

**CITY OF NEWTON  
REQUEST FOR PROPOSALS  
1294 Centre Street  
PRICE PROPOSAL FOR RFP #17-29**

**TO THE AWARDING AUTHORITY:**

A. The undersigned proposes to undertake the development of the 1294 Centre Street, Newton, Massachusetts in accordance with the terms and conditions set forth in the Proposal submitted herewith and, in addition, to and in consideration therefore to pay the City as provided below.

B. This proposal includes addenda number(s) \_\_\_\_, \_\_\_\_, \_\_\_\_, \_\_\_\_,

The proposed price is: \_\_\_\_ \$0 \_\_\_\_\_

Lease (Attach term and rental payments): Nintey-Nine Year Lease, with a shared return by the City and Owner of 50/50 on development of 1294 Centre St and Affordable units. the Cash-on Cash return after debt and preferred equity payment. Please see Exhibit "A," attached hereto and incorporated herein

COMPANY: First Cambridge Realty Corporation

D. The undersigned certifies that this offer fully complies with all of the requirements of the Request for Proposals.

E. The undersigned further certifies under the penalties of perjury that this proposal is in all respects bona fide, fair and made without collusion or fraud with any other person. As used in this subsection the word "person" shall mean any natural person, joint venture, partnership, corporation or other business or legal entity. The undersigned further certifies under penalty of perjury that the said undersigned is not presently debarred from doing sign design or consultation work in the Commonwealth under the provisions of section twenty-nine F of chapter twenty-nine, or any other applicable debarment provisions of any other chapter of the General Laws or any rule or regulation promulgated thereunder.

Date December 12<sup>th</sup>, 2016 Name of Proposer) Stuart Rothman

BY: [Signature]  
(Signature)

President, First Cambridge Realty Corp  
(Printed Name and Title of Signatory)

907 Massachusetts Ave

(Business Address)

Cambridge, MA 02139

(City, State Zip)

617-547-6559

(Telephone/Fax)

Arthman@firstcambridgerealty.com  
(Email address)

**Exhibit "A," Example of shared Revenue Leasing:  
For details please see Part F of the Technical Proposal**

**Projected Development Costs 1294 Centre Street and Affordable Residence:** 3906625

**Projected NOI - from Restaurant, Community Space and Affordable Housing Units** 236766.5

**Maximum Debt Financing:**

assume DSCR of 1.25, interest rate of 4.75%, 25 year amortization

NOI	236766.50
Debt Service Coverage	1.25
Debt Service Payment	189413.20
Interest Rate	0.05
Amortization	25.00
Rate Constant	0.07
Max Debt	2768628.78
Cost	3906625.00
Equity Requirement	1137996.22

**Determination of City's Potential Lease Payment:**

Assume Equity preferred return is 3%, and a 50/50 split thereafter between City and Owner

NOI	236766.50
DS	189413.20
Cash On Cash	47353.30
Equity	1137996.22
Preferred Return	0.03
Equity Cash Return	34139.89
Residual	13213.41
City Return Based on 50/50 Split	6606.71



December 15, 2016

Nicholas Reed, Chief Procurement Officer  
City of Newton  
Newton City Hall  
1000 Commonwealth Avenue  
Newton, MA 02459

RE: 1294 Centre Street RFP

Part A, "Transmittal Letter."

Dear Mr. Reed

In conformance with the City of Newton's Request for Proposal (RFP) #17-29, issued on October 20, 2016, First Cambridge Realty Corporation (FCRC) is pleased to submit its proposal for the redevelopment of 1294 Centre Street, Newton, MA (the "Locus"). Our proposal meets or exceeds all the key objectives as outlined in the subject RFP in Part VI, "Project Description." A comprehensive explanation as to how our project specifically meets the objectives of the RFP will be detailed in Part "D, The Narrative and Project Description."

FCRC is uniquely positioned to develop 1294 Centre St given that it owns the abutting parcel of land in the rear of the property known as 39 Herrick Road. As we stated in the answer to the prior RFI, since 39 Herrick Road is an unimproved site, FCRC has strategic advantages in the development of the Locus. Specifically, only we can create a more comprehensive development while also: (1) maintaining a substantive portion of the former library building; (2) providing underground parking to service the site, and (3) creating the desired connectivity on all sides to facilitate pedestrian flow from Herrick Road to Centre Street and the heart of the village center. No other potential developer brings these distinct advantages to the project.

It is our intent to restore 1294 Centre Street to its past glory, maintaining the façade and as much of the interior woodwork as possible. The front portion of the property will be a Chef Rachel Klein Bistro, which we feel will complement the new Newton Center food scene. The back portion of 1294 Centre will include space for community use as well as for a social services provider, which will be managed by the City of Newton. Finally, 1294 Centre Street will be connected to a state-of-the-art residential building containing six affordable (three 2-BR and three 3\_BR) (averaging 1,050 square foot per residence) which will be exclusively dedicated to households seeking economic mobility and the ability to sustain independent living.

Despite its proximate location next to rapid transit and the convenience of a village shopping district there will be a need for more parking than may reasonably be accommodated on the Locus alone. Consistent with the redevelopment of 1294 Centre Street, FCRC has received the necessary zoning relief in the form of a special permit for a mixed-use development on its site at 39 Herrick Road. It is our intention to expand upon this special permit to create a multi-purpose below-grade parking facility to service development on both sites in a manner that furthers sound, efficient land use policies.

