants. A one percent (1%) loan fee and five percent (5%) brokerage and closing costs are also included. We understand the environmental risk and have included environmental insurance as well as additional legal fees to ensure compliance.

4. Developer Fee & Overhead \$2.1 Million – We are requesting funding of Overhead at 50% upon project construction start and the remainder over the remaining 24-month construction period. Approximately \$0.42 Million of the developer overhead drawn at closing will be contributed as equity and used to fund construction period costs. Should the cost of the project prove more than what is projected, this developer overhead will not be reimbursed at the end of the unit sales but will remain with the development as equity.

# PREDEVELOPMENT BUDGET

We have attached a pre-development budget for One million dollars in soft costs to get to construction readiness. The predevelopment budget includes architectural and engineering design costs, environmental coordination, article 80 approvals, applications for affordable housing funding and legal costs for contracts and financing. We have budgeted \$90,000 in carry costs for securing a pre-construction loan from a source such as BlueHub Capital, LIISC, The Property and Casualty Initiative or MHIC. MHIC have reviewed our request and offered us pre construction financing in the enclosed letter of interest (See Section 2.5 Evidence of Financing)

Overall Budget	Amount	Notes
A&E	750,000	Completion of architectural design and engineering for construction permit
Survey	22,695	Site survey prepared at designation
Clerk of the Works		
Development Consultant	30,000	
FFE		
Geotech/Environmental	25,000	Coordination with MOH on site cleanup and excavation
Accounting and Cost Cert		
Predev Loan Interest		
Construction Loan Interest		
Cost of Equity		
Financing Fees		
Operating Deficits		
Units Sales Cost		
Environmental Insurance		
Appraisals		
Inspecting Engineer		
Title & Recording		
Insurance		
Legal Transactions	120,000	Small project review submittal, equity, debt, and partnership agreements
Legal	30,000	Review of environmental requirements
RE Taxes		
Soft Cost Contingency		
<b>Total</b>	<b>977,695</b>	

## **2.4 ONESTOP APPLICATION - DEVELOPMENT BUDGET SEC 1-7**

# Section 1 PROJECT DESCRIPTION

Name and Address of Project			
1 . Project Name:	<input type="text" value="Parker &amp; Terrace Street Development"/>		
1a . Application Completed By:	<input type="text" value="Zeina Talje &amp; Development Team"/>		
1b . Original Application Date:	<input type="text" value="11/07/22"/>	Application Revision Date:	<input type="text" value="11/07/22"/>
2 . Project Address:	<input type="text" value="778-796 Parker &amp; 77 Terrace Street"/>		
3 . Neighborhood:	<input type="text" value="Mission Hill"/>		
4 . City/ Town:	<input type="text" value="Boston"/>	MA	<input type="text" value="02120"/>
		<i>(state)</i>	<i>(zip code)</i>
5 . County:	<input type="text" value="SUFFOLK"/>		
6 . <input type="checkbox"/> Scattered sites			
7 . Is this a qualified census tract?	<input type="text" value="Yes"/>	Select A QCT	<input type="text" value="0814.00"/>
8 . Difficult to develop area	<input type="text" value="Yes"/>	QCT information last updated on:	<input type="text" value="01/00/00"/>
Development Plan			
9 . Development Type (Please check all that apply.)			
<input type="checkbox"/> Yes	New construction		
<input type="checkbox"/> No	Acquisition, substantial rehab of existing housing		
<input type="checkbox"/> No	Acquisition, moderate rehab of existing housing		
<input type="checkbox"/> No	Acquisition, minimal or no rehab of existing housing		
<input type="checkbox"/> No	Adaptive re-use of non-residential structure		
10 . Proposed Housing Type	<input type="text" value="Home Ownership"/>		
11 . <b>Project Description:</b>	Number of buildings:	<input type="text" value="9"/>	
<div style="border: 1px solid black; padding: 5px;">                     MOH RFP response for 12 vacant sites located at 778-796 Parker (10 sites) &amp; 77 Terrace Street (2 sites). 8 sites on the easterly side of Parker will be redeveloped into 8 3-BR townhouse condominiums. 3 sites will be redeveloped as a community garden. The site on the westerly side of Terrace Street will be redeveloped into a multifamily structure of 6 floors with 28 condominiums - 8 1-BR, 16 2-BR &amp; 4 3-BR units. 4 of the 3-BR townhouses &amp; 14 of the condominiums in the multifamily will be priced for sale to be affordable to families at or below 80% AMI as well as open space. The condo balance will be priced for sale to families at or below 100% AMI.                 </div>			
12 . <b>Development Schedule:</b>	<i>Original</i>	<i>Revised</i>	<i>Optional user comments</i>
Application Date	<input type="text" value="11/07/22"/>		
Construction Loan Closing	<input type="text" value="2/1/2024"/>		
Initial Loan Closing (MHFA only)	<input type="text" value="N/A"/>		
Construction Start	<input type="text" value="3/1/2024"/>		
50% Construction Completion	<input type="text" value="3/1/2025"/>		
Construction Completion	<input type="text" value="3/1/2026"/>		
First Certificate of Occupancy	<input type="text" value="2/1/2026"/>		
Final Certificate of Occupancy	<input type="text" value="4/1/2026"/>		
Sustained Occupancy	<input type="text" value="9/1/2026"/>		
Permanent Loan Closing	<input type="text" value="N/A"/>		

Parker & Terrace Street Development

Application Date: 11/07/22

Revised Date: 11/07/22

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13 . **Unit Mix:**

	<i>Low-Income Rental Assisted</i>	<i>Low-Income below 50%</i>	<i>Low-Income below 60%</i>	<i>Other Income 80%</i>	<i>Other Income 100%</i>	<i>Total Units</i>
SRO						0
0 bedroom						0
1 bedroom				4	4	8
2 bedrooms				8	8	16
3 bedrooms				6	6	12
4 bedrooms						0
<b>Total Units</b>	0	0	0	18	18	36
Home Units*						0

\*HOME units included in the above totals. Other Income=Below 80% 100% of median income

14 . **Unit Size in square feet:**

	<i>Low-Income Rental Assisted</i>	<i>Low-Income below 50%</i>	<i>Low-Income below 60%</i>	<i>Other Income 80%</i>	<i>Market Rate</i>	<i>Average All Incomes</i>
SRO						N/A
0 bedroom						N/A
1 bedroom				625.0	625.0	625
2 bedrooms				820.0	820.0	820
3 bedrooms				1066.7	1066.7	1,067
4 bedrooms						N/A

15 . **Number of bathrooms in each unit:**

	<i>Low-Income Rental Assisted</i>	<i>Low-Income below 50%</i>	<i>Low-Income below 60%</i>	<i>Other Income 80%</i>	<i>Market Rate</i>	<i>Average All Incomes</i>
SRO						N/A
0 bedroom						N/A
1 bedroom				1.0	1.0	1.0
2 bedrooms				1.5	1.5	1.5
3 bedrooms				2.0	2.0	2.0
4 bedrooms						N/A

16 . **Funding Applied For:**

Please check all the funding that is being applied for at this time, with this application:

DHCD Tax Credit Allocation .....  No  
 Category .....  Not Applicable  
 Category .....  Not Applicable

HOME Funding through DHCD .....  No

Massachusetts Housing Finance Agency (select all that apply):

Official Action Status .....  No  
 Construction Financing/Bridge Financing.....  No  
 Permanent Financing .....  No

Massachusetts Housing Partnership (MHP) Fund:

Permanent Rental Financing Program .....  No

Massachusetts Housing Investment Corporation (select all that apply):

Debt Financing .....  Yes  
 Tax Credit Equity Investment .....  No

Boston Department of Neighborhood Development (DND):  Yes

Other  Yes  
 Other.....  Commonwealth Builder Program  
 Other.....  MHIC Healthy Neighborhoods  
 Other.....   
 Financing from MassDevelopment  No

17 . Number of buildings planned	Total	New	
		Construction	Rehabilitation
a. Single-Family	0		
b. 2-4 Family	0		
c. Townhouse	8	8	
d. Low/Mid rise	1	1	
e. High-rise	0		
f. Other	0		
TOTAL	9	9	0

18 . Number of units:

19 . Gross Square Footage

a. Residential	45,744	45,744	
b. Commercial	-		

20 . Net Rentable Square Footage:

	Total		Percent of Gross
a. Residential	30,920	s.f.	68%
b. Commercial		s.f.	N/A

21 . Number of handicapped accessible units  Percent of total

22 . Fire Code Type

23 . Will building(s) include elevators?  How many?

24 . Are the following provided with the housing units:

a. Range? .....	Yes	Gas or electric? <input type="text" value="Electric"/>
b. Refrigerator? .....	Yes	
c. Microwave? .....	Yes	
d. Dishwasher? .....	Yes	
e. Disposal? .....	Yes	
f. Washer/Dryer Hookup? .....	Yes	
g. Washer & Dryer? .....	No	
h. Wall-to-wall Carpet? .....	No	
i. Window Air Conditioner? ..	No	
j. Central Air Conditioning? ..	Yes	

Optional user comments

25 . Are the following included in the condo fee:

a. Heat? .....	No
b. Domestic Electricity? .....	No
c. Cooking Fuel? .....	No
<small>For multi-unit building only</small>	No
e. Central A/C, if any? .....	No

26 . Type of heating fuel:

27 . Total no. of parking spaces:  Outdoor:  Enclosed:

28 . Number of parking spaces exclusively for the use of tenants:

a. Residential	Total: <input type="text" value="22"/>	Outdoor: <input type="text" value="10"/>	Enclosed: <input type="text" value="12"/>
b. Commercial	Total: <input type="text"/>	Outdoor: <input type="text"/>	Enclosed: <input type="text"/>

29 . Will rehabilitation require the relocation of existing tenants? Not applicable

30 . Scope of rehabilitation: Please describe the following (or type N/A).

- a. Major systems to be replaced: Not applicable
- b. Substandard conditions and structural deficiencies to be repaired: Not applicable
- c. Special features/adaptations for special needs clients to be housed: Not applicable

31 . Are energy conservation materials in excess of the Building Code?

- a. Insulation ..... Yes *R-Value or type?* R-40
- b. Windows ..... Yes *R-Value or type?* Triple Glazed
- c. Heating system ..... Yes *R-Value or type?* Mini Splits/Heat Pump

**Information On Site And Existing Buildings**

	<i>Square Feet</i>	<i>Acres</i>
32 . Size of Site:	57,757	1.33
33 . Wetlands area:	0	
34 . Buildable area:	57,757	1.33

**Existing Conditions:**

- 35 . What is the present use of the property? Vacant land
- 36 . Number of existing structures: -
- 37 . Gross s.f. of existing structures: -
- 38 . If rehabilitation:
 

	number of units	num. of bedrooms
a. Number of existing residential units/bedrooms:	0	0
b. Number of units/bedrooms currently occupied:	0	0
- 39 . If site includes commercial space:
 

a. Square footage of existing commercial space:	0	square feet
b. Square footage currently occupied:	0	square feet
- 40 . What are the surrounding land uses? Single & multi-family rental and condominium units.

**Utilities:**

- 41 . Are the following utilities available on the site:
 

a. Sanitary sewer?	Yes
b. Storm sewer?	Yes
c. Public water?	Yes
d. Electricity?	Yes
e. Gas?	Yes

If any of the above are not available, is plan attached explaining how such service will be extended to the site? N/A

**Zoning:**

*Please include information on the property zoning in Exhibit 3. This should include a zoning map, highlighting any special use or dimensional restrictions on the property. If the present zoning does not allow for the proposed use, please explain current status and how approvals will be obtained.*

42 . Does the present zoning allow the proposed development?  Yes  No

43 . Have you applied for a zoning variance, change, special permit or subdivision?  Yes  No

44 . Do you anticipate applying for a comprehensive permit under Chapter 77?  Yes  No

**Site Control:**

Applying for

45 . What form of site control do you have?

*Include copies of the appropriate site control documents as part of Exhibit 4.*

46 . Please provide details about your site control agreement.

a. Name of Seller:	Mayor's Office of Housing	
b. Principals of seller corporation:	N/A	
c. Type of Agreement:	To be drafted Designated Developer agreement.	
d. Agreement Date:	N/A	
e. Expiration Date:	N/A	
f. Purchase price if under agreement:	\$1,200	Offer
g. Is there any identity of interest between buyer and seller?		<input type="text"/>

47 . In the past three years, have there been any defaults on any mortgage on the property or any other forms of financial distress?

48 . Are there any outstanding liens on the property?

**Amenities and Services:**

49 . Please indicate distance from site and locate on city/town map (Exhibit 1).

	<i>Distance</i>	
a. Shopping facilities .....	0.25	miles
b. Schools .....	0.25	miles
c. Hospitals .....	0.80	miles
d. Parks and recreational facilities .....	0.25	miles
e. Police station .....	0.60	miles
f. Fire station .....	0.70	miles
g. Public transportation .....	0.25	miles
h. Houses of worship .....	0.25	miles
i. City/Town Hall .....	3.00	miles



### Environmental Information

- |  |  |
|--|--|
| 50 . Is there any evidence of underground storage tanks or releases of oil or hazardous materials, including hazardous wastes, on the site or within close proximity to the site?                | <input type="text" value="Yes"/>   |
| 51 . Has a Chapter 21E assessment been performed?  | <input type="text" value="No"/>  |
| 52 . Does the project consist of either: (a) new construction of more than 100 units; or (b) substantial rehabilitation of more than 200 units, or where more than 10% new floor space is added? | <input type="text" value="No"/>  |
| 53 . Does the building require lead paint abatement?   | <input type="text" value="No"/>  |
| 54 . Does the building require asbestos abatement?   | <input type="text" value="No"/>  |
| 55 . Do radon tests show radon levels exceeding four picocuries/liter?   | <input type="text" value="No"/> <span style="float: right; font-size: small;">Unknown</span> |
| 56 . Is there any evidence that the premises are insulated with urea formaldehyde foam (UFFI)?   | <input type="text" value="No"/>  |
| 57 . Is the site located in an historic district, or contain buildings listed or eligible for listing in the State Register of Historic Places?  | <input type="text" value="No"/>  |
| 58 . Are there any above ground storage containers with flammable or explosive petroleum products or chemicals within 1/2 mile of the site?  | <input type="text" value="No"/>  |
| 59 . Is the site located in a floodplain or wetlands area?   | <input type="text" value="No"/>  |
| 60 . Does the site contain endangered animal or plant species?   | <input type="text" value="No"/>  |
| 61 . Is the site subject to noise impact from jet airports within five miles, major highways within 1,000 feet, or rail traffic within 3,000 feet?   | <input type="text" value="Yes"/>   |

# Section 2

## DEVELOPMENT TEAM SUMMARY

<p><b>62 . Developer/Sponsor Type</b></p>	Joint Venture of Non-Profit (MHNHS) & Private Developer										
<p><b>63 . Developer/Sponsor:</b></p> <p>Form of Legal Entity</p> <p>Legal Name</p> <p>Address</p> <p>Contact Person</p> <p>E-mail</p>	Limited Liability Corporation Parker and Terrace Street Development LLC. Yet to be formed One Brigham Circle, 1620 Tremont Street, M Level Boston, MA 02120 Pat Flaherty / Ricardo Sanchez (617) 566-6565 / (617) 566-8788 pflaherty@missionhillnhs.org / rsanchez@missionhillnhs.org										
<p><b>64 . Joint Venture Partner:</b></p> <p>Legal Name</p> <p>Address</p> <p>Has this entity already been formed?</p> <p>Principals</p> <p>Principals</p> <p>Contact Person</p> <p>Telephone No. / Fax. No.</p> <p>E-mail</p>	Mission Hill Neighborhood Housing Services (MHNHS) One Brigham Circle, 1620 Tremont Street, M Level Boston, MA 02120 <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%; text-align: center;">Yes</td> <td style="width: 50%;">Soc. Sec. or Tax ID #</td> </tr> </table> N/A N/A Pat Flaherty / Ricardo Sanchez (617) 566-6565 / (617) 566-8788 pflaherty@missionhillnhs.org / rsanchez@missionhillnhs.org	Yes	Soc. Sec. or Tax ID #								
Yes	Soc. Sec. or Tax ID #										
<p><b>65 . Joint Venture Partner:</b></p> <p>Legal Name</p> <p>Address</p> <p>Has this entity already been formed?</p> <p>Principal (if corporate)</p> <p>Contact Person</p> <p>% of Ownership</p> <p>Telephone No. / Fax. No.</p> <p>E-mail</p>	Z Capital Investments LLC 1089 Commonwealth Avenue, #326 Boston, MA 02215 <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%; text-align: center;">Yes</td> <td style="width: 50%;">Soc. Sec. or Tax ID #</td> </tr> </table> Zeina Talje Zeina Talje 100% for Z Capital / 51% of this joint venture (617) 669-0266 zeina@zcapitalinvestments.com	Yes	Soc. Sec. or Tax ID #								
Yes	Soc. Sec. or Tax ID #										
<p><b>66 . General Partner:</b></p> <p>Legal Name</p> <p>Address</p> <p>Has this entity already been formed?</p> <p>Principal (if corporate)</p> <p>Contact Person</p> <p>% of Ownership</p> <p>Telephone No. / Fax. No.</p> <p>E-mail</p>	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td style="height: 20px;"> </td></tr> <tr><td style="height: 20px;"> </td></tr> <tr><td style="height: 20px;"> </td></tr> <tr> <td style="width: 50%; text-align: center;">No</td> <td style="width: 50%;"> </td> </tr> <tr><td style="height: 20px;"> </td></tr> <tr><td style="height: 20px;"> </td></tr> <tr><td style="height: 20px;"> </td></tr> <tr><td style="height: 20px;"> </td></tr> <tr><td style="height: 20px;"> </td></tr> </table>				No						
No											

**67 . Development Consultant:**

Legal Name  
Address  
  
Contact Person  
Telephone No. / Fax. No.  
E-mail

Sharon Loewenthal
P.O. Box 421
Medfield, MA 02052
Sharon Loewenthal
(508) 359-6780
sharonloewe1@gmail.com

**68 . Contractor:**

Name  
Address  
  
Fed Tax ID #  
Contact Person  
Telephone No. / Fax. No.  
E-mail

MCR Construction Inc.
14 Grant Street
Somerville, MA 02145
20-177313
Manuel Reynoso
(781) 727-3101
mcrconstruction@rcn.com

**69 . Architect:**

Name  
Address  
  
Contact Person  
Telephone No. / Fax. No.  
E-mail

Studio G Architects
179 Boylston Street # P
Jamaica Plain, MA 02130
Gail Sullivan, Managing Principal
(617) 524-5558
gail@studiogarchitects.com

**70 . Management Agent:**

Name  
Address  
  
Contact Person  
Telephone No. / Fax. No.  
E-mail

Maloney Properties, Inc.
27 Mica Lane
Wellesley, MA 02481
Jonathan Diffenbach
(617) 6756445
jdifffenbach@maloneyproperties.com

**71 . Attorney (Real Estate):**

Name  
Address  
  
Contact Person  
Telephone No. / Fax. No.  
E-mail

Goulston & Storrs
400 Atlantic Avenue
Boston, MA 02110-3333
Matthew J. Kiefer
(617) 816-6533
mkiefer@goulstonstorrs.com

**72 . Attorney (Tax):**

Name  
Address  
  
Contact Person  
Telephone No. / Fax. No.  
E-mail

Goulston & Storrs
400 Atlantic Avenue
Boston, MA 02110-3333
D. Hara Perkins
(212) 878-5129
hperkins@goulstonstorrs.com

**73 . Syndicator:**

Name  
Address  
  
Contact Person  
Telephone No. / Fax. No.  
E-mail

N/A

74 . **Guarantor:**

Name	Parker and Terrace Street Development LLC. Yet to be formed	
Address	One Brigham Circle, 1620 Tremont Street, M Level	
	Boston, MA 02120	
Contact Person	Pat Flaherty / Ricardo Sanchez	
Telephone No. / Fax. No.	(617) 566-6565 / (617) 566-8788	
E-mail	pflaherty@missionhillnhs.org / rsanchez@missionhillnhs.org	

75 . **Service Provider or Coordinator:**

Name	Maloney Properties, Inc.	
Address	27 Mica Lane	
	Wellesley, MA 02481	
Contact Person	Jonathan Diffenbach	
Telephone No. / Fax. No.	(617) 6756445	
E-mail	jdifffenbach@maloneyproperties.com	

76 . **Marketing Agent:**

Name	Maloney Properties, Inc.	
Address	27 Mica Lane	
	Wellesley, MA 02481	
Contact Person	Jonathan Diffenbach	
Telephone No. / Fax. No.	(617) 6756445	
E-mail	jdifffenbach@maloneyproperties.com	

77 .

*Other role* Name  
Address  
  
Contact Person  
Telephone No. / Fax. No.  
E-mail


78 .

*Other role* Name  
Address  
  
Contact Person  
Telephone No. / Fax. No.  
E-mail


79 . Is there any identity of interest between any members of the development team?

No. See below.

80 . Please describe the relationship of the development entity to sponsoring organizations. Is the entity newly-formed or to-be-formed? Is it a single-purpose corporation? How will the parent corporation provide support to this entity? Include an organizational chart showing other affiliates of the parent corporation, as appropriate, and principals of each.

Development entity will be a joint venture between MHNHS and Z Capital under a newly formed LLC. Z Capital will act as the LLC's managing member responsible for execution of the project. MHNHS will contribute its community engagement expertise ensuring that the development serves outlined goals. MHNHS will also lead in developing the community garden and best options for its long-term ownership and operations. This may include identifying another non-profit to own and operate or lease. MHNHS will input into the community garden's program, affordability, and design to meet the Mission Hill community's objectives. MHNHS has extensive experience owning and managing significant open space in Mission Hill given its co-ownership of the Kevin W. Fitzgerald Park and may ultimately opt to retain ownership of the community garden and its operations. Developer overhead/fee will be split between MHNHS and Z Capital in a manner commensurate with the level of MHNHS's involvement in the project and the level of guarantees that it may provide to the development/lenders. Z Capital will contribute developer equity required in the capital stack along with MHIC. MHNHS is expected to provide some level of guarantee for the loan.

## Section 3 SOURCES AND USES OF FUNDS

Sources of Funds							
<b>Private Equity:</b>				<i>Optional user calculations</i>			
81 .	Developer's Cash Equity	\$					
82 .	Tax Credit Equity (net amount) <i>(See line 360, Section 5, page 18.)</i>	\$					
83 .	Developer's Fee/Overhead, Contributed or Loaned	\$					
84 .	Other Source: Condominium Sale Proceeds	\$10,579,200					
<b>Public Equity:</b>							
85 .	HOME Funds, as Grant	\$					
86 .	Grant:						
87 .	Grant:						
88 .	<b>Total Public Equity</b>	<b>\$0</b>					
<b>Subordinate Debt (see definition):</b>							
		<i>Amount</i>	<i>Rate</i>	<i>Amortiz.</i>	<i>Term</i>		
89 .	Home Funds-DHCD, as Subordinate Debt	\$0	%	yrs.	yrs.		
	Source:						
90 .	Home Funds-Local, as Subordinate Debt	\$0	%	yrs.	yrs.		
	Source:						
91 .	Subordinate Debt	\$5,400,000	0.00%	yrs.	2.33		
	Source: Mayor's Office of Housing						
92 .	Subordinate Debt	\$5,400,000	0.00%	yrs.	2.33		
	Source: Commonwealth Builder Program						
93 .	Subordinate Debt	\$100,000	0.00%	yrs.	2.33		
	Source: Community Garden Funding						
94 .	<b>Total Subordinate Debt</b>	<b>\$10,900,000</b>					
<b>Permanent Debt (Senior):</b>							
		<i>Amount</i>	<i>Rate</i>	<i>Override</i>	<i>Amortiz.</i>	<i>Term</i>	<i>MIP</i>
95 .	MHFA MHFA Program 1	\$	%	%	yrs.	yrs.	%
96 .	MHFA MHFA Program 2	\$	%	%	yrs.	yrs.	%
97 .	MHP Fund Permanent Loan	\$	%		yrs.	yrs.	%
98 .	Other Permanent Senior Mortgage	\$	%		yrs.	yrs.	%
	Source:						
99 .	Other Permanent Senior Mortgage	\$	%		yrs.	yrs.	%
	Source:						
100 .	<b>Total Permanent Senior Debt</b>	<b>\$0</b>					
101 .	<b>Total Permanent Sources</b>	<b>\$21,479,200</b>					
<b>Construction Period Financing:</b>							
		<i>Amount</i>	<i>Rate</i>	<i>Term</i>			
102 .	Construction Loan	\$4,160,242	6.00%	28.0			
	Source: MHIC						
	Repaid at: Condominium Sales	<i>(event)</i>					
103 .	Other Interim Loan	\$4,160,242	8.00%	28.0			
	Source: Healthy Neighborhoods Equity Fund (HNEF)						
	Repaid at: Condominium Sales	<i>(event)</i>					
104 .	Other Interim Loan	\$416,024	0.00%	28.0			
	Source: Developer Overhead / Fee						
	Repaid at: Condominium Sales	<i>(event)</i>					

### Uses of Funds

*The Contractor certifies that, to the best of their knowledge, the construction estimates, and trade-item breakdown on this page are complete and accurate.*

**Direct Construction:**

105 . Who prepared the estimates? M. Reynoso, MCR Construction

*Name* *Signature*

106 . Basis for estimates? Schematic plans & specs

	DV	Trade Item	Amount	Description
107 .	3	Concrete	\$1,075,000	Foundations, Footings, Slabs, and Garage Walls & Floors
108 .	4	Masonry	\$75,000	Elevator Shaft
109 .	5	Metals		
110 .	6	Rough Carpentry	\$2,195,000	Includes Lumber for framing
111 .	6	Finish Carpentry	\$782,000	
112 .	7	Waterproofing	\$0	
113 .	7	Insulation	\$282,000	
114 .	7	Roofing	\$264,000	
115 .	7	Sheet Metal and Flashing	\$285,000	
116 .	7	Exterior Siding	\$569,603	Includes material and labor
117 .	8	Doors	\$351,000	
118 .	8	Windows	\$290,000	
119 .	8	Glass		Included in Windows
120 .	9	Lath & Plaster	\$0	
121 .	9	Drywall	\$360,000	Plaster included
122 .	9	Tile Work	\$130,000	
123 .	9	Acoustical	\$0	
124 .	9	Wood Flooring	\$0	
125 .	9	Resilient Flooring	\$386,000	
126 .	9	Carpet	\$0	
127 .	9	Paint & Decorating	\$305,000	Exterior and Interior Paint
128 .	10	Specialties	\$253,000	
129 .	11	Special Equipment		
130 .	11	Cabinets	\$242,800	
131 .	11	Appliances	\$180,000	
132 .	12	Blinds & Shades	\$0	
133 .	13	Modular/Manufactured	\$0	
134 .	13	Special Construction	\$0	
135 .	14	Elevators or Conveying Syst.	\$162,000	
136 .	15	Plumbing & Hot Water	\$618,000	Rough and Finish Plumbing
137 .	15	Heat & Ventilation		
138 .	15	Air Conditioning	\$605,000	Heat pump system for heating and cooling. Ventilation included
139 .	15	Fire Protection	\$377,000	Fire Proofing and Fire Protection
140 .	16	Electrical	\$791,000	
141 .		Accessory Buildings	\$0	
142 .		Other/misc	\$128,200	Bike racks and countertops
143 .		<b>Subtotal Structural</b>	<b>\$10,706,603</b>	
144 .	2	Earth Work	\$910,000	Excavation and demo of existing buiding foundation and debris
145 .	2	Site Utilities	\$243,000	
146 .	2	Roads & Walks	\$375,000	
147 .	2	Site Improvement	\$175,000	
148 .	2	Lawns & Planting	\$180,000	Community garden, town home gardens, and middle park
149 .	2	Geotechnical Conditions		
150 .	2	Environmental Remediation	\$400,000	Includes screening for remediation, trucking, disposal
151 .	2	Demolition	\$102,702	
152 .	2	Unusual Site Cond		
153 .		<b>Subtotal Site Work</b>	<b>\$2,385,702</b>	
154 .		<b>Total Improvements</b>	<b>\$13,092,305</b>	
155 .	1	General Conditions	\$0	
156 .		<b>Subtotal</b>	<b>\$13,092,305</b>	
157 .	1	Builders Overhead	\$1,309,230	
158 .	1	Builders Profit	\$1,309,230	
159 .		<b>TOTAL</b>	<b>\$15,710,766</b>	

160 Total Cost/square foot: \$343.45 Residential Cost/s.f.: \$343.45

**Development Budget:**

	<i>Total</i>	<i>Residential</i>	<i>Commercial</i>	<i>Comments</i>
161 . Acquisition: Land	\$1,200	\$1,200		
162 . Acquisition: Building	\$0			
<b>163 . Acquisition Subtotal</b>	<b>\$1,200</b>	<b>\$1,200</b>	<b>\$0</b>	
164 . Direct Construction Budget	\$15,710,766	\$15,710,766		(from line 159)
165 . Construction Contingency	\$785,538	\$785,538		5.0% of construction
<b>166 . Subtotal: Construction</b>	<b>\$16,496,304</b>	<b>\$16,496,304</b>	<b>\$0</b>	

**General Development Costs:**

167 . Architecture & Engineering	\$926,778	\$926,778		
168 . Survey and Permits	\$22,695	\$22,695		
169 . Clerk of the Works	\$80,000	\$80,000		
170 . Environmental Engineer	\$110,000	\$110,000		
171 . Bond Premium	\$0			
172 . Legal	\$250,000	\$250,000		Includes \$150,000 Lenders + \$100,000 Borrower
173 . Title and Recording	\$20,000	\$20,000		
174 . Accounting & Cost Cert.	\$48,000	\$48,000		
175 . Marketing and Rent Up	\$0			
176 . Real Estate Taxes	\$0			
177 . Insurance	\$200,000	\$200,000		Includes Environmental Insurance = \$80,000
178 . Relocation	\$0			
179 . Appraisal	\$25,000	\$25,000		
180 . Security	\$0			
181 . Construction Loan Interest	\$207,643	\$207,643		6%. Includes Predevelopment Loan Interest = \$90,000
182 . Inspecting Engineer	\$36,000	\$36,000		
183 . Fees to:	HNEF	\$219,582	\$219,582	8%
184 . Fees to:	Lender (.5%)	\$50,000	\$50,000	
185 . MIP	\$0			
186 . Credit Enhancement Fees	\$0			
187 . Letter of Credit Fees	\$0			
188 . Other Financing Fees	\$0			
189 . Development Consultant	\$60,000	\$60,000		
190 . Other:	FF&E	\$20,000	\$20,000	
191 . Other:	Sales Cost	\$528,960	\$528,960	
192 . Soft Cost Contingency	\$70,037	\$70,037		2.5% of soft costs
<b>193 . Subtotal: Gen. Dev.</b>	<b>\$2,874,696</b>	<b>\$2,874,696</b>	<b>\$0</b>	
<b>194 . Subtotal: Acquis., Const and Gen. Dev.</b>	<b>\$19,372,200</b>	<b>\$19,372,200</b>	<b>\$0</b>	
195 . Capitalized Reserves	\$0			
196 . Developer Overhead	\$1,053,500	\$1,053,500		
197 . Developer Fee	\$1,053,500	\$1,053,500		
<b>198 . Total Development Cost</b>	<b>\$21,479,200</b>	<b>\$21,479,200</b>	<b>\$0</b>	<b>TDC per unit</b> \$596,644
<b>199 . TDC, Net</b>	<b>\$21,479,200</b>	<b>\$21,479,200</b>	<b>\$0</b>	<b>TDC, Net per unit</b> \$596,644

**Additional Detail on Development Pro-Forma:**

200 . Gross Syndication Investment

**Off-Budget Costs:**

**Syndication Costs:**

201 . Syndication Legal

202 . Syndication Fees

203 . Syndication Consultants

204 . Bridge Financing Costs

205 . Investor Servicing (capitalized)

206 . Other Syndication Expenses

207 . Total Syndication Expense

208 . Current Reserve Balance

**Reserves (capitalized):**

209 . Development Reserves

210 . Initial Rent-Up Reserves

211 . Operating Reserves

212 . Net Worth Account

213 . Other Capitalized Reserves

214 . Subtotal: Capitalized Reserves

215 . Letter of Credit Requirements

216 . Total of the Above

**Check: Line 214 is the same as line 195.**

Please Answer The Following	Dev. Reserves	Initial Rent-Up	Op. Reserves	Net Worth	Other	Letter of Credit
Who requires the reserves?						
Who administers the reserves?						
When and how are they used?						
Under what circumstances can they be released?						

**Unit Sales (For Sale Projects Only):**

217 . Gross Sales From Units

218 . Cost of Sales (Commissions, etc.)

219 . Net Receipt from Sales

**Debt Service Requirements:**

220 . Minimum Debt Service Coverage

221 . Is this Project subject to HUD Subsidy Layering Review?

*Optional user comments*



# Project Summary Information

NOTE: Do not fill out this section. It is automatically filled in by program.

Project Name	Parker & Terrace Street Development
Developer	Parker and Terrace Street Development LLC. Yet to be formed.
Community	Boston

Number of Units 36

SRO	0	Low-Income, Rental Assisted	0
0 bedroom	0	Low-Income, Below 50%	0
1 bedroom	8	Low-Income, Below 60%	0
2 bedrooms	16	Other Income 80%	18
3 bedrooms	12	Market Rate	18
4 bedrooms	0		

This is an application for:	DHCD Tax Credit Allocation .....	No
	HOME Funding through DHCD .....	No
	MHFA Official Action Status.....	No
	MHFA Construction Financing.....	No
	MHFA Permanent Financing .....	No
	MHP Fund Financing .....	No
	MHIC Construction Loan.....	Yes
	MHIC Tax Credit Equity .....	No
	Boston: DND.....	Yes
	Other.....	Commonwealth Builder Program
	Other.....	MHIC Healthy Neighborhoods
	Other.....	0
	Financing from Massdevelopment.....	No

**Sources of Funds:**

Developer's Equity .....	\$10,579,200
Tax Credit Equity .....	\$0
Public Equity .....	\$0
Subordinate Debt .....	\$10,900,000
Permanent Debt .....	\$0
<b>Total All Sources .....</b>	<b>\$21,479,200</b>

Uses Exceed Sources by (\$0)

**Uses of Funds:**

Acquisition .....	\$1,200
Construction .....	\$16,496,304
General Development .....	\$2,874,696
Developer Overhead .....	\$1,053,500
Developer Fee .....	\$1,053,500
Capitalized Reserves.....	\$0
<b>Total All Uses .....</b>	<b>\$21,479,200</b>

**Rent Levels:**

Low-Income, Rental Assisted .....	N/A
Low-Income, Below 50% .....	N/A
Low-Income, Below 60% .....	N/A
Other Income 80%.....	\$289
Market Rate .....	\$289
<i>Average, All Units .....</i>	<i>\$289</i>

*BR (aver.)*

N/A
N/A
N/A
2.1
2.1
2.1

*SF (aver.)*

N/A
N/A
N/A
859
859
859

**Annual Operating Income (year 1):**

Gross rental income (residential)	\$124,851
Vacancy (resid.) <span style="float: right; border: 1px solid black; padding: 2px 10px;">0.00%</span>	\$0
Other Income (net of vacancies)	\$25,814
Subtotal	\$150,665
Operating Subsidies	\$0
Draw on Operating Reserves	\$0
<b>Total Annual Income</b>	<b>\$150,665</b>

Net Operating Income	\$2,028
Debt Service	\$0
Debt Service Coverage	N/A

**Annual Operating Expense (year 1):**

Management Fee	\$14,824
Administrative	\$19,374
Maintenance	\$43,917
Res. Service, Security	\$1,765
Utilities	\$38,404
Repl. Reserve	\$0
Oper. Reserve	\$0
Taxes, Insurance	\$30,353
<b>Total</b>	<b>\$148,637</b>

Total per Unit \$4,129

# Rent Profile Analysis

NOTE: Do not fill out this section. It is automatically filled in by program.