Specifically, FCRC proposes to take the Herrick Road locus which has been permitted for a 20-car below grade parking facility and increase its size to provide parking for an additional 10 parking spaces. This will be done in conjunction with the redesign of its already permitted residential structure and its conversion to a four-story, 57-room short-term residence/hotel of approximately 17,750 gross sq. ft. The residence would emphasis corporate, governmental and academic short-term occupancy, where each room would be outfitted with small kitchens which are desirable for longer term stays. We strongly feel these units are consistent with the desire of smart growth development where occupants will utilize superior public transit, and also be synergistic with the Newton Centre businesses as occupants will dine at close-by eateries and shop at diverse retail establishments.

A rendering of the site overview has been prepared by Khalsa Design of Somerville Massachusetts and is included in the submitted package herein in Part "D, The Narrative and Project Description." We approximate the entire project cost to be approximately \$13,238,00 which is detailed in Part "F, Financial Information." Finally, we will offer a unique way for the City of Newton to participate in the financial success of 1294 Centre Street which shall be submitted as a separate submittal entitled "Price Proposal."

We appreciate your consideration and look forward to hearing from you. Please note, we are available to enlarge the scope of our proposal to include elevation renderings, as-builts, and a comprehensive construction cost analysis, if we are a finalist for the Locus.

Regards,

A handwritten signature in black ink, appearing to read "Stuart Rothman", with a long horizontal flourish extending to the right.

Stuart Rothman  
President, First Cambridge Realty Corporation

## Statement of Qualifications Part "B."

Our Team is composed of the following members:

1. Lead Developer – Stuart Rothman, President of First Cambridge Realty Corp., Cambridge, MA
2. Lead Developer – Lewis Robert, COO of First Cambridge Realty Corp., Cambridge, MA
3. Legal Advisor and equity participant – Terry Morris, Esq., Newton, MA
4. Lead Architect, Jai Sing Khalsa, Principle of Khalsa Design, Somerville MA
5. Landscape and Hardscape Architect – Andrea Williams Kelly, Principal Rockwood Terrace Consultants, Newton MA
6. General Contractor, Anthony Papantonis, President Nauset Construction, Needham, MA.
7. Restaurateur, Rachel Klien, Principal of RFK Kitchen, Needham MA

### Lead Developer Team

The lead developer shall be First Cambridge Realty Corporation and its principals, Stuart Rothman and Lewis Robert; both have engaged in significant urban development and property management over the past 30 years. Founded by George Rothman (father and father-in-law to Stuart and Lewis, respectively) in 1966, the company has grown to privately manage its own holdings of 650 residential apartments and approximately 100,000 square foot of commercial space in the Brookline, Needham, Lexington, Newton (17-39 Herrick Rd) and Cambridge metropolitan area. Included in the First Cambridge Realty inventory are approximately 300 residential units that have been built ground up or through existing re-use. All properties are owned directly by the Rothman and Robert Families, and the portfolio can be viewed at [WWW.FIRSTCAMBRIDGEREALTY.COM](http://WWW.FIRSTCAMBRIDGEREALTY.COM). The principle mission of the company is to supply "superior rental housing," and to accomplish that the company reinvests capital annually into its beautifully aged and grand properties, and it maintains a diverse and talented staff of professionals at its Cambridge headquarters that interface daily with clients to supply superior maintenance and management services. Also, worth noting is that the Rothman's have deep roots in the City of Newton, George has been a resident at 83 Meadowbrook Rd since 1966, and Stuart is a graduate of Newton South High School class of 1975.

As eluded to above, First Cambridge Realty Corp. has also been an active developer of urban infill properties, allow me to highlight a few of these projects:

(1) 21 Brookline Street, Central Square Cambridge, a \$12M, completed in 2009;

## BROOKLINE STREET RESIDENCES



FRANKLIN STREET ELEVATION

Brookline Street Residences is two multi-unit residential buildings with one-level of below grade parking. The 4-story and 3-story buildings will house a total of 49 apartment units consisting of 26 one bedroom units, 12 2-bedroom units, three 3- bedroom units and eight studios. The two buildings will be comprised of wood framed construction and feature a Hardiplank exterior facade and a rubber membrane and asphalt single roofing system. Extensive site work is required for this project including the demolition of an existing 7,000 sf building, installation of 900 lf of steel sheeting, excavation of 6,000 yards of dirt and the pouring of 2,000 yards of concrete. This multi-unit residential project is located on

an extremely tight urban site near the bustling Central Square area of Cambridge, Massachusetts.

(2) 925 Massachusetts Avenue, mid-Cambridge, a \$5M complete restoration of a pre-existing nonconforming property 30 unit residential units:



- (3) 85 Hancock Street – ground up 35,000 sq-ft, 18 unit residential development in mid-Cambridge, 24 car garage parking:



and

- (4) 580 Massachusetts Ave, Central Square Cambridge, a \$7M creative reuse of a nonconforming structure with 30 residential units and 25,000 sq. ft. of retail space, completed in 2002:



Resumes of Lead Development Team:

**STUART ROTHMAN – 149 Beard Way, Needham Massachusetts 02492**

**Cell – (617)-304-1820; e-mail - srothman@firstcambridgerealty.com**

**PROFESSIONAL EXPERIENCE:**

**1983-2005 CFO; 2005- Present, President of First Cambridge Realty Company, Cambridge, MA.**

*Real estate property management company which operates Six hundred and fifty -(650)- residential units and over one hundred thousand -(100,000)- square feet of commercial space. Since joining the company has grown 250% on total unit inventory and 850% in gross revenues.*

**1980-1981 Combustion Engineer - K.V.B. Inc., Elmsford, N.Y.**

*Project group leader for a combustion consulting firm. Clients included: Com Electric of N.Y., P.E.P.C.O of Maryland, V.E.P.C.O of Virginia and Long Island Electric Company.*

**EDUCATION:**

**1993-1994 Executive Masters in Business Administration, Northeastern University, Boston, MA.** *Elected to honors society: Beta Gamma Sigma Society.*

**1981-1983 M.S. Chemical Engineering, University of New Hampshire, Durham, N.H.** *-Teaching Assistant and Tuition Scholarship.*

**Masters Thesis: Catalytic Effects of Nickel Ores in Steam-Char Gasification.**

*Publications: Alternate Fuels Manufactured from High Temperature Solar Thermal Systems, prepared for the U.S. Department of Energy, Division of Solar Thermal Energy, DOE/ET/21067-3.*

**1978-1980 B.S. Chemical Engineering, Worcester Polytechnic Institute, Worcester, MA.**

**1975-1978 Clark University, Worcester MA.**

**Additional Course Work:**

- **1998 Advanced Certificate in Finance, Suffolk University, Boston, MA.** *Awarded as 1998 top student in certificate program.*
- **1985-1987- Certificate Program in Financial Planning**, Boston University, Boston, MA. Courses included: Insurance, Investment and Portfolio Analysis, Real Estate Analysis, Federal and State Taxation and Estate Planning.
- **1986- Society of Real Estate Appraisers, 101**, Introduction to Appraising Real Property.
- **1987- Massachusetts Board of Real Estate Appraisers, REA II**, Income Property Appraisal.

References:

Alex Steinbergh, Principal Resource Capital Group, 17 Ivaloo St., Suite 100, Somerville, MA 02143, 617-625-7710.

William Bower, Vice President Hingham Bank for Savings, 55 Main Street, Hingham, MA 02043, 781-749-2200

Robert Tommasino Esq., 2 Centre Plaza, Boston, MA 617-723-1720

## **Lewis H Robert**

### **Business**

907 Massachusetts Avenue  
Cambridge, Massachusetts 02139  
617-501-6775 [lrobert@firstcambridgerealty.com](mailto:lrobert@firstcambridgerealty.com)

## **Lewis H Robert**

### **Home**

130 Bridle Trail Road  
Needham, Ma. 02492

### **High School**

Union High School, Union N.J.  
Class President, Junior and Senior Year  
All Union County Soccer. 1974  
Second Team All-State, Baseball 1973/74

### **College**

University of Florida, Gainesville, Florida  
September 1974-August 1978  
Graduated with Honors  
BS in Marketing /Communications and Journalism

### **Employment Experience**

1969-1979

Robert Machine Co. Class A1 Machinist. Part Time/Full Time during High School and College.  
1979-1981

Tungsten Alloy Manufacturing Co., Newark, NY  
Northeast Sales Manager/Estimator/Tool Designer  
1981-1983

Sandvik, Inc., Stockholm, Sweden/Fairlawn, NJ  
Manager of the Wear Parts Division. Responsible for calling on all US Steel Mills.  
1983-1985

Teledyne Manufacturing, West Hartford, CT.  
East Coast Sales Manager  
1985-1991

Buffalo Dental Corp, Syosset, NY.

National Sales Manager. Responsible for overseeing sales for 5 different companies owned by, The Buffalo Dental Group. Construction Materials, Jewelry Tooling, Dental Equipment, Manufacturing  
1991- Present

First Cambridge Realty, COO, Principle  
Real Estate Sales License  
Building Contractor license

### **Other Interests**

**Philanthropy,** including CJP, Various Committee memberships, The Pan Mass Challenge( Rider)Dana Farber Institute, Jewish Big Brother and Sister (Rodman Ride Committee Member), The Rivers School (Athletic Committee, Golf Committee, Honoree for the 2016 Annual Tournament.  
Golf, Travel, Sports,

### **References**

Steven Sisselman, 617-901-9682  
Ben Bloomstone, 617-320-8026  
Dr. Jon Dubois, 781-467-8952

## Terrence P. Morris

### General Counsel

PROFESSIONAL EXPERIENCE Active in zoning and land use development matters for forty years in both the public and the private sectors.

Maintains a private law practice with a specialty in land use planning and zoning.

Successfully permitted development projects in Newton, Cambridge, Somerville, Watertown, Waltham and Brookline.

Served on the Newton Board of Alderman from 1973 to 1983. As chairman of its Land Use Committee, directed the review of all projects that required either zone changes or special permits.

Coordinated the approval and construction of several multi-family developments as Vice President/General Counsel for development firms,

responsible for: coordinating the preparation of architectural and engineering documents for each project; overseeing public review and approval process for special permit projects; interactions with corporate counsel and municipal departments, including Inspectional Services, Engineering, Planning and Public Works;

COMMUNITY Neighborhood Representative on Design Review Committee for the SERVICE Newton North H.S.

Zoning Reform Group Member charged with developing "a plan to reform Newton's zoning code" including long- and short-term objectives, best practices from other communities and resources and funding

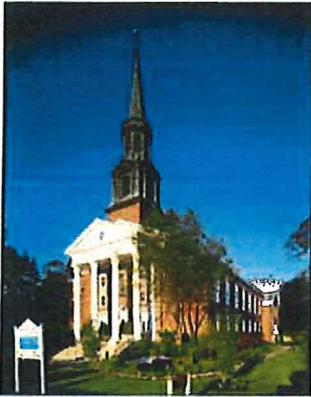
Judge Franklin Flaschner Volunteer Youth Service Award

Newton North Little League 50<sup>th</sup> Anniversary Service Citation as Board Director, Mentor and Coach



**KHALSA DESIGN INCORPORATED**  
*Architects & Engineers*

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



The Oxford House Lofts, Newton MA



Atlantis Marina, Winthrop MA



Clover Leaf Mills, Fall River MA



Dana Park Place, Cambridge MA



Ladder 3 Lofts, Lynn MA

**JAI SINGH KHALSA , PRESIDENT**

**EDUCATION:**

Rensselaer Polytechnic Institute, 1972 - 1974  
Arcosanti Institute, 1975  
Rhode Island School of Design, 1977  
Bachelor of Art  
Rhode Island School of Design, 1978  
Bachelor of Architecture

**REGISTRATION:**

Registered Architect: MA, NH, RI, CT, CO, NM, AZ  
NCARB & C.S.I.