	<i>Units</i>	<i>Contract Rent</i>	<i>Size of Unit</i>	<i>No. of Bathrooms</i>	<i>Gross Rent/ Maximum</i>	<i>Rent per square foot</i>
<b>Low-Income (Rental Assisted):</b>						
SRO	0	N/A	N/A	N/A	N/A	N/A
0 bedroom	0	N/A	N/A	N/A	N/A	N/A
1 bedroom	0	N/A	N/A	N/A	N/A	N/A
2 bedrooms	0	N/A	N/A	N/A	N/A	N/A
3 bedrooms	0	N/A	N/A	N/A	N/A	N/A
4 bedrooms	0	N/A	N/A	N/A	N/A	N/A

<b>Low-Income (below 50%):</b>						
SRO	0	N/A	N/A	N/A	N/A	N/A
0 bedroom	0	N/A	N/A	N/A	N/A	N/A
1 bedroom	0	N/A	N/A	N/A	N/A	N/A
2 bedrooms	0	N/A	N/A	N/A	N/A	N/A
3 bedrooms	0	N/A	N/A	N/A	N/A	N/A
4 bedrooms	0	N/A	N/A	N/A	N/A	N/A

<b>Low-Income (below 60%):</b>						
SRO	0	N/A	N/A	N/A	N/A	N/A
0 bedroom	0	N/A	N/A	N/A	N/A	N/A
1 bedroom	0	N/A	N/A	N/A	N/A	N/A
2 bedrooms	0	N/A	N/A	N/A	N/A	N/A
3 bedrooms	0	N/A	N/A	N/A	N/A	N/A
4 bedrooms	0	N/A	N/A	N/A	N/A	N/A

<b>Other Income 80%</b>	<b>Below 80% of the median income for the region</b>					
SRO	0	N/A	N/A	N/A	N/A	N/A
0 bedroom	0	N/A	N/A	N/A	N/A	N/A
1 bedroom	4	\$289	625	1	13.7%	\$0.46
2 bedrooms	8	\$289	820	1.5	11.5%	\$0.35
3 bedrooms	6	\$289	1,067	2	9.9%	\$0.27
4 bedrooms	0	N/A	N/A	N/A	N/A	N/A

<b>Market Rate (unrestricted occupancy):</b>						
SRO	0	N/A	N/A	N/A		N/A
0 bedroom	0	N/A	N/A	N/A		N/A
1 bedroom	4	\$289	625	1		\$0.46
2 bedrooms	8	\$289	820	1.5		\$0.35
3 bedrooms	6	\$289	1,067	2		\$0.27
4 bedrooms	0	N/A	N/A	N/A		N/A

# 21-Year Operating Proforma (Years 1-5)

NOTE: Do not fill out this section. It is automatically filled in by program.

Calendar Year:	Year 1 2026	Year 2 2027	Year 3 2028	Year 4 2029	Year 5 2030
<b>INCOME:</b>					
Low-Income, Rental Assisted	\$0	\$0	\$0	\$0	\$0
Low-Income, Below 50%	0	0	0	0	0
Low-Income, Below 60%	0	0	0	0	0
Other Income 80%	62,425	63,674	64,947	66,246	67,571
Market Rate	62,425	63,674	64,947	66,246	67,571
<i>Gross Potential Income</i>	124,851	127,348	129,895	132,493	135,143
Less vacancy	0	0	0	0	0
<i>Effective Gross Residential Income</i>	124,851	127,348	129,895	132,493	135,143
Commercial (includes parking)	0	0	0	0	0
Less vacancy	0	0	0	0	0
Net Commercial Income	0	0	0	0	0
<i>Effective Rental Income</i>	124,851	127,348	129,895	132,493	135,143
Other Income: Laundry	0	0	0	0	0
Other Income: Late Charges	18	18	18	18	18
Other Income: Lockout & Keys	70	70	70	70	70
Other Income: Assessments	25,592	25,592	25,592	25,592	25,592
Other Income: Miscellaneous	106	106	106	106	106
Other Income: Interest	28	28	28	28	28
Other Income:	0	0	0	0	0
<i>Total Gross Income</i>	150,665	153,162	155,709	158,307	160,957
Operating Subsidies	0	0	0	0	0
Draw on Operating Reserves	0	0	0	0	0
<i>Total Effective Income</i>	\$150,665	\$153,162	\$155,709	\$158,307	\$160,957
<b>EXPENSES:</b>					
Management Fee	14,824	15,070	15,320	15,576	15,837
Administrative	19,374	19,761	20,157	20,560	20,971
Maintenance	43,917	44,795	45,691	46,605	47,537
Resident Services	0	0	0	0	0
Security	1,765	1,800	1,836	1,873	1,910
Electrical	11,571	11,802	12,038	12,279	12,525
Natural Gas	0	0	0	0	0
Oil (heat)	0	0	0	0	0
Water & Sewer	26,833	27,370	27,917	28,475	29,045
Replacement Reserve	0	0	0	0	0
Operating Reserve	0	0	0	0	0
Real Estate Taxes	0	0	0	0	0
Other Taxes	0	0	0	0	0
Insurance	30,353	30,960	31,579	32,211	32,855
MIP	0	0	0	0	0
Other:	0	0	0	0	0
<i>Total Operating Expenses</i>	\$148,637	\$151,559	\$154,539	\$157,579	\$160,680
<b>NET OPERATING INCOME</b>	\$2,028	\$1,603	\$1,170	\$728	\$277
Debt Service	\$0	\$0	\$0	\$0	\$0
<i>Debt Service Coverage</i>	N/A	N/A	N/A	N/A	N/A
Project Cash Flow	\$2,028	\$1,603	\$1,170	\$728	\$277
Required Debt Coverage	\$0	\$0	\$0	\$0	\$0
(Gap)/Surplus for Cov.	\$2,028	\$1,603	\$1,170	\$728	\$277

# 21-Year Operating Proforma (Years 6-10)

NOTE: Do not fill out this section. It is automatically filled in by program.

Calendar Year:	Year 6 2031	Year 7 2032	Year 8 2033	Year 9 2034	Year 10 2035
<b>INCOME:</b>					
Low-Income, Rental Assisted	\$0	\$0	\$0	\$0	\$0
Low-Income, Below 50%	0	0	0	0	0
Low-Income, Below 60%	0	0	0	0	0
Other Income 80%	68,923	70,301	71,707	73,141	74,604
Market Rate	68,923	70,301	71,707	73,141	74,604
<i>Gross Potential Income</i>	137,846	140,603	143,415	146,283	149,208
Less vacancy	0	0	0	0	0
<i>Effective Gross Residential Income</i>	137,846	140,603	143,415	146,283	149,208
Commercial Income	0	0	0	0	0
Less vacancy	0	0	0	0	0
Net Commercial Income	0	0	0	0	0
<i>Effective Rental Income</i>	137,846	140,603	143,415	146,283	149,208
Laundry Income	0	0	0	0	0
Other Income: Late Charges	18	18	18	18	18
Other Income: Lockout & Keys	70	70	70	70	70
Other Income: Assessments	25,592	25,592	25,592	25,592	25,592
Other Income: Miscellaneous	106	106	106	106	106
Other Income: Interest	28	28	28	28	28
Other Income:	0	0	0	0	0
<i>Total Gross Income</i>	163,660	166,417	169,229	172,097	175,022
Operating Subsidies	0	0	0	0	0
Draw on Operating Reserves	0	0	0	0	0
<i>Total Effective Income</i>	\$163,660	\$166,417	\$169,229	\$172,097	\$175,022

## EXPENSES:

Management Fee	16,103	16,374	16,650	16,933	17,221
Administrative	21,390	21,818	22,255	22,700	23,154
Maintenance	48,488	49,458	50,447	51,456	52,485
Resident Services	0	0	0	0	0
Security	1,949	1,988	2,027	2,068	2,109
Electrical	12,775	13,031	13,291	13,557	13,828
Natural Gas	0	0	0	0	0
Oil (heat)	0	0	0	0	0
Water & Sewer	29,626	30,218	30,823	31,439	32,068
Replacement Reserve	0	0	0	0	0
Operating Reserve	0	0	0	0	0
Real Estate Taxes	0	0	0	0	0
Other Taxes	0	0	0	0	0
Insurance	33,512	34,182	34,866	35,563	36,275
MIP	0	0	0	0	0
Other:	0	0	0	0	0
<i>Total Operating Expenses</i>	\$163,843	\$167,069	\$170,360	\$173,716	\$177,139

## NET OPERATING INCOME

	(\$183)	(\$652)	(\$1,131)	(\$1,619)	(\$2,117)
Debt Service	\$0	\$0	\$0	\$0	\$0
<i>Debt Service Coverage</i>	N/A	N/A	N/A	N/A	N/A
Project Cash Flow	(\$183)	(\$652)	(\$1,131)	(\$1,619)	(\$2,117)
Required Debt Coverage	\$0	\$0	\$0	\$0	\$0
(Gap)/Surplus for Cov.	(\$183)	(\$652)	(\$1,131)	(\$1,619)	(\$2,117)

# 21-Year Operating Proforma (Years 11-15)

NOTE: Do not fill out this section. It is automatically filled in by program.

Calendar Year:	Year 11 2036	Year 12 2037	Year 13 2038	Year 14 2039	Year 15 2040
<b>INCOME:</b>					
Low-Income, Rental Assisted	\$0	\$0	\$0	\$0	\$0
Low-Income, Below 50%	0	0	0	0	0
Low-Income, Below 60%	0	0	0	0	0
Other Income 80%	76,096	77,618	79,171	80,754	82,369
Market Rate	76,096	77,618	79,171	80,754	82,369
<i>Gross Potential Income</i>	152,193	155,237	158,341	161,508	164,738
Less vacancy	0	0	0	0	0
<i>Effective Gross Residential Income</i>	152,193	155,237	158,341	161,508	164,738
Commercial (includes parking)	0	0	0	0	0
Less vacancy	0	0	0	0	0
Net Commercial Income	0	0	0	0	0
<i>Effective Rental Income</i>	152,193	155,237	158,341	161,508	164,738
Other Income: Laundry	0	0	0	0	0
Other Income: Late Charges	18	18	18	18	18
Other Income: Lockout & Keys	70	70	70	70	70
Other Income: Assessments	25,592	25,592	25,592	25,592	25,592
Other Income: Miscellaneous	106	106	106	106	106
Other Income: Interest	28	28	28	28	28
Other Income:	0	0	0	0	0
<i>Total Gross Income</i>	178,007	181,051	184,155	187,322	190,552
Operating Subsidies	0	0	0	0	0
Draw on Operating Reserves	0	0	0	0	0
<i>Total Effective Income</i>	\$178,007	\$181,051	\$184,155	\$187,322	\$190,552

<b>EXPENSES:</b>					
Management Fee	17,514	17,814	18,119	18,431	18,749
Administrative	23,617	24,089	24,571	25,062	25,564
Maintenance	53,535	54,605	55,697	56,811	57,948
Resident Services	0	0	0	0	0
Security	2,152	2,195	2,238	2,283	2,329
Electrical	14,105	14,387	14,675	14,968	15,268
Natural Gas	0	0	0	0	0
Oil (heat)	0	0	0	0	0
Water & Sewer	32,709	33,363	34,031	34,711	35,406
Replacement Reserve	0	0	0	0	0
Operating Reserve	0	0	0	0	0
Real Estate Taxes	0	0	0	0	0
Other Taxes	0	0	0	0	0
Insurance	37,000	37,740	38,495	39,265	40,050
MIP	0	0	0	0	0
Other:	0	0	0	0	0
<i>Total Operating Expenses</i>	\$180,631	\$184,193	\$187,826	\$191,532	\$195,312

<b>NET OPERATING INCOME</b>	(\$2,625)	(\$3,143)	(\$3,671)	(\$4,210)	(\$4,760)
Debt Service	\$0	\$0	\$0	\$0	\$0
<i>Debt Service Coverage</i>	N/A	N/A	N/A	N/A	N/A
Project Cash Flow	(\$2,625)	(\$3,143)	(\$3,671)	(\$4,210)	(\$4,760)
Required Debt Coverage	\$0	\$0	\$0	\$0	\$0
(Gap)/Surplus for Cov.	(\$2,625)	(\$3,143)	(\$3,671)	(\$4,210)	(\$4,760)

# 21-Year Operating Proforma (Years 16-21)

NOTE: Do not fill out this section. It is automatically filled in by program.

Calendar Year:	Year 16 2041	Year 17 2042	Year 18 2043	Year 19 2044	Year 20 2045	Year 21 2046
<b>INCOME:</b>						
Low-Income, Rent. Astd.	\$0	\$0	\$0	\$0	\$0	\$0
Low-Income, Below 50%	0	0	0	0	0	0
Low-Income, Below 60%	0	0	0	0	0	0
Other Income 80%	84,017	85,697	87,411	89,159	90,942	92,761
Market Rate	84,017	85,697	87,411	89,159	90,942	92,761
<i>Gross Potential Income</i>	168,033	171,394	174,822	178,318	181,884	185,522
Less vacancy	0	0	0	0	0	0
<i>Eff. Gross Res. Income</i>	168,033	171,394	174,822	178,318	181,884	185,522
Commercial Income	0	0	0	0	0	0
Less vacancy	0	0	0	0	0	0
Net Commercial Income	0	0	0	0	0	0
<i>Effective Rental Income</i>	168,033	171,394	174,822	178,318	181,884	185,522
Other Income: Laundry	0	0	0	0	0	0
Other Late Charges	18	18	18	18	18	18
Other Lockout & Keys	70	70	70	70	70	70
Other Assessments	25,592	25,592	25,592	25,592	25,592	25,592
Other Miscellaneous	106	106	106	106	106	106
Other Interest	28	28	28	28	28	28
Other	0	0	0	0	0	0
<i>Total Gross Income</i>	193,847	197,208	200,636	204,132	207,698	211,336
Operating Subsidies	0	0	0	0	0	0
Draw on Operating Res.	0	0	0	0	0	0
<i>Total Effective Income</i>	\$193,847	\$197,208	\$200,636	\$204,132	\$207,698	\$211,336
<b>EXPENSES:</b>						
Management Fee	19,073	19,403	19,741	20,085	20,436	20,793
Administrative	26,075	26,596	27,128	27,671	28,224	28,789
Maintenance	59,106	60,289	61,494	62,724	63,979	65,258
Resident Services	0	0	0	0	0	0
Security	2,375	2,423	2,471	2,521	2,571	2,623
Electrical	15,573	15,885	16,202	16,526	16,857	17,194
Natural Gas	0	0	0	0	0	0
Oil (heat)	0	0	0	0	0	0
Water & Sewer	36,114	36,836	37,573	38,324	39,091	39,872
Replacement Reserve	0	0	0	0	0	0
Operating Reserve	0	0	0	0	0	0
Real Estate Taxes	0	0	0	0	0	0
Other Taxes	0	0	0	0	0	0
Insurance	40,851	41,668	42,502	43,352	44,219	45,103
MIP	0	0	0	0	0	0
Other:	0	0	0	0	0	0
<i>Total Operating Expenses</i>	\$199,167	\$203,100	\$207,111	\$211,203	\$215,376	\$219,633
<b>NET OPER. INC.</b>	(\$5,320)	(\$5,892)	(\$6,476)	(\$7,071)	(\$7,677)	(\$8,297)
Debt Service	\$0	\$0	\$0	\$0	\$0	\$0
<i>Debt Service Coverage</i>	N/A	N/A	N/A	N/A	N/A	N/A
Project Cash Flow	(\$5,320)	(\$5,892)	(\$6,476)	(\$7,071)	(\$7,677)	(\$8,297)
Required Debt Coverage	\$0	\$0	\$0	\$0	\$0	\$0
(Gap)/Surplus for Cov.	(\$5,320)	(\$5,892)	(\$6,476)	(\$7,071)	(\$7,677)	(\$8,297)

# Operating Expense Analysis

NOTE: Do not fill out this section. It is automatically filled in by program.

	<i>Residential Total</i>	<i>Residential Per Unit</i>	<i>Residential Per S. F.</i>	<i>Commercial Total</i>	<i>Commercial Per S. F.</i>
Management Fee	\$14,824	\$411.78	\$0.32	\$0	N/A
Payroll, Administrative	\$6,581	\$182.81	\$0.14	\$0	N/A
Payroll Taxes & Benefits, Admin.	\$710	\$19.72	\$0.02	\$0	N/A
Legal	\$388	\$10.78	\$0.01	\$0	N/A
Audit	\$3,176	\$88.22	\$0.07	\$0	N/A
Marketing	\$0	\$0.00	\$0.00	\$0	N/A
Telephone	\$2,118	\$58.83	\$0.05	\$0	N/A
Office Supplies	\$1,835	\$50.97	\$0.04	\$0	N/A
Accounting & Data Processing	\$0	\$0.00	\$0.00	\$0	N/A
Investor Servicing	\$0	\$0.00	\$0.00	\$0	N/A
DHCD Monitoring Fee	\$0	\$0.00	\$0.00	\$0	N/A
Other:	\$4,566	\$126.83	\$0.10	\$0	N/A
Other:	\$0	\$0.00	\$0.00	\$0	N/A
<b>Subtotal: Administrative</b>	\$19,374	\$538.17	\$0.42	\$0	N/A
Payroll, Maintenance	\$11,569	\$321.36	\$0.25	\$0	N/A
Payroll Taxes & Benefits, Admin.	\$1,499	\$41.64	\$0.03	\$0	N/A
Janitorial Materials	\$4,941	\$137.25	\$0.11	\$0	N/A
Landscaping	\$706	\$19.61	\$0.02	\$0	N/A
Decorating (inter. only)	\$247	\$6.86	\$0.01	\$0	N/A
Repairs (inter. & ext.)	\$3,248	\$90.22	\$0.07	\$0	N/A
Elevator Maintenance	\$3,529	\$98.03	\$0.08	\$0	N/A
Trash Removal	\$141	\$3.92	\$0.00	\$0	N/A
Snow Removal	\$106	\$2.94	\$0.00	\$0	N/A
Extermination	\$706	\$19.61	\$0.02	\$0	N/A
Recreation	\$4,800	\$133.33	\$0.10	\$0	N/A
Other:	\$12,425	\$345.14	\$0.27	\$0	N/A
<b>Subtotal: Maintenance</b>	\$43,917	\$1,219.92	\$0.96	\$0	N/A
<b>Resident Services</b>	\$0	\$0.00	\$0.00	\$0	N/A
<b>Security</b>	\$1,765	\$49.03	\$0.04	\$0	N/A
Electricity	\$11,571	\$321.42	\$0.25	\$0	N/A
Natural Gas	\$0	\$0.00	\$0.00	\$0	N/A
Oil	\$0	\$0.00	\$0.00	\$0	N/A
Water & Sewer	\$26,833	\$745.36	\$0.59	\$0	N/A
<b>Subtotal: Utilities</b>	\$38,404	\$1,066.78	\$0.84	\$0	N/A
<b>Replacement Reserve</b>	\$0	\$0.00	\$0.00	\$0	N/A
<b>Operating Reserve</b>	\$0	\$0.00	\$0.00	\$0	N/A
Real Estate Taxes	\$0	\$0.00	\$0.00	\$0	N/A
Other Taxes	\$0	\$0.00	\$0.00	\$0	N/A
Insurance	\$30,353	\$843.14	\$0.66	\$0	N/A
MIP	\$0	\$0.00	\$0.00	\$0	N/A
Other:	\$0	\$0.00	\$0.00	\$0	N/A
<b>Subtotal: Taxes, Insurance</b>	\$30,353	\$843.14	\$0.66	\$0	N/A
<b>TOTAL EXPENSES</b>	\$148,637	\$4,128.81	\$3.25	\$0	N/A

# Development Cost Analysis

NOTE: Do not fill out this section. It is automatically filled in by program.

	<i>Residential Total</i>	<i>Residential Per Unit</i>	<i>Residential Per S. F.</i>	<i>Commercial Total</i>	<i>Commercial Per S. F.</i>
Acquisition: Land	\$1,200	\$33	\$0.03	\$0	N/A
Acquisition: Building	\$0	\$0	\$0.00	\$0	N/A
<b>Acquisition Subtotal</b>	\$1,200	\$33	\$0.03	\$0	N/A
Direct Construction Budget	\$15,710,766	\$436,410	\$343.45	\$0	N/A
Construction Contingency	\$785,538	\$21,821	\$17.17	\$0	N/A
<b>Subtotal: Construction</b>	\$16,496,304	\$458,231	\$360.62	\$0	N/A
<b>General Development Costs:</b>					
Architecture & Engineering	\$926,778	\$25,744	\$20.26	\$0	N/A
Survey and Permits	\$22,695	\$630	\$0.50	\$0	N/A
Clerk of the Works	\$80,000	\$2,222	\$1.75	\$0	N/A
Environmental Engineer	\$110,000	\$3,056	\$2.40	\$0	N/A
Bond Premium	\$0	\$0	\$0.00	\$0	N/A
Legal	\$250,000	\$6,944	\$5.47	\$0	N/A
Title and Recording	\$20,000	\$556	\$0.44	\$0	N/A
Accounting & Cost Certificat.	\$48,000	\$1,333	\$1.05	\$0	N/A
Marketing and Rent Up	\$0	\$0	\$0.00	\$0	N/A
Real Estate Taxes	\$0	\$0	\$0.00	\$0	N/A
Insurance	\$200,000	\$5,556	\$4.37	\$0	N/A
Relocation	\$0	\$0	\$0.00	\$0	N/A
Appraisal	\$25,000	\$694	\$0.55	\$0	N/A
Security	\$0	\$0	\$0.00	\$0	N/A
Construction Loan Interest	\$207,643	\$5,768	\$4.54	\$0	N/A
Inspecting Engineer	\$36,000	\$1,000	\$0.79	\$0	N/A
Fees to: HNEF	\$219,582	\$6,100	\$4.80	\$0	N/A
Fees to: Lender (.5%)	\$50,000	\$1,389	\$1.09	\$0	N/A
MIP	\$0	\$0	\$0.00	\$0	N/A
Credit Enhancement Fees	\$0	\$0	\$0.00	\$0	N/A
Letter of Credit Fees	\$0	\$0	\$0.00	\$0	N/A
Other Financing Fees	\$0	\$0	\$0.00	\$0	N/A
Development Consultant	\$60,000	\$1,667	\$1.31	\$0	N/A
Other:	\$20,000	\$556	\$0.44	\$0	N/A
Other:	\$528,960	\$14,693	\$11.56	\$0	N/A
Soft Cost Contingency	\$70,037	\$1,945	\$1.53	\$0	N/A
<b>Subtotal: Gen. Dev.</b>	\$2,874,696	\$79,853	\$62.84	\$0	N/A
<b>Subtotal: Acquis., Const., and Gen. Dev.</b>	\$19,372,200	\$538,117	\$423.49	\$0	N/A
Capitalized Reserves	\$0	\$0	\$0.00	\$0	N/A
Developer Overhead	\$1,053,500	\$29,264	\$23.03	\$0	N/A
Developer Fee	\$1,053,500	\$29,264	\$23.03	\$0	N/A
<b>Total Development Cost</b>	\$21,479,200	\$596,644	\$469.55	\$0	N/A
<b>Total Net* Development Cost</b>	\$21,479,200	\$596,644	\$469.55	\$0	N/A

(\*Does not include any capitalized reserves nor any developer's fees or overhead which are contributed or loaned to the project.)



**Construction Period Sources and Uses**

Please fill out the following table with information on each month for which the project will be under construction. "Sources" and "Uses" should equal each other every month. Indicate loan repayment during the construction period.

<b>Sources of Cash:</b>	<i>Total</i>	<i>Closing</i>	<i>Month 1</i>	<i>Month 2</i>	<i>Month 3</i>	<i>Month 4</i>
Construction Loan	\$4,160,242	\$	\$	\$	\$	\$
Proceeds from Sale (Net)*	\$10,579,200	\$	\$	\$	\$	\$
Equity: Cash	\$0	\$	\$	\$	\$	\$
Equity: Tax Credit (Net)	\$0	\$	\$	\$	\$	\$
Subordinate Debt	\$10,900,000	\$1,877,874	\$509,064	\$509,064	\$472,397	\$472,397
Permanent Debt	\$0	\$	\$	\$	\$	\$
Syndication Bridge Loan	\$0	\$	\$	\$	\$	\$
Other Interim Loan	\$4,576,266	\$416,024	\$	\$	\$	\$
<b>SUBTOTAL</b>	<b>\$30,215,708</b>	<b>\$2,293,898</b>	<b>\$509,064</b>	<b>\$509,064</b>	<b>\$472,397</b>	<b>\$472,397</b>
Repayment: Construction Loan	\$4,160,242	\$	\$	\$	\$	\$
Repayment: Syndication Loan	\$	\$	\$	\$	\$	\$
Repayment: Interim Loan	\$4,576,266	\$	\$	\$	\$	\$
<b>TOTAL SOURCES, NET</b>	<b>\$21,479,200</b>	<b>\$2,293,898</b>	<b>\$509,064</b>	<b>\$509,064</b>	<b>\$472,397</b>	<b>\$472,397</b>
<b>Cumulative Sources</b>		<b>\$2,293,898</b>	<b>\$2,802,962</b>	<b>\$3,312,026</b>	<b>\$3,784,423</b>	<b>\$4,256,819</b>

\* Only relevant in the case of for-sale projects.

<b>Uses of Cash (Expenses):</b>	<i>Total</i>	<i>Closing</i>	<i>Month 1</i>	<i>Month 2</i>	<i>Month 3</i>	<i>Month 4</i>
<b>Acquisition</b>	\$1,200	\$1,200	\$	\$	\$	\$
<b>Hard Costs:</b>						
Direct Construction	\$15,710,766	\$294,215	\$441,323	\$441,323	\$441,323	\$441,323
Contingency	\$785,538	\$	\$	\$	\$	\$
<b>Total Hard Costs</b>	<b>\$16,496,304</b>	<b>\$294,215</b>	<b>\$441,323</b>	<b>\$441,323</b>	<b>\$441,323</b>	<b>\$441,323</b>
<b>Soft Costs:</b>						
Construction Loan Interest	\$207,643	\$90,000	\$	\$	\$	\$
Architecture & Engineering	\$926,778	\$850,000	\$3,338	\$3,338	\$3,338	\$3,338
Survey and Permits	\$22,695	\$22,695	\$	\$	\$	\$
Clerk of the Works	\$80,000	\$3,333	\$3,333	\$3,333	\$3,333	\$3,333
Environmental Engineer	\$110,000	\$36,667	\$36,667	\$36,667	\$	\$
Bond Premium	\$0	\$	\$	\$	\$	\$
Legal	\$250,000	\$200,000	\$	\$	\$	\$
Title and Recording	\$20,000	\$20,000	\$	\$	\$	\$
Accounting & Cost Certificat.	\$48,000	\$	\$	\$	\$	\$
Marketing and Rent Up	\$0	\$	\$	\$	\$	\$
Real Estate Taxes	\$0	\$	\$	\$	\$	\$
Insurance	\$200,000	\$100,000	\$	\$	\$	\$
Relocation	\$0	\$	\$	\$	\$	\$
Appraisal	\$25,000	\$12,500	\$	\$	\$	\$
Security	\$0	\$	\$	\$	\$	\$
Inspecting Engineer	\$36,000	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Financing Fees	\$269,582	\$50,000	\$	\$	\$	\$
Development Consultant	\$60,000	\$15,000	\$	\$	\$	\$
FF&E	\$20,000	\$	\$	\$	\$	\$
Sales Cost	\$528,960	\$	\$	\$	\$	\$
Developer's Overhead	\$1,053,500	\$526,750	\$22,902	\$22,902	\$22,902	\$22,902
Developer's Fee (Net)	\$1,053,500	\$	\$	\$	\$	\$
Soft Cost Contingency	\$70,037	\$70,037	\$	\$	\$	\$
Contribution to Reserves	\$0	\$	\$	\$	\$	\$
<b>Subtotal Soft Costs, Fees</b>	<b>\$4,981,696</b>	<b>\$1,998,483</b>	<b>\$67,741</b>	<b>\$67,741</b>	<b>\$31,074</b>	<b>\$31,074</b>
<b>TOTAL USES</b>	<b>\$21,479,200</b>	<b>\$2,293,898</b>	<b>\$509,064</b>	<b>\$509,064</b>	<b>\$472,397</b>	<b>\$472,397</b>
<b>Cumulative Uses</b>		<b>\$2,293,898</b>	<b>\$2,802,962</b>	<b>\$3,312,025</b>	<b>\$3,784,422</b>	<b>\$4,256,819</b>

<b>Budget: Percentage of Funds Expended</b>	10.7%	2.4%	2.4%	2.2%	2.2%
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Construction Loan Balance	\$0	\$0	\$0	\$0	\$0	\$0
Syndication Loan Balance	\$0	\$0	\$0	\$0	\$0	\$0
Interim Loan Balance	\$0	\$416,024	\$416,024	\$416,024	\$416,024	\$416,024

## Exhibit 11

## Construction Period Sources and Uses

Page 2

Please fill out the following table with information on each month for which the project will be under construction. "Sources" and "Uses" should equal each other every month. Indicate loan repayment during the construction period.

	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10
<b>Sources of Cash:</b>						
Construction Loan	\$	\$	\$	\$	\$	\$
Proceeds from Sale (Net)*	\$	\$	\$	\$	\$	\$
Equity: Cash	\$	\$	\$	\$	\$	\$
Equity: Tax Credit	\$	\$	\$	\$	\$	\$
Subordinate Debt	\$487,397	\$472,397	\$472,397	\$472,397	\$487,397	\$766,612
Permanent Debt	\$	\$	\$	\$	\$	\$
Syndication Bridge Loan	\$	\$	\$	\$	\$	\$
Other Interim Loan	\$	\$	\$	\$	\$	\$
<b>SUBTOTAL</b>	\$487,397	\$472,397	\$472,397	\$472,397	\$487,397	\$766,612
Repayment: Construction Loan	\$	\$	\$	\$	\$	\$
Repayment: Syndication Loan	\$	\$	\$	\$	\$	\$
Repayment: Interim Loan	\$	\$	\$	\$	\$	\$
<b>TOTAL SOURCES, NET</b>	\$487,397	\$472,397	\$472,397	\$472,397	\$487,397	\$766,612
<b>Cumulative Sources</b>	\$4,744,216	\$5,216,612	\$5,689,009	\$6,161,405	\$6,648,802	\$7,415,414
* Only relevant in the case of for-sale projects.						
<b>Uses of Cash (Expenses):</b>						
<b>Acquisition</b>	\$	\$	\$	\$	\$	\$
<b>Hard Costs:</b>						
Direct Construction	\$441,323	\$441,323	\$441,323	\$441,323	\$441,323	\$735,538
Contingency	\$	\$	\$	\$	\$	\$
<b>Total Hard Costs</b>	\$441,323	\$441,323	\$441,323	\$441,323	\$441,323	\$735,538
<b>Soft Costs:</b>						
Construction Loan Interest	\$	\$	\$	\$	\$	\$
Architecture & Engineering	\$3,338	\$3,338	\$3,338	\$3,338	\$3,338	\$3,338
Survey and Permits	\$	\$	\$	\$	\$	\$
Clerk of the Works	\$3,333	\$3,333	\$3,333	\$3,333	\$3,333	\$3,333
Environmental Engineer	\$	\$	\$	\$	\$	\$
Bond Premium	\$	\$	\$	\$	\$	\$
Legal	\$	\$	\$	\$	\$	\$
Title and Recording	\$	\$	\$	\$	\$	\$
Accounting & Cost Certificat.	\$	\$	\$	\$	\$	\$
Marketing and Rent Up	\$	\$	\$	\$	\$	\$
Real Estate Taxes	\$	\$	\$	\$	\$	\$
Insurance	\$	\$	\$	\$	\$	\$
Relocation	\$	\$	\$	\$	\$	\$
Appraisal	\$	\$	\$	\$	\$	\$
Security	\$	\$	\$	\$	\$	\$
Inspecting Engineer	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Financing Fees	\$	\$	\$	\$	\$	\$
Development Consultant	\$15,000	\$	\$	\$	\$15,000	\$
FF&E	\$	\$	\$	\$	\$	\$
Sales Cost	\$	\$	\$	\$	\$	\$
Developer's Overhead	\$22,902	\$22,902	\$22,902	\$22,902	\$22,902	\$22,902
Developer's Fee (Net)	\$	\$	\$	\$	\$	\$
Soft Cost Contingency	\$	\$	\$	\$	\$	\$
Contribution to Reserves	\$	\$	\$	\$	\$	\$
<b>Sub-Total Soft Costs</b>	\$46,074	\$31,074	\$31,074	\$31,074	\$46,074	\$31,074
<b>TOTAL</b>	\$487,397	\$472,397	\$472,397	\$472,397	\$487,397	\$766,612
<b>Cumulative Uses</b>	\$4,744,215	\$5,216,612	\$5,689,009	\$6,161,405	\$6,648,802	\$7,415,414
<b>Percentage of Funds Expended</b>	2.3%	2.2%	2.2%	2.2%	2.3%	3.6%
Construction Loan Balance	\$0	\$0	\$0	\$0	\$0	\$0
Syndication Loan Balance	\$0	\$0	\$0	\$0	\$0	\$0
Interim Loan Balance	\$416,024	\$416,024	\$416,024	\$416,024	\$416,024	\$416,024

## Exhibit 11

## Construction Period Sources and Uses

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Please fill out the following table with information on each month for which the project will be under construction. "Sources" and "Uses" should equal each other every month. Indicate loan repayment during the construction period.

<b>Sources of Cash:</b>	Month 11	Month 12	Month 13	Month 14	Month 15	Month 16
Construction Loan	\$	\$	\$	\$	\$91,225	\$383,838
Proceeds from Sale (Net)*	\$	\$	\$	\$	\$	\$
Equity: Cash	\$	\$	\$	\$	\$	\$
Equity: Tax Credit	\$	\$	\$	\$	\$	\$
Subordinate Debt	\$806,612	\$876,612	\$766,612	\$766,612	\$584,162	\$
Permanent Debt	\$	\$	\$	\$	\$	\$
Syndication Bridge Loan	\$	\$	\$	\$	\$	\$
Other Interim Loan	\$	\$	\$	\$	\$91,225	\$383,838
<b>SUBTOTAL</b>	\$806,612	\$876,612	\$766,612	\$766,612	\$766,612	\$767,676
Repayment: Construction Loan	\$	\$	\$	\$	\$	\$
Repayment: Syndication Loan	\$	\$	\$	\$	\$	\$
Repayment: Interim Loan	\$	\$	\$	\$	\$	\$
<b>TOTAL SOURCES, NET</b>	\$806,612	\$876,612	\$766,612	\$766,612	\$766,612	\$767,676
<b>Cumulative Sources</b>	\$8,222,026	\$9,098,638	\$9,865,250	\$10,631,862	\$11,398,474	\$12,166,150
* Only relevant in the case of for-sale projects.						
<b>Uses of Cash (Expenses):</b>	Month 11	Month 12	Month 13	Month 14	Month 15	Month 16
<b>Acquisition</b>	\$	\$	\$	\$	\$	\$
<b>Hard Costs:</b>						
Direct Construction	\$735,538	\$735,538	\$735,538	\$735,538	\$735,538	\$735,538
Contingency	\$	\$	\$	\$	\$	\$
<b>Total Hard Costs</b>	\$735,538	\$735,538	\$735,538	\$735,538	\$735,538	\$735,538
<b>Soft Costs:</b>						
Construction Loan Interest	\$	\$	\$	\$	\$	\$456
Architecture & Engineering	\$3,338	\$3,338	\$3,338	\$3,338	\$3,338	\$3,338
Survey and Permits	\$	\$	\$	\$	\$	\$
Clerk of the Works	\$3,333	\$3,333	\$3,333	\$3,333	\$3,333	\$3,333
Environmental Engineer	\$	\$	\$	\$	\$	\$
Bond Premium	\$	\$	\$	\$	\$	\$
Legal	\$	\$50,000	\$	\$	\$	\$
Title and Recording	\$	\$	\$	\$	\$	\$
Accounting & Cost Certificat.	\$	\$	\$	\$	\$	\$
Marketing and Rent Up	\$	\$	\$	\$	\$	\$
Real Estate Taxes	\$	\$	\$	\$	\$	\$
Insurance	\$40,000	\$60,000	\$	\$	\$	\$
Relocation	\$	\$	\$	\$	\$	\$
Appraisal	\$	\$	\$	\$	\$	\$
Security	\$	\$	\$	\$	\$	\$
Inspecting Engineer	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Financing Fees	\$	\$	\$	\$	\$	\$608
Development Consultant	\$	\$	\$	\$	\$	\$
FF&E	\$	\$	\$	\$	\$	\$
Sales Cost	\$	\$	\$	\$	\$	\$
Developer's Overhead	\$22,902	\$22,902	\$22,902	\$22,902	\$22,902	\$22,902
Developer's Fee (Net)	\$	\$	\$	\$	\$	\$
Soft Cost Contingency	\$	\$	\$	\$	\$	\$
Contribution to Reserves	\$	\$	\$	\$	\$	\$
<b>Sub-Total Soft Costs</b>	\$71,074	\$141,074	\$31,074	\$31,074	\$31,074	\$32,138
<b>TOTAL</b>	\$806,612	\$876,612	\$766,612	\$766,612	\$766,612	\$767,676
<b>Cumulative Uses</b>	\$8,222,026	\$9,098,638	\$9,865,250	\$10,631,862	\$11,398,474	\$12,166,150
<b>Percentage of Funds Expended</b>	3.8%	4.1%	3.6%	3.6%	3.6%	3.6%
Construction Loan Balance	\$0	\$0	\$0	\$0	\$91,225	\$475,063
Syndication Loan Balance	\$0	\$0	\$0	\$0	\$0	\$0
Interim Loan Balance	\$416,024	\$416,024	\$416,024	\$416,024	\$507,249	\$891,087

## Exhibit 11

## Construction Period Sources and Uses

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Please fill out the following table with information on each month for which the project will be under construction. "Sources" and "Uses" should equal each other every month. Indicate loan repayment during the construction period.