**WORK EXPERIENCE:**

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

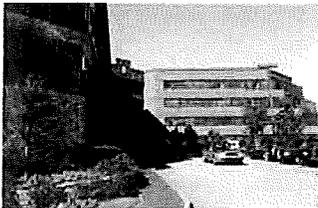
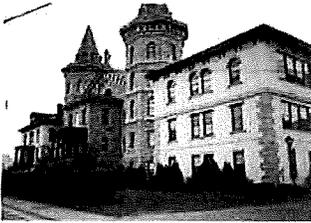
**AWARDS AND COMPETITIONS:**

Builders Choice Awards, Adaptive Reuse, The Oxford House, 2007  
Lynn Revitalization Award, Ladder Three Lofts Condominiums, 2008  
Winthrop Chamber of Commerce, Visual Achievement Award, Atlantis Marina, 2008, Boston Builders 2009 Silver Prism Award.

**PROFESSIONAL QUALIFICATIONS:**

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

**Khalsa Design, Inc**  
**17 Ivaloo Street, Suite 400**  
**Somerville, MA 02143**  
**617-591-8682**



Khalsa Design, Inc. is an award winning design firm specializing in the design of housing and government projects. KDI is a multi disciplinary firm with in house Architectural & Interior Design Services, Mechanical, Electrical, Plumbing, Fire Protection, and Civil Engineering Services. The firm's work includes new construction, renovations, adaptive re-use historic structures, and computer generated architectural modeling. Careful evaluation and intensive client consultation are the hallmarks of Khalsa Design, Inc. We tailor our services to the specific needs of each project, providing field proven expertise and on target advice necessary to successfully complete even the most challenging work.

**Jai Singh Khalsa**, a graduate of Rhode Island School of Design with undergraduate studies at Rensselaer Polytechnic Institute, established Khalsa Design, Inc. 1985 and remains actively involved in all phases of its operation. KDI projects include a wide range of building types- including historical structures, schools, hospitals, office buildings, residential complexes, garages, and retail shopping centers. KDI staff coordinated all design activities to ensure that the projects follow through to successful, timely completion. From project conception to project completion, KDI emphasizes the close, hands-on involvement of Mr. Khalsa.

**HOUSING:** Mr. Khalsa has twenty-five years experience in the design and development of affordable housing. He has acted as advisor to the City of Boston on the 747 Urban Housing Development Program and the Codman Square CDC housing action group. As well; Mr. Khalsa has worked with the Lowell Housing Alliance and the New Hampshire Affordable Housing Initiative.

**Khalsa Design Inc. Staff** is experienced in the design of traditional and non-conventional building types. Our in-house engineering and interior design services provide the highest degree of coordination between trades. The experiences of seasoned construction veterans provide accurate cost estimation and cost control as well as field tested detailing and methodology.

**Khalsa Design Inc. Professional Affiliations:**

National Trust for Historic Preservation  
National Council for Architectural Registration Boards  
Construction Specification Institute  
American Society of Professional Engineers  
American Institute of Architects

**Andrea Williams Kelley, Principal**  
**Rockwood Terrace Consultants, Landscape Design and Site Planning**  
42 Pleasant Street, Newton, MA 02459

617-527-1467 work      617-633-0900 cell      www.rockwoodterrace.com  
andrea@rockwoodterrace.com      <http://www.linkedin.com/in/andreakelley>

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**Qualifications Summary**

- Landscape Designer and Planner with over twenty years experience
- Site and land use planning expertise
- Smart growth and sustainable design
- Excellent oral and written communications skills
- Strong client and staff relations
- Community and public participation
- Marketing and business development, proposals and brochures
- Project and proposal review and analysis

**Professional Experience**

**LANDSCAPE DESIGNER**

Principal, Rockwood Terrace Consultants, Newton, MA      1985 to present  
Expertise in landscape design, land use, site planning with specific strengths in circulation layout, housing, recreation (parks, athletic facilities, playgrounds), commercial, restaurant, hotel, school, residential, mixed use, historic preservation and municipal projects. Emphasis on smart growth/sustainable development. Grant writing and proposal review. Proven success on both public and private projects. Implements cost-saving measures for installation and long-term maintenance plans. Strong plants knowledge.

**OPEN SPACE COORDINATOR**

City of Newton, MA      1995 -  
2000  
Coordinated over 300 public open spaces, expanded and managed the "Adopt-a-Space" program, saved public monies and increased citizen participation by enlisting volunteers to plant and maintain public spaces, ran training sessions on pruning for city employees and citizen volunteers, wrote and produced a

brochure series "Garden City Guides" for public distribution on landscape maintenance, planting, pruning and fencing.

### Other Experience

DESIGN REVIEW COMMITTEE MEMBER  
Newton, MA

1993 to 2016

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Andrea W. Kelley 617-527-

Appointed member as landscape designer/site planner on this chartered City committee comprised of professionals reviewing plans for all municipal buildings and construction projects, including \$195+m Newton North High School, fire stations, parks, public spaces, and elementary schools.

FRIENDS OF AUSTIN STREET, Steering Committee Jan. 2015 to present  
Helped create and lead coalition of 16 organizations and 200 individual members with multi-issue goals ranging from affordable housing, energy efficient building systems, bike access, seniors, environmental issues, transportation perspectives to collectively advocate for a transit-oriented, village centered, mixed use development.