	Month 17	Month 18	Month 19	Month 20	Month 21	Month 22
<b>Sources of Cash:</b>						
Construction Loan	\$414,631	\$388,496	\$483,066	\$472,134	\$521,334	\$676,483
Proceeds from Sale (Net)*	\$	\$	\$	\$	\$	\$
Equity: Cash	\$	\$	\$	\$	\$	\$
Equity: Tax Credit	\$	\$	\$	\$	\$	\$
Subordinate Debt	\$100,000	\$	\$	\$	\$	\$
Permanent Debt	\$	\$	\$	\$	\$	\$
Syndication Bridge Loan	\$	\$	\$	\$	\$	\$
Other Interim Loan	\$414,631	\$388,496	\$483,066	\$472,134	\$521,334	\$676,483
<b>SUBTOTAL</b>	\$929,262	\$776,992	\$966,132	\$944,268	\$1,042,668	\$1,352,966
Repayment: Construction Loan	\$	\$	\$	\$	\$	\$
Repayment: Syndication Loan	\$	\$	\$	\$	\$	\$
Repayment: Interim Loan	\$	\$	\$	\$	\$	\$
<b>TOTAL SOURCES, NET</b>	\$929,262	\$776,992	\$966,132	\$944,268	\$1,042,668	\$1,352,966
<b>Cumulative Sources</b>	\$13,095,412	\$13,872,404	\$14,838,536	\$15,782,804	\$16,825,472	\$18,178,438
* Only relevant in the case of for-sale projects.						
<b>Uses of Cash (Expenses)</b>						
<b>Acquisition</b>	\$	\$	\$	\$	\$	\$
<b>Hard Costs:</b>						
Direct Construction	\$735,538	\$735,538	\$735,538	\$735,538	\$985,538	\$1,132,646
Contingency	\$157,108	\$	\$157,108	\$157,108	\$	\$157,108
<b>Total Hard Costs</b>	\$892,646	\$735,538	\$892,646	\$892,646	\$985,538	\$1,289,754
<b>Soft Costs:</b>						
Construction Loan Interest	\$2,375	\$4,448	\$6,391	\$8,806	\$11,167	\$13,774
Architecture & Engineering	\$3,338	\$3,338	\$3,338	\$3,338	\$3,338	\$3,338
Survey and Permits	\$	\$	\$	\$	\$	\$
Clerk of the Works	\$3,333	\$3,333	\$3,333	\$3,333	\$3,333	\$3,333
Environmental Engineer	\$	\$	\$	\$	\$	\$
Bond Premium	\$	\$	\$	\$	\$	\$
Legal	\$	\$	\$	\$	\$	\$
Title and Recording	\$	\$	\$	\$	\$	\$
Accounting & Cost Certificat.	\$	\$	\$	\$	\$	\$
Marketing and Rent Up	\$	\$	\$	\$	\$	\$
Real Estate Taxes	\$	\$	\$	\$	\$	\$
Insurance	\$	\$	\$	\$	\$	\$
Relocation	\$	\$	\$	\$	\$	\$
Appraisal	\$	\$	\$	\$	\$	\$
Security	\$	\$	\$	\$	\$	\$
Inspecting Engineer	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Financing Fees	\$3,167	\$5,931	\$8,521	\$11,742	\$14,889	\$18,365
Development Consultant	\$	\$	\$7,500	\$	\$	\$
FF&E	\$	\$	\$20,000	\$	\$	\$
Sales Cost	\$	\$	\$	\$	\$	\$
Developer's Overhead	\$22,902	\$22,902	\$22,902	\$22,902	\$22,902	\$22,902
Developer's Fee (Net)	\$	\$	\$	\$	\$	\$
Soft Cost Contingency	\$	\$	\$	\$	\$	\$
Contribution to Reserves	\$	\$	\$	\$	\$	\$
<b>Sub-Total Soft Costs</b>	\$36,616	\$41,453	\$73,486	\$51,622	\$57,130	\$63,213
<b>TOTAL</b>	\$929,262	\$776,991	\$966,132	\$944,268	\$1,042,668	\$1,352,966
<b>Cumulative Uses</b>	\$13,095,412	\$13,872,403	\$14,838,535	\$15,782,803	\$16,825,471	\$18,178,437
<b>Percentage of Funds Expended</b>	4.3%	3.6%	4.5%	4.4%	4.9%	6.3%
Construction Loan Balance	\$889,694	\$1,278,190	\$1,761,256	\$2,233,390	\$2,754,724	\$3,431,207
Syndication Loan Balance	\$0	\$0	\$0	\$0	\$0	\$0
Interim Loan Balance	\$1,305,718	\$1,694,214	\$2,177,280	\$2,649,414	\$3,170,748	\$3,847,231

## Exhibit 11

## Construction Period Sources and Uses

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Please fill out the following table with information on each month for which the project will be under construction. "Sources" and "Uses" should equal each other every month. Indicate loan repayment during the construction period.

<b>Sources of Cash:</b>	Month 23	Month 24	Month 25	Month 26	Month 27	Month 28
Construction Loan	\$729,035					
Proceeds from Sale (Net)*		\$1,057,920	\$1,586,880	\$1,586,880	\$2,115,840	\$2,115,840
Equity: Cash						
Equity: Tax Credit						
Subordinate Debt						
Permanent Debt						
Syndication Bridge Loan						
Other Interim Loan	\$729,035					
<b>SUBTOTAL</b>	\$1,458,070	\$1,057,920	\$1,586,880	\$1,586,880	\$2,115,840	\$2,115,840
Repayment: Construction Loan		\$583,064	\$1,364,939	\$1,548,084	\$664,155	
Repayment: Syndication Loan						
Repayment: Interim Loan					\$1,420,630	\$2,097,576
<b>TOTAL SOURCES, NET</b>	\$1,458,070	\$474,856	\$221,941	\$38,796	\$31,055	\$18,264
<b>Cumulative Sources</b>	\$19,636,508	\$20,111,364	\$20,333,305	\$20,372,101	\$20,403,156	\$20,421,420
* Only relevant in the case of for-sale projects.						
<b>Uses of Cash (Expenses):</b>	Month 23	Month 24	Month 25	Month 26	Month 27	Month 28
<b>Acquisition</b>						
<b>Hard Costs:</b>						
Direct Construction	\$985,538	\$250,000				
Contingency	\$157,108					
<b>Total Hard Costs</b>	\$1,142,646	\$250,000	\$0	\$0	\$0	\$0
<b>Soft Costs:</b>						
Construction Loan Interest	\$17,156	\$20,801	\$17,886	\$11,061	\$3,321	
Architecture & Engineering	\$3,338					
Survey and Permits						
Clerk of the Works	\$3,333					
Environmental Engineer						
Bond Premium						
Legal						
Title and Recording						
Accounting & Cost Certificat.	\$48,000					
Marketing and Rent Up						
Real Estate Taxes						
Insurance						
Relocation						
Appraisal	\$12,500					
Security						
Inspecting Engineer	\$1,500					
Financing Fees	\$22,875	\$27,735	\$27,735	\$27,735	\$27,735	\$18,264
Development Consultant	\$7,500					
FF&E						
Sales Cost	\$176,320	\$176,320	\$176,320			
Developer's Overhead	\$22,902					
Developer's Fee (Net)						
Soft Cost Contingency						
Contribution to Reserves						
<b>Sub-Total Soft Costs</b>	\$315,424	\$224,856	\$221,941	\$38,796	\$31,056	\$18,264
<b>TOTAL</b>	\$1,458,070	\$474,856	\$221,941	\$38,796	\$31,056	\$18,264
<b>Cumulative Uses</b>	\$19,636,507	\$20,111,363	\$20,333,304	\$20,372,100	\$20,403,156	\$20,421,420
<b>Percentage of Funds Expended</b>	6.8%	2.2%	1.0%	0.2%	0.1%	0.1%
Construction Loan Balance	\$4,160,242	\$3,577,178	\$2,212,239	\$664,155	\$0	\$0
Syndication Loan Balance	\$0	\$0	\$0	\$0	\$0	\$0
Interim Loan Balance	\$4,576,266	\$4,576,266	\$4,576,266	\$4,576,266	\$3,155,636	\$1,058,060

Exhibit 11

Construction Period Sources and Uses

Please fill out the following table with information on each month for which the project will be under construction. "Sources" and "Uses" should equal each other every month. Indicate loan repayment during the construction period.

	Month 29	Month 30	Month 31	Month 32	Month 33	Net Balance
<b>Sources of Cash:</b>						
Construction Loan						\$0
Proceeds from Sale (Net)*	\$2,115,840					\$0
Equity: Cash						\$0
Equity: Tax Credit						\$0
Subordinate Debt						\$1
Permanent Debt						\$0
Syndication Bridge Loan						\$0
Other Interim Loan						\$0
<b>SUBTOTAL</b>	\$2,115,840	\$0	\$0	\$0	\$0	\$1
Repayment: Construction Loan						\$4,160,242
Repayment: Syndication Loan						\$0
Repayment: Interim Loan	\$1,058,060					\$4,576,266
<b>TOTAL SOURCES, NET</b>	\$1,057,780	\$0	\$0	\$0	\$0	(\$8,736,508)
<b>Cumulative Sources</b>	\$21,479,200	\$21,479,200	\$21,479,200	\$21,479,200	\$21,479,200	
* Only relevant in the case of for-sale projects.						
<b>Uses of Cash (Expenses)</b>						
	Month 29	Month 30	Month 31	Month 32	Month 33	Net Balance
<b>Acquisition</b>						
						\$0
<b>Hard Costs:</b>						
Direct Construction						(\$1)
Contingency						(\$0)
<b>Total Hard Costs</b>	\$0	\$0	\$0	\$0	\$0	(\$1)
<b>Soft Costs:</b>						
Construction Loan Interest						\$1
Architecture & Engineering						\$0
Survey and Permits						\$0
Clerk of the Works						\$0
Environmental Engineer						(\$1)
Bond Premium						\$0
Legal						\$0
Title and Recording						\$0
Accounting & Cost Certificat.						\$0
Marketing and Rent Up						\$0
Real Estate Taxes						\$0
Insurance						\$0
Relocation						\$0
Appraisal						\$0
Security						\$0
Inspecting Engineer						\$0
Financing Fees	\$4,280					\$0
Development Consultant						\$0
FF&E						\$0
Sales Cost						\$0
Developer's Overhead						\$0
Developer's Fee (Net)	\$1,053,500					\$0
Soft Cost Contingency						\$0
Contribution to Reserves						\$0
<b>Sub-Total Soft Costs</b>	\$1,057,780	\$0	\$0	\$0	\$0	\$1
<b>TOTAL</b>	\$1,057,780	\$0	\$0	\$0	\$0	(\$0)
<b>Cumulative Uses</b>	\$21,479,200	\$21,479,200	\$21,479,200	\$21,479,200	\$21,479,200	
<b>Percentage of Funds Expended</b>						
	4.9%	0.0%	0.0%	0.0%	0.0%	
Construction Loan Balance	\$0	\$0	\$0	\$0	\$0	
Syndication Loan Balance	\$0	\$0	\$0	\$0	\$0	
Interim Loan Balance	\$0	\$0	\$0	\$0	\$0	

## **2.5 EVIDENCE OF FINANCING**



November 4, 2022

Zeina Talje  
Managing Partner  
Z Capital Investments, LLC  
1089 Commonwealth Avenue # 326  
Boston, MA 02215

Ricardo Sanchez  
MHNHS  
One Brigham Circle  
1620 Tremont Street / M Level  
Boston, MA 02120

RE: Construction Project located at 778-796 Parker Street and 77 Terrace Street, Boston, MA

Dear Zeina and Ricardo:

Eastern Bank (EB or the “Lender”) is pleased to provide the following Letter of Interest for the proposed development of 36 income restricted condominium for sale units in two buildings located at 270 Talbot Avenue, Boston MA. The proposed project will provide critically needed affordable homeownership opportunity in the City of Boston. This is just the kind of community development initiatives that Eastern Bank has been proud to support for many years.

The proposed terms and conditions are provided for discussion purposes lone and do not constitute an offer, agreement, or commitment to lend. The actual terms and conditions upon which the Lender may extend credit to you are subject to satisfactory completion of due diligence, credit committee approval, satisfactory review of documentation and other such terms and conditions as determined by the Lender.

**Borrower:** TBD / Special Purpose Entity LLC

**Loan Structure:** Construction Bridge Loan

**Loan Purpose:** Non-revolving construction loan to provide funding for the ground up construction. The project will include 36 for-sale affordable homeownership condominium units that would offer housing for households at 80% (18 units) and 100% (18 units) of Area Median Income (AMI). The development site is comprised of 11 parcels in Mission Hill owned by the Mayor’s Office of Housing. The proposed project includes 8 townhomes on Parker Street and a four-story apartment building with 21 units on Terrace Street. The project will include Commonwealth Builder Homeownership funds.

**Collateral:** The Loan will be secured by a first mortgage and all pertinent assignments on the land, improvements and grants to be constructed on 778-796 Parker Street and 77 Terrace Street, Boston, MA. The appropriate UCC filings, all permits, development rights, purchase contracts, management agreements, development agreements, etc.

**Loan Amount:** Up to \$4,135,000 subject to a maximum 80% LTV (Loan to Value)

**Term:** 24 months from closing with a 6-month extension option.



**Interest Rate:** At the Borrower's option, the interest rate will be:  
(a) fixed at 24 Months Classic FHLB Index plus 200 bps, Or  
(b) floating at 30-day SOFR plus 250bps.

**Origination Fee:** 75 bps

**Partial Release of Each sale:** Upon the sale of the units, the Lender will receive all net proceeds from residential and commercial (whichever is first) until the construction loan is paid off.

**Prepayment Penalty:** None.

**Repayment:** Loan to be paid off in full by conveyance of 90% of the units.

**Loan to Value:** The loan will have a maximum 80% LTV based upon the full loan commitment and the discounted sell-out value of the property prepared by an appraiser satisfactory to EB. The covenant will be tested at closing.

**Appraisal:** The appraisal requirement of this facility will require that prior to closing the Lender receives and satisfactorily reviews an appraisal (as outlined above) supporting a maximum 80% Loan to Value Ratio based on "as completed and as restricted" value.

**Financial Information:** Borrower and Guarantor will provide financial information as the Lender may request prior to Commitment and all information is subject to the Lenders satisfactory review.

**Construction Loan Advances:** Advances will be made subject to satisfactory review of work in place based upon the approved budget and based on percentage of project completion. Inspections will be made by an inspecting engineer (retained by the Lender) at the cost of the Borrower. Further, each advance will be subject to a "clean" title rundown, at the cost of the Borrower.

It will be required that all of the Borrower's equity and proceeds from the Commonwealth Builder grant to be injected into the project prior to any construction loan advances and all Developer Fee and Overhead will be deferred until the Lender's construction loan is fully repaid.

**Bonding:** The general contractor must provide 100% Payment, Performance and Lien Bonds, deemed acceptable by the Lender, for the construction scheduled for the Project.

**Construction Plan and Cost Review by Lender/Lender's Construction Consultant:** The Financing will be subject to a construction plan and cost review by the Lender's construction consultant. The Lender and its construction consultant will have the right to approve the complete plans, specifications, the building contractor, the GMP or lump sum construction contract, all architects/engineer's contracts, the project budget and the projected draw schedule prior to closing.

Borrower will pay reasonable review and inspection fees for Lender's Construction Consultant for all budget reviews and progress inspections during the term of the Financing.

**Guarantors:** Z Capital Investments ("Z Capital") and Mission Hill Neighborhood Housing Services ("MHNHS") and Principal recourse. Tax Returns of the Guarantors will be required for due diligence purposes and are subject to Lender's satisfactory review and approval.

**Environmental:** Prior to closing the loan the Lender must receive a recent Environmental Report in form and substance acceptable to Lender and prepared by a firm approved by the Lender. Lender may (but is not obligated) use a report commissioned by the Borrower subject to; (i) Lender approves the firm, (ii) the firm will provide the Lender with a Reliance Letter allowing the Lender to rely on their report and (iii) Lender may hire another firm to perform a "review" of the report which review must be acceptable to Lender.

**Financial Reporting:** Eastern Bank will require the Borrower and Guarantors to supply their federal income tax returns on an annual basis within 15 days of filing, but no later than October 31st.

**Operating Accounts:** The Borrower will be required to maintain all project related deposit account(s) with the Lender

**Insurance:** The loan documents will provide for the following: builder's risk, hazard, liability, business interruption and other insurance coverage as the Lender may require from time to time in amounts and in companies acceptable to the Lender. The policies shall contain the proper mortgagee/loss payee clause and copies thereof shall be deposited with the Lender throughout the life of the Loan. The Property insurance shall be for the 100% full replacement value. All policies shall contain a provision requiring at least 30 days' notice to the Lender before any policy cancellation or modification. The Lender's name and address should appear as below.

**Eastern Bank  
ISAOA ATIMA  
PO Box 5462  
Norwell, MA 012061**

**Closing Costs:** Paid by the Borrower

**Funding Commitments** Other sources commitments must be closed prior to or simultaneously at the time of the construction loan closing

**Special Conditions:** Borrower must obtain the building permits and all other approvals prior to closing.

Any and all other terms, conditions, covenants and requirements as are common to a commercial real estate transaction of this nature to the extent consistent with the terms of this term sheet.

If you would like to proceed with the underwriting and presentation to our approval committees according to the terms and conditions outlined, please sign and date this letter immediately (within 30 calendar days of this letter) in the space provided below and return it to the Bank along with a deposit of \$10,000.00. Upon receipt of the countersigned letter and the deposit, the Bank will finalize its formal due diligence process.

Upon closing of the financing, any portion of the deposit remaining after third-party and Bank underwriting costs shall be credited toward the financing origination fees. If the financing does not close, then any portion of the deposits remaining after third-party costs shall be refunded to the Sponsor.

Please feel free to contact me at 978-760-0469 if you have any questions. Thank you very much for considering Eastern Bank for the financing of this project.

Yours truly,

*Lisa Sheehan*

Lisa Sheehan  
Senior Vice President  
Community Development Lending Group

Acknowledged and accepted,

\_\_\_\_\_  
Authorized Signer:  
Guarantor

\_\_\_\_\_  
Date



21 Custom House Street  
Boston, MA 02110  
Tel: (617) 850-1000  
Fax: (617) 850-1100

Guilliaem Aertsen  
Chairman

Moddie Turay  
President and CEO

November 3, 2022

Zeina Talje  
Managing Partner  
Z Capital Investments  
1089 Commonwealth Avenue # 326  
Boston, MA 02215

Ricardo Sanchez  
MHNHS  
One Brigham Circle  
1620 Tremont Street / M Level  
Boston, MA 02120

Via Email

Re: Parker and Terrace Street Development

Dear Ms. Talje and Mr. Sanchez:

Thank you for your interest in having MHIC provide financing for the development of 36 homeownership units on Parker and Terrace Streets in Mission Hill. MHIC welcomes the opportunity to work with you on this important development. It is our understanding from the information you have provided to us that the redevelopment of these sites will revitalize eleven underutilized City-owned parcels.

The proposed project includes the construction of eight 3-bedroom townhomes on Parker Street and a four-story apartment building on Terrace Street containing 21 total units including four 1-bedroom, 16 2-bedroom and eight 3-bedroom units. All units will be affordable to first time homebuyers earning at or below 80% or 100% of AMI. The proposed development will provide much needed moderately priced homeownership housing in Mission Hill.

Based on the information we have received, we understand that the total development costs of the project is approximately \$21.5 million. You expect to have residential sales proceeds of \$10.5 million. You will be applying for \$5,400,000 of MassHousing's Commonwealth Builder Funds, \$5,400,000 from the City of Boston and you also expect to contribute \$416,024 of developer equity during the construction period.

We are pleased you have expressed interest in MHIC's Healthy Neighborhoods Equity Fund II LP (HNEF II) filling the remaining equity need of \$4,160,242. The development appears to be a strong mission fit for HNEF II, which provides economic equity to transit-oriented development projects that promote improvements in neighborhood health outcomes. Anticipated health improvements could be achieved at the proposed development through revitalization of underutilized parcels by a community-minded developer and development of affordable homes for families with good access to transportation and to green space. Based on the information provided, it is anticipated that the project could support the requested HNEF II patient capital.

MHIC is also keenly interested in providing construction loan financing, currently estimated at \$4,160,242 for a 24-month period. MHIC is also interested in providing a predevelopment loan for a portion of the predevelopment needs, currently estimated at \$1,000,000.

This letter is an indication of interest to provide the above construction loan, as well as HNEF II equity financing, subject to availability of funding, completion of normal and customary due diligence and approval of our Board of Directors. We are very interested in supporting your redevelopment of these key parcels in Mission Hill and feel strongly that it will improve the quality of life for residents of the neighborhood. We wish you the best of luck with this development proposal.

Sincerely,

A handwritten signature in blue ink, appearing to read "Carrie Knudson", with a long, sweeping horizontal line extending to the right.

Carrie Knudson  
Investment Officer



FIRST REPUBLIC BANK  
It's a privilege to serve you®

November 3, 2022

First Republic Bank  
772 Boylston St.  
Boston, MA 02199

To Whom It May Concern:

This is to serve as our confirmation that the account information reflected in our records for the below account is as follows:

Account Name: Z CAPITAL INVESTMNETS LLC

Available Balance: Excess of \$500,000.00

The above-mentioned entity is in good standing with the bank. Please do not hesitate to contact me with any questions or concerns.

Regards,

Vitaliy Schafer  
Managing Director  
PBO Senior Assistant Manager  
Preferred Banking Offices  
First Republic Bank  
772 Boylston St. | Boston, MA 02199  
Office: (617) 859-8888 | Direct: (617) 204-3312 | Fax: (617) 859-8880 | Email:  
[vschafer@firstrepublic.com](mailto:vschafer@firstrepublic.com)

## **2.6 AUDITED STATEMENT**

**Z CAPITAL INVESTMENTS**

November 7<sup>th</sup>, 2022

Julio Pilier  
Development Officer Mayor's Office of Housing  
12 Channel Street, 9th Floor  
Boston MA 02210

Dear Julio:

Z Capital Investments LLC and Mission Hill Neighborhood Housing Services are happy to provide further financial information upon request.

Sincerely,

*Zeina Talje*

Zeina Talje  
Z Capital Investments LLC  
Managing Partner  
1089 Commonwealth Ave Suite 326  
Boston, MA 02215



## 2.7 PROJECT TEAM



## Z CAPITAL INVESTMENTS

### ABOUT

Z Capital Investments LLC, is a strategically-driven and climate-conscious boutique real estate investment firm. We invest and develop residential and mixed-use property in Boston. Entrepreneurial, agile, and forward-thinking, we bring years of investment, development, and sustainable building experience to the table. Our commitment to conscientious financial analysis, creative place making, economic equity and innovative thinking sets

### SERVICES

Z Capital Investments, LLC uses a multi-disciplinary business model that includes traditional finance and investment expertise with real estate development, sustainable building, architectural training, and project management experience. This integrated approach provides a solid foundation and added-value for all partners, investors, and community stake-holders.

#### Market Research

We track property value fluctuations, property/rental vacancies, land availability, parking, public transport, commuter vs. 'work at home' needs, local amenities, and emerging variables such as 'walkability' factor, and climate trends.

#### Community Outreach

Understanding the nuances, character, and history of a neighborhood is more art than science—but it's an essential part of our process. We proactively and regularly connect with local leaders and stakeholders, to ensure we complement rather than compete with

#### Investor Proposal

Investment partnerships are about more than funding. We consider how the nature of a prospective project matches the interests and goals of a potential investor. We present realistic projections, budgets, timelines and future-value forecasts, to ensure all

#### Site Feasibility

In addition to assessing property considerations—traffic, property access, grade, and neighborhood character, we calculate supply-chain timelines, material costs, labor availability, and projected resale value and tax implications.

#### Financial Analysis

Prior to approaching investors or assembling partnerships, we carefully consider and weigh all metrics, timelines, and statistics. Our due diligence includes assessing risk vs. reward, contingency planning, and other variables.

21 Wensley St

52 Fisher Ave



# Z CAPITAL INVESTMENTS

ZENIA TALJE  
PRINCIPAL AND FOUNDER



## ABOUT

Zeina has 25 years in real estate design, development, finance, and asset management with private equity, Fortune 500, local and national firms. She is founder of Z Capital Investments, a real estate development and investment firm focused on mixed use projects with superior energy performance. Zeina holds an M.S. Architecture from McGill University & and MBA from Columbia University. She holds several certifications including Passive House consultant, real estate salesperson license and General Contractor license in Massachusetts. Zeina is a Board Member of tech startup coUrbanize and the Economic Development Advisory Board for the Town of Brookline.

## PAST DEVELOPMENT PROJECTS

- 621 Mass Ave Boston
- Watermark Seaport, Boston, MA
- 535 Mission St., San Francisco, CA
- City Center Plaza, Bellevue WA
- Signature Site, Reston, VA
- 5th & Madison, Seattle, WA
- Channel Center Boston, MA
- Intercontinental Hotel, Boston, MA

## EDUCATION

- M.B.A. Columbia Business School  
Real Estate Finance Concentration
- B.A. Architecture: McGill Univer-

## CREDENTIALS

- Passive House Certified
- Net-Zero Certified
- L.E.E.D Certified
- Licensed General Contractor



Watermark Seaport, Boston



535 Mission Street,  
San Francisco



Channel Center, Boston

*“We have the tools and technology to build smarter, design better, and improve the health and happiness of our communities, while protecting our planet, and reaping long-term financial and quality-of-life rewards. This is my mission—it’s why I love what I do every*

**Patricia Flaherty**

**Executive Director, Mission Hill Neighborhood Housing Services, Inc.**

Ms. Flaherty has served as Executive Director of Mission Hill Neighborhood Housing Services, Inc. (MHNHS) since October 2014. During this time she has guided the organization's growth, playing instrumental roles in the organization's new affordable housing and economic development activities in Roxbury Crossing, as well as overseeing the management of the organization's portfolio of almost 200 units with another 46 units currently under construction. Previously she had served as the Senior Project Manager since 2004. Ms. Flaherty is responsible for the organization's goal to redevelop MBTA Parcel 25. Ms. Flaherty directed the design, consultant selection, community organizing and implementation of the Parcel 25 Community Planning and Development Initiative that resulted in a \$100 million community generated transit-oriented redevelopment plan for Parcel 25 that includes a mixed-use project of affordable housing for low and moderate income residents, neighborhood-serving retail, community space, offices, and open space. MHNHS had purchased this 77,000 square foot site from the MBTA in 2012. Ms. Flaherty oversaw the management of the Parcel 25 Phase 1A project (completed and occupied in December 2017 and is currently overseeing development the Parcel 25 Phase 2 project (anticipated to be completed in June of 2023. Ms. Flaherty previously managed the development of the Roxbury Crossing Senior Building/Maria Sanchez House development project, a HUD 202 rental development for 39 extremely low-income seniors. The project completed construction and was occupied in June 2015.

Ms Flaherty has over 38 years of extensive community planning and development experience working in the Mission Hill community. In the early 1980s, she served as the Project Coordinator for the Back of the Hill CDC assisting in the development and implementation of political and organizational strategies enabling the development of affordable housing including an 18-unit moderate income manufactured home development, along with oversight of a 125 unit Section 8/202 elderly project and the acquisition of a 7-acre institutionally owned vacant parcel for the development of 165 low- and moderate-income condominium homes.

In 2000, she was Director of Community Relations and Special Projects for Boston City Councilor Michael Ross overseeing all institutional and private development projects, zoning, and licensing in the district. From 2001 to 2004 Ms. Flaherty was a real estate project manager for the Jamaica Plain NDC and was responsible for public and private funding, permitting, development team selection and construction of three affordable housing developments resulting in 80 units of affordable housing including a \$7.9 million low-income tax-credit cooperative housing project on the back of Mission Hill.

Ms. Flaherty also has served on many community advisory committees, institutional task forces, and board of directors for a number of community organizations in a volunteer leadership role along with teaching in Boston Public Schools and private schools. Mayor Thomas Menino appointed her as a Trustee to the Boston Charitable Trust and recently as a member of the Appeals Review Board for the citywide Problem Properties Task Force. Ms. Flaherty serves on the Community Advisory Board of Boston Children's Hospital. She was named a 2012 Unsung Heroine of Massachusetts and in 2010 received a Boston Neighborhood Fellows Award. Ms. Flaherty holds a Bachelor of Arts in Sociology and American Politics from Wheaton College and MA Teacher Certification from Emmanuel College. She received an Honorary Doctorate of Humane Letters from Wheaton College in May 2013.



**Ricardo Sanchez**

**Senior Housing Project Manager, Mission Hill Neighborhood Housing Services, Inc.**

Mr. Sanchez has been Senior Housing Project Manager for the Mission Hill Neighborhood Housing Services, Inc. since February 2015. Prior to that he served as Housing Development Project Manager for the City of Chelsea, where he managed the City's cross departmental Targeted Code Enforcement Pilot Program. He also helped launch the Certificate of Habitability Inspection Program to bring rental units up to code, and the CDBG Housing Rehabilitation Program to help property owners rehabilitate their properties and create affordable units for low-mod income tenants. Mr. Sanchez also supported the City's investment of CDBG housing funds to redevelop deteriorated or distressed properties for affordable housing. Since his hire, Ricardo has supported the Executive Director's work to develop the Roxbury Crossing Senior Building/Maria Sanchez House, a 40 unit 100% affordable rental project for extremely low-income seniors, before assuming primary responsibility for the implementation of the redevelopment activities at Parcel 25 in Roxbury Crossing, a \$100 million community-generated, transit-oriented, redevelopment effort that involves a mix of uses including affordable housing for low- and moderate-income residents, neighborhood-serving retail, community space, offices, and open space. Using HOME and other public and private resources, Parcel 25 Phase 1A of the effort provided a 40-unit mixed-use, transit-oriented development at One Gurney Street. Mr. Sanchez currently manages the development of the Parcel 25 Phase 2 project currently under construction which, when completed in June of 2023, will provide an additional 46 units of affordable rental housing for families.

Mr. Sanchez has over 30 years of extensive community planning, affordable housing development and mortgage financing experience working in the greater Boston area. In the early 1990s, he served as Project Manager, and subsequently as Director of Housing, for the Neighborhood Development Corporation of Jamaica Plain, where he assisted in the formation of three limited equity cooperatives; the development of the Nate Smith House, a rehabilitation and new construction project for extremely low-income seniors, funded under the HUD Section 202 program; as well as Phase 1 of the Back of the Hill Community Housing Initiative, which provided 22 units of new affordable homeownership housing on formerly vacant lots on the back of Mission Hill.

During the early 2000s, he served as Director Asset Management for the Codman

Square NDC and Director of Homeownership at Nuestra Comunidad Development Corporation, where he managed mortgage lending programs and first-time homebuyer education. In the mid-2000s he was Loan Officer for Neighborhood of Affordable Housing in East Boston before spending several years in a similar capacity with Sovereign Bank, as part of the CRA Lending Team.

Mr. Sanchez holds a Bachelor of Science degree in Environmental Design from the University of Massachusetts, Amherst and a joint Master's Degree in City Planning and Real Estate Development from the Massachusetts Institute of Technology in Cambridge.



**Gail Sullivan, FAIA, NCARB, Managing Principal**

gails@studiogarchitects.com 179 Boylston Street Jamaica Plain, MA 02130  
 T 617.524.5558

**EMPLOYMENT**

Studio G Architects, Inc	1991 - present
Sunset Street Associates	1986 - 1990
Kanda Associates	1985

**SELECTED EXPERIENCE**

Housing and Residential Projects

Nubian Ascends Affordable Housing ( <i>Associate Architect to Studio Enée</i> )	current
95 Lawrence Road	current
Beverly Housing Authority, ModPhase 2020 Balch Renovation	current
Cambridge Housing Authority, Modernization of Corcoran Park	current
E+ Highland Housing	current
Heading Home, 37 Wales Street Housing	current
Cambridge Redevelopment Authority Margaret Fuller Neighborhood House	current
1 Arcadia Way, Field's Corner CDC	current
45 Townsend Street (through SD)	2018
Y2Y Harvard Square Youth Shelter	2016
E+ Parker Terrace (Developer Proposal)	2013
South Shore Housing, Depot Crossing Apartments	2012
Beverly Housing Authority, Montserrat Affordable Rental Housing	2012
Cambridge Housing Authority, Federalization of State Units	2011
Heading Home, 100 Devon & 96 Bellevue	2011
Casa Myrna Transitional Housing	2009
Beverly Housing Authority, Garden City Towers	2008
Beverly Housing Authority, Courtney Drive, New Balch Street	2007
Terrace Street Lofts in association with Stull + Lee, Inc	2006
Brookview House	2004
Ka Fanm/Women's Institute of Housing and Economic Development	1996

**EDUCATION**

Massachusetts Institute of Technology	1986
Goddard College	1976

**AWARDS**

College of Fellows, American Institute of Architects MHC - Taunton WRAP	2016
Boston Society of Architects, Women in Design Award of Excellence	2013
City of Boston Green Business Award	2009
Massachusetts Historical Commission, Roxbury Presbyterian Church	2008
Boston Preservation Alliance, Paige Academy	2004
Massachusetts Historical Commission, Paige Academy	2004

**MEMBERSHIPS & REGISTRATIONS**

American Institute of Architects, AIA College of Fellows, Boston Society of Architects, National Trust for Historic Preservation, Citizen's Housing and Planning Association, US Green Building Council, CREW Boston, Association for Learning Environments, NCARB MCPPO for School Project Designers & Owner's Project Managers  
 Massachusetts #8666, Maine #ARC4241, RI #5365, NY #044722

building sustainable communities





building sustainable communities

## Keihly Moore, AIA, CPHC, LEED Green Associate, Staff Architect

keihlym@studiogarchitects.com 179 Boylston Street Jamaica Plain, MA 02130  
T 617.524.5558

### EMPLOYMENT

Studio G Architects, Inc	2015 - present
Stantec	2015
The Lawrence Group	2013 - 2014; 2012
University of NC Charlotte Urban Institute	2012 - 2013
Passive House Institute US	2009 - 2010
The Workspace	2004 - 2009
McKeller and Associates Architects	2006

### EXPERIENCE

#### Housing and Residential Projects

Nubian Ascends Affordable Housing ( <i>Associate Architect to Studio Enée</i> )	current
Cambridge Housing Authority, Modernization of Corcoran Park	current
E+ Highland Housing	current
Heading Home, 37 Wales Street Housing	current
Paquette Carriage House	2019
45 Townsend Street (through SD)	2018

#### Commercial/Mixed Use Projects

Girls Rock	2020
Greater Boston Nazarene Compassionate Care Social Services Center	on hold
Newton Chiropractic Wellness Center	2019
Casa Myrna Headquarters	2018

#### Educational Projects

Jewish Community Day School Study	current
MSBA Florence Roche Elementary School	current
MSBA Mountain View School ( <i>Associate Architect to Caolo &amp; Bieniek</i> )	2022
Atlantis Charter Public School	2018

### EDUCATION

University of NC- Charlotte, Dual Master of Architecture & Urban Design	2013
Iowa State University, Bachelor of Architecture, Minor in Environmental Studies	2009

### AWARDS

Boston Society of Architects Foundation Grant Recipient - Design/Build Bike Corral, Roslindale  
 AIA Charlotte + UNCC School of Architecture Traveling Fellowship  
 UNCC Architecture Director's Research Award  
 ARCC/King Student Medal for Excellence in Architectural & Environmental Research  
 2009 AIA Medal  
 Alpha Rho Chi Medal

### MEMBERSHIPS & REGISTRATIONS

American Institute of Architects, US Green Building Council, NE Sustainable Energy Association, Boston Society of Architects, Certified Passive House Consultant, Founder of JP Boston Cyclists Union Chapter  
 Massachusetts #951792



building sustainable communities

**Gabriela Shelburne, AIA, NOMA, Project Manager**

gabrielas@studiogarchitects.com 179 Boylston Street Jamaica Plain, MA 02130  
T 617.524.5558

**EMPLOYMENT**

Studio G Architects, Inc	2011 - present
Dooling Woodbrier Architects	2008 - 2010
Centrepoint Architects	2006 - 2008

**EXPERIENCE**

Housing and Residential Projects

Nubian Ascends Affordable Housing ( <i>Associate Architect to Studio Enée</i> )	current
Cambridge Housing Authority, Modernization of Corcoran Park	current
E+ Highland Housing	current
Heading Home, 37 Wales Street Housing	current
Cambridge Redevelopment Authority Margaret Fuller Neighborhood House	current
E+ Parker Terrace (Developer Proposal)	2013
South Shore Housing, Depot Crossing Apartments, CA only	2012
Beverly Housing Authority, Montserrat Affordable Rental Housing	2012
60 E. Springfield [ <i>Centrepoint Architects</i> ]	2010
Hancock Street Apartments [ <i>Centrepoint Architects</i> ]	2009
245 River Street Place [ <i>Dooling Woodbrier Architects</i> ]	2009
The Mills at Milton Village [ <i>Dooling Woodbrier Architects</i> ]	2008
Urbanica Engine One [ <i>Centrepoint Architects</i> ]	2007
Ipswich River Townhouses [ <i>Centrepoint Architects</i> ]	2007
58 E. Springfield [ <i>Centrepoint Architects</i> ]	2006

**EDUCATION**

Boston Architectural College, Bachelor of Architecture	2012
--	------

**MEMBERSHIPS & REGISTRATIONS**

American Institute of Architects, Boston Society of Architects, National Organization of Minority Architects Boston  
Massachusetts #951965

**LANGUAGES**

English, Spanish



#### Years of Experience

- 20 in industry
- 17 at Nitsch Engineering

#### Registration

- Massachusetts: Professional Engineer (Civil) #47098, 2007
- LEED Accredited Professional, Building Design + Construction, 2008
- Certified Professional in Erosion and Sediment Control, 2011
- OSHA (10-hour) Certification, 2010

#### Education

- B.S., Civil Engineering, University of Massachusetts, Amherst, 2002

#### Professional Affiliations

- American Society of Engineering Companies, Engineering Excellence Awards Committee, Co-Chair
- NAIOP Massachusetts, Member
- USGBC Massachusetts Member

#### Awards

- Boston Society for Civil Engineers Section 2010 Younger Member of the Year

Deb has 20 years of experience in the civil engineering field, with an emphasis on designing urban sites, coordinating projects, integrating sustainable site practices, and resolving permitting issues in the City of Boston. Her project experience includes mixed-use and commercial developments, transportation-related projects, academic facilities, and providing review services in Massachusetts. She is very experienced in managing multiple projects to provide innovative civil engineering design services and is able to combine her technical and communication skills to successfully serve a number of clients.

#### Representative Projects

**Orient Heights, East Boston, MA:** Project Manager for civil engineering services for the redevelopment of a Boston Housing Authority multi-family housing development consisting of 331 units. The development will contain new public space, a community center, and management office. Conducted feasibility studies and analysis of the existing site. Performing site design services (grading, utilities, and layout design). Providing permitting services permitting with the Boston Planning and Development Agency (BPDA), Boston Water and Sewer Commission (BWSC), Public Improvement Commission (PIC), and Boston Transportation Department (BTD).

**Jackson Square, Boston, MA:** Project Engineer for civil engineering services for the four-phase redevelopment project that turned the 11-acre entry area to Jamaica Plain and the Fort Hill section of Roxbury into a mixed-use, transit-oriented community. Using Low Impact Development (LID) principles to develop the roadway improvements and private sites; the development will include green roofs and utilize other green design techniques for stormwater management. The project includes designing roadway infrastructure improvements for five streets in the area: Columbus Avenue, Centre Street, Amory Street, the Jackson Square MBTA busway, and Ritchie Street. Most of the public roadway site improvements were above the underground Massachusetts Bay Transportation Authority (MBTA) Orange Line train tracks. Provided technical support for the BPDA permitting, was responsible for providing utility design, stormwater management design, site layout and grading, and construction administration; as well as permitting with the BWSC, Massachusetts Department of Environmental Protection (MassDEP), PIC, and MBTA.

**Mattapan Heights V, Boston, MA:** Senior Project Engineer for civil engineering services for the construction of a new 60-unit, all affordable housing rental housing facility including providing technical support for the Project Notification Form filing with the Boston Planning and Development Agency. Also responsible for the utility design, stormwater management design, site layout and grading, roadway design, construction administration, and permitting with BWSC and MassDEP



*Orient Heights, East Boston, MA*



*Washington-Beech Housing, Phase I, Boston, MA*



*28 Austin Street, Brookline, MA*

## Representative Projects - continued

**Washington-Beech Housing, Phase I, Boston, MA:** Project Engineer for civil engineering services for the redevelopment of the Washington-Beech low and moderate-income housing development. The first phase added 100 new units to the property (in four townhouses and a midrise building) and created three new streets. Designed the site utilities, grading, and layout for Phase I, as well as two new public streets and one private way. Permitted the improvements and additions with the Boston Public Works Department (BPWD), BTD, BWSC, Boston Street Lighting Division, Boston Parks and Recreation Department (BPRD), and private utility companies. Developed the specifications and cost estimates for the project. Worked closely with the project team to address AUL concerns during the design and permitting process.

**28 Austin Street, Newton, MA:** Project Manager for civil engineering services for the redevelopment of a parking lot into a four-story mixed-income rental residential building, with below-grade and at surface public parking and first floor retail in Newtonville. Designed the site layout, utilities, and grading, as well as improvements to the Private Way abutting the site. Approval of the project required the City of Newton Zoning Board of Appeals, included obtaining approval from the City of Newton Planning and Development Department, City of Newton Department of Public Works and the Newton Engineering and Utilities Divisions, and the City of Newton Fire Department.

**The Kensington, Boston, MA:** Senior Project Engineer for the \$170 million, 27-story high-rise apartment building, with the goal of obtaining LEED Gold status in downtown Boston. The apartment tower includes 381 rental housing units, a sixth-floor outdoor pool, and 110 above-ground parking spaces located on the first floors of the building. Provided civil/site engineering for the site utilities, as well as permitting with the Massachusetts Environmental Policy Act (MEPA), BPDA, PIC, BWSC, the Zoning Board of Appeals Groundwater Conservation Overlay District, and LEED Registration.

**399 Congress Street, Boston, MA:** Project Manager for the utility, grading, and layout improvements associated with the construction of a 22-story residential tower in South Boston. The project included a stormwater design to meet the City of Boston's recharge requirements and permitting with the Massachusetts Department of Transportation (MassDOT) and Massachusetts Port Authority (Massport), due to the site's location adjacent to a State Highway tunnel and the Massport-owned streets.

**Lofts at Westinghouse, Boston, MA:** Project Engineer for civil engineering services for the conversion of a historic mill building into a 4,100-square-foot, two-story condominium building in Hyde Park. Designed the site utilities, and permitted the project with the BPDA and BWSC.



### Years of Experience

- 12 in industry
- 5 at Nitsch Engineering

### Registration

- Massachusetts: Professional Engineer (Civil) #52304, 2015
- OSHA 10-hour Certified
- OSHA 40-hour Certified

### Education

- B.S., Civil Engineering, University of Massachusetts, Amherst, 2010

### Professional Affiliations

- American Society of Civil Engineers, Rhode Island Chapter
- Solid Waste Association of North America

Jon is a civil engineer with over 12 years of experience in engineering design and construction management projects (i.e. industrial site planning, underground utilities, stormwater management). His background of experience includes working for both public and private sector clients. As project manager, Jon is responsible for overseeing the civil engineering scope of services and monitoring the project process closely to make sure that Nitsch Engineering provides adequate and timely attention to the project.

Jon strives for a more efficient and client-focused design approach, and focuses on maintaining utilization while staying within project scope and budget to meet the client's needs.

### Representative Projects

**Orient Heights, East Boston, MA:** Senior Project Engineer for civil engineering services for the redevelopment of a Boston Housing Authority multi-family housing development consisting of 331 units. The development will contain new public space, a community center, and management office.

**The Homes at Old Colony, South Boston, MA:** Senior Project Engineer for civil engineering services for the redevelopment of a LEED ND public housing project near Andrews Square. The two-phased project included 116 new units and a 10,000-square-foot community center during Phase 1, and 169 new units and five new public streets during Phase 2.

**Whittier Place, Roxbury, MA:** Project Manager for civil engineering services for the redevelopment of Whittier Street Apartments, a Boston Housing Authority multi-family housing development in Roxbury. Worked directly for the private developer leasing the Boston Housing Authority land, Preservation of Affordable Housing (POAH), to redevelop the 3.8-acre site in three phases. Providing services for design and permitting with the Boston Planning and Development Agency (BPDA), Boston Water and Sewer Commission (BWSC), Public Improvement Commission (PIC), and the Boston Transportation Department (BTD); and provided construction administration services.

**730 – 750 Main Street, Cambridge, MA:** Senior Project Engineer for a site redevelopment for MITMCO. Project includes two buildings with an associated parking garage with site and utility improvements. Stormwater improvements were designed based on Cambridge Stormwater regulations.

**Tufts University, Cummings Building, Medford, MA:** Senior Project Engineer responsible for the planning, site design, and permitting coordination services for the Cummings Building Project. Site design services include a two-phase construction approach which started with a site utility enabling package and ended with proposed utility improvements for the proposed 150,000-square-foot facility. Prepared plans and specifications and provided review and comment on cost estimates.



*Orient Heights, East Boston, MA*



*The Homes at Old Colony, South Boston, MA*

## Representative Projects

**Tufts University, Squash Facility, Medford, MA:** Senior Project Engineer responsible for the planning, site design, and permitting coordination services for the Squash Facility Project. Provided permitting services, grading, stormwater management, building layout, parking lot layout, and utility improvements. Prepared plans and specifications and provided review and comment on cost estimates.

**Tufts University, Athletic Campus Utility Project, Medford, MA:** Senior Project Engineer responsible for the planning, conceptual design, and permit scoping to provide power from Tufts Central Energy Plant to their Athletic Campus. Collaborated closely with the Owner, Electrical Engineer, and cost estimator to develop conceptual level plans for the consideration of different routes to provide power. Conceptual designs were evaluated for cost, complexity, and permitting challenges to help support the decision process on the preferred route.

**Tufts University, Stormwater Improvements Project, Medford, MA:** Senior Project Engineer responsible for the design, bid support, and construction administration services for the second phase of the Stormwater Improvements Project for their Athletic Campus. Collaborated closely with the Owner, Geotechnical Engineer, and cost estimator to update permits and construction documents for bidding purposes. Prepared plans and submittal packages for filing with the City engineering department. Supplied construction support, reviewed shop drawings, and responded to Requests for Information.

**Massachusetts Institute of Technology, Metropolitan Warehouse Renovation, Cambridge, MA:** Senior Project Engineer for a site redevelopment for MIT. Project includes redevelopment of the MIT MET building with associated utility and stormwater water improvements adhering to Cambridge Regulations.

**Stonehill College, Solar Project, Easton, MA:** Senior Project Engineer responsible for civil/site engineering services including the preparation of utility, layout, demolition, and drainage plans, specifications, construction administration and all local/state environmental permitting for the construction of new solar canopies in an existing parking lot at the college.

**Brookline High School, Brookline, MA:** Senior Project Engineer for civil engineering services for the project that includes renovation of and an addition to the existing high school building, construction of a new building located at 111 Cypress Street, pedestrian access between these two buildings, and renovation of the Tappan Gym.

## PARKER AND TERRACE STREET DEVELOPMENT

### *Request for Proposals (RFP)*

#### **Goulston & Storrs**

Goulston & Storrs is an Am Law 200 firm with offices in Boston, New York, and Washington, D.C. We have one of the largest, most diverse, and most highly acclaimed real estate practices in the United States, including a top-tier ranking in Massachusetts by Chambers and Partners for over 20 consecutive years. With nearly 250 lawyers across multiple disciplines, we are a real estate powerhouse, with leading-edge development, land use, zoning, permitting, affordable housing, and Brownfields remediation and redevelopment capabilities.

#### **Real Estate**

The attorneys and paralegals in our market-leading real estate practice have the judgment, experience, pragmatism, and technical skill needed to help clients achieve their goals in complex and challenging real estate projects and transactions nationwide, with expertise across all asset classes, product types, and transaction structures in Greater Boston.

#### **Affordable Housing**

We have broad and deep experience representing a range of clients, including for-profit and nonprofit developers, owners, lenders, investors, syndicators, and public agencies. We counsel our clients in all aspects of their affordable housing and economic development projects across the nation, including: deal structuring that maximizes tax benefits and complies with all applicable regulatory systems; assessing potential sources of government financing and applying for and negotiating the terms of these federal, state, and local funds; applying for tax credit allocations, identifying investors, negotiating partnership terms, and meeting ongoing compliance requirements; permitting projects through both traditional and inclusionary zoning mechanisms and taking the lead on any related litigation; negotiating all construction and environmental related matters and agreements; structuring condominiums to meet project needs; developing funds; establishing new loan programs; and negotiating and drafting construction, bridge and permanent loans.

#### **Boston Permitting**

We are especially familiar with regulatory programs unique to the City of Boston. We have helped guide countless projects through Large Project Review under Article 80B of the Boston Zoning Code, including associated reviews, mitigation requirements, and public benefit expectations. Our experience extends to a diverse array of more granular approvals for such subjects as green building requirements; climate resilience; diversity, equity, and inclusion; environmental justice; transportation; sewer infrastructure; public realm and open space improvements; and design review. We appear regularly before the Boston Planning & Development Agency, Zoning Board of Appeal, Zoning Commission, Public Improvement Commission, Landmarks Commission, and other municipal bodies.

#### **Public Site Dispositions**

Our team has served as counsel to numerous project proponents in responding to RFPs for publicly owned sites and entering into land disposition agreements, development agreements, and ground leases with BPDA/EDIC, MOH, Massport, MassDOT, DCAMM, MCCA, and other public agencies.

## **Brownfields Remediation and Redevelopment**

Our full-service environmental group regularly helps clients navigate Brownfields guidance and regulations promulgated by the Massachusetts Department of Environmental Protection (DEP), Office of the Attorney General (OAG), Massachusetts Development Finance Agency (MDFA), and Department of Revenue (DOR) for tax credits. We help clients collaborate with municipalities, consultants, contractors, and insurers to attain alignment on liability protections, cost-sharing, permitting, community participation, and other challenges to remediating and redeveloping Brownfields.

### **Our Team**

#### *Matthew J. Kiefer* (Team leader and overall coordination)

Matthew Kiefer is a real estate development and land use lawyer whose practice is at the intersection of private initiative and public policy, focusing on obtaining parcel dispositions and entitlements from public agencies for complex urban projects. These include market-oriented, mixed-income and affordable housing; commercial and mixed-use projects; and facilities and master plans for universities, cultural institutions, and other nonprofits. In addition to his law practice, Matthew is a thought-leader in land use planning, design, and development in Boston.

#### *D. Hara Perkins* (Transactions)

Hara is recognized as an expert in affordable housing and economic development. She has negotiated over \$10 billion in low-income housing tax credit transactions for developers and investors. More recently, she has been exploring with clients how Proptech might be tailored to benefit the residents of affordable housing. She speaks regularly on industry trends, and currently serves on the Smart City sub-board of the Propmodo Editorial Advisory Board.

#### *Michael Wallace* (Transactions)

Michael Wallace is a real estate attorney working with clients on matters relating to land use, zoning, acquisitions, financing, and leasing. While in law school, Michael was a judicial intern for the Honorable Judge Robert Foster at the Massachusetts Land Court in Boston, where he drafted memoranda and orders for summary judgment, and performed legal research on real property issues, including mortgage foreclosure proceedings and permitting for affordable housing.

#### *David Linhart* (Land use due diligence and permitting)

David Linhart is a real estate attorney who counsels developers on project approvals and financing, as well as other commercial real estate matters. David helps clients to develop mixed-use, multifamily, and other commercial properties. Prior to joining the firm, David assisted in the Office of the Lieutenant Governor of Massachusetts as part of the Interagency Council on Housing and Homelessness, where he initiated a statewide supportive housing inventory examining resident services funding. David was also a Rappaport Fellow in Law and Public Policy at a national affordable housing developer, where he drafted contracts related to mixed-income housing development.

#### *Andrew Baldizon* (Land use due diligence and permitting)

Andrew Baldizon is a real estate attorney, his practice involving commercial development and land use matters including acquisitions, dispositions, joint ventures, financing, and permitting. Prior to joining Goulston & Storrs, Andrew was a law clerk with a boutique litigation firm in Boston. He also served as a judicial intern to the Honorable David A. Lowy, Associate Justice of the Massachusetts Supreme Judicial Court, and a student attorney in the Northeastern University School of Law Prisoners' Rights Clinic.

#### *Kate Velasquez-Heller* (Environmental matters and Brownfields remediation)

Kate Velasquez-Heller is an environmental lawyer and engineer. She advises developers, owners, tenants, corporations, and lenders on a wide range of environmental matters, including those related to Brownfields remediation and



redevelopment, contaminated property, indoor environmental pollution, regulatory compliance, and green building strategies. Kate helps purchasers, prospective tenants, owners, and operators of buildings throughout the U.S. in connection with environmental due diligence activities, remediation programs and indoor environmental pollution issues. Her experience extends to issues involving indoor air quality, lead paint and asbestos, operations, and maintenance programs. She also advises clients in connection with regulatory compliance matters and enforcement actions.

## Representative Experience

**Trinity Financial** in connection with **Orient Heights Redevelopment**, which consists of the demolition of 289 of the existing 331 BHA-owned residential units and the construction of 289 direct replacement units in a combination of townhomes and mid-rise buildings and the renovation of 42 townhouse units in East Boston. The project also involves the creation of community use spaces throughout the project site.

**Leggat McCall Properties** in connection with the **Bunker Hill Housing Redevelopment**, which involves the redevelopment of the existing BHA Bunker Hill public housing development in Charlestown. The project scope includes the demolition of the existing 1,100-unit BHA site and the construction of 2,699 mixed-income residential units, approx. 73,000 square feet of retail/civic, off-street parking, and new public open space.

**Centre Street Partners** in connection with **Mildred Hailey - Phase One Development**, which is located at the southeast portion of the existing Mildred C. Hailey Apartments housing development in Jamaica Plain. The redevelopment will consist of a total of approx. 690 apartments, which will include the one-to-one replacement of the existing 253 public housing units and the construction of approximately 435 new affordable and upper-middle-income apartments. Proposed improvements will seek to align with City of Boston Planning goals as outlined in Imagine Boston 2030 and in PLAN:JP/Rox with focus on preserving diversity, preventing displacement, accelerating creation of affordable housing, improving mobility, and enhancing public realm.

**Planning Office for Urban Affairs** in connection with the development of the BPDA- and MassDOT-owned **Crescent Parcel** in Roxbury's Nubian Square. The proposal responds to the community vision laid out through the BPDA's planning initiative for the neighborhood, PLAN: Nubian Square. The proposal plans to create a mixed-use development that includes affordable housing and community space across the Crescent Parcel and the neighboring parcel owned by the Roman Catholic Archdiocese of Boston, as well as parish space for the historic, Roxbury-based St. Katharine Drexel Church. The property is located on a prominent corner at the intersection of Melnea Cass Boulevard and Tremont Street.

**Nuestra Comunidad Development Corporation** in connection with **Bartlett Place Development**, a multi-phase project which consists of elements that include housing - rental and homeownership - retail, commercial, and other community uses including the creation of a public plaza and enhanced pedestrian walkways and infrastructure in Roxbury. The various phases of the project (also referred to by lot designation) correspond with separate parcels within the six-acre site, each of which has a corresponding review process. Proposal for Phase I calls for 102 residential units in two buildings along with 16,839 square feet of commercial space and structured parking for 130 vehicles. Lot A proposes the creation of mixed-use commercial. Lot B provides for the creation of 60 units. Additional residential units to complete the anticipated 60 will come online as part of the future construction on this portion of the site. Lot D proposes approximately 55 units of affordable senior housing. Lot E consists of 16 homeownership units. Lot F will consist of new rental and homeownership opportunities.

**Codman Square Neighborhood Development Corporation** in obtaining a precedent-setting win for low-income renters in Dorchester and Mattapan. Fifty-nine homes in this area are now preserved as affordable housing after a federal bankruptcy judge ruled that Codman Square Neighborhood Development Corporation (CSNDC) could purchase the properties located at **91-101 Waldeck St.** and **25-35 Orlando St.** from the bankrupt landlord.

# NORTHEAST GEOTECHNICAL, INC.

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## **MARK M. ZAMBERNARDI, P.E.**

Principal Geotechnical Engineer

Mr. Zambarnardi is a registered professional engineer and has over 25 years of experience as a practicing geotechnical engineer. Responsibilities have included managing commercial, retail, public, and residential projects from proposal phase through engineering and construction phases. Mr. Zambarnardi developed geotechnical engineering reports that include engineering recommendations pertaining to foundations, floor slabs, pavements, seismic design and liquefaction, retaining walls, slopes, braced excavations, and earthwork construction based on subsurface soil, groundwater, and rock conditions. Experience also includes serving as a site investigator and field engineer on a variety of commercial, retail, public, and residential projects.

## **EDUCATION**

M.S. Civil Engineering, Northeastern University, 2001

B.S. Civil Engineering, Merrimack College, 1997

## **REPRESENTATIVE EXPERIENCE**

- **Project Engineer/Manager for Bay State Commons in Westborough, Massachusetts.** Development includes the construction of eight retail/restaurant buildings and a four story residential building at the site of a former manufacturing facility. Subsurface conditions consisted of existing fill materials underlain in succession by up to 10± feet of buried compressible organic deposits and natural sand and gravel. Design phase responsibilities included coordinating and overseeing extensive subsurface exploration (test borings and test pits), engineering design, and report preparation. Engineering recommendations included ground improvement using rammed aggregate piers for foundation, slab, and pavement support, foundation type and allowable soil bearing capacity, surcharge programs to expedite consolidation of buried organics to limit post construction settlement in proposed pavement areas, use of lightweight grout to fill voids below existing floor slabs required to remain in place per the site AUL, and use of lightweight structural fill for proposed slab support to reduce stress on and subsequent settlement of buried organic deposits. Construction phase responsibilities include overseeing a field staff that was on-site observing earthwork and foundation installation operations, logging rammed aggregate pier installation, and performing materials testing. Construction phase responsibilities also include addressing engineering questions from the design and construction teams arising from the complex geotechnical conditions encountered at the site.
- **Project Engineer/Manager for Natick Mall Expansion.** Development included the construction of a 500,000 square foot multi-story expansion with below grade parking to the existing Natick Mall in Natick, Massachusetts. Subsurface conditions consisted of existing fill materials underlain by natural sand and silt deposits. Responsibilities included coordinating and



overseeing the extensive subsurface exploration programs consisting of test pits and test borings with borehole permeability testing. Responsibilities also included engineering design, and report preparation. Engineering analysis included soil permeability, allowable bearing capacity, settlement, and liquefaction assessment.

- **Project Engineer/Manager for Gatehouse Project in Boston, MA.** Development consisted of a new multi-story office/residential building with below grade construction. Subsurface conditions consisted of existing fill deposits underlain by natural silty clay. Responsibilities included designing an excavation support system consisting of steel sheet piles and then presenting the proposed design to the Public Improvement Commission of Boston.
- **Project Engineer/Manager for the Swampscott High School in Swampscott, Massachusetts.** Development included the construction of a multi-level school building, paved parking areas, ball fields, and track. Subsurface conditions consisted of existing fill underlain in succession by a thin layer of boney glacial till and then relatively shallow, competent bedrock. Responsibilities included coordinating and overseeing the subsurface exploration programs (test borings and test pits), engineering design, and report preparation. Engineering analysis included assessing allowable bearing capacity for both soil bearing and bedrock bearing conditions. Geotechnical recommendations included blastrock processing and reuse, bedrock pre-split operation specifications, blasting criteria, and slope construction criteria. Preconstruction consultation included working with the site civil engineer to develop clear specifications for foundation subgrade preparation for both soil bearing and bedrock bearing conditions. Construction phase responsibilities included overseeing an engineering technician who was on-site observing earthwork activities including bedrock blasting operations and foundation subgrade preparation operations. Responsibilities also included reviewing ground vibration data collected using seismographs.
- **Project Engineer/Manager for a Slope Stability Project in Westborough, Massachusetts.** Primary site issue involved an existing steep cut soil slope located closely to the backside of a newly constructed house. Responsibilities included assessing the subsurface soil and groundwater conditions with soil test borings and then performing slope stability analyses to assess existing slope stability and proposed safe slope grading. Engineering recommendations included a new grading profile consisting of a proposed retaining wall and soil fill slope.
- **Project Engineer/Manager for Boston Water and Sewer Commission (BWSC) Contract.** Responsibilities included coordinating and overseeing test boring programs throughout the City of Boston in support of new water and sewer lines proposed by the BWSC. Responsibilities also included performing engineering analysis and providing design recommendations on an as needed basis for the BWSC. For example, Mr. Zambernardi performed engineering analysis and provided design recommendations pertaining to excavation support and lightweight controlled density backfill for a new 20± foot deep utility alignment along Boylston Street.
- **Project Engineer for Cardi's Furniture in North Attelborough, Massachusetts.** Proposed development included the construction of a multistory furniture store with below grade construction, paved parking areas, site retaining walls, and subsurface infiltration systems. The subsurface conditions at the site included existing fill deposits underlain by compressible organic soils and loose sands and silts. Mr. Zambernardi observed and logged the test borings and test pits as well as performed borehole permeability testing in support of the proposed subsurface infiltration systems. Design responsibilities included analysis and evaluation of foundation type

(spread footings, mat foundation, and pressure injected footings), allowable soil bearing capacity, allowable load carrying capacity, settlement, liquefaction, and soil permeability.

- **Project Engineer/Manager for The Loop in Northborough, Massachusetts.** Proposed development includes the construction of fourteen retail and restaurant buildings totaling over 500,000 square feet of building footprint area. The proposed development also includes paved access drives and parking areas, two bridge structures, site retaining walls, slopes, basins, as well as offsite improvements that includes utility installation and roadway widening. The subsurface conditions at the site consisted of natural silty glacial till soils underlain by relatively shallow bedrock. Design phase responsibilities included coordinating and overseeing subsurface exploration (test borings and test pits), engineering design, and report preparation. Engineering recommendations pertained to reuse of the on-site silty, sensitive glacial till soils and blasted bedrock, bedrock blasting and vibration criteria, foundation type and allowable soil and bedrock bearing capacity, slab support, seismic design criteria, pavement support, slope construction, and retaining wall design criteria. Construction phase responsibilities included overseeing a field staff that: observed earthwork and foundation installation operations; assessed mass cut operations that included bedrock blasting activities and mass fill operations that included the placement of blastrock fill; observed utility installation and road widening operations; performed field density tests on compacted fill; and performed concrete testing during the placement of concrete for the proposed bridge and building foundations.
- **Project Engineer/Manager for Gloucester Crossing in Gloucester, Massachusetts.** Proposed development includes the construction of eight buildings ranging in footprint size from about 2,000± square feet to about 68,000± square feet. Entrance drives, paved parking, retaining walls, slopes, and basins are also proposed at the site. Subsurface conditions consisted of natural silty glacial till soils underlain by relatively shallow bedrock. Isolated deposits of existing fill materials were also encountered at the site. Design phase responsibilities included coordinating and overseeing extensive subsurface exploration (test borings and test pits) and testing (percolation tests), engineering design, and report preparation. Engineering recommendations pertained to reuse of the on-site silty, sensitive glacial till soils and blasted bedrock, bedrock blasting and vibration criteria, foundation type and allowable soil and bedrock bearing capacity, slab support, seismic design criteria, pavement support, slope construction, retaining wall design criteria, seasonal high groundwater elevations, and soil infiltration rates for subsurface recharge design. Construction phase responsibilities include overseeing a field engineer that was on-site to assess mass cut and fill operations and the preparation of the subsurface infiltration areas.

## REGISTRATIONS/CERTIFICATIONS

Professional Engineer, Massachusetts, No. 45243

Professional Engineer, Maine, No. 12220

Soil Evaluator, Massachusetts, No. SE2669

ASFE Fundamentals of Professional Practice (FOPP), March 2007





**Judd, Newcomb, LG, PG**  
**Geologist**  
**Project Manager**

**PROFESSIONAL LICENSES**

- 🏠 ME Licensed Geologist #GE493
- 🏠 NH Professional Geologist #00799
- 🏠 ME Asbestos Inspector #AI-0608
- 🏠 ME Asbestos Air Monitor #AM-0559
- 🏠 ME Radon Water #RSM50031
- 🏠 NH Asbestos Inspector #AI-383

**TRAINING**

- 🏠 40-Hour OSHA 29 CFR 1910.120 HAZWOPER Course
- 🏠 8-Hour OSHA 29 CFR 1910.120 HAZWOPER Refresher
- 🏠 8-Hour OSHA HAZWOPER Supervisor Course
- 🏠 2-Hour OSHA 29 CFR 1910.120 Confined Space Entrant, Attendant, and Supervisor
- 🏠 USACE/NAVFAC CQCM Training
- 🏠 9-Hour National Safety Council Basic First Air Training
- 🏠 9-Hour National Safety Council First Aid for Choking & CPR Course

**EDUCATION**

- 🏠 B.S., Geology, University of Maine, Orono, ME (2000)

**PROFESSIONAL ORGANIZATIONS**

- 🏠 Geological Society of ME
- 🏠 National Groundwater Association
- 🏠 National Brownfields Association

**HIGHLIGHTS OF EXPERIENCE**

Mr. Newcomb is a Geologist and Project Manager for Credere Associates with extensive experience in Brownfields assessment, cleanup, and redevelopment, and all relative federal and state application, reporting, and documentation requirements.

**"BROWNFIELDS PROJECT EXPERIENCE INCLUDES"**

Mr. Newcomb is currently the project manager and technical lead for most of Credere's Brownfields programs and has conducted extensive historical research, community outreach, Phase I and Phase II environmental site assessment and investigation activities, and cleanup/redevelopment planning/oversight for USEPA-funded Brownfields projects. Mr. Newcomb has prepared Quality Assurance Project Plans detailing all investigation, sampling, and analytical testing activities; developed conceptual site models; completed remediation/redevelopment feasibility studies, and the characterization and remediation of contaminated media; completed all necessary grant application supporting documentation, voluntary response/cleanup applications (i.e. Maine DEP VRAP and NHDES Brownfields Covenant Not To Sue program), and Section 106 historical review documentation for many of Credere's site's. Mr. Newcomb has worked with and/or managed Brownfields programs for the cities of **Bangor, Lewiston, Bath, Westbrook, Brewer, and Sanford, Maine, the Eastern Maine Development Corporation, Southern Maine Regional Planning Commission, Greater Portland Council of Governments, and South Portland Housing Development Corporation in Maine, the City of Nashua, New Hampshire, the Nashua Regional Planning Commission, North Country Council Regional Planning Commission, Rockingham Planning Commission, Upper Valley Lake Sunapee Planning Commission, Southern New Hampshire Planning Commission, Central NH Planning Commission, the Lakes Region Planning Commission, Capital Region Development Corporation, and Rockingham Development Corporation in New Hampshire** to develop and execute their Brownfields programs. Key Brownfields projects are summarized below:

**THORNTON HEIGHTS COMMONS, SOUTH PORTLAND, MAINE**

Mr. Newcomb is currently the project manager and technical lead for the South Portland Housing Development Corporation's Thornton Heights Commons cleanup project. Credere assessed the site through the Greater Portland Council of Governments Brownfields Assessment Program in addition to funding from the South Portland Housing Authority and successfully assisted the South Portland Housing Development Corporation receive a Brownfields Cleanup Grant. The site is currently developed with a dilapidated church, rectory, and school that were abandoned in 2012 and have fallen into disrepair. Substantial mold, asbestos, lead paint, and PCBs were identified throughout the buildings, which have rendered the buildings unusable. Cleanup by abatement and demolition are being conducted in spring 2020 and the site is being redeveloped into three single family lots, a community green space, and a new 4-story building with 7,000 square feet of commercial/retail space and 42 units of affordable housing.



**Judd Newcomb, LG, PG**  
Geologist  
Project Manager

### **EASTERN FINE PAPER MILL, BREWER, MAINE**

Investigations conducted at the Eastern Fine Paper site included a geophysical electromagnetic survey, test pitting, a combination of direct-push, conventional auger, and drive-and-wash soil borings, rock coring, installation of monitoring wells, pore water sampling, and the collection and field screening of soil, sediment, surface water, and groundwater samples. Field screening methods included PID headspace analysis, XRF soil and lead paint analyses, water chemistry field test kits, and direct-read instruments. Contaminants detected at the site primarily included PCBs, petroleum, SVOCs, and metals above Maine DEP Remedial Action Guidelines and EPA TSCA Guidelines. Asbestos-containing building materials and lead-based paint were also identified within the mill building. During redevelopment all asbestos-containing materials were removed, and the building was demolished. Soils throughout the site were excavated and transported off-site for disposal or were relocated and capped on-site. Long-term stream quality and cap maintenance plans have been developed for the site to ensure the protection of human health and the environment. The completed redevelopment of the site has brought approximately 500 new jobs to the City of Brewer. This project won **Phoenix Award for Brownfields Excellence in 2009**.

### **OTHER BROWNFIELDS ASSESSMENT & CLEANUP PROJECTS**

Mr. Newcomb has also been the project manager and/or helped to plan, coordinate, and oversee the assessment and cleanup of **over 150 other various Brownfields sites** utilizing revolving loan funds and EPA Brownfields Cleanup Grants as part of a large array of various sites and programs. Responsibilities have included the project management and planning, preparation of Analysis of Brownfields Cleanup Alternatives/Remediation Feasibility Studies, Community Relations Plans, VRAP applications and work plans, visioning and conceptual designs, remediation plans, bidding specifications, remediation reports. Key representative projects include:

- Old Woolen Mill, N. Berwick, ME, Assessment & Cleanup – Redeveloped as Senior Housing (**Phoenix Award 2011**)
- Sanford Mill, Sanford, ME, Assessment & Cleanup – Redeveloped as mixed-use (**Phoenix Aware 2010**)
- Prime Tanning, Berwick, Maine, Assessment and Cleanup – Cleanup completed 2020, redevelopment as mixed use
- Building 487, Bangor, Maine, Assessment and Cleanup – Redeveloped as part of General Electric

Mr. Newcomb's assessment, cleanup, and redevelopment experience extends far beyond those projects listed and at all size and shapes of sites ranging from residential properties to large-scale industrial facilities.