NEWTON VILLAGES, STEERING COMMITTEE  
Newton, MA

December 2009 to present

As an original member of this city-wide coalition, volunteers to promote and enhance the quality of life in Newton through education, advocacy and hands-on projects. Engages residents, businesses, elected officials and City staff in shaping the village centers using planning principles, sustainable design, Newton's Comprehensive Plan, and Metropolitan Area Planning Council guidelines.

MAYOR'S MIXED USE TASK FORCE  
Newton, MA

June 2010 – Sept. 2010

Appointed by the Mayor to sit on short-term task force examining and making recommendations for zoning and ordinance changes to accommodate large-

scale mixed use development. Convened the "Design" subgroup. Elements included design, access, transportation, housing, finance and process.

### Education

Harvard University, Graduate School of Design, Cambridge MA  
Masters of Landscape Architecture (M.L.A.)

Boston Architectural College, Boston, MA  
Customized post-graduate program of study for landscape design and site planning, focusing on AutoCAD, Revit, and Sustainable Communities

Bard College, Annandale-on-Hudson, NY  
Bachelor of Art (A.B.) Cum Laude, Literature and Linguistics major

### Continuing Education

LEED Neighborhood Development (ND) March 2015  
Boston Architectural College, Boston MA

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Residential Design and Construction, Smart Spaces April 2010

Environmental Landscaping Association (ELA) March 2011  
Springfield MA

- Workshops focusing on use of native plants in design

Harvard University Advanced Leadership Initiative April 2011  
Harvard Law School, Cambridge MA

Think Tank: "Revitalizing Cities: Leading Social Innovation for Urban Solutions"

Boston, MA

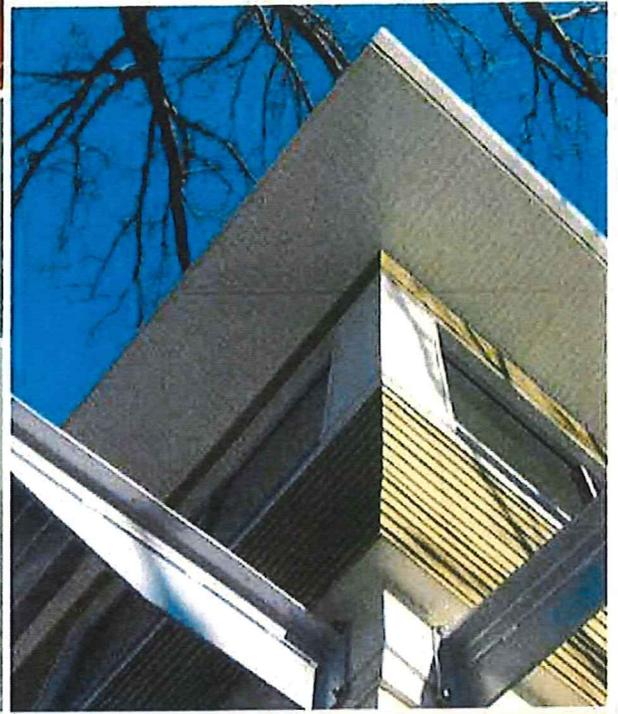
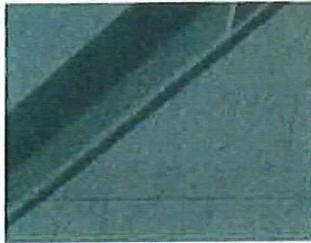
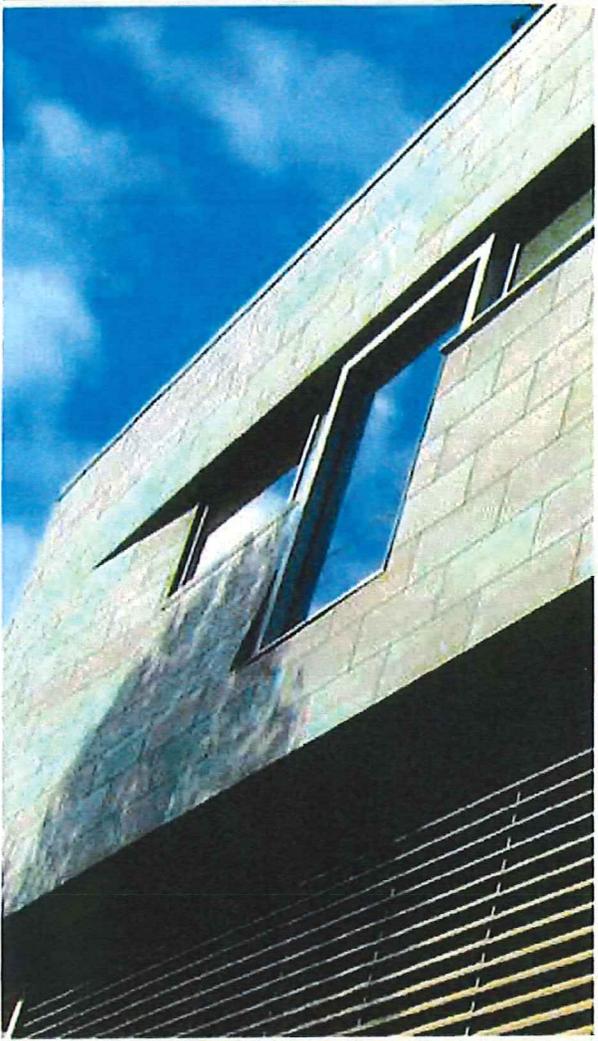
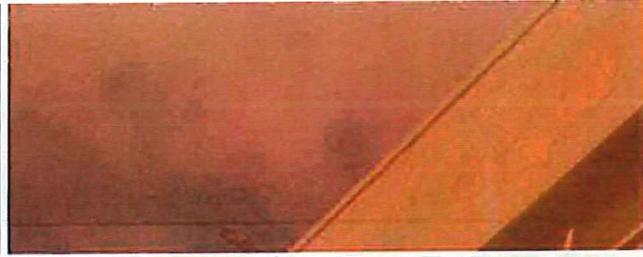
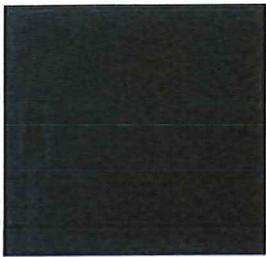
- Aesthetics of Low Impact Contemporary Landscapes
- Practical Sustainable Design in Site Planning, Design and Construction