### **FEDERAL REPORTING & ACRES**

Mr. Newcomb is responsible for quarterly reporting, MBE/WBE utilization reporting, final assessment grant reporting, and ACRES database entries for all of Credere's brownfields clients. Mr. Newcomb also assists the U.S. EPA in Beta testing the ACRES database's new features prior to national release and provides ongoing troubleshooting and bug reporting support. In addition, regardless of the age of a project or grant, Credere regularly contacts our current and former grantees, property owners, developers, and other stakeholders to determine the current status of properties undergoing assessment, cleanup, and/or redevelopment and to inquire about funds that have been leveraged to maximize the documented success of the respective Brownfields programs. Credere has also provided 3rd party audits for grantees to review their reporting status and ACRES entries for accuracy and to maximize their success, and has provided tutorials or training to grantees on what information is required in the reports, how to meet MBE/WBE utilization goals, how to access and enter data into ACRES, and what investments (i.e. labor time, volunteer time, direct expenditure, in-kind services, etc.) are eligible to be counted as leveraged funds. Mr. Newcomb is uniquely suited for the task in that he has assisted EPA in the continued development of the database through Beta testing, reporting bugs, making feature suggestions, and working directly with EPA staff to determine what project funds can be considered eligible leverages.

**Sharon Loewenthal**  
P. O. Box 421  
Medfield, MA 02052

**Development Consultant**  
**(508) 359-6780**  
**sharonloewe1@gmail.com**

## **RESUME**

### **DEVELOPMENT CONSULTANT**

1985 to present

Principal

Founded real estate consulting firm which provides a broad range of services essential to the successful completion of residential, commercial, and retail developments for private, public, and non-profit clients. Comprehensive services are offered in the areas of acquisition and site selection, construction monitoring, development team coordination, feasibility studies, financial analysis, fiscal impact studies, grant applications and fundraising, market research, mortgage underwriting and procurement, proforma preparation, project management and planning, rentup and retail leasing, small business plans, and syndication analysis. Developments have ranged from retail / commercial complexes and infrastructure improvements to conventional apartments, single family homes, condominiums, and cooperatives to special needs, AIDS, homeless, elderly, artist, and low and moderate income housing.

### **CARABETTA ENTERPRISES, INC.**

1985 to 1988

Director of Development

Responsible for the redevelopment of a mile of beachfront in Asbury Park, New Jersey. Completed first phase consisting of restoration of historic Berkeley-Carteret Hotel, which was vacant and abandoned for over 40 years into a 248 room luxury hotel, renovation of the retail boardwalk, and 75,000 sf historic Convention Hall. Secured financing, procured all permits and environmental approvals, monitored construction, recruited new exhibitors, conventions and shows, negotiated retail leases, and supervised project completion and initial operations. Completed feasibility analysis of subsequent phases which were to involve the construction of over 3,000 residential rental and condominium units and the renovation of the historic Casino into an aquarium. Also managed new construction of two high-rise, mixed income developments containing 266 rental units and 25% low income occupancy in Malden, MA.

### **NEIGHBORHOOD DEVELOPMENT & EMPLOYMENT AGENCY**

1983 to 1985

Assistant Director of Development

Managed and reorganized the Development Division of City's major development agency. Supervised and trained 15 person staff. Created several financing programs, still used today by the City, for residential and commercial developments on City owned tax title and surplus property, as well as privately owned sites. Developed underwriting criteria, implemented innovative loan agreements with local banks, negotiated loan terms, coordinated closings with private conventional lenders, and instituted system for monitoring loan portfolio and regulatory compliance. Committed over \$20 million in public resources to both private and non-profit developers. Assisted neighborhood organizations in the development of redevelopment strategies. Consistently awarded increases in all financing programs in recognition of the department's strong performance in meeting the expenditure and policy goals of the agency.

### **BOSTON FINANCIAL GROUP**

1981 to 1983

Portfolio Manager

Analyzed the financial operations of 100 residential and commercial real estate developments nationwide which were syndicated by BFG. Monitored and projected each development's performance with respect to revenues, expenses, cash flow, and tax benefits. Projected tax impacts of sale and resyndication proposals to the limited partners. Counseled managing general partners of troubled real estate developments as to necessary changes in management policy or practices.

### **MASSACHUSETTS HOUSING FINANCE AGENCY**

1979 to 1981

Mortgage Officer

Performed mortgage underwriting of prospective real estate developments. Conducted extensive financial analysis in conjunction with management and design staff members, as well as investment counsel and Board members. Negotiated mortgage financing terms, coordinated loan closing, monitored construction, and assisted in rent up. Also responsible for negotiating workout agreements for financially troubled real estate developments to resolve operating and compliance problems. Analyzed the effects of various workout options on the future tax shelter benefits to the syndicated partnerships. Monitored the implementation of the approved workout plan by owners, property managers, and syndicators.

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**(508) 359-6780**  
**sharonloewe1@gmail.com**

**OFFICE OF STATE PLANNING**

1978 to 1979

Regional Liaison

Served as a liaison between western Massachusetts, the Governor, and the Development Council on major commercial and residential real estate developments. Coordinated the efforts of local, state, and federal agencies to expedite the development of key downtown commercial and residential real estate ventures. Encouraged private developers to relocate their real estate developments in downtown revitalization districts in older urban centers throughout the state.

**EDUCATION**

**HARVARD UNIVERSITY - KENNEDY SCHOOL OF GOVERNMENT**

Cambridge, Massachusetts

Master of Public Administration

Concentration in City and Regional Planning

Awarded Environmental Protection Agency full scholarship through competition.

**DARTMOUTH COLLEGE**

Hanover, New Hampshire

Bachelor of Geology / Urban & Regional Studies

Minor degree program in Environmental Science

Cum laude & Dean's list honors

Dartmouth Alumni Club past president

**PROFESSIONAL AFFILIATIONS**

Citizens Housing & Planning Association (CHAPA)

Massachusetts Board of Registration of Real Estate Brokers

Certified Financial Planner (CFP®)

Chartered Financial Consultant (ChFC®)

Chartered Life Underwriter (CLU®)

Accreditation Council for Accountancy and Taxation (ACAT)

Accredited Tax Advisor (ATA) & Accredited Tax Preparer (ATP)

Certified Mutual Fund Specialist (CFS)

National Association of Enrolled Agents (NAEA)



## **2.8 DESIGN PLANS**

# PARKER + TERRACE STREET DEVELOPMENT

## DEVELOPMENT PROPOSAL

**790-796 PARKER STREET**  
**77 TERRACE STREET**

**OWNER**

Z CAPITAL INVESTMENTS &  
 MISSION HILL NEIGHBORHOOD HOUSING SERVICES

**ARCHITECT**

STUDIO G ARCHITECTS

**CIVIL ENGINEERING/SURVEY**

MERRILL ENGINEERS & LAND SURVEYORS

**LANDSCAPE ARCHITECT**

KLOPFER MARTIN DESIGN GROUP

**STRUCTURAL ENGINEER**

ENGINEERS DESIGN GROUP

**MEP/FP ENGINEER**

NORIAN SIANI ENGINEERING

**GEOTECHNICAL/ ENVIRONMENTAL ENGINEER**

NORTHEAST GEOTECHNICAL, INC

SHEET NUMBER	SHEET NAME
G000	COVER SHEET
A001	SITE PLAN
A002	LANDSCAPE PLAN
A100	BREWERY FLATS GROUND FLOOR PLAN
A101	BREWERY FLATS RENDERING
A102	BREWERY FLATS EXTERIOR ELEVATIONS
A103	BREWERY FLATS EXTERIOR ELEVATIONS
A104	BREWERY FLATS SECOND-FIFTH FLOOR PLAN
A105	BREWERY FLATS ROOF PLAN
A106	BREWERY FLATS 1&2 BR UNIT PLANS
A107	BREWERY FLATS 3 BR UNIT PLAN
A200	PARKER ROWHOUSE GROUND FLOOR PLAN
A201	PARKER ROWHOUSE RENDERING
A202	PARKER ROWHOUSE ELEVATIONS
A203	PARKER ROWHOUSE ROOF PLAN
A204	PARKER ROWHOUSE FLOOR PLANS



BREWERY FLATS ON TERRACE STREET



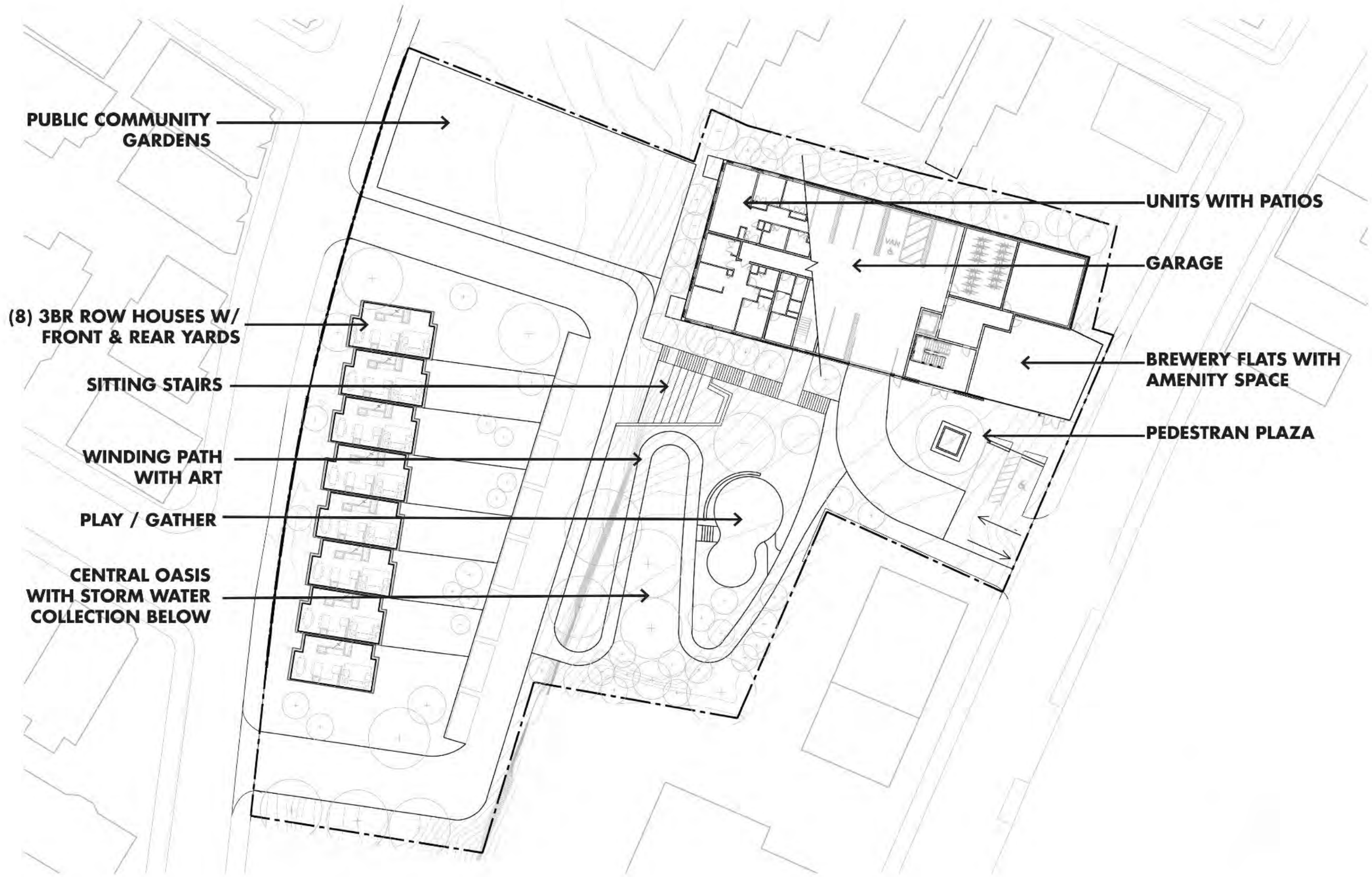
PARKER STREET ROW HOUSES



Z CAPITAL INVESTMENTS + MISSION HILL NEIGHBORHOOD HOUSING SERVICES

COVER SHEET

11/07/2022



**PUBLIC COMMUNITY GARDENS**

**(8) 3BR ROW HOUSES W/  
FRONT & REAR YARDS**

**SITTING STAIRS**

**WINDING PATH  
WITH ART**

**PLAY / GATHER**

**CENTRAL OASIS  
WITH STORM WATER  
COLLECTION BELOW**

**UNITS WITH PATIOS**

**GARAGE**

**BREWERY FLATS WITH  
AMENITY SPACE**

**PEDESTRIAN PLAZA**



# PARKER + TERRACE STREET DEVELOPMENT

Z CAPITAL INVESTMENTS + MISSION HILL NEIGHBORHOOD HOUSING SERVICES

**SITE PLAN**

**A001**

11/07/2022

SCALE: 1"=30'



COMMUNITY GARDENS



TERRACE PLAZA



PLAY YARD



MOMENTS OF ART



# PARKER + TERRACE STREET DEVELOPMENT

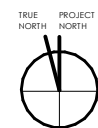
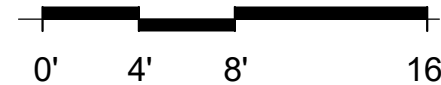
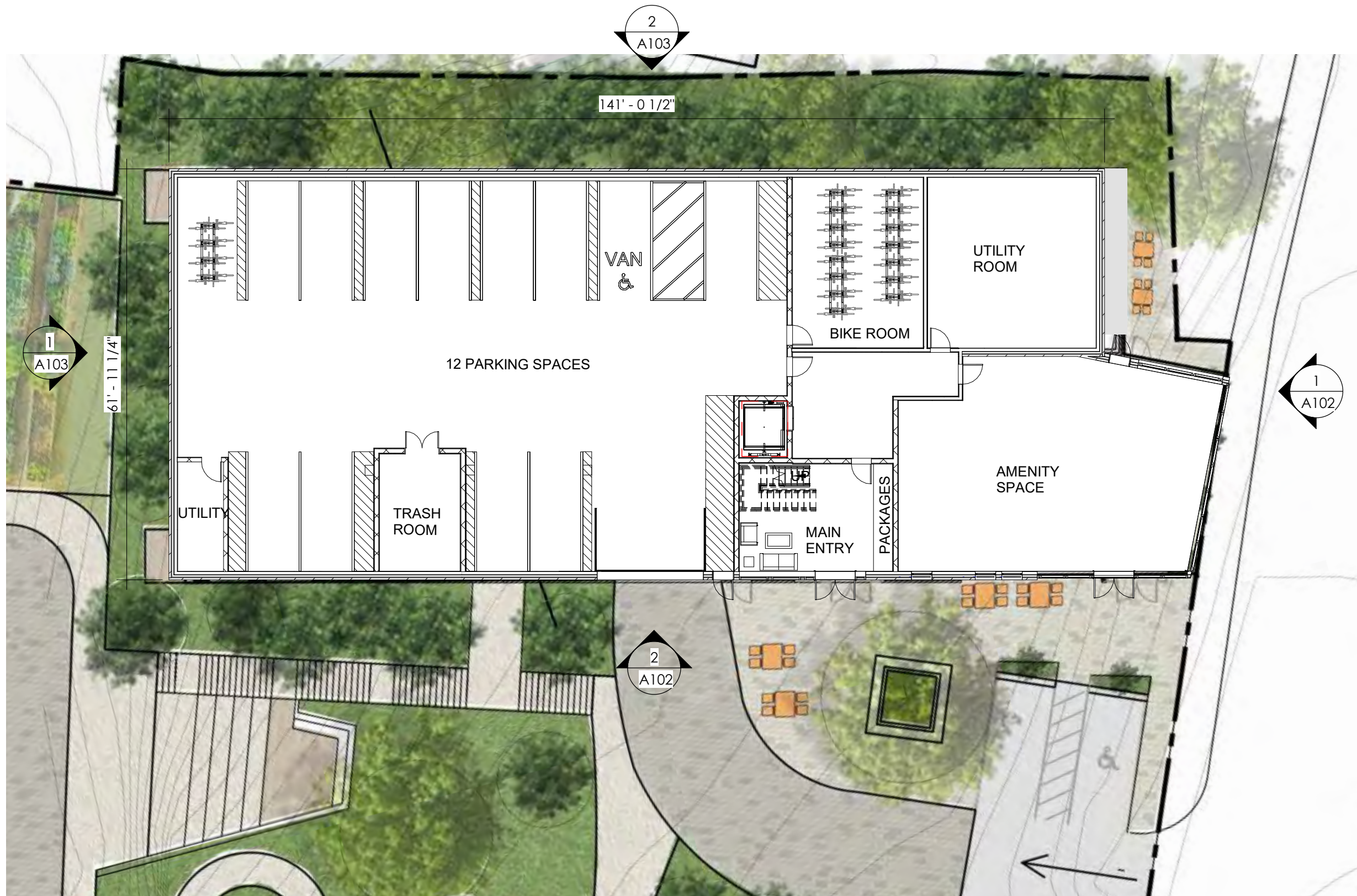
Z CAPITAL INVESTMENTS + MISSION HILL NEIGHBORHOOD HOUSING SERVICES

LANDSCAPE PLAN

A002

11/07/2022

SCALE: 1"=30'



**PARKER + TERRACE STREET DEVELOPMENT**  
 Z CAPITAL INVESTMENTS + MISSION HILL NEIGHBORHOOD HOUSING SERVICES  
**BREWERY FLATS GROUND FLOOR PLAN**

**A100**

11/07/2022

SCALE: 1/16" = 1'-0"





# PARKER + TERRACE STREET DEVELOPMENT

Z CAPITAL INVESTMENTS + MISSION HILL NEIGHBORHOOD HOUSING SERVICES

BREWERY FLATS RENDERING

# A101



① EAST ELEVATION  
1/16" = 1'-0"

② SOUTH ELEVATION  
1/16" = 1'-0"

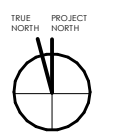
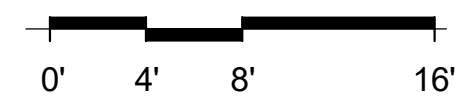
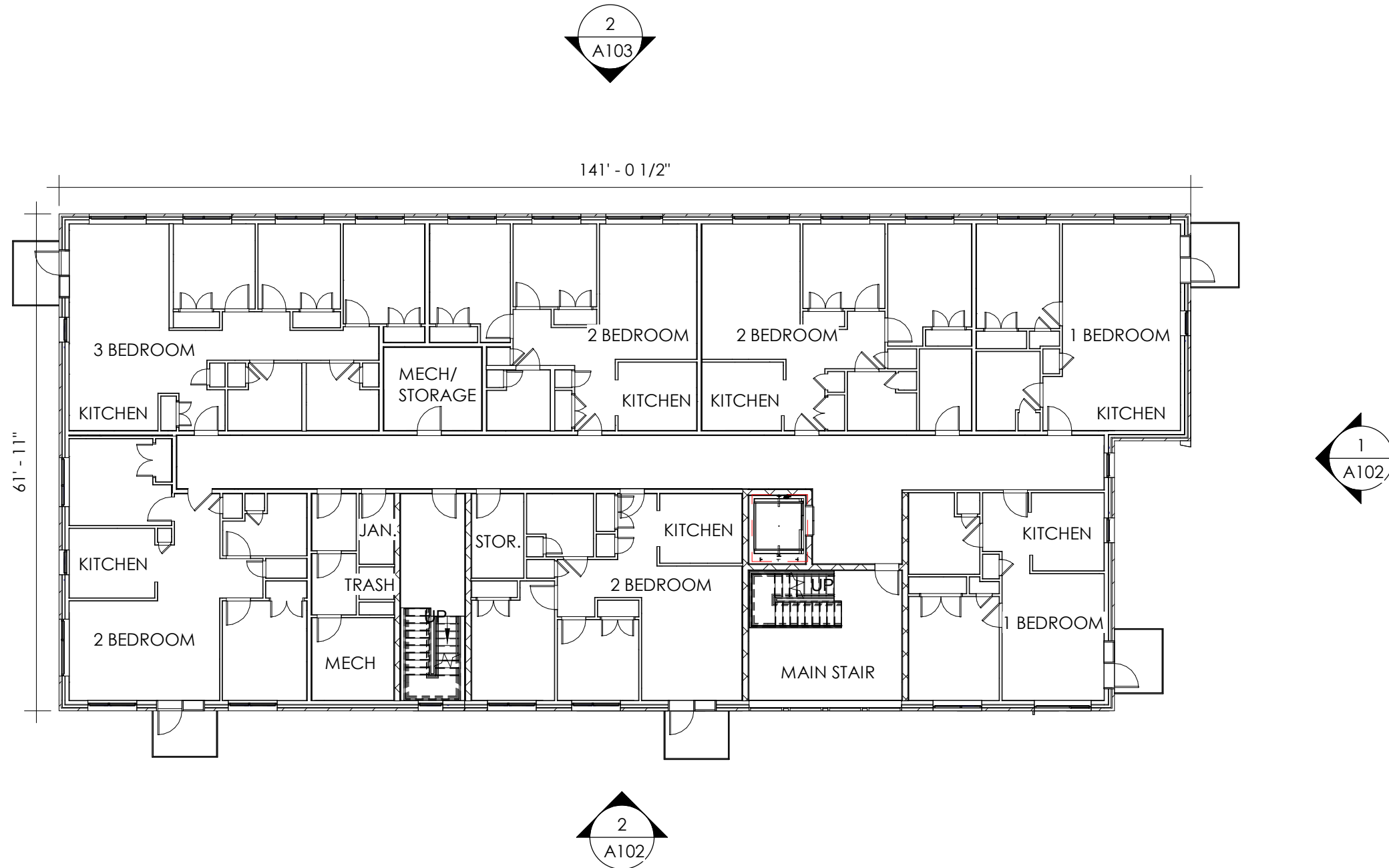


① WEST ELEVATION  
1/16" = 1'-0"



② NORTH ELEVATION  
1/16" = 1'-0"



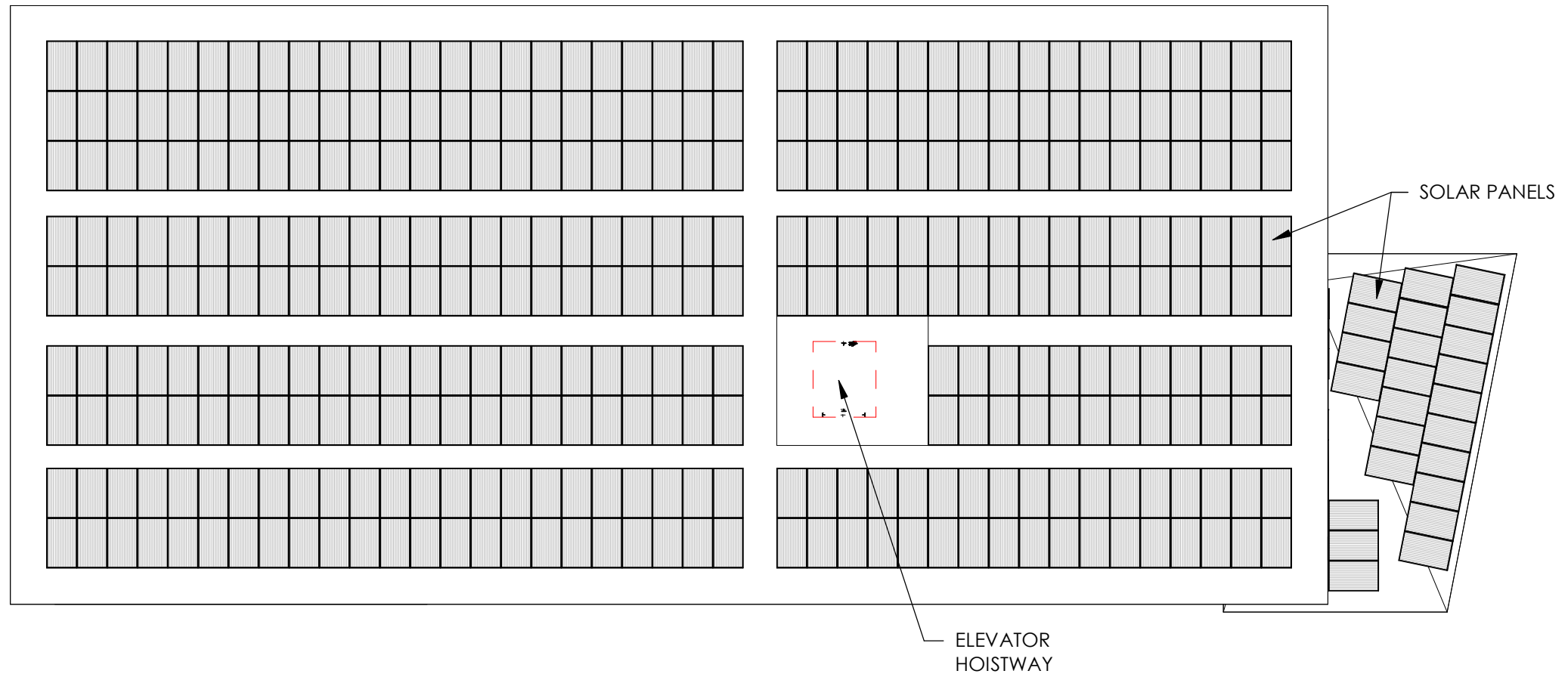


**PARKER + TERRACE STREET DEVELOPMENT**  
 Z CAPITAL INVESTMENTS + MISSION HILL NEIGHBORHOOD HOUSING SERVICES  
 BREWERY FLATS SECOND-FIFTH FLOOR PLAN

**A104**

11/07/2022

SCALE: 1/16" = 1'-0"



# PARKER + TERRACE STREET DEVELOPMENT

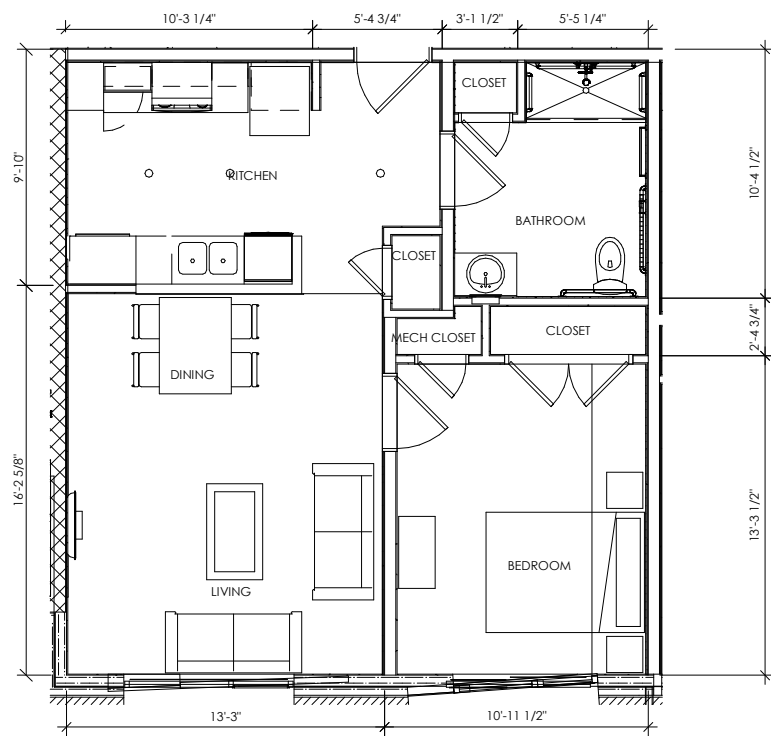
Z CAPITAL INVESTMENTS + MISSION HILL NEIGHBORHOOD HOUSING SERVICES

BREWERY FLATS ROOF PLAN

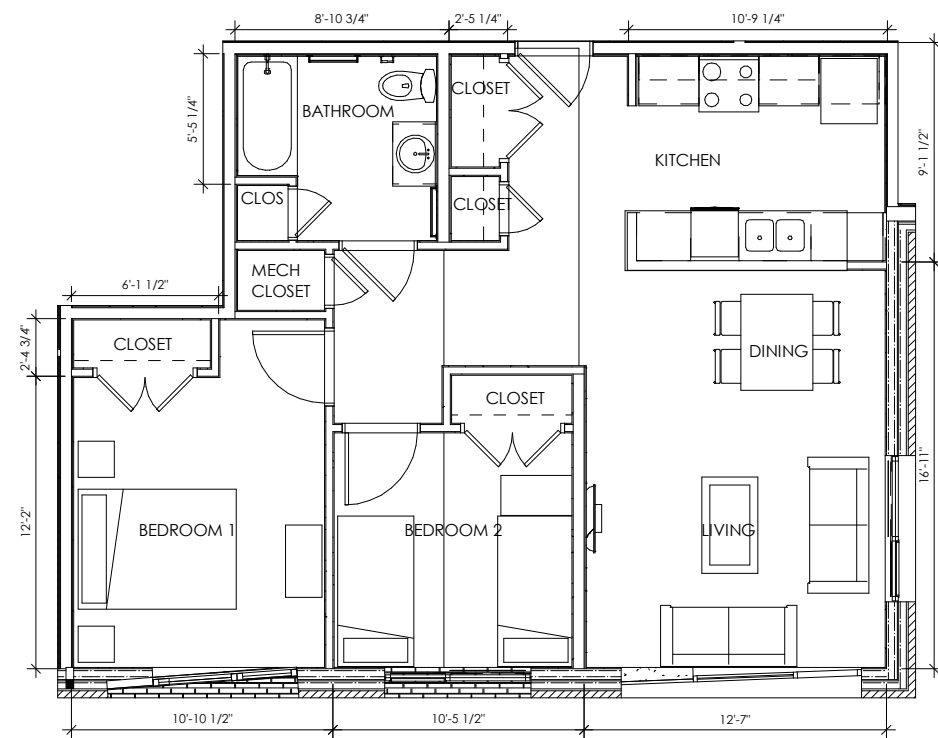
## A105

11/07/2022

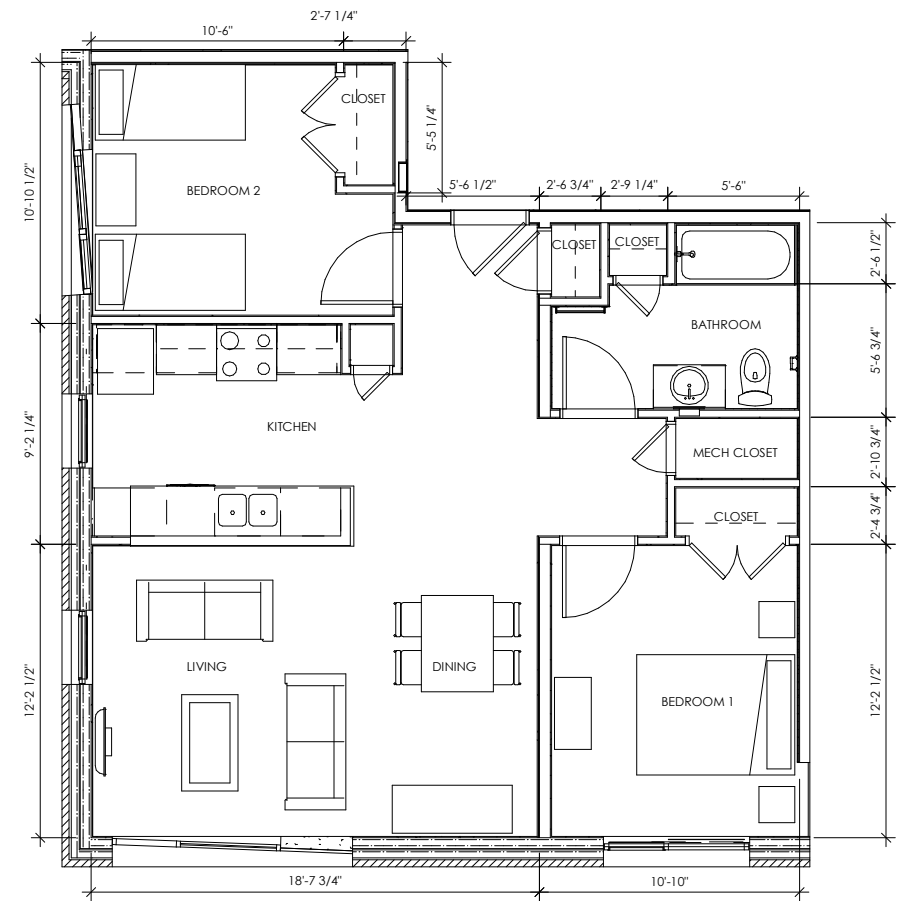
SCALE: 1/16" = 1'-0"



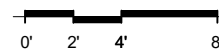
① 1 BR UNIT - 625 NSF  
 1/8" = 1'-0"  
 0' 4' 8' 16'

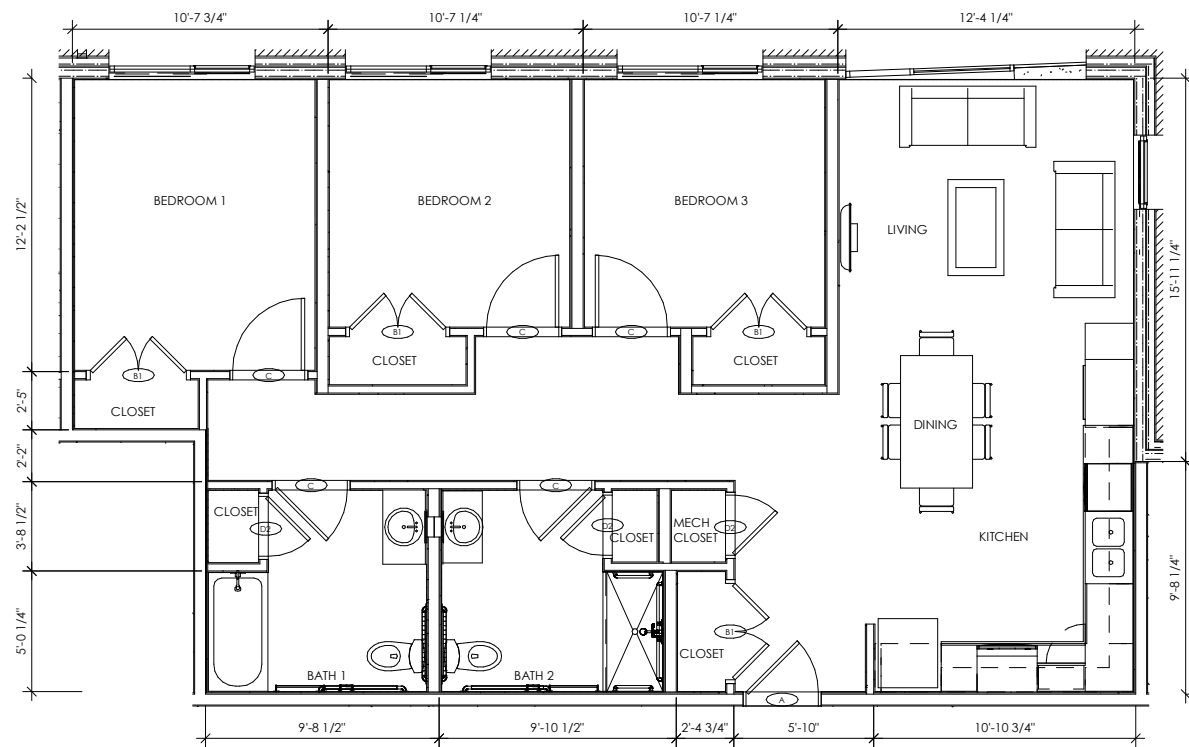


② 2 BR MIDDLE UNIT - 820 NSF  
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 0' 4' 8' 16'