Residential Design and Construction, Smart Spaces

April 2010

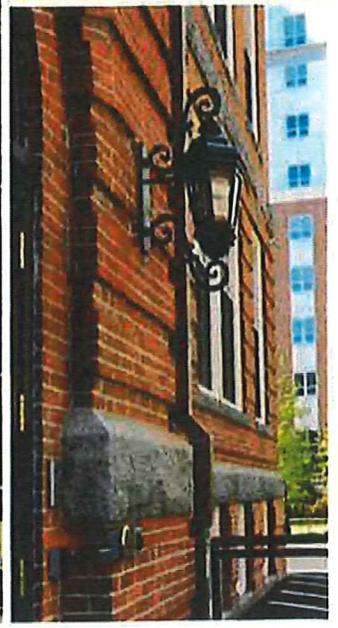
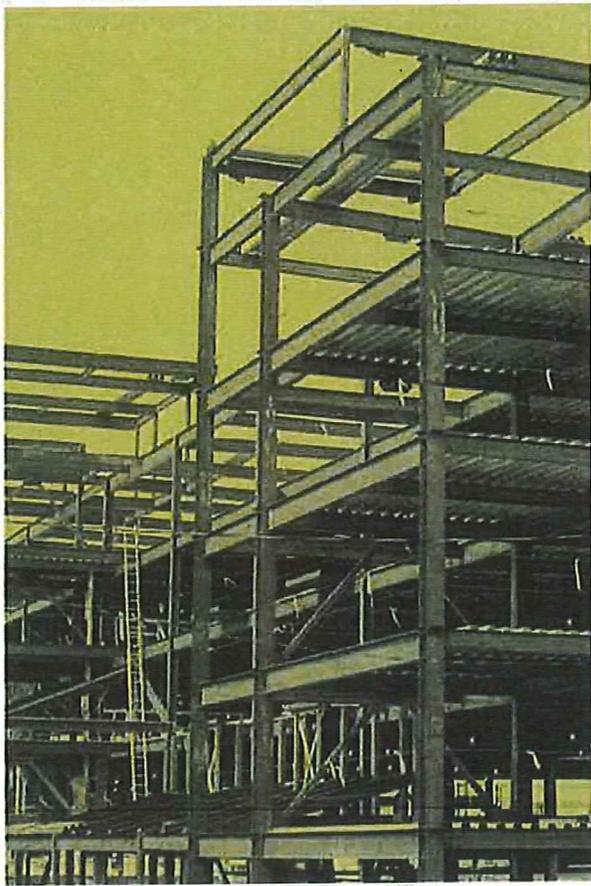
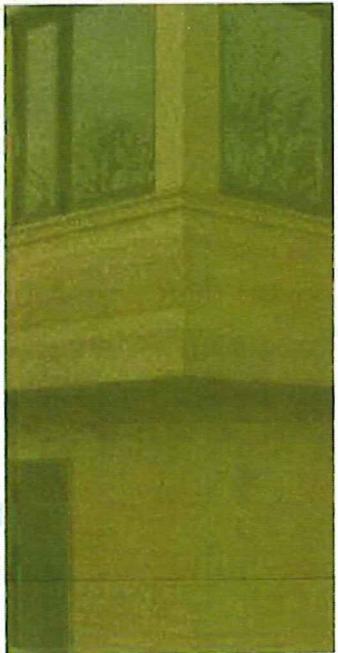
Sustainable Development Seminar, sponsored by Nexus  
Boston/Newton MA

Summer 2010



NAUSET

Build  
With  
Confidence





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## Nauset CM Approach

## PRECONSTRUCTION SERVICES

Our goal during preconstruction is to develop a comprehensive understanding of the project in order to identify and manage risk to the Owner, increase the project's value and reduce costs during construction.

Nauset's seasoned team of construction management professionals, representing all main facets of construction management including estimating, project and schedule management, field operations and building information modeling (BIM), will work in conjunction with First Cambridge Realty Corporation (FCRC) and Khalsa Design Architects to provide a reliable source of detailed information from which educated decisions can be made early in the planning process. Data pertaining to project costs, value engineering options, constructability reviews and schedule development are the areas of focus. These key project focal points will be continuously updated throughout the preconstruction phase as the project evolves to the final construction documents phase.

### Estimating Process

Led by Chief Estimator, Aran Byrnes, Nauset's Estimating Department is the backbone of our preconstruction services team. As an integral part of the Project Team, these professionals will assist in the development of the design criteria and program requirements to develop an accurate estimate. The estimate will remain a live document and will be continuously updated to reflect project changes in design, approved value engineering options and other project developments throughout preconstruction.