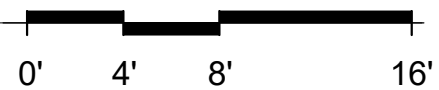


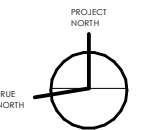
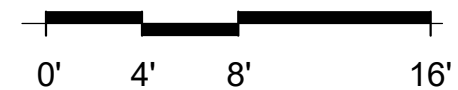
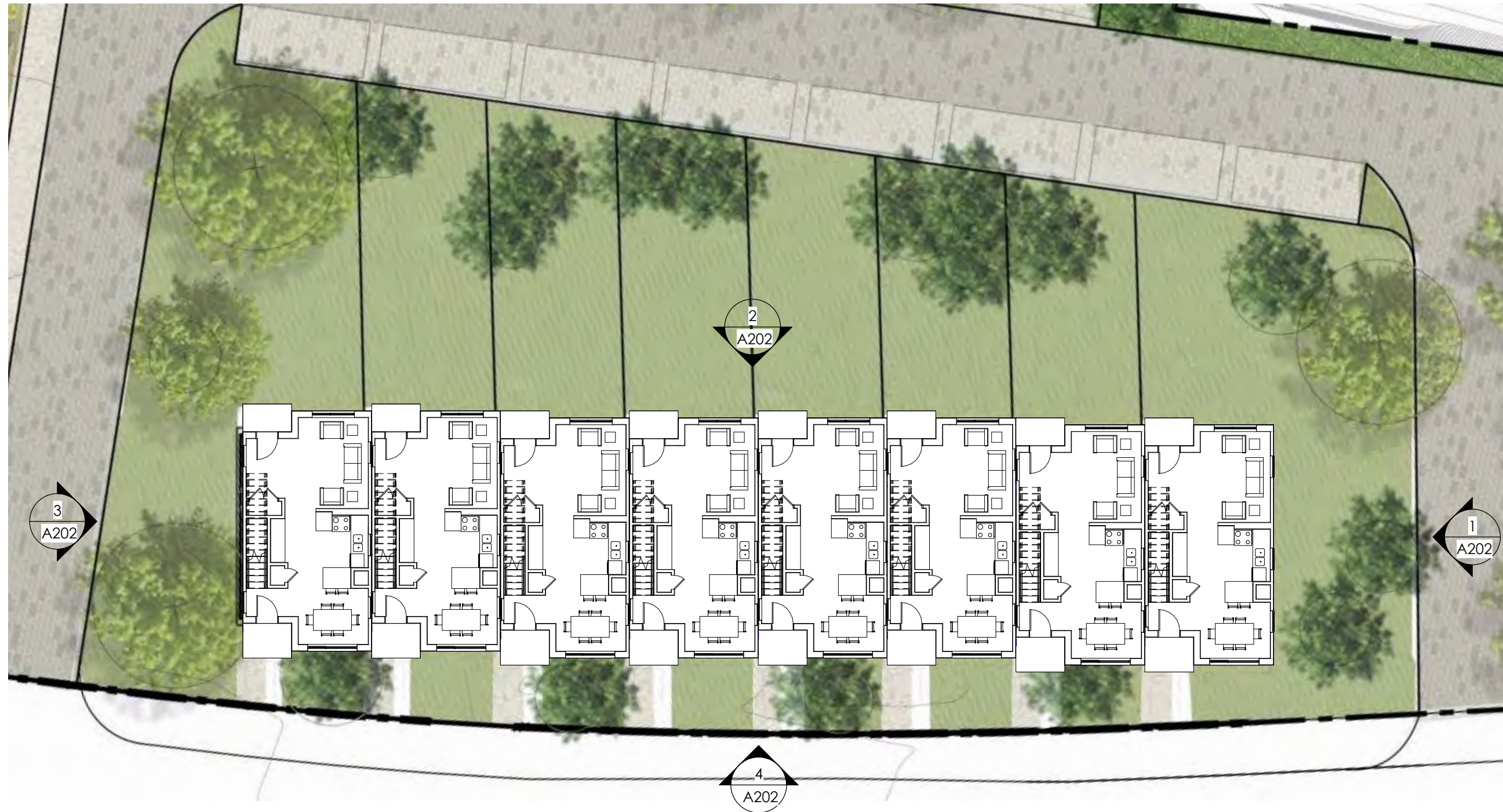
③ 2 BR END UNIT - 820 NSF  
 1/8" = 1'-0"  
 0' 4' 8' 16'





① 3 BR UNIT - 1000 NSF  
1/8" = 1'-0"





# PARKER + TERRACE STREET DEVELOPMENT

Z CAPITAL INVESTMENTS + MISSION HILL NEIGHBORHOOD HOUSING SERVICES

PARKER ROWHOUSE GROUND FLOOR PLAN

## A200

11/07/2022

SCALE: 1/16" = 1'-0"



# PARKER + TERRACE STREET DEVELOPMENT

Z CAPITAL INVESTMENTS + MISSION HILL NEIGHBORHOOD HOUSING SERVICES

PARKER ROWHOUSE RENDERING

## A201



① ROWHOUSE SOUTH ELEVATION  
1/16" = 1'-0"



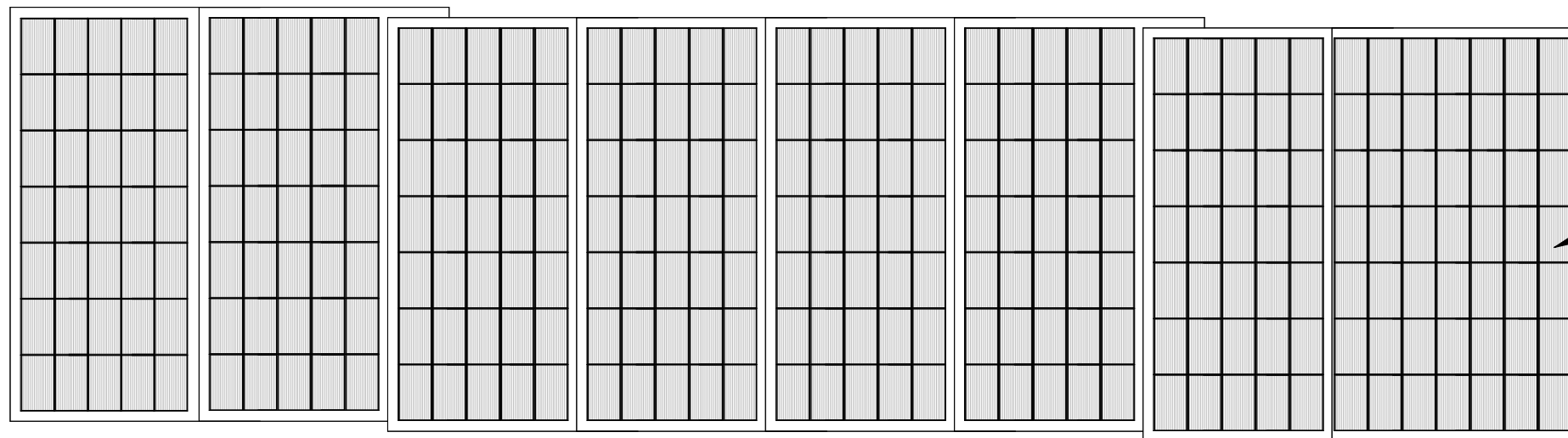
② ROWHOUSE EAST ELEVATION  
1/16" = 1'-0"



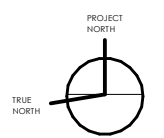
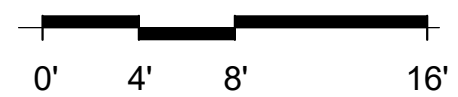
③ ROWHOUSE NORTH ELEVATION  
1/16" = 1'-0"



④ ROWHOUSE WEST ELEVATION - PARKER STREET  
1/16" = 1'-0"



SOLAR PANELS



# PARKER + TERRACE STREET DEVELOPMENT

Z CAPITAL INVESTMENTS + MISSION HILL NEIGHBORHOOD HOUSING SERVICES

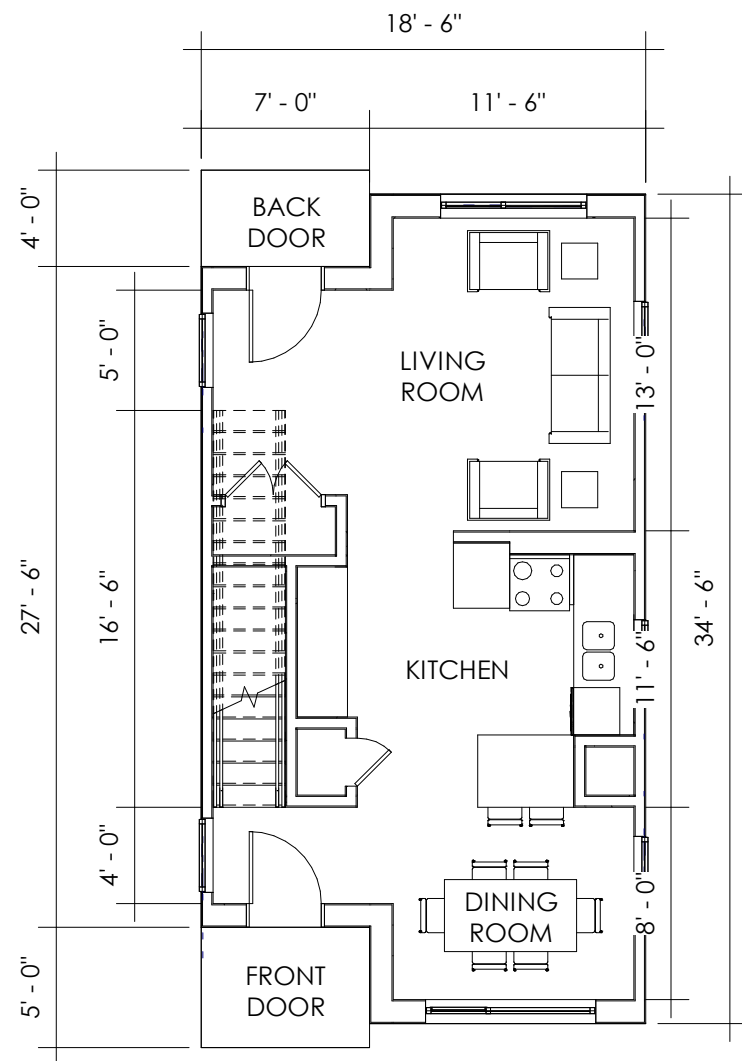
PARKER ROWHOUSE ROOF PLAN

## A203

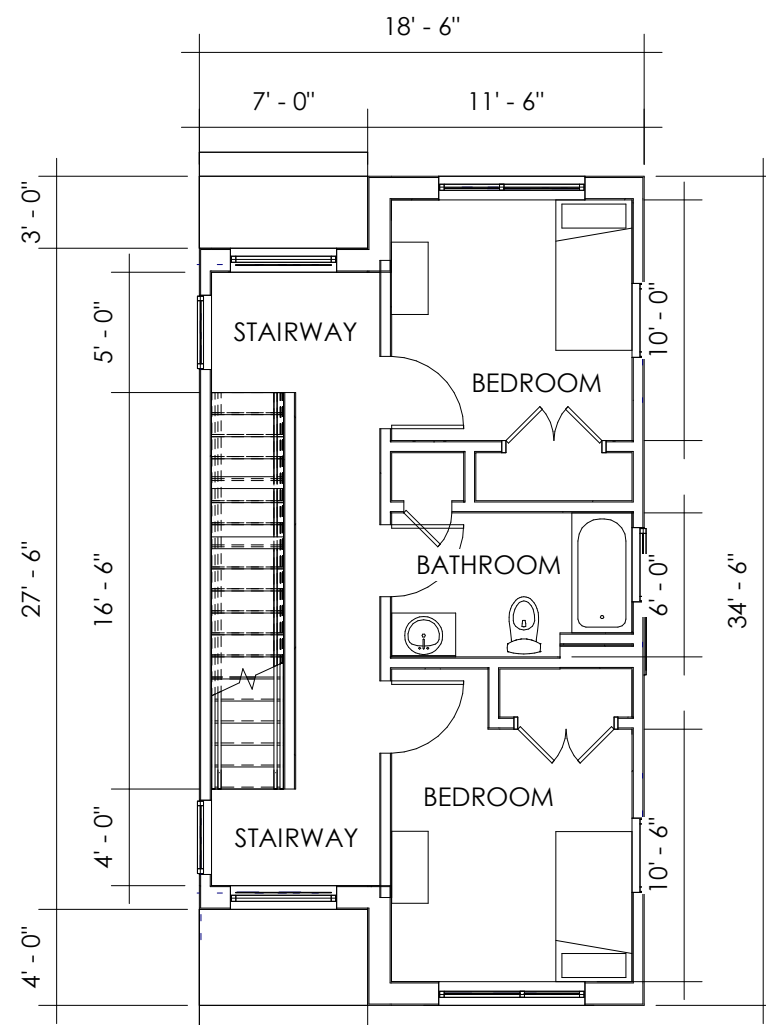
11/07/2022

SCALE: 1/16" = 1'-0"

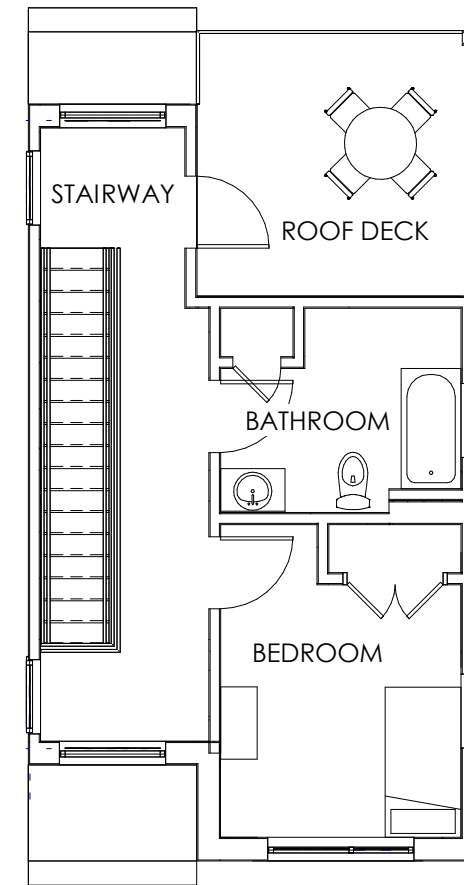




① ROW HOUSE FLOOR 1  
1/8" = 1'-0"

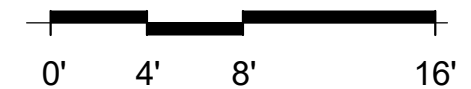


② ROW HOUSE FLOOR 2  
1/8" = 1'-0"



③ ROW HOUSE FLOOR 3  
1/8" = 1'-0"

ROW HOUSE UNIT AREA: 1,100 NSF



## **2.9 LEED CHECKLIST**



# LEED v4 for Building Design and Construction: Multifamily Midrise

Project Checklist

Project Name: E+ Parker Terrace

DRAFT

Date: 2022-10-31

Y ? N

1	1	Credit	Integrative Process	2	
<b>12 3 0 Location and Transportation 15</b>					
Y		Prereq	Floodplain Avoidance	Required	
<b>PERFORMANCE PATH</b>					
		Credit	LEED for Neighborhood Development Location	15	
<b>PRESCRIPTIVE PATH</b>					
7	1	Credit	Site Selection	8	
2	1	Credit	Compact Development	3	
2		Credit	Community Resources	2	
1	1	Credit	Access to Transit	2	
<b>0 3 2 Sustainable Sites 7</b>					
Y		Prereq	Construction Activity Pollution Prevention	Required	
Y		Prereq	No Invasive Plants	Required	
1	1	Credit	Heat Island Reduction	2	
0	1	2	Credit	Rainwater Management	3
2		Credit	Non-Toxic Pest Control	2	
<b>6 4 0 Water Efficiency 12</b>					
Y		Prereq	Water Metering	Required	
<b>PERFORMANCE PATH</b>					
		Credit	Total Water Use	12	
<b>PRESCRIPTIVE PATH</b>					
3	3	Credit	Indoor Water Use	6	
3	1	Credit	Outdoor Water Use	4	
<b>35 2 0 Energy and Atmosphere 37</b>					
Y		Prereq	Minimum Energy Performance	Required	
Y		Prereq	Energy Metering	Required	
Y		Prereq	Education of the Homeowner, Tenant or Building Manager	Required	
30		Credit	Annual Energy Use	30	
4	1	Credit	Efficient Hot Water Distribution	5	
1	1	Credit	Advanced Utility Tracking	2	
<b>8 1 0 Materials and Resources 9</b>					
Y		Prereq	Certified Tropical Wood	Required	
Y		Prereq	Durability Management	Required	
1		Credit	Durability Management Verification	1	
5		Credit	Environmentally Preferable Products	5	
2	1	Credit	Construction Waste Management	3	

<b>16 2 0 Indoor Environmental Quality 18</b>				
Y		Prereq	Ventilation	Required
Y		Prereq	Combustion Venting	Required
Y		Prereq	Garage Pollutant Protection	Required
Y		Prereq	Radon-Resistant Construction	Required
Y		Prereq	Air Filtration	Required
Y		Prereq	Environmental Tobacco Smoke	Required
Y		Prereq	Compartmentalization	Required
3		Credit	Enhanced Ventilation	3
1	1	Credit	Contaminant Control	2
3		Credit	Balancing of Heating and Cooling Distribution Systems	3
3		Credit	Enhanced Compartmentalization	3
2		Credit	Enhanced Combustion Venting	2
1		Credit	Enhanced Garage Pollutant Protection	1
2	1	Credit	Low Emitting Products	3
1		Credit	No Environmental Tobacco Smoke	1

<b>6 0 0 Innovation 6</b>				
Y		Prereq	Preliminary Rating	Required
5		Credit	Innovation	5
1		Credit	LEED AP Homes	1

<b>4 0 0 Regional Priority 4</b>				
1		Credit	Regional Priority: Compact Development	1
1		Credit	Regional Priority: Community Resources	1
1		Credit	Regional Priority: Annual Energy Use	1
1		Credit	Regional Priority: Outdoor Water Use	1

**88 16 2 TOTALS Possible Points: 110**

Certified: 40 to 49 points, Silver: 50 to 59 points, Gold: 60 to 79 points, Platinum: 80 to 110

## **2.10 GREEN NARRATIVE**

## E+ GREEN NARRATIVE

The proposed building is planned for net zero energy use. We plan to accomplish this goal by providing renewable energy (solar) on site and providing all electrical appliances, as well as heating, cooling and ventilation. We will not require any gas service to the site. The team plans to use Passive Building Principles as established by the non-profit PHIUS as the standard for design and construction. These principles include a high-performance enclosure, airtightness, balanced ventilation, high-performance glazing and moisture control. The team believes that this standard will provide a healthy environment for its occupants while adding a resilient and durable structure, built to stand for generations.

The project team has extensive experience with high-performance buildings. Z Capital's recently completed residential projects in Boston prove that building to passive house standards can cut down energy use by 80% relative to a comparable new project built to current code standards. It is not easy to achieve such superior performance, since it typically involves a cost premium for additional framing, insulation, and smart barriers, as well as investing in training local teams and tradespeople in construction details that may have been overlooked in the past. However, knowing that we are building to protect our future as well as educating teams and end users makes it all worthwhile. New, energy efficiency practices can only become the norm if developers are willing to take that lead and demonstrate what is feasible.

The overriding theme of energy systems in these homes is simplicity. Designers have reduced the energy needs of the buildings and met these modest needs with simple, relatively low-cost systems that are easy to operate and straight-forward to maintain.

Energy planning begins with site planning. Designers have laid out buildings to take advantage of both active and passive solar strategies. With attached homes, not all dwellings have access to southern sun, but units with access take advantage of it. The sun can offset space heating needs, and proper shading of southern windows reduces the cooling liability in the summer. The rooftops of all buildings are prime areas for active solar – both PV and thermal.

Load reduction begins with the envelopes. The homes' air-tight envelopes include R-40 walls, R-50+ roofs, and triple-pane windows (U-values below 0.20 Btu/ft<sup>2</sup>h°F). With these envelopes, design heating loads are very small, ranging from 6,500 Btu/h for a small apartment to 15,100 Btu/h for an end townhouse.

Such small heating loads can be a challenge, and designers are meeting these loads with efficient air-source heat pumps (ASHPs). ASHPs have traditionally only been used in warmer regions in the US, as their heating performance can be quite poor. In the past few years, however, several new ASHP products have become available with very good cold weather performance. Studies have found annual heating coefficients of performance (COPs) of over 2.5 in cold climates. These heat pumps also provide cooling very efficiently (20-26 SEER).

Because the small heating loads can be met efficiently using electricity, these homes do not have natural gas service. Eliminating natural gas in the homes reduces infrastructure costs, reduces some safety and IEQ concerns, and reduces overall utility fees. In extremely efficient homes, the monthly gas meter fees can equal the cost of the fuel itself.

With excellent envelopes, domestic water heating is the largest thermal load in these homes. As with space heating, the first step is reducing the load: all homes have efficient clothes washers, dishwashers, and plumbing fixtures. Most of the energy needed to heat water comes from solar thermal systems. Each townhouse has its own system with 80 ft<sup>2</sup> of collector and 120 gallons of thermal storage. Each multifamily building has its own system (300 ft<sup>2</sup> and 1000 ft<sup>2</sup> of collectors) with large thermal storage vessels on the ground level. Solar thermal will provide 60-80% of the water heating needs depending on weather and consumption patterns of occupants.

Auxiliary water heating needs are met with electric resistance – either well-insulated electric tanks or instantaneous (tankless) heaters depending on home type and electric service capacities.

Ventilation systems provide outdoor air and remove pollutants from all dwelling units. Efficient bathroom exhaust fans and kitchen range hoods remove local pollutants, and energy recover ventilators (ERVs) provide continuous whole-building ventilation to meet requirements of ASHRAE 62.2, ENERGY STAR, and LEED for Homes.

Designers and builders have great influence on HVAC and water heating loads in homes; they have less control when it comes to occupant habits. Lighting, appliances, and miscellaneous electric loads (LAME loads) have become a much larger fraction of the energy budget in efficient homes. All lighting in the homes will be efficient fluorescent or LED and all appliances (refrigerators, washing machines, dishwashers) will substantially exceed ENERGY STAR requirements. Designers have no control, however, over what residents plug into the wall. One of the design team’s only methods of influence on these LAME loads is providing feedback to residents.

Each home includes a wall-mounted Energy Display Device (EDD) which shows occupants how much electricity they are consuming – both in real time and over historical periods. While this does not guarantee lower consumption, it empowers residents to use their homes more efficiently if they so choose. These devices can also track PV electricity generation, so some residents can keep track on their energy positive status over time.

After reducing energy consumption as much as possible, the energy needs for each home – and then some – is provided by photovoltaic systems. The table below shows several housing types with PV capacity and preliminary HERS indices. HERS indices below zero indicate net energy generation over the course of a year. An additional 20 kW (#) of PV capacity will provide energy used in common spaces, outdoor lighting, etc

<b>Unit</b>	<b>PV Capacity</b>	<b>HERS Index</b>
Interior Rowhouse	7 kW <sub>STC</sub>	-5
End Rowhouse	7 kW <sub>STC</sub>	-2
Interior Studio	4 kW <sub>STC</sub>	-14
2BR unit, top floor	5 kW <sub>STC</sub>	-4
2-story, 2BR unit	5 kW <sub>STC</sub>	-5

## **2.11 COMMUNITY GARDEN**

# COMMUNITY GARDEN

Z Capital and MHNHS have reviewed existing conditions at the parcels along the Parker Street side of the site and will also draw on the feedback previously received from participants of City of Boston's prior community process. We understand that open space and community garden uses are among those preferred for the site. Further, the feedback received by the City helped shape and inform the Parker and Terrace RFP which represents a good starting point in terms of community garden and/or open space contemplated as part of the overall organization of the site. There are lessons to be gleaned from the existing community garden and art park uses as some of the attempts to enhance and secure the Parker Street streetscape have not been as successful as intended.

The team also expects to revisit the community's input as part of a participatory planning process specific to the garden and open space uses where the team's proposed development program will be further informed and feedback received will be considered in light of site conditions, the opportunities and challenges these present, and of course, the availability of resources to achieve desired goals. We will creatively engage the community, research and incorporate "best practices" for appearance as well as long term sustainability in operations. Our hope and expectation is that through the process we will be able to generate excitement and support that will help in permanently establishing the community garden use. The team will work to ensure that the gardening areas are attractive, secure, open to the public and easily accessible across the site. To do this, we will work with local residents on the design including the garden itself, location of pathways and steps and materials and other hard/softscape to enhance the user experience as folks move through the site.

As a 501©3 non-profit organization, and with the City and community's support, MHNHS will be able to access the Grassroots and CDBG funding required to develop the site. As part of the development process, MHNHS will review and present to the community, best options for long term ownership and operations. MHNHS is open to identifying another non-profit organization to own and operate the garden or to lease and operate the garden long term. That said, MHNHS does have extensive and successful experience owning and managing significant open space in Mission Hill given our co-ownership of the 5.5-acre Kevin W. Fitzgerald Park and is also open to retaining ownership of the community garden and its operations if this is ultimately in the best interest of the ensuring its long term stability and success. At the Fitzgerald Park, MHNHS has been able to impact positively on maintenance and operations including fundraising for capital improvements at the park, programming, a bee program and install of plantings favoring pollinators. Most recently, MHNHS is working with the community to achieve designation as a Level I Arboretum for the park. Over the years funds raised have been used for stair replacement, new plantings, security cameras, etc. In this regard, we would study and implement measures that will improve operations and sustainability.

We hope to cover the costs of the garden through the CDBG grant and through private sponsorship. We will continue to refine the scope of the garden and ensure that it is designed within sources of funding including philanthropic ones within reach.



## **2.12 CONSTRUCTION, ENVIRONMENTAL AND GEOTECHNICAL APPROACH**

# CONSTRUCTION, ENVIRONMENTAL AND GEOTECHNICAL APPROACH

## Construction Narrative

We have assembled a team of Geotechnical, Environmental and Construction Management experts who have reviewed the available reports and prepared summaries that we have included in this section. Our plan is to work collaboratively with MOH to find the best and most economical solution to the environmental and geotechnical conditions present. Our construction manager has condensed those findings in the outline below describing the level of feasibility for our project to proceed while meeting the RFP objectives. Here is a summary of our findings:

### Challenging Topography, Urban fill, and Old Foundation Remnants

As detailed in three prior site investigations, the terrain slopes downward from the Western side of Parker St. to the Eastern side of Terrace St. This volume is covered in urban fill with bearing soils found generally at four (4) to six (6) feet below existing grade in the upper portions of the site and at ten (10) feet or more at the middle and lower areas. Larger hidden underground obstructions, which mostly appear to be old foundations, were encountered with increasing frequency where the existing grade descends towards Terrace St. The urban fill largely exhibited levels of chemical contamination that are regulated and that would require appropriate handling, testing and disposal. While screened urban fill can be used at certain depths for backfill and general fill, it cannot be used for structural fill below buildings and parking areas. Thus, much of it would need to be removed from the site, and new fill brought in to establish the new design grades. Finally, while no reportable oil spills or tanks were encountered in the investigations, their presence would not be surprising given previous industrial uses and lax demolition practices in earlier eras.

### New Building Placement and Urban design requirements

The Urban Design requirements in the RFP have a great impact on the location of any new buildings and have been weighed carefully by our team as follows:

#### 1. Conforming to current zoning and neighborhood context – Feasible

Our small scale townhouses on Parker St. and mid-rise apartments along Terrace St. have met that requirement as well as maximize feasibility of the proposed development. By locating the Parker TownHomes along Parker St. and taking advantage of the elevated existing bearing soils, the cost of the project is lowered while the traditional streetscape is respected. By constructing a mid rise apartment structure on Terrace Street that is four levels above parking, the cost is kept to a wood frame construction building and the retainage required provides for a cost effective parking solution away from the surface of the site.

#### 2. Preserving the urban wild and mature tree canopy on Parker Street – Not Feasible

The goal of preserving the urban wild limits development liability by preventing the placement of buildings on Parker where better site conditions are present to build contextually sensitive homes such as the townhouses we are proposing. This also contradicts the RFPs objective to remediate the site since we would be removing at least three feet of top urban fill which wouldn't allow for the preservation of mature trees or any of the current vegetation on the site.

#### 3. Re-establish community garden, green space, and pedestrian links - Feasible

We have been able to integrate these goals into the overall development by minimizing the footprint of the proposed development and working to meet the criteria for remediation without replacing more soil than is required.

#### 4. Site Remediation – Somewhat Feasible

We have studied a remediation approach to the site and concluded that it would be best to work with MOH to start by remediating the area of the site underneath the footprint of the proposed structures. We estimate that approximately 2400 yards of contaminated urban fill would need to be removed to get to areas of bearing capacity that would support the proposed structures and parking areas. Our construction team estimated

a cost of \$600,000. This scope of removal and cost would need to be completed under MOH through the Brownfield Grant (See Environmental Status and Coordination) it received. While the remediation would only make a portion of the site ready to receive the proposed buildings' foundation, we would still need to back fill and remediate the rest of the site. In order to do so, we would need to bring new clean backfill to the site, screen, and test existing top soils. We have included approximately \$400,000 for remediation of all site areas outside the proposed building footprints as well as for hauling new top soil. Unfortunately, it is not possible to predict site costs below ground and they will be a significant exposure as surprises may surface.

We outline our collaborative approach on this further under environmental coordination. At this stage, it is essential to work closely with regulatory agencies like EPA to achieve the clean-up level required for the site. We have also budgeted for environmental insurance given the level of remediation required for the proposed residential use and active green spaces. We will work closely with MOH to craft language around environmental mitigation at the time of sale that lenders and equity partners have requested from us.

## Environmental Coordination

We understand that there's a long history of prior structures on the site including a brewery on Terrance and townhouses on Parker. Prior investigation reports indicate that PAH and metals impacted urban fill is present throughout the property at depths ranging up to 20+ feet and that some "hot spot" locations will require excavation and disposal prior to completing a MassDEP Method 3 Risk Characterization for remaining soils to achieve a status of "No Significant Risk" combined with an activity and use restriction (AUR). The City received a \$650K Brownfields cleanup grant in order to prepare the site for development.

However, until design plans are finalized, the actual scope of cleanup other than hot spot removal cannot be determined, i.e., volume of cuts/fills and excess soil, utility corridors, etc. As such, once our team is designated as developer, we would work closely with the Brownfields Qualified Rhw Environmental Professional (QEP) the City designated to create a remedial design would act as a liaison with the developer and to prepare the required EPA Brownfields submittals including the remedial action plan (RAP). Once a preliminary design and RAP are in place, all hot spot soil would need to be excavated and removed, and the cleanup plan, being tailored to the development, should include the excavation of urban fills in select areas in order to provide clean utility corridors, and at least 3 feet of clean surface materials throughout exposed areas of the site (i.e., landscaping, community garden, etc.). Other excess soil removed from the site would also require proper disposal as urban fill at a landfill, and the remainder of the site should be covered with a demarcation layer and clean structural material to support other impervious surfaces such as hardscape, pavement, foundations, etc.

The City's Brownfields grant could also support the design and implementation of this project in several ways beyond soil remediation that are "Brownfields Eligible" including:

- Preparing preliminary civil/construction design plans that will help guide the remediation planning
- Performing supplemental soil characterization/testing and geotechnical analyses that will also assist in the design and remediation planning
- Importing clean materials or even construction items following soil removal to support the installation of the clean cover system, which could include:
  - Clean topsoil for landscape areas and the community garden
  - Installation of foundations, hardscapes, pavements, which would act as the cover system
- The grant would also be able to pay for the Method 3 Risk Characterization, LSP opinion, and legal services needed for preparing the AUR

It will be critical to work closely to understand the full scope and cost of the clean up and associated costs for all cleanup expenses to make the site developable and to explore funding beyond the Brownfield funding available here.

We have estimated that the total costs to clean the site will be closer to \$2.5 Million. The Brownfield Clean Up Grant funds of \$650,000 would allow for the disposal of approximately 2400 yards of contaminated soil. Those funds would be sufficient only to make the areas under the proposed building footprints of the Parker Townhouses and Brewery Flats ready to receive foundations. This will leave a funding gap in the environmental clean up of approximately \$1.85 million to remediate the rest of the site and bring new topsoil. Our budget has provided \$0.4 Million for additional remediation which reduces the shortfall of funds needed to remediate to \$1.45 Million. We will be seeking additional funding from sources as Mass Development and other government agencies. We will work closely with MOH and its LSP on the coordination of the environmental remediation. Once the remediation is complete, MOH's LSP will draft a permanent solution statement and request that Mass DEP provide a letter confirming that the permanent solutions statement meets applicable regulations. At that point we will be able to provide lenders with the necessary reassurances to close on the construction loan and commence construction.

## Geotechnical Engineering Considerations

Based on our cursory review of the logs of test pits and test borings that were previously coordinated and observed by others at the subject site, we understand the general subsurface conditions reportedly consist of existing urban fill materials underlain by natural glacial till soils. The urban fill materials encountered in these previous test borings and test pits reportedly: generally consist of soil mixed with debris, organic matter, cobbles and boulders; contain voids; and range between about 4± to over 20± feet in thickness. Buried existing foundations and walls from structures that previously occupied the subject site were also reportedly encountered in the noted test pits.

The existing fill materials are not considered suitable for support of proposed building foundations and on-grade slabs based on the fill materials' deleterious composition, voided condition, variable density and undocumented placement. Depending on proposed design elevations, areas of existing urban fill are anticipated to extend below proposed sub-grade elevations. We anticipate options to address the existing urban fill materials to prepare the building areas for foundation and slab support may include excavation of the urban fill materials (including buried existing foundations and walls) down to suitable natural granular soils and replacement with compacted suitable structural fill, ground improvement, and/or piles. Pre-excavation to remove obstructions prior to installation of ground improvement elements and piles will likely be required.

Design phase geotechnical engineering studies are anticipated to include: subsurface exploratory test borings and test pits to further assess the composition and thickness of the existing urban fill and depths to suitable natural granular soils, composition and density of the natural granular soils, and depth to groundwater; geotechnical laboratory testing on selected soil samples collected from the test borings and test pits to assess geotechnical characteristics; engineering evaluation and analysis using the test boring and test pit information and laboratory test results; and preparation of geotechnical engineering conclusions and recommendations that will be conveyed in a geotechnical engineering report and pertain to suitable building foundation type, allowable soil bearing capacity, slab support, seismic design criteria and associated earthwork such as ground improvement options, subgrade preparation and protection, gradation criteria for fill materials, and placement and compaction of fill.

## **2.13 COMMUNITY ENGAGEMENT PLAN**

# COMMUNITY ENGAGEMENT PLAN

Mission Hill Neighborhood Housing Services (MHNHS) has a strong track record involving the Mission Hill community in the predevelopment planning process for projects we have been involved in developing. Our approach has been largely successful in identifying and fostering the participation of key stakeholders, getting their “buy-in” with regard to the planning process itself, and ultimately gaining their support for the projects and hopefully consensus around the key goals and objectives to be achieved through the project. We believe that the process should not merely be an exercise in wishful thinking but rather a study of goals and desires then informed with real opportunities and constraints. We feel that, when armed with information and a real understanding and testing of important trade-offs that may impact or need to be made, people are better able to make choices and provide feedback to the benefit of the project.

We expect to apply this strategy and principles to the Parker – Terrace development process. While we have presented a potential option for development in response to the RFP which is based on the information gleaned from the City’s own community process, which we have followed and participated in, and as provided for/described in the City’s RFP, we expect to revisit the potential development options for both the housing component and the community garden/open space components. We expect to confirm and test the stated goals and priorities against real opportunities and potential limitations (whether these be limitations of the site, massing, uses, cost, public/private program or financing requirements, etc.) as part of an open and inclusive community participation process that will inform our ultimate development. Our hope and expectation is that the process will ultimately result in a plan that will have the community’s support and that will meet as many of the community’s goals and objectives as possible, and importantly, one that is viable and buildable given the available resources and despite limitations.

A somewhat recent example of a community planning process MHNHS has undertaken and that informed our development work on a large vacant site is the process leading to the redevelopment of Parcel 25 in Roxbury Crossing, where beginning in 2004, Mission Hill Neighborhood Housing Services, Inc. (MHNHS) led a community driven planning process to formulate the ultimate vision for Roxbury Crossing, of which both the Roxbury Crossing Senior Building (built across Gurney Street from Parcel 25 in 2015), Parcel 25 Phase 1A (located on Parcel 25 at the intersection of Tremont and Gurney Streets), and now Parcel 25 Phase 2 (currently in construction along Halleck and Station Streets), are integral parts. These community led projects represent the MHNHS efforts to reclaim and transform the Roxbury Crossing Gateway to Mission Hill. MHNHS has strived to undertake development that remains true to the neighborhood’ goals and will continue to fill the important need for affordable housing for families, identified very early in the planning process. In fact, the residential and commercial uses, massing and density for the Parcel 25 projects comply with the original consensus plan for this important transit-oriented site and gateway to the neighborhood.

MHNHS staff and board members reached out first to residents and businesses in the Roxbury Crossing area to gauge interest in focusing on the long vacant parcels. Hearing a strong desire to improve and develop the sites, MHNHS began conducting Small Group Brainstorming Meetings (SGBM) through June of 2005. These meetings involved abutters, stakeholders, business leaders, youth, and residents of the various districts of Mission Hill whose representatives make up the MHNHS board. Over 140 people attended 14 SGBM held throughout the area aimed at identifying potential development goals, uses, and constraints. The participants included the residents of the proximate Mission Main and Alice Taylor BHA apartment complexes, as well as the recently renovated Roxbury Crossing Condominiums. Several MHNHS Board members are residents of these developments and were instrumental in engaging other residents in the planning process. The majority of SGBM participants were African American and Latino residents and included a significant number of elderly and youth. The need for affordable rental housing was identified at the very first SGBM and repeated often.

The second stage of the community planning process began in the fall of 2005. Volunteers recruited at the SGBM abutter and district meetings began serving on three task forces. The 36 members of these task forces kept the neighborhood informed and gathered information on transit oriented development, sustainability, compatible uses, community needs, and the 3 E’s – easements, egresses, and existing site conditions. 40% of all task force members were minority and 28%

were elderly and 5% were youth – many involved in a planning process of this kind for the first time. The task forces were similar to focus groups and were charged with taking the questions, concerns, and desires expressed in the SGBM and identifying strong consensus areas and issues for further discussion. A timeline showing the history of the Roxbury Crossing area was developed. One group prepared a power point presentation on existing site conditions to be used to educate the wider community. A third task force came up with the top ten list for a successful TOD to share this information with neighbors. During the process, it became clear and was often noted that the strongest and most vocal participants were seniors and youth.

Community Planning Workshops began in February 2006 with the participation of over 230 volunteer residents and neighborhood business owners in addition to the task force members. MHNHS hired an architectural design firm, financial consultant, and planning facilitator to work with the participants at 4 day-long workshops designed to develop a consensus of the neighborhood's vision for the site, model density, massing and uses, refine concept drawings, and discuss and analyze the financial feasibility of the preferred development options. A movie – "Parcel 25: Connecting a Community" – was developed to kick off the first workshop by youth from Sociedad Latina, a Mission Hill youth organization. In June 2006, community members formally adopted a vision for Parcel 25 aimed at reestablishing Roxbury Crossing as a new eastern gateway to Mission Hill and a lively retail area with viable neighborhood-serving businesses – a place where people once again live, work, shop and recreate.

With the community's vision for Parcel 25 and the vacant lots on Gurney Street in hand, neighbors stayed involved during the predevelopment process. Hundreds of neighbors participated in meetings held by the MBTA and BRA related to the site disposition process. Residents and business owners then reengaged after designation to rezone the area that had been a special study overlay district to a Community Commercial-2 district that allowed for a Planned Development Area and eventually a PDA Plan that mirrored the community's vision. This involved participation with the Boston Redevelopment Authority and the Boston Zoning Commission. A large group of neighbors, in addition to the Project Review Committee for the Roxbury Crossing Senior Building (now Maria Sanchez House), continued to support the designation process for the Gurney Street lots, the Article 80 process for that project and the HUD 202 application process. They continued to meet about operations and programming at the building for the residents. Institutional neighbors, businesses and resident stakeholders came back out in force during the summer of 2014 to support the phasing plan for Parcel 25's development and participated on the IAG or in the IAG meeting, came to the Article 80 Large Project Review Meetings, wrote letters, learned about the MEPA process, supported the PDA Plan and testified at the BRA and BZC Board Meetings in large numbers. The projects developed to date at Parcel 25 are key components of what was visioned by the community and is being developed with the community.

Given the extensive community process previously undertaken by MOH leading to the Parker – Terrace, we do not expect to undertake a process as broad or as lengthy as the one for Roxbury Crossing, but we would expect to carry over in this process, the principles of community involvement, information, testing with professionals, and consensus building to achieve an overall vision for the development of the site and one that will inform final uses, design and functionality.

# **3. DIVERSITY AND INCLUSION PLAN**



# DIVERSITY AND INCLUSION PLAN

Achieving an inclusive and equitable hiring plan that reflects Boston's broad pool of diverse talent as well as provides new employment and contract opportunities to MWBE firms, low-income residents, as well as women and minorities will be a primary objective for our team.

We have outlined the following approach to achieving these goals and will continue to conduct active outreach to expand access to opportunities created by our proposal:

## Meaningful participation of MWBEs in Design, Development, and Construction :

MHNHS and Z Capital have assembled a diverse team of talent that reflects a commitment to diversity and inclusion. The majority of our design, engineering, development, and construction team members who have participated in the preparation of our response are MWBE firms who are eager to collaborate and grow their respective businesses. The following highlights a few primary members of our team members who have played a key role in preparation for our proposal and will be critical to the project's success moving forward:

Z Capital Investments is a WBE and an emerging developer in Boston. It has completed several projects in Boston and is eager to grow and enhance its development capacity as well as advance green building objectives in Boston. Z Capital was able to start its development business in Mission Hill and is eager to ensure that it continues to grow.

Studio G Architects is a WBE and established Architecture firm with extensive experience and a commitment to recruit minorities and a more diverse workforce into the architectural profession.

MCR Construction is a minority owned contracting firm that has delivered quality construction and provided employment opportunities to women and minorities. Their practices in the field reflect a high level of respect and cooperation that is quite remarkable given the complexity of the work. MCR employs women field managers and has actively recruited women to its construction crew.

In addition to the firms above, the environmental consultant, Credere Associates, as well as the civil engineering firms proposed, Nitsch Engineering, are WBE firms.

## Inclusive Construction Hiring and Community Outreach

We will require contractors and subcontractors working on the Parker-Terrace project will be required to conduct aggressive outreach to Section 3 residents and eligible M/WBE subcontractors, suppliers, and vendors. MHNHS has worked with several general contractors with experience in publicly-funded projects. MHNHS has followed Diversity and Inclusion plans ("Plan"), including the contractors' Section 3 plans and past success recruiting and working with W/MBE subcontractors and the prior procurement performance numbers of the contractor. With the help of MOH and other City departments, recent construction projects for each contractor will be evaluated as to how faithfully and effectively the Plan's hiring and contracting goals were pursued. The construction contract will require the general contractor to prepare and submit a Plan for outreach that will 1) Maximize fair access and economic opportunities to historically disadvantaged businesses, including M/WBEs and to minority and women workers 2) promote participation and growth within these populations to increase capacity and track-record and 3) to promote diversity within the workforce that participates in MOH programs. Wherever feasible, the selected general contractor must solicit bids from and use qualified minority and women business enterprises, disadvantaged firms, and small businesses. To do this the general contractor must include effective strategies not limited to placing qualified MBEs and WBEs on solicitation lists, using services and assistance of agencies such as local minority organizations and city/state and government small business agencies. Evidence of outreach will be required to be submitted to MHNHS/Z Capital per the contract. At minimum contractors will be required to outreach to the Mission Main and Alice Taylor and Roxbury Tenants of Harvard Tenant Task Forces, at nearby BHA and other affordable housing developments, for Section 3 residents. Contractors will also be required to advertise any opportunities in local minority and

women focused media. Walk-on applications will be required to be posted and made available at a high visibility location at the main entry to the project site. Local hires and W/MBE participation will be encouraged and reviewed weekly as part of the job meetings. In addition, the One Stop Career Center and PIC will be contacted to establish both construction apprenticeships and placements. The Contractor must comply with the City of Boston Resident Job Policy requiring 12% women, 40% minority, and 51% Boston resident participation. These goals and procurement goals for M/WBEs will also be specifically included in the construction contract, communicated directly to the contractor in collaboration with the City of Boston, and will be monitored on at least a monthly basis. MHNHS encourages exceeding the City of Boston's Resident Jobs Policy.

Strategies for ensuring equal opportunity for women and minorities to participate as labor in the project include participation at local job fairs, including those held at the nearby Reggie Lewis Center and Roxbury Community College, outreach through Mission Hill and Roxbury community organizations, flyering, email blasts, and postings at the Mission Main and Alice Taylor BHA developments and at Roxbury Tenants of Harvard for both job opportunities and internship positions, as well as advertising in local and minority publications.

MHNHS has a strong record in working with the management agents at our properties to encourage the use/hiring of hire Section 3 residents and to utilize Section 3 businesses and M/WBEs after the developments have opened for operations. Maloney Properties was selected as property manager for our three most recent developments in Roxbury Crossing (Maria Sanchez House (30 Gurney Street), One Gurney Street (Parcel 25 Phase 1A) and One Halleck Street (Parcel 25 Phase 2), in part because of its strong and successful commitment to Section 3 and M/WBE hiring. HallKeen is the property management agent for our other affordable developments at 706 Huntington and Frawley-Delle Apartments. Both companies were specifically "goaled" in their respective Management Agreements to exceed minimum requirements and W/MBE participation/Section 3 performance vs. goals are reviewed regularly our quarterly meetings with management. During operations the goal is for at least 30% of the total dollar amount for all contracts and services to be awarded to qualified M/WBE businesses. It is MHNHS' policy at our developments that during operations, a contract will be awarded to a qualified Section 3 or M/WBE, if it is the lowest bid or within 10% of the lowest bid. Vendors are also required to verify their Section 3 and M/WBE eligibility. Section 3 residents will be recruited for job and internship positions. Performance is also reviewed by designated members of the MHNHS' Housing Committee with regular reporting back to the MHNHS' full Board of Directors. Both companies have met/exceeded the goals for several years.

## **4. PUBLIC ART**

Our team plans to seek grants from the City of Boston or other non-profit organizations for the installation of public art in our project. The team has identified potential locations for public art and plans to engage the community as part of selection and installation process.

# **5. OPERATIONS PLAN**

# OPERATIONS PLAN

## 1. Parker Town Homes and Brewery Loft

Following unit sales and building occupancy, a professional manager such as Maloney Properties will manage the condominium association and help transition buyers into homeowners. The property manager will play a key role in guiding new homeowners through the process of electing board members to the condominium association, conducting annual meetings, and reviewing budgets. The property manager will also collect monthly condo fees, pay insurance costs, maintain common services such as snow and trash removal, and administer general operations of the building and grounds. The project's net zero target will greatly help in reducing ongoing utility costs in the condo budget however the large amount of open space and public paths will require snow cleaning and landscaping costs.

We have included a budget chart below that shows the cost per unit annually would be around \$4,129 per unit or 344 per month. See budget below

Parker and Terrace Development	Proposed Budget
<b>Schedule Of Receipts</b>	
<b>Residential Receipts</b>	
Total Residential Receipts	\$ 120,520
Total Service Receipts	\$ 23,786
<b>Total Income</b>	<b>\$ 144,306</b>
<b>Schedule Of Expenses</b>	
Total Administrative Expenses	\$ 33,664
Total Maintenance Expenses	\$ 42,766
<b>Utilities Expenses</b>	
Electricity	\$ 11,571
Water & Sewer	\$ 26,833
<b>Total Utilities Expenses</b>	<b>\$ 11,571</b>
<b>Security Expense</b>	
Security Contract	\$ 1,765
<b>Total Security Expenses</b>	<b>\$ 1,765</b>
<b>Taxes &amp; Insurance Expense</b>	
<b>Total Tax &amp; Insurance Expenses</b>	<b>\$ 31,930</b>
<b>Total Operating Expenses</b>	<b>\$ 121,696</b>
<b>Net Operating Income</b>	<b>\$ 22,610</b>
<b>Non Operating Income &amp; Expenses</b>	
<b>Non Operating Income</b>	
Interest Income-Repl Res	\$ 28
<b>Total Non Operating Income</b>	<b>\$ 28</b>

## 2. Community Garden

As part of the development process, MHNHS will review and present to the community, best options for long term ownership and operations. MHNHS is open to identifying another non-profit organization to own and operate the garden or to lease and operate the garden long term. That said, MHNHS does have extensive and successful experience owning and managing significant open space in Mission Hill given our co-ownership of the 5.5-acre Kevin W. Fitzgerald Park and is also open to retaining ownership of the community garden and its operations if this is ultimately in the best interest of ensuring its long term stability and success.

## **6. APPLICANTS QUALIFICATIONS, EXPERIENCE AND REFERENCES**

## Z CAPITAL INVESTMENTS

### ABOUT

Z Capital Investments LLC, is a strategically-driven and climate-conscious boutique real estate investment firm. We invest and develop residential and mixed-use property in Boston. Entrepreneurial, agile, and forward-thinking, we bring years of investment, development, and sustainable building experience to the table. Our commitment to conscientious financial analysis, creative place making, economic equity and innovative thinking sets

### SERVICES

Z Capital Investments, LLC uses a multi-disciplinary business model that includes traditional finance and investment expertise with real estate development, sustainable building, architectural training, and project management experience. This integrated approach provides a solid foundation and added-value for all partners, investors, and community stake-holders.

#### Market Research

We track property value fluctuations, property/rental vacancies, land availability, parking, public transport, commuter vs. 'work at home' needs, local amenities, and emerging variables such as 'walkability' factor, and climate trends.

#### Community Outreach

Understanding the nuances, character, and history of a neighborhood is more art than science—but it's an essential part of our process. We proactively and regularly connect with local leaders and stakeholders, to ensure we complement rather than compete with

#### Investor Proposal

Investment partnerships are about more than funding. We consider how the nature of a prospective project matches the interests and goals of a potential investor. We present realistic projections, budgets, timelines and future-value forecasts, to ensure all

#### Site Feasibility

In addition to assessing property considerations—traffic, property access, grade, and neighborhood character, we calculate supply-chain timelines, material costs, labor availability, and projected resale value and tax implications.

#### Financial Analysis

Prior to approaching investors or assembling partnerships, we carefully consider and weigh all metrics, timelines, and statistics. Our due diligence includes assessing risk vs. reward, contingency planning, and other variables.

#### References:

Kara Brewton – Director of Planning and Community Development, Town of Brookline (617) 730-2468

Mark McGowan – Oxford Properties, Vice President Development (617) 447 0367

21 Wensley St

52 Fisher Ave



# Z CAPITAL INVESTMENTS

ZENIA TALJE  
PRINCIPAL AND FOUNDER



## ABOUT

Zeina has 25 years in real estate design, development, finance, and asset management with private equity, Fortune 500, local and national firms. She is founder of Z Capital Investments, a real estate development and investment firm focused on mixed use projects with superior energy performance. Zeina holds an M.S. Architecture from McGill University & and MBA from Columbia University. She holds several certifications including Passive House consultant, real estate salesperson license and General Contractor license in Massachusetts. Zeina is a Board Member of tech startup coUrbanize and the Economic Development Advisory Board for the Town of Brookline.

## PAST DEVELOPMENT PROJECTS

- 621 Mass Ave Boston
- Watermark Seaport, Boston, MA
- 535 Mission St., San Francisco, CA
- City Center Plaza, Bellevue WA
- Signature Site, Reston, VA
- 5th & Madison, Seattle, WA
- Channel Center Boston, MA
- Intercontinental Hotel, Boston, MA

## EDUCATION

- M.B.A. Columbia Business School  
Real Estate Finance Concentration
- B.A. Architecture: McGill Univer-

## CREDENTIALS

- Passive House Certified
- Net-Zero Certified
- L.E.E.D Certified
- Licensed General Contractor



Watermark Seaport, Boston



535 Mission Street,  
San Francisco



Channel Center, Boston

*“We have the tools and technology to build smarter, design better, and improve the health and happiness of our communities, while protecting our planet, and reaping long-term financial and quality-of-life rewards. This is my mission—it’s why I love what I do every*



**ZEINA TALJE**  
1089 Commonwealth Avenue  
Boston , MA 02215  
[Zeina@ZCapitalInvestments.com](mailto:Zeina@ZCapitalInvestments.com)  
617.669.0266

**Experience**  
**2017 to Present**

**Z CAPITAL INVESTMENTS, LLC**— *Real estate development and advisory services*  
**Managing Partner**

Sourcing and executing investment and development opportunities in the greater Boston area. Conduct due diligence, secure capital, finance and manage teams. Cover commercial, mixed-use and multifamily projects.

**21 Wensely Street, Boston, MA** – 3-unit New construction development in Mission Hill.

**53 Wensley Street Boston, MA** – 7-unit New construction development in Mission Hill.

Won land through a public bid RFP process with the City of Boston

**Condor Street RFP Response, East Boston, MA** – Competed for Artist Housing RFP by DND. Developed an extensive proposal and presented to the community. Awaiting award response from the Mayor’s office.

**2013 to 2107**

**MASS AVE PROPERTIES, LLC** – *Real estate development and advisory services*

**Managing Director**

**Boston,**

**MA**

Sourcing and executing investment and development opportunities in the greater Boston area. Property Management, design and construction oversight.

**621 Mass Ave, Boston, MA:** Acquired and redeveloped apartment building in South End.

**160 Fawcett Street, Cambridge:** Sourced one acre site in Fresh Pond. Conducted feasibility for 60-unit apartment building development. Brought opportunity to lenders and investors.

**One North Beacon Street, Allston, MA:** Development feasibility for 20 units in Allston. Currently under construction.

**Fisher Hill Development, Boston:** Feasibility and competitive bid for 29-unit development of affordable, workforce and market rate housing in Mission Hill.

**2014 to Present**

**CoURBANIZE** – *Real estate tech platform for developers & stakeholders*

**Board of Directors**

Primary role is strategic advisor to CEO on real estate development markets in the U.S. and Canada. Connect with industry and identify partnerships to grow revenue. Improve and streamline the development process locally and nationally.

**2011-2013**

**SKANSKA COMMERCIAL DEVELOPMENT**

**Director of Development**

**Boston, MA**

Responsible for pursuing strategic land acquisitions, executing development projects, and managing joint venture investment opportunities throughout New England.

**Watermark Seaport, Boston, MA**

Analyze development opportunity, assess risk, and acquire land. Manage development from soup to nuts beginning with acquisition through project construction. Oversee entitlement process. Provide updates to investment committee members when asked and during quarterly meetings. Work closely with CFO to forecast equity and debt needs. Source debt and equity marketing project to lenders and pitching investors. Cultivate relationships with various stakeholders and secure entitlements. Negotiate contracts with joint venture partners, third party vendors such as debt brokers, construction contracts, A&E and more.

2005 - 2013

**BEACON CAPITAL PARTNERS**

*Vice President, Asset Management and Leasing*  
CA

**Boston, MA & San Francisco,**

Developer of 2,000,000 square feet of Class A Office and mixed use projects in Boston, Seattle, San Francisco and Washington. Asset Manager for 2,800,000 square foot Boston portfolio.

**Entitlement / Zoning Approvals / Construction Management Experience**

Successfully entitled new developments in Boston, Washington, San Francisco, and Seattle obtaining agency approvals, negotiating special conditions while ensuring feasibility. Collaborated with counsel, municipal government and community groups to obtain land use permits (Boston Redevelopment Authority, San Francisco Redevelopment Authority and Mayor's office, the Reston Town Center Review Board, Fairfax County and City of Bellevue). Managed project team members, including design and construction professionals, attorneys, and specialty sub-consultants. Guided conceptual & schematic design, value engineering, design development, and construction process. Negotiated contracts and managed budgets.

**Finance / Legal Experience**

Authored financing memoranda and solicited potential lenders. Managed all stages of complex financing and negotiated construction loan documents. Created office, retail and residential proformas, completed market and feasibility analyses, and presented project budgets for approval to Investment Committee. Reported quarterly on development performance internally and externally. Negotiated business terms, letters of intent and project legal documents; prepared scopes of project and negotiated contracts & budgets.

**Acquisitions / Dispositions**

Evaluated various potential acquisitions and major repositioning activities. Formulated leasing, business and capital plans. Analyzed market opportunities, provided leasing and capital plan assumptions to analysts and reviewed financial models. Prepared for disposition of assets including preparation of diligence materials, responding to prospect buyer inquiries and transitioning property to new ownership.

**Investor Relations**

Presented at Fund's annual investor meetings. Responded to investor inquiries on market conditions and asset performance. Formulated sustainability strategy for Beacon's portfolio and presented initiative to various audiences. Prepared metrics to track costs.

**Asset and Portfolio Management**

Developed strategy to ensure that portfolio performance is market-leading. Prepared, implemented and directed capital and leasing plans. Negotiated office and retail leases as well as modeled cash flows for lease transactions and reviewed tenant financials. Worked closely with Managing Director on portfolio performance, presented lease deals to Credit Committee and Joint Venture partners for approval. Directed property managers, leasing attorneys, architects, brokers and consultants.

**535 Mission Street, San Francisco, CA**, \$160 million, 350,000 square foot Class A LEED Gold pre-certified Office Development. Entitled property, secured financing, and managed development & construction

**City Center Plaza, Bellevue, WA**, \$225 million, 570,000 square foot Class A LEED certified office development with 2.6-acre plaza and 4 levels of subterranean parking.

**10833 108th Avenue, Bellevue WA**, 1,200,000 square foot multi phased mixed-use development. Entitled property and conducted preconstruction feasibility analysis

**Signature Site, Reston, VA**, 250,000 square foot suburban office development. Evaluated feasibility and formulated strategy for public approvals  
**5th and Madison, Seattle**, 120-unit condominium tower development delivered fall 2007. Managed construction completion, condo sales and delivery  
**Beacon's corporate headquarters**, managed LEED Silver certification, Spring 2007  
**Channel Center, Boston** 7.1 acre multiphase master plan development.

1998 – 2003 **ELKUS MANFREDI ARCHITECTS**

*Designer/Architect*

**33 Arch Street, Boston, MA** \$180 million, 600,000 square foot office tower in Financial District. Designed building envelope, resolved engineering & architectural conflicts, reviewed zoning requirements and coordinated construction documents

**Intercontinental Hotel, Boston, MA** 725,000 square foot mixed-use development.

**Aspinwall Avenue Town Houses, Brookline, M** 42 townhouse development, secured approvals

**Education** **COLUMBIA BUSINESS SCHOOL** **New York, NY**

2003 – 2005

*Masters in Business Administration, Real Estate Finance concentration*

Member of Real Estate Association and Entrepreneurs Club, VP of Events for Art Society,

Award winner of Seevak Real Estate Business Plan Competition

1992- 1998

**MCGILL UNIVERSITY**

**Montreal, Canada**

*Bachelor of Professional Architecture, May 1998*

*Bachelor of Science in Architecture, May 1997*

Published work in Architectural Review

**Additional**

**Economic Development Advisory Board for the Town of Brookline**

**Former Chair of Design Museum Foundation**

Certified Passive House Consultant

**Licensed Real Estate Salesperson's in Massachusetts**

**Licensed General Contractor in Massachusetts**

**LEED Certified Professional**

Urban Land Institute member, council participant, **speaker** and panelist

MIT Real Estate Competition **Judge**.

**Mentor** for New England Women in Real Estate



**MISSION  DRIVEN**

**Mission Hill Neighborhood Housing Services, Inc.:**  
**A description of its purpose and current activities**



## **Mission Hill Neighborhood Housing Services, Inc.:** **A description of its purpose and current activities**

### ***Purpose & How Long in Existence***

Mission Hill Neighborhood Housing Services, Inc. (MHNHS) is a community-based non-profit organization committed to the revitalization and stabilization of the Mission Hill neighborhood of the City of Boston for all those who live and work there. Since its founding in 1974, MHNHS has strived to involve all segments of the community in planning and implementing its housing and economic development activities, which are designed to preserve Mission Hill's unique character, improve the standard of living of its lower income residents, and enhance the overall quality of life for everyone.

The purpose of MHNHS as delineated in its Articles of Organization is to encourage "cooperative efforts by the resident of this neighborhood and the banking community and the City Government of Boston to combat the decline and decay of this neighborhood" and to engage in activities to "stimulate and assist the City of Boston to engage in creative and innovative methods of ... delivering City services more efficiently and in a manner which is more responsive to the individual needs of this neighborhood; and ... encouraging the preservation and growth of a healthy, stable and diverse community in this area." MHNHS may further "engage in such other activities and functions as are necessary, proper and in furtherance of the goals and purposes of the corporation."

MHNHS is a federal 501(c)(3) and a Massachusetts Chapter 180 non-profit organization, which is not controlled by or under the direction of persons seeking to derive profit or gain. None of its net earnings or assets inure to the benefit of private party or organization. In addition, MHNHS is a grassroots organization as it is a non-profit having social services as a major part of its mission; is headquartered in the Mission Hill community to which it provides services; has a social service budget of \$250,000 or less; and has only 2 full-time equivalent and 1 part-time equivalent employees. Mission Hill Neighborhood Housing Services, Inc. received State DHCD certification as a Community Development Corporation.

MHNHS also has received certification as a Community Housing Development Organization (CHDO). As a CHDO, MHNHS will qualify for special funding set-asides from the federal government for affordable housing development. At least 15% of HOME funds allocated by the federal government to each municipal area and the state

must be reserved for investment in housing to be developed, sponsored, or owned by CHDOs.

#### Parcel 25 Phase 1A

MHNHS has sponsored a variety of legal entities and affiliate corporations, which have undertaken its housing and economic activities in the Mission Hill neighborhood. Mission Hill Parcel 25 LLC is the owner of the Parcel 25 property, from which component parcels have been subdivided to undertake the Phase 1A and Phase 2 developments. MHNHS Parcel 25 LLC is its sole member. Mission Hill Neighborhood Housing Services is the sole member of MHNHS Parcel 25 LLC. Sponsorship of the development of the Phase 1A (One Gurney Street) and Phase 2 (One Halleck Street) projects are well within the organizational purposes of MHNHS and its long and successful track record evidences the effective execution of its legal authority over the past 40 years.

#### ***Current Activities***

MHNHS has been a strong force in the struggle to preserve the neighborhood of Mission Hill. Over the decades, the major problem facing Mission Hill has been the encroaching expansion of its medical and educational institutions, which threatens the residential character of the neighborhood. Residents have seen their neighborhood not only rapidly shrinking, but also slowly decaying. In the 1960s and 1970s, effective community organizing led by neighborhood residents resulted in a number of newly formed community organizations focused on implementing solutions to reclaim the neighborhood. MHNHS was born in 1974 and charged with providing programs and services that would reverse the economic decline and revitalize the Mission Hill neighborhood. MHNHS elected one of the first neighborhood non-profit partnership boards in the City of Boston.

MHNHS has provided a number of homeowner financial and technical services. Through its Revolving Loan Fund Program, MHNHS made 200 rehabilitation loans to preserve the neighborhood's affordable housing stock, especially during years when banks saw neighborhood lending as too risky. In addition, MHNHS has assisted 150 first time homebuyers secure home purchase financing. MHNHS continues to promote neighborhood stability by increasing resident homeownership through homebuyer and homeowner classes and by facilitating home improvements through below market interest rate loans.

In the 1980s, MHNHS focused on preserving and providing new affordable rental opportunities in the neighborhood through the rehabilitation of deteriorated and vacant multifamily properties. This effort began in 1980 with a six-unit affordable elderly rental

development known as HERE House, Housing Environment Resource for Elders. HERE House was one of the first renovations in the City of Boston to focus on an abandoned triple-decker as an opportunity to revitalize a neighborhood eyesore and retain low-income elderly residents. HERE House was followed by two multifamily affordable rental housing development providing 74 units at Frawley Delle and 37 units at 706 Huntington Apartments in 1985 and 1987, respectively. MHNHS continues to own and operate these properties. 706 Huntington Avenue was refinanced by MHNHS last year and has largely completed its capital improvement plan. MHNHS manages HERE House. Frawley Delle and 706 Huntington Apartments are privately managed by HallKeen Management. A significant percentage of HERE House, Frawley Delle, 706 Huntington, are currently minority households. With the recent addition of the Maria Sanchez House (40 units for extremely low-income elderly residents), and the Parcel 25 Phase 1A/One Gurney Street project, a growing percentage of all MHNHS residents are elderly. Phase 2/One Halleck Street, currently under construction, will add another 46 units of affordable family rental housing to the MHNHS' portfolio.

From the late 1980s through the mid 1990s, MHNHS focused on the need to increase retail service for neighborhood residents. Starting with the Brigham Circle area, MHNHS secured control of the underutilized 9.5-acre Ledge Site from Harvard University and commenced an ambitious two year community planning process to formulate a vision for the redevelopment of this important western gateway and commercial heart of Mission Hill. MHNHS assembled a team to implement the One Brigham Circle development and formed the Terrace Street Corridor Planning Initiative to create a broader economic development plan for that area. The Mission Hill Main Streets district was also an outgrowth of these community planning initiatives. MHNHS prepared the application for the district and its former Executive Director has served on the Board of Directors of Mission Hill Main Streets since its inception. MHNHS continues to promote the development of both privately and publicly owned sites consistent with the plan.

In 2003, MHNHS and its joint venture partner completed One Brigham Circle - the first major new construction mixed-use property to be developed in a Boston neighborhood commercial district in decades. The \$48 million development created much needed new retail and office space, 100 construction and 300 permanent employment opportunities, a community center, structured off-street parking, a pedestrian plaza, and a 5.5-acre passive park, the Kevin W. Fitzgerald Park. Current retail stores include a Stop & Shop Supermarket, Walgreens, TGI Friday's, Citizens Bank, JP Licks Ice Cream Café, as well as a dental office. Partners Healthcare occupies the majority of the office space with over 500 administrative employees. MHNHS also has its headquarters there.

The focus of MHNHS today is the redevelopment of Parcel 25 - a 2.5 acre parcel adjacent to the Roxbury Crossing Orange Line. The site had been vacant and blighted

for over 30 years. Parcel 25 is a critical redevelopment site where MHNHS has focused its efforts to rebuild and strengthen the eastern gateway of Mission Hill – the Roxbury Crossing area. Just like One Brigham Circle, when the Parcel 25 development was first conceived, the vision seemed bold and perhaps impossible. However, just like One Brigham Circle, MHNHS and the neighborhood is seeing the redevelopment through to reality, starting with the Roxbury Crossing Senior Building/Maria Sanchez House.

The Maria Sanchez House, completed and occupied in the summer of 2015, was newly constructed on 12,457 sf of long vacant and blighted land located on Gurney Street off Tremont Street at the Roxbury Crossing gateway to Mission Hill. Now in its 7<sup>th</sup> year of operations, the 40 unit HUD 202 elderly housing project for Low Income and Extremely Low-Income Seniors has brought new life and a sense of community to the area.

The Parcel 25 Phase 1A development was the first phase of the Mission Hill community's vision for the adjacent Parcel 25. Now known as One Gurney Street at Roxbury Crossing, the project, completed and occupied in December of 2017, is now home to 40 low- and extremely low-income families including important set-asides for disabled and significantly disabled persons and for formerly homeless populations. The project also includes 27,000 square feet of office space and now serves as the headquarters for Metro Housing Boston, a non-profit that administers housing subsidies and provides housing related services in the greater Boston area; 4 small neighborhood serving retail spaces including a new Eastern Bank branch; a Latino-owned restaurant, A Somali-owned travel agency and a non-profit office space for the Boston Cyclists Union. The overall Parcel 25 development also provides surface and underground parking spaces; as well as new sidewalks, lighting, landscaping, and crosswalks to improve pedestrian access.

Currently under construction, the Parcel 25 Phase 2 project at One Halleck Street, will provide 46 units of new affordable rental housing for families with similar set-asides for disabled and formerly homeless populations. The project is expected to be completed and occupied in June of 2023 and will bring new residents to the area.

Still in its early planning stages, the Parcel 25 Phase 3 project is expected to be the last phase of development at the site. Initially planned as a largely commercial office building, and subsequently as a homeownership project, MHNHS will revisit the proposed project with the neighborhood to ensure it is consistent with the community's original vision for the site.

The Parcel 25 and Roxbury Crossing Senior Building developments have benefitted from many years of strong local volunteer participation and support from neighborhood residents and elected officials. Since 2004, MHNHS has led a community driven



planning process to formulate the ultimate vision for the important Parcel 25 gateway area of which the development is an integral part. The plans for Parcel 25 remain true to the neighborhood's goals and will fill several housing and commercial development needs identified in the planning process.

### ***Volunteer Recruitment***

The Board of MHNHS is comprised of 24 elected volunteer members representing the eight residential districts of the Mission Hill neighborhood, as well as Mission Hill businesses, financial and educational institutions, and youth and City of Boston representatives. Board members serve three-year terms and are elected at the MHNHS annual meeting held each spring/summer. The Board includes minorities, women, elderly, and other residents of the Mission Hill neighborhood and is reflective of the neighborhood's diverse population. The Board of Directors meets once a month and is responsible for long term planning, fiscal oversight, and supervision of the Executive Director. Each Board member is encouraged to serve on at least one Board committee. Committees include:

- Executive Committee: Responsible for overall operations of the organization, including budgets, financial issues, and personnel.
- Membership Committee: Responsible for membership and board recruitment, as well as conducting the annual meeting.
- Housing Services Committee: Responsible for homeowner services, including homebuyer and homeowner classes and Revolving Loan Fund home improvement loans.
- Housing Committee: Responsible for reviewing housing development budget, capital needs, and property and neighborhood issues.
- Neighborhood Planning & Review Committee: Responsible for reviewing neighborhood planning, zoning, licensing, and development proposals.
- A cadre of committed and dedicated volunteers supports MHNHS staff in every facet of its work. In addition to serving as members of the Board of Directors, volunteers serve as ambassadors to the community at large, on advisory and planning committees, and in a friendly neighbor capacity for MHNHS residents and clients. Volunteers work on neighborhood events and cleanups and provide occasional assistance to MHNHS staff answering the phones, arranging

meetings, and stuffing envelopes.

Major decisions are made by the full Board. Reporting to the Executive Director are the Senior Project Manager and a Senior Asset Manager.



## **Patricia Flaherty**

### **Executive Director, Mission Hill Neighborhood Housing Services, Inc.**

Ms. Flaherty has served as Executive Director of Mission Hill Neighborhood Housing Services, Inc. (MHNHS) since October 2014. During this time she has guided the organization's growth, playing instrumental roles in the organization's new affordable housing and economic development activities in Roxbury Crossing, as well as overseeing the management of the organization's portfolio of almost 200 units with another 46 units currently under construction. Previously she had served as the Senior Project Manager since 2004. Ms. Flaherty is responsible for the organization's goal to redevelop MBTA Parcel 25. Ms. Flaherty directed the design, consultant selection, community organizing and implementation of the Parcel 25 Community Planning and Development Initiative that resulted in a \$100 million community generated transit-oriented redevelopment plan for Parcel 25 that includes a mixed-use project of affordable housing for low and moderate income residents, neighborhood-serving retail, community space, offices, and open space. MHNHS had purchased this 77,000 square foot site from the MBTA in 2012. Ms. Flaherty oversaw the management of the Parcel 25 Phase 1A project (completed and occupied in December 2017 and is currently overseeing development the Parcel 25 Phase 2 project (anticipated to be completed in June of 2023. Ms. Flaherty previously managed the development of the Roxbury Crossing Senior Building/Maria Sanchez House development project, a HUD 202 rental development for 39 extremely low-income seniors. The project completed construction and was occupied in June 2015.

Ms Flaherty has over 38 years of extensive community planning and development experience working in the Mission Hill community. In the early 1980s, she served as the Project Coordinator for the Back of the Hill CDC assisting in the development and implementation of political and organizational strategies enabling the development of affordable housing including an 18-unit moderate income manufactured home development, along with oversight of a 125 unit Section 8/202 elderly project and the acquisition of a 7-acre institutionally owned vacant parcel for the development of 165 low- and moderate-income condominium homes.