### Value Engineering

Value engineering, a creative research based process aimed at reducing costs while maintaining or improving performance and quality, is integral to the preconstruction process. Specifically, we analyze building components, materials, equipment and systems in order to identify opportunities to maximize value without compromising design intent and project objectives. Components of our Value Engineering process include:

- Initial Project Analysis & Estimating
- Subcontractor/Supplier Outreach
- Multidisciplinary Team Review & Input

- Value Analysis
- Constructability Reviews (including BIM/CADD Analysis)
- Risk Analysis

Value engineering alternatives will be offered in an itemized, menu-like format as options for consideration. Ultimately, the Owner makes the final decision regarding the inclusion of the options presented.

### Subcontractor and Supplier Relationships

Our Estimating and Project Management Departments are Nauset's conduit to the subcontractor and supplier community and are responsible for developing and maintaining these invaluable contacts. Nauset's strong industry relationships enable us to engage qualified industry experts representing specialty areas such as mechanical, electrical and plumbing (MEP) to help identify cost and time saving opportunities during preconstruction, thus further optimizing the planning process.

Throughout preconstruction, Nauset will continuously identify and vet interest from both new and existing subcontractors and suppliers to achieve the best pricing, quality and service possible for the project. Nauset will solicit proposals from pre-qualified subcontractors and suppliers who have demonstrated successful past experience with similar types of projects. Our preconstruction team ensures that we partner with only firms who share Nauset's high standards of professionalism, safety, innovation, productivity and quality. We often give preference to local businesses and major material suppliers, where advantageous, as this generally provides for better responsiveness and service throughout the course of construction.

### Constructability Reviews

This process includes assessment and verification of the proposed design coupled with site, regulatory, and other driving factors. Constructability reviews are critical towards the development of realistic project schedules. Tony Papantonis, Rob Nunez, Bob Leach, Alex Brown and Aran Byrnes representing project management, field operations and estimating respectfully - collaborate during this review process. Nauset also has in-house building information modeling (BIM) capabilities, which is an added resource with respect to

coordination of all phases of design, price-modeling, scheduling and construction.

### **Project Schedule Management**

During preconstruction our multi-disciplinary team will develop and maintain project schedules based on all known (and to be determined) factors including site conditions and logistics, design, current market conditions for key materials, systems and labor, and regulatory requirements. In essence, Nauset will analyze, research and identify all information necessary to produce an achievable schedule for the project.

## **CONSTRUCTION MANAGEMENT**

### **Project Schedule Control**

The construction schedule will be developed and managed by Tony Papantonis, President and Principal-in-Charge throughout construction. The Project Executive, General Superintendent, Project Manager and Project Superintendent will maintain the schedule on a monthly basis, reporting updates to Tony for review and final entry. These schedules clearly define the critical path (CPM) for key project milestones and identify long lead procurement items that require early attention.

A Three-Week Look Ahead Schedule is maintained by the Project Superintendent and

is used to augment the construction schedule and is presented for review and discussion at each weekly project meeting. This schedule provides a detailed "snap-shot" of the trade activities, anticipated deliveries, inspections and sequencing of work that is expected to be performed within the upcoming weeks.

In addition to Project and Look Ahead schedules, Nauset utilizes a number of reports which ensure that all members of the Project Team, from Owners to subcontractors, are knowledgeable and up-to-date on all aspects of the project. Request of Information (RFI), Submittal, Material Procurement and Contract logs, are just a few tools used to provide the Project Team with the information they need to maintain efficiencies with respect to minimizing changes, enhancing communications and timely decision making.

### **Building Information Modeling (BIM)**

Led by Alex Brown, BIM/MEP Coordinator, Nauset employs BIM Technology in the majority of its projects. This 3D visualization tool allows our team to coordinate complicated building systems with our subcontractors such as MEP trades. Over the past decade, Nauset has realized many benefits of using BIM including:

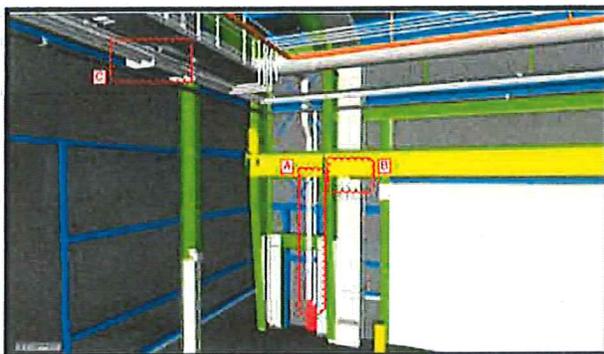
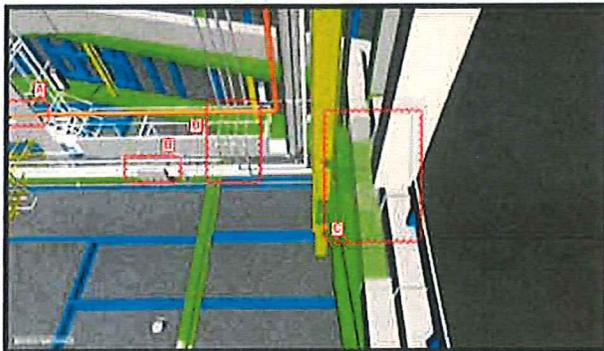
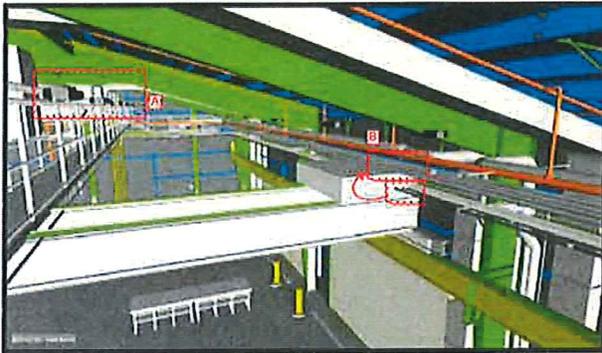
- Greater communication amongst all project team members



- Enhanced understanding of complex details
- Expedited, predictable workflow
- Reduced field errors
- Time and cost savings

#### Exhibit A

Autodesk Navisworks®  
MEP Coordination /  
Three Clash Detection Examples



#### Cost Control

Nauset's tight cost control process begins during preconstruction and progresses forward to the construction phase where it is managed on a weekly basis by the Project Manager with close collaboration with Rob Nunez, Project Executive;

Bob Leach, General Superintendent; and Tony Papantonis, President and Principal-in-Charge. Our systems for cost control include budget management and financial reporting, coupled with our team's scheduling, subcontractor/supplier and quality assurance processes and procedures.

#### Quality Control

As part of our quality control program during the project, the Project Superintendent will conduct daily walk-through inspections of the construction site to monitor, control and document the performance of installation methods, quality of workmanship and subcontractor activities. He will also schedule and monitor all required tests and inspections ensuring that all installed work is in conformance with quality workmanship practices using approved materials in accordance with specifications. Bob Leach, General Superintendent, will provide additional oversight, remaining a valuable resource to the Project Team. Quality Control measures include:

- Review of construction status utilizing supporting documentation, photographs and/or video of construction progress.
- Review of materials, workmanship and progress of work by trade division.
- Review of safety performance, ensuring all safety protocol and precautions are followed in accordance to OSHA and other project-specific standards.
- Comprehensive schedule review and updates.

#### Subcontractor Management

Nauset's Project Superintendent and Project Manager will schedule subcontractor and supplier review meetings to confirm that the subcontractors have complete scopes of work and understand all project requirements and quality expectations before they begin work. They will also conduct weekly project review meetings with the entire Team to review the project status.

#### Community Relations

Nauset's management team recognizes that construction at times, will be disruptive

to the residential and business community surrounding the project site. Accordingly, our team has procedures in place to ensure that these inconveniences are minimized to the fullest extent possible and that the job site and adjacent properties remain safe, clean, and properly segregated. The neighborhood will also be notified in advance of events that may impact the normal course of activities. Our experience has proven that maintaining open-lines of communication combined with proactive planning such as site logistics plans produce the most successful project outcomes.

Nauset's team will also meet with the respective Newton building officials to review the schedule, safety concerns, traffic-flow and any other issues specific to meeting local regulations.

### **Sustainability Resources**

Nauset has extensive experience constructing highly sustainable buildings, including LEED certified and other environmentally friendly building projects over the past eleven years. We employ LEED certified personnel to work collaboratively with owners, architects, subcontractors, and suppliers to plan and construct sustainable building projects. Our staff understands the importance of utilizing various green building strategies in order to reduce energy costs and provide construction materials that minimize our impact on the environment.

### **Safety and Health Program**

Nauset's Project Management and Field Supervisory staff is well-trained in all facets of project safety. All field staff has received a minimum OSHA 30 Hour, First Aid and CPR certification.

Nauset's on-site field supervisory team will strictly enforce all ordinances and comply with all OSHA and other safety protocol to maintain a safe environment. Should a complaint be filed, we will take the appropriate action to correct the issue and make any required adjustments to ensure that the issue does not re-surface. We recognize that each project presents unique conditions/characteristics that require specific safety protocol and/or procedures to ensure a safe work zone. Accordingly, Nauset develops Project Specific Safety and Site Logistics Plans tailored specifically to the project that will be reviewed and reinforced with all subcontractors,

suppliers and vendors well in advance to their gaining access to the job site. We also require each trade to submit a similar safety plan for review and approval prior to commencing work on the job site. These customized plans act as a supplement to Nauset's Corporate Safety and Health Program Manual. As part of our due diligence to create the safest job site, Nauset partners with Contractors Risk Management, Inc., a third-party construction safety company to provide objective and extremely thorough site inspections at all of Nauset's projects on a routine basis. After each site inspection, Contractors Risk Management issues a detailed safety report that is distributed to the field and office for review and record. Any deficiencies noted are immediately corrected. Although these reports provide a baseline for tracking safety performance, their main objective is to proactively create a safe working environment at all times for all parties within or adjacent to the work zone.

Through training, regular attendance of industry sponsored safety seminars, and our Safety Consultant, Contractors Risk Management, Nauset continually reviews and updates our Corporate Safety standards of procedure.



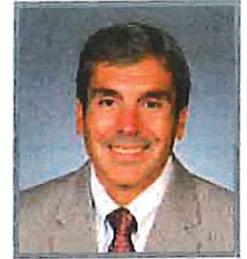


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Leadership Team

## Leadership Team

Anthony offers over 30 years of commercial construction experience managing complex projects throughout the construction management process. Past projects include highly sensitive environments involving new construction, renovations, additions and historic restorations. Prior to establishing Nauset Construction Corp., Anthony held management to senior management positions at Perini Corporation and Suffolk Construction Company, Inc. Anthony has served as the Project Executive for many projects in the institutional, commercial, healthcare, multi-unit residential, education, mixed-use and hospitality market sectors.



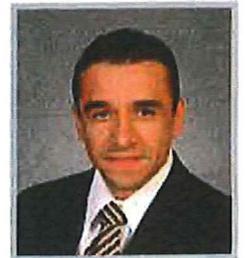
**Anthony Papantonis**  
President

Ben Goldfarb is Vice President and brings over 20 years of experience in the construction and commercial real estate industries. Ben is focused on the strategic development of the company, positioning it for long term viability through the utilization of media, technology and strategic industry relationships. He is responsible for developing and maintaining strong