In 2000, she was Director of Community Relations and Special Projects for Boston City Councilor Michael Ross overseeing all institutional and private development projects, zoning, and licensing in the district. From 2001 to 2004 Ms. Flaherty was a

real estate project manager for the Jamaica Plain NDC and was responsible for public and private funding, permitting, development team selection and construction of three affordable housing developments resulting in 80 units of affordable housing including a \$7.9 million low-income tax-credit cooperative housing project on the back of Mission Hill.

Ms. Flaherty also has served on many community advisory committees, institutional task forces, and board of directors for a number of community organizations in a volunteer leadership role along with teaching in Boston Public Schools and private schools. Mayor Thomas Menino appointed her as a Trustee to the Boston Charitable Trust and recently as a member of the Appeals Review Board for the citywide Problem Properties Task Force. Ms. Flaherty serves on the Community Advisory Board of Boston Children's Hospital. She was named a 2012 Unsung Heroine of Massachusetts and in 2010 received a Boston Neighborhood Fellows Award. Ms. Flaherty holds a Bachelor of Arts in Sociology and American Politics from Wheaton College and MA Teacher Certification from Emmanuel College. She received an Honorary Doctorate of Humane Letters from Wheaton College in May 2013.



**Ricardo Sanchez**

**Senior Housing Project Manager, Mission Hill Neighborhood Housing Services, Inc.**

Mr. Sanchez has been Senior Housing Project Manager for the Mission Hill Neighborhood Housing Services, Inc. since February 2015. Prior to that he served as Housing Development Project Manager for the City of Chelsea, where he managed the City's cross departmental Targeted Code Enforcement Pilot Program. He also helped launch the Certificate of Habitability Inspection Program to bring rental units up to code, and the CDBG Housing Rehabilitation Program to help property owners rehabilitate their properties and create affordable units for low-mod income tenants. Mr. Sanchez also supported the City's investment of CDBG housing funds to redevelop deteriorated or distressed properties for affordable housing. Since his hire, Ricardo has supported the Executive Director's work to develop the Roxbury Crossing Senior Building/Maria Sanchez House, a 40 unit 100% affordable rental project for extremely low-income seniors, before assuming primary responsibility for the implementation of the redevelopment activities at Parcel 25 in Roxbury Crossing, a \$100 million community-generated, transit-oriented, redevelopment effort that involves a mix of uses including affordable housing for low- and moderate-income residents, neighborhood-serving retail, community space, offices, and open space. Using HOME and other public and private resources, Parcel 25 Phase 1A of the effort provided a 40-unit mixed-use, transit-oriented development at One Gurney Street. Mr. Sanchez currently manages the development of the Parcel 25 Phase 2 project currently under construction which, when completed in June of 2023, will provide an additional 46 units of affordable rental housing for families.

Mr. Sanchez has over 30 years of extensive community planning, affordable housing development and mortgage financing experience working in the greater Boston area. In the early 1990s, he served as Project Manager, and subsequently as Director of Housing, for the Neighborhood Development Corporation of Jamaica Plain, where he assisted in the formation of three limited equity cooperatives; the development of the Nate Smith House, a rehabilitation and new construction project for extremely low-income seniors, funded under the HUD Section 202 program; as well as Phase 1 of the Back of the Hill Community Housing Initiative, which provided 22 units of new affordable homeownership housing on formerly vacant lots on the back of Mission Hill.

During the early 2000s, he served as Director Asset Management for the Codman

Square NDC and Director of Homeownership at Nuestra Comunidad Development Corporation, where he managed mortgage lending programs and first-time homebuyer education. In the mid-2000s he was Loan Officer for Neighborhood of Affordable Housing in East Boston before spending several years in a similar capacity with Sovereign Bank, as part of the CRA Lending Team.

Mr. Sanchez holds a Bachelor of Science degree in Environmental Design from the University of Massachusetts, Amherst and a joint Master's Degree in City Planning and Real Estate Development from the Massachusetts Institute of Technology in Cambridge.

# **7. PERMITS/LICENSES**

# PERMITS

Our proposed development, on approximately 58,300 square of a series of eleven (11) parcels located at 778-796 Parker Street and 77 Terrace Street, would require a Small Project Review Application pursuant to Article 80, Section 80-E-2 of the Boston Zoning Code.

We are proposing a total of 31,000 square feet of residential area in eight (8) townhouses on Parker Street and twenty-eight (28) condominium units in a five (5) story building on Terrace Street. The project includes a total of 22 parking spaces, 12 garage spaces under the Terrace Street Building as well as two (2) surface spaces for delivery, and eight (8) parking spaces tucked behind the townhouses on Parker. In addition, we are providing a one thousand square foot shared amenity space, concealed bike racks, accessible green open space, public paths, and a community garden on the site. The overall project and community garden design will be guided by input from our development partner MHNHS.

The Proposed Project will exceed the City’s Inclusionary Development Policy minimum by designating all thirty-six (36) units as affordable homeownership. Half of the total units (18) will be affordable to residents making eighty percent (80%) of Area Median Income (AMI) and half of the units (18) is affordable to residents making one hundred percent (100%) of Area Median Income (AMI). The proposed project exceeds parking requirements and offers a significant public package of benefits such as a community garden and open green space. In addition, the project would remediate a contaminated site and restore use to an underutilized portion of the Mission Hill neighborhood that has fallen into neglect. We have taken great deal of attention to the massing in the surrounding areas and are proposing a low-density project that reflects the urban fabric. We will be preparing a detailed zoning analysis as well as a traffic study for our application as well as requesting any zoning variances needed in our Article 80 application. We will work closely with MOH, the BPDA and other agencies on approvals and anticipate the following permits. The following chart shows anticipated permits and approvals:

<b>ANTICIPATED PERMITS AND FURTHER PUBLIC REVIEW</b>	
It is anticipated that the Proposed Project will require the following approvals:	
<b>City Agency</b>	<b>Approval</b>
Mayor's office of Housing / Boston Public Improvement Commission	Developer Designation Funding & Approval for Affordable Homeownership
Boston Planning and Development Agency (“BPDA”)	Article 80 Small Project Review Affordable Housing Agreement Design Review Approval
Boston Water and Sewer Commission (“BWSC”)	Site Plan Approval for Water and Sewer Connections Sewer Extension/Connection Permit Stormwater Connection Sewer Discharge Permit
Zoning Board of Appeals (the “Board”)	Zoning Relief if any
Inspectional Services Department (“ISD”)	Building Permits Certificate of Occupancy Site Cleanliness Permit Any other construction related permits.
Boston Public Improvement Commission (“PIC”)	Street and Sidewalk Occupation Permits Specific Repair Plan
Boston Parks and Recreation Commission	Review and Approval
Boston Transportation Department (“BTD”)	Transportation Access Plan Agreement Construction Management Plan
Boston Landmarks Commission	Article 85 Review



## **8. ADDITIONAL DATA**

# **MOH PROPOSAL FORM**

**PROPOSAL FORM**

**SUBMITTED TO: MAYOR'S OFFICE OF HOUSING**

**DATE RECEIVED BY MOH:** \_\_\_\_\_

**SUBMITTED BY: NAME:** Zeina Talje/ Z Capital Investments

**ADDRESS:** 1089 Commonwealth Ave #326  
BOSTON, MA 02215

**TELEPHONE:** 617.669.0266

**EMAIL:** zeina@zcapitalinvestments.com

Under the conditions set forth by the Mayor's Office of Housing (MOH), the accompanying proposal is submitted for:

**Property Address:** 778-796 Parker Street and 77 Terrace Street

For this proposal to be properly evaluated all questions must be answered by the Proposer. The Awarding Authority (MOH) will regard all responses to questions and all submissions as accurate portrayals of the Proposer's qualifications and any discrepancy between these statements and any subsequent investigation may result in the proposal being rejected.

- i. The name(s) and address(es) of all persons participating in this application as principals other than the undersigned are:

\_\_\_\_\_  
Patricia Flaherty, Mission Hill Neighborhood Housing Services 1620 Tremont Street, M Level, Boston MA 02120

\_\_\_\_\_  
Zeina Talje, Z Capital Investments LLC, 1089 Commonwealth Ave #326, Boston, MA 02215

Use separate sheet and attach if additional principals are involved.

- ii. The applicant is a/an:  
Joint Venture LLC

(Individual/Partnership/Joint/Venture/Corporation/Trust, etc.)

- A. If applicant is a Partnership, state name and residential address of both general and limited partners: \_\_\_\_\_

B. If applicant is a Corporation, state the following:

Corporation is incorporated in the State of: \_\_\_\_\_  
President is: \_\_\_\_\_  
Treasurer is: \_\_\_\_\_  
Place of Business: \_\_\_\_\_

C. If applicant is a Joint Venture, state the names and business addresses of each person, firm or company that is a party to the joint venture:

Mission Hill Neighborhood Housing Services, Patricia Flaherty, 1620 Tremont Street, M Level, Boston MA 02120

Z Capital Investments, Zeina Talje, 1089 Commonwealth Ave #326, Boston, MA 02215

A copy of the joint venture agreement is on file at: \_\_\_\_\_ and will be delivered to the Official on request.

D. If applicant is a Trust, state the name and residential address of all Trustees as:

\_\_\_\_\_  
\_\_\_\_\_

Trust documents are on file at \_\_\_\_\_  
And will be delivered to the Official on request.

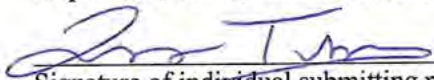
- iii. Bank reference(s): \_\_\_\_\_
- iv. If business is conducted under any title other than the real name of the owner, state the time when, and place where, the certificate required by General Laws, c.110, §5 was filed:  
\_\_\_\_\_
- v. Number of years organization has been in business under current name: \_\_\_\_\_
- vi. Has organization ever failed to perform any contract? \_\_\_\_\_ Yes/No

If answer is "Yes", state circumstances): \_\_\_\_\_

We propose the following purchase price: <sup>\$1200 for all parcels</sup> \$1,200

vii. AUTHORIZATION:

The undersigned certifies under penalties of perjury that this proposal has been made and submitted in good faith and without collusion of 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.

  
\_\_\_\_\_  
Signature of individual submitting proposal

\_\_\_\_\_  
Managing Partner

\_\_\_\_\_  
Title

Z Capital Investments LLC  
\_\_\_\_\_  
Legal Name of Organization

\_\_\_\_\_  
Dated at:

\_\_\_\_\_  
This 4th day of 2022

NAME OF ORGANIZATION:

\_\_\_\_\_  
Z Capital Investments LLC

BY: Zeina Talje  
\_\_\_\_\_

TITLE: Managing Partner  
\_\_\_\_\_

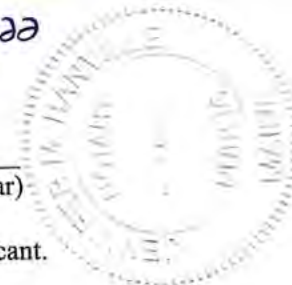
i. ATTESTATION:

Zeina Talje being duly sworn deposes and says that  
(he/she) is the Managing Partner of Z Capital Investments and that all  
answers to foregoing questions and all statements contained herein are true and correct.

Subscribed and sworn before me this 4 day of October 2022

Notary Public:   
\_\_\_\_\_

My Commission Expires: Jennifer M. Banville  
Notary Public, State of Maine  
(Month) My Commission Expires May 2, 2026 (Year)



NOTE: This proposal form must bear the written signature of the applicant.

# **MOH PROJECT SUMMARY FORM**

## Project Summary Form

Project Name: \_\_\_\_\_

Project Street Address(es): \_\_\_\_\_

Developer: \_\_\_\_\_

Types of Units:            Family\_\_\_ Individuals \_\_\_ Elderly \_\_\_ Special Needs\_\_\_

Other? (Describe) \_\_\_\_\_ Commercial \_\_\_ Yes \_\_\_ No

Number of Units \_\_\_\_\_ Number of Affordable Units \_\_\_\_\_ Homeless Units \_\_\_\_\_

Number of Units	SRO	Studio	1-Bdr	2-Bdr	3-Bdr	4-Bdr	Total
<30% AMI							
<60% AMI							
<80% AMI							
<100% AMI							

Rents	SRO	Studio	1-Bdr	2-Bdr	3-Bdr	4-Bdr
<30% AMI						
<60% AMI						
<80% AMI						
Market						

### Housing Budget

TDC: \$ \_\_\_\_\_

Hard Cost/sf \$ \_\_\_\_\_

Operating Exp/unit \$ \_\_\_\_\_

TDC Per Unit: \$ \_\_\_\_\_

Hard Cost/unit \$ \_\_\_\_\_

Reserves/unit \$ \_\_\_\_\_

Developer Fee and Overhead \$ \_\_\_\_\_

### Funding Sources: (Check all that apply)

- |                  |                          |             |                          |                 |                          |         |                          |
|------------------|--------------------------|-------------|--------------------------|-----------------|--------------------------|---------|--------------------------|
| DND – HOME       | <input type="checkbox"/> | DHCD-HOME   | <input type="checkbox"/> | DHCD-CIPF       | <input type="checkbox"/> | Others: | <input type="checkbox"/> |
| HSNG BOSTON 2030 | <input type="checkbox"/> | DHCD-HSF    | <input type="checkbox"/> | 9% LIHTC        | <input type="checkbox"/> | _____   | <input type="checkbox"/> |
| NHT              | <input type="checkbox"/> | DHCD-HIF    | <input type="checkbox"/> | 4% LIHTC        | <input type="checkbox"/> | _____   | <input type="checkbox"/> |
| IDP              | <input type="checkbox"/> | DHCD-TOD    | <input type="checkbox"/> | New Market TC   | <input type="checkbox"/> | _____   | <input type="checkbox"/> |
| FHLB             | <input type="checkbox"/> | DHCD-CATNHP | <input type="checkbox"/> | Historic TC     | <input type="checkbox"/> | _____   | <input type="checkbox"/> |
| AHTF             | <input type="checkbox"/> | DHCD-CBH    | <input type="checkbox"/> | MA State TC     | <input type="checkbox"/> | _____   | <input type="checkbox"/> |
| MTC Grants       | <input type="checkbox"/> | DHCD-FCF    | <input type="checkbox"/> | HUD-Section 202 | <input type="checkbox"/> | _____   | <input type="checkbox"/> |

# **STATEMENT OF PROPOSERS QUAL FORM**



# STATEMENT OF PROPOSER'S QUALIFICATIONS FORM

All questions must be answered. All information must be clear and complete. Attach additional pages, if needed.

1. Name of proposer: \_\_\_\_\_

2. Names and titles of principals: \_\_\_\_\_

\_\_\_\_\_

3. Names of authorized signatories: \_\_\_\_\_

4. Permanent main office address: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

5. Date organized: \_\_\_\_\_

6. Location of incorporation: \_\_\_\_\_

7. Number of years engaged in business under your present

name: \_\_\_\_\_

8. List at least three private or public agencies that you have supplied/provided with similar services to that in this solicitation:

a. \_\_\_\_\_

b. \_\_\_\_\_

c. \_\_\_\_\_

Has organization ever failed to perform any contract?      YES      NO

If YES, attach a written declaration explaining the circumstances.

---

AUTHORIZATION: The undersigned certifies under penalties of perjury that this 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.

*Zeina Talja*  
Signature of individual submitting proposal

\_\_\_\_\_  
Title

\_\_\_\_\_  
Legal Name of Organization

\_\_\_\_\_  
Date

# **CONSTRUCTION EMPLOYMENT STATEMENT FORM**

# CONSTRUCTION EMPLOYMENT STATEMENT FORM

**PROPOSER'S NAME:** \_\_\_\_\_

How many full time employees does your firm currently have?

Under 25                       25 -99                       100 or more

Are you a Boston-based business?      YES     NO

*Boston Based: where the principal place of business and/or the primary residence of the Proposer is in the City of Boston.*

Are you a Minority-owned Business Enterprise?     YES     NO

If yes, are you certified as such by the State Office of Minority and Women Business Assistance (SOMBWA)?    YES     NO

Are you a Woman-owned Business Enterprise?     YES      NO

If yes, are you certified as such by the State Office of Minority and Women Business Assistance (SOMBWA)?    YES     NO

## **RESIDENT, MINORITY AND FEMALE CONSTRUCTION EMPLOYMENT**

DND encourages MIHI builders to seek to achieve the following construction employment goals:

<b>Boston Residents</b>	<b>50% of project hours</b>
<b>Minority</b>	<b>25% of project hours</b>
<b>Female</b>	<b>10% of project hours</b>

These are targets, not requirements, but proposals that provide better evidence of their ability to achieve these targets will be more highly ranked. Explain what actions you will undertake to promote employment of these groups:

If you have additional information demonstrating your capacity to achieve these employment targets, you may provide this information on a separate sheet clearly labeled at the top with "Supplementary Construction Employment Statement" and the Proposer's name. *Note: if you are, according the US Dept. of Housing & Urban Development, a Section 3 certified vendor, this will be considered strong evidence of capacity to achieve DND's employment goals.*

If you have completed any development projects in the last five years that have required employment reporting through the City's Office of Jobs & Community Services, please list the most recent here: \_\_\_\_\_

# **MOH PROPERTY AFFIDAVIT FORM**



**City of Boston (COB) – Property Affidavit Form**

**Instructions:** List all City of Boston properties currently owned, or previously foreclosed upon for failure to pay real estate taxes or other indebtedness, by the applicant or by any other legal entity in which the applicant has had or now has an ownership or beneficial interest. If there are any past due amounts owed to the Department of Neighborhood Development, the Inspectional Services Department, the Treasury Department and/or the Boston Water and Sewer Commission, such **must be paid in full** before: (1) a vote request can be presented to the City of Boston Public Facilities Commission concerning the sale of property to the applicant or any other business entity in which the applicant has an ownership or beneficial interest; OR (2) the commitment of funding to the applicant or any other business entity in which the applicant has an ownership or beneficial interest. Public Facilities Commission votes are not to be requested until the Property Affidavit has been approved and the Legal Unit has signed the Property Clearance Form.

Upon approval, the Property Affidavit will be valid for ninety (90) calendar days from the date it is signed by the Applicant.

**For any additional properties that do not fit on this form, attach a spreadsheet. Do not use another property affidavit form. Only one signature page is to be submitted. All entries made on this form must be typed in the form fields provided below.**

**Applicant:** Zeina Talje

List Addresses of Boston Properties Owned:	PARCEL ID NUMBER
621 Massachussetts Ave, Boston, MA 02118	0900876000
Boston Properties Previously Foreclosed Upon by COB:	PARCEL ID NUMBER

I declare under pains and penalties of perjury that the foregoing representations are true, accurate, complete and correct in all respects.

**Zeina Talje**

Print Name and Title

*Zeina Talje*  
Authorized Representative's Signature

Date

617.669.0266

Applicant Contact (If different from above)

Telephone Number

**OFFICIAL USE ONLY (Fax the completed form to DND at 635-0262. Delinquency Reported: (If Yes (Y) state the amount owed):**

**Boston Water & Sewer Commission**

Y\$ \_\_\_\_\_ N

Signature and Date: \_\_\_\_\_

Notes:

**Department of Neighborhood Development**

Y\$ \_\_\_\_\_ N

Signature and Date: \_\_\_\_\_

Notes:

**Public Works Department**

Y\$ \_\_\_\_\_ N

Signature and Date: \_\_\_\_\_

Notes:

**Treasury Department**

Y\$ \_\_\_\_\_ N

Signature and Date: \_\_\_\_\_

Notes:

DND Contact

Division

Program

Phone: ext.

# COB BENEFICIARY AFFIDAVIT FORM

## AFFIDAVIT OF ELIGIBILITY FORM

Developer's Name: Z Capital Investments LLC

Any person submitting an application for under this RFP must truthfully complete this Affidavit and submit it with their application.

1. Do any of the principals owe the City of Boston any monies for incurred real estate taxes, rents, water and sewer charges or other indebtedness?  
No.
  
2. Are any of the principals employed by the City of Boston? If so, in what capacity? (Please include name of principal, name of agency or department, and position held in that agency or department).  
No.
  
3. Were any of the principals ever the owners of any property upon which the City of Boston foreclosed for his/her failure to pay real estate taxes or other indebtedness?  
No.
  
5. Have any of the principals ever been convicted of any arson-related crimes, or currently under indictment for any such crime?  
No.
  
6. Have any of the principals been convicted of violating any law, code, statute or ordinance regarding conditions of human habitation within the last three (3) years?  
No.

Signed under the pains and penalties of perjury this

7th \_\_\_\_\_ day of November, 20 22

SIGNATURE: *Zeina Talja*

TITLE: Managing Partner

ORGANIZATION: Z Capital Investments

ADDRESS: 1089 Commonwealth Ave, # 326 Boston, MA 022



# **CONFLICT OF INTEREST AFFIDAVIT FORM**

**Conflict of Interest Affidavit Form**

The undersigned hereby certifies, under the pains and penalties of perjury, that neither they, nor those with whom they have business ties, nor any immediate family member of the undersigned, is currently or has been within the past twelve months, an employee, agent, consultant, officer or elected or appointed official of the City of Boston Department of Neighborhood Development. For purposes of this affidavit "immediate family member" shall include parents, spouse, siblings, or children, irrespective of their place of residence.

I declare under penalties of perjury that the foregoing representations are true, correct, accurate, complete and correct in all respects.

WITNESS:

BORROWER:

~~THE COMMONWEALTH OF MASSACHUSETTS~~ <sup>Maine</sup>

York  
Suffolk, ss.

October 4 2022

Then personally appeared the above named Zena Talje, (title) of (organization) and executed the foregoing instrument and acknowledged the foregoing instrument to be (his/her) free act and deed as (title) aforesaid and the free act and deed of (organization), before me.

  
Name:  
Notary Public

My Commission Expires:

Jennifer M. Banville  
Notary Public, State of Maine  
My Commission Expires May 2, 2026



# **MOH CHAPTER 803 FORM**

## CHAPTER 803 DISCLOSURE STATEMENT FORM

In compliance with Chapter 60, Section 77B of the Massachusetts General Laws as amended by Chapter 803 of the Acts of 1985, I hereby certify that I have never been convicted of a crime involving the willful and malicious setting of a fire or of a crime involving the fraudulent filing of a claim for fire insurance; nor am I delinquent in the payment of real estate taxes in the City of Boston, or being delinquent, an application for the abatement of such tax is pending or a pending petition before the appellate tax board has been filed in good faith.

This statement is made under the pains and penalties of perjury this 7<sup>th</sup> \_\_\_\_\_ day  
of November \_\_\_\_\_, 2022  
Month Year

*Zeina Talje*  
Proposer Signature

\_\_\_\_\_  
Co-Proposer Signature (If Applicable)

# **MOH DISCLOSURE BENEFICIAL INTEREST STATEMENT**

**DISCLOSURE STATEMENT FOR  
TRANSACTION WITH A PUBLIC AGENCY CONCERNING REAL PROPERTY  
M.G.L. c. 7C, s. 38 (formerly M.G.L. c. 7, s. 40J)**

The undersigned party to a real property transaction with a public agency hereby discloses and certifies, under pains and penalties of perjury, the following information as required by law:

C. (1) REAL PROPERTY:

Request for Proposals, Parker and Terrace Street Development, RFP for eleven vacant City-owned parcels located in the Mission Hill district of the City of Boston

(2) TYPE OF TRANSACTION, AGREEMENT, or DOCUMENT: Deed, copy attached.  
Response to an RFP issued by the City of Boston

(3) PUBLIC AGENCY PARTICIPATING in TRANSACTION:  
CITY OF BOSTON ACTING BY AND THROUGH THE PUBLIC FACILITIES  
COMMISSION BY THE DIRECTOR OF THE DEPARTMENT OF NEIGHBORHOOD  
DEVELOPMENT, **Grantor**

(4) DISCLOSING PARTY'S NAME AND TYPE OF ENTITY (IF NOT AN INDIVIDUAL):  
Boston Redevelopment Authority an independent body politic and  
corporate, **Grantee**

(5) ROLE OF DISCLOSING PARTY (Check appropriate role):

Lessor/Landlord  Lessee/Tenant

Seller/Grantor  Buyer/Grantee

Other (Please describe): \_\_\_\_\_

(6) The names and addresses of all persons and individuals who have or will have a direct or indirect beneficial interest in the real property excluding only 1) a stockholder of a corporation the stock of which is listed for sale to the general public with the securities and exchange commission, if such stockholder holds less than ten per cent of the outstanding stock entitled to vote at the annual meeting of such corporation or 2) an owner of a time share that has an interest in a leasehold condominium meeting all of the conditions specified in M.G.L. c. 7C, s. 38, are hereby disclosed as follows (attach additional pages if necessary):

NAME

Zeina Talje

RESIDENCE

54 Naples road, brookline, MA 02446

(7) None of the above- named persons is an employee of the Division of Capital Asset Management and Maintenance or an official elected to public office in the Commonwealth of Massachusetts, except as listed below (insert "none" if none): **None**

(8) The individual signing this statement on behalf of the above-named party acknowledges that he/she has read the following provisions of Chapter 7C, Section 38 (formerly Chapter 7, Section 40J) of the General Laws of Massachusetts:

**DISCLOSURE STATEMENT FOR  
TRANSACTION WITH A PUBLIC AGENCY CONCERNING REAL PROPERTY  
M.G.L. c. 7C, s. 38 (formerly M.G.L. c. 7, s. 40J)**

*No agreement to rent or to sell real property to or to rent or purchase real property from a public agency, and no renewal or extension of such agreement, shall be valid and no payment shall be made to the lessor or seller of such property unless a statement, signed, under the penalties of perjury, has been filed by the lessor, lessee, seller or purchaser, and in the case of a corporation by a duly authorized officer thereof giving the true names and addresses of all persons who have or will have a direct or indirect beneficial interest in said property with the commissioner of capital asset management and maintenance. The provisions of this section shall not apply to any stockholder of a corporation the stock of which is listed for sale to the general public with the Securities and Exchange Commission, if such stockholder holds less than ten per cent of the outstanding stock entitled to vote at the annual meeting of such corporation. In the case of an agreement to rent property from a public agency where the lessee's interest is held by the organization of unit owners of a leasehold condominium created under chapter one hundred and eighty-three A, and time-shares are created in the leasehold condominium under chapter one hundred and eighty-three B, the provisions of this section shall not apply to an owner of a time-share in the leasehold condominium who (i) acquires the time-share on or after a bona fide arm's length transfer of such time-share made after the rental agreement with the public agency is executed and (ii) who holds less than three percent of the votes entitled to vote at the annual meeting of such organization of unit owners. A disclosure statement shall also be made in writing, under penalty of perjury, during the term of a rental agreement in case of any change of interest in such property, as provided for above, within thirty days of such change.*

*Any official elected to public office in the commonwealth, or any employee of the division of capital asset management and maintenance disclosing beneficial interest in real property pursuant to this section, shall identify his position as part of the disclosure statement. The commissioner shall notify the state ethics commission of such names, and shall make copies of any and all disclosure statements received available to the state ethics commission upon request.*

*The commissioner shall keep a copy of each disclosure statement received available for public inspection during regular business hours.*

- (9) This Disclosure Statement is hereby signed under penalties of perjury.

Signature: Zeina Talje

Dated: Nov 6, 2022

# **COB BENEFICIARY AFFIDAVIT FORM**





**City of Boston**  
**Jobs and Living Wage Ordinance**  
 THE LIVING WAGE DIVISION • (617) 918-5236

## BENEFICIARY AFFIDAVIT

Any for-profit Beneficiary who employs at least 25 full-time equivalents (FTEs) or any not-for-profit Beneficiary who employs at least 100 FTEs who has been awarded assistance of \$100,000 or more from the City of Boston must comply with the *First Source Hiring Agreement* provisions of the Boston Jobs and Living Wage Ordinance.

If you are submitting a request for proposal, request for qualification, or invitation for bid, or negotiating a loan, grant, or other financial assistance that meets the above criteria, you must submit this affidavit along with your proposal. If you believe that you are exempt from the First Source Hiring Agreement provisions of the Boston Jobs and Living Wage Ordinance, complete Part 4: Exemption From First Source Hiring Agreement Provisions, or if you are requesting a general waiver, please complete Part 5: General Waiver Reason(s).

**IMPORTANT** Please print in ink or type all required information. Assistance in completing this form may be obtained by calling the Living Wage Administrator in the Living Wage Division of the Office of Workforce Development, telephone: (617) 918-5236.

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**PART 1: BENEFICIARY OF ASSISTANCE INFORMATION:**

**Name Of Beneficiary:** \_\_\_\_\_

**Contact Person:** \_\_\_\_\_

**Company Address:** \_\_\_\_\_

**Telephone #:** \_\_\_\_\_ **E-Mail:** \_\_\_\_\_

**PART 2: ASSISTANCE INFORMATION:**

**Name Of The Program Or Project Under Which The Assistance Is Being Awarded:**

\_\_\_\_\_

**City Of Boston Awarding Department:** \_\_\_\_\_

**Bid Or Proposal Amount:** \_\_\_\_\_

**Date Assistance Documents Executed:** \_\_\_\_\_ **Award End Date:** \_\_\_\_\_

**Duration Of Award:**      1 year      2 years      3 years      Other: \_\_\_\_\_(years)

**PART 3: ADDITIONAL INFORMATION**

Please answer the following questions regarding your company or organization:

Your company or organization is: (check one):  For Profit  Not For Profit

Total number of employees whom you employ: \_\_\_\_\_

Total number of employees who will be assigned to work on the above-stated award: \_\_\_\_\_

Do you anticipate hiring any additional employees?  Yes  No

If yes, how many additional FTEs do you plan to hire? \_\_\_\_\_

**PART 4: EXEMPTION FROM THE BOSTON JOBS AND LIVING WAGE ORDINANCE**

Any Beneficiary who qualifies may request one of the four categories of exemptions from the provisions of the Boston Jobs and Living Wage Ordinance by completing the section below. Attach any pertinent documents to this application to prove that you are exempt from the Boston Jobs and Living Wage Ordinance. Please check the appropriate box(es) below indicating your exemption request. NOTE: Unless you receive written confirmation from The Living Wage Division approving your exemption request, you remain covered by the Boston Jobs and Living Wage Ordinance.

I hereby request an exemption from the First Source Hiring Agreement provisions of the Boston Jobs and Living Wage Ordinance for the following reason(s): Attach any pertinent documents to this application to prove that you are exempt. Please check the appropriate box(es) below:

- The construction contract awarded by the City of Boston is subject to the state prevailing wage law; or
- Assistance awarded to youth programs, provided that the award is for stipends to youth in the program. "Youth Program" means any city, state, or federally funded program which employs youth, as defined by city, state, or federal guidelines, during the summer, or as part of a school to work program, or in other related seasonal or part-time program; or
- Assistance awarded to work-study or cooperative educational programs, provided that the assistance is for stipends to students in the programs; or
- Assistance awarded to vendors who provide services to the City and are awarded to vendors who provide trainees a stipend or wage as part of a job training program and provides the trainees with additional services, which may include but are not limited to room and board, case management, and job readiness services, and provided further that the trainees do not replace current City-funded positions.

Please give a full statement describing in detail which of the four exemptions applies to your assistance and the reasons your assistance is exempt from the Boston Jobs and Living Wage Ordinance (*attach additional sheets if necessary*)

**PART 5: GENERAL WAIVER REASON(S)**

I hereby request a general waiver from the First Source Hiring Agreement provisions of the Boston Jobs and Living Wage Ordinance. The application of the First Source Hiring Agreement to my assistance violates the following state or federal statutory, regulatory or constitutional provision(s).

State the specific state or federal statutory, regulatory or constitutional provision(s), which makes compliance with the First Source Hiring Agreement unlawful:

**GENERAL WAIVER ATTACHMENTS:**

Please attach a copy of the conflicting statutory, regulatory or constitutional provision(s) that makes compliance with this ordinance unlawful.

Please give a full statement describing in detail the reasons the specific state or federal statutory, regulatory or constitutional provision(s) makes compliance with the First Source Hiring Agreement unlawful (*attach additional sheets if necessary*):

**PART 6 : BENEFICIARY OF ASSISTANCE AFFIDAVIT**

The following statement must be completed and signed by an authorized owner, officer or manager of the Covered Vendor. The signature of an attorney representing the Covered Vendor is not sufficient:

I, (print or type \_\_\_\_\_), the Beneficiary, certify and swear/affirm that the information provided on this **Beneficiary Affidavit** is true and within my own personal knowledge and belief.

Signed under the pains and penalties of perjury.

SIGNATURE: Zeina Taljo DATE: \_\_\_\_\_

TITLE: \_\_\_\_\_

# **HOUSING DEVELOPMENT BUDGET FORM**

# PRELIMINARY DEVELOPMENT BUDGET FORM

**PROPOSER'S NAME:** \_\_\_\_\_

Complete this Preliminary Development Budget or you may substitute another form that provides substantially equivalent information. Note: Total of Uses of Funds should equal Total of Sources of Funds.

USES OF FUNDING	AMOUNT
Acquisition - Land	\$
Site Prep/Environmental	\$
Construction	\$
Construction Contingency	\$
Architect(s) and Engineer(s)	\$
Development Consultant	\$
Survey and Permits	\$
Legal	\$
Title and Recording	\$
Real Estate Taxes	\$
Insurance	\$
Construction Loan Interest	\$
Construction Inspection Fees	\$
Other:	\$
Other:	\$
Other:	\$
Other:	\$
Other:	\$
Soft Cost Contingency	\$
Developer Overhead	\$
Developer Fee	\$
<b>TOTAL: ALL USES</b>	\$

<b>SOURCES OF FUNDING</b>	<b>AMOUNT</b>
Sponsor Cash In Hand	\$
Additional Sponsor Fundraising	\$
Philanthropic Funding	\$
Philanthropic Funding	\$
Bank Loans	\$
Donated Materials/Services:	
Other:	\$
Other:	\$
<b>TOTAL ALL SOURCES:</b>	\$

**Committed**

If any of the above-listed funding sources are already in hand or have been committed subject to designation/conveyance by DND, check off the right-hand box under "Committed".

Explanatory notes:

Parker and Terrace Affordable Development  
Detail of Sources

<b>SOURCES</b>		
Construction Loan Draw		4,160,242
Condo Sales		10,579,200
Equity - MHIC		4,160,242
Equity - Developer	416,024	
MOH		5,400,000
Mass Housing Builder's Program		5,400,000
Community Garden Funding		100,000
Construction Loan Repayment		(4,160,242)
Equity Repayment		(4,160,242)
<b>Total Sources</b>		<b>21,479,200</b>

# **DEVELOPMENT BUDGET FOR COMMUNITY GARDEN**



# DEVELOPMENT BUDGET

APPLICANT'S NAME: Zeina Talje/ Z Capital Investments

Hard costs		TOTAL (\$)	Grassroots (\$)	Applicant Organization(\$)
Demo/removals		5,000		
Earthwork/excavation/geotex		100,000		
Drainage/utilities		18,000		
Paving/edging		20,000		
Masonry/concrete	Retention	45,000		
Fencing		10,000		
Site furnishings/structures		5,000		
Planting		7,500		
Other	Raised beds	15,000		
General conditions		11,275		
	<b>Subtotal:</b>	236,775		
Contingency	5%	11,839		
	<b>Subtotal:</b>	248,614		
<b>Soft costs</b>				
Consultants		10,000		
Construction documents		4,000		
Bid documents		2,000		
Civil Eng/Survey		6,000		
Insurance		2,500		
Permits		-		
Staff		4,000		
Project Management (non-staff)		2,500		
Materials		1,000		
	<b>Subtotal:</b>	32,000		
Overhead	5%	14,031		
(not to exceed 10% of total project costs)				
Fee				
	<b>Subtotal</b>	46,031		
	<b>TOTAL project costs</b>	294,644		

Sources of Funds			Uses of Funds		
		Amount (\$)			Amount (\$)
Grassroots		100,000	Construction		236,775
Applicant Organization			Contingency		11,839
Foundation 1		100,000		<b>Subtotal:</b>	248,614
Foundation 2		100,000	Consultants		10,000
Foundation 3		40,675	Materials		1,000
Grant 1			Staff		4,000
Grant 2			Other soft costs:		17,000
In-kind donations				<b>Subtotal:</b>	32,000
			Overhead		14,030.7
			Fee		
				<b>Subtotal:</b>	46,031
	<b>Total Project Costs:</b>	340,675		<b>Total Project Costs:</b>	294,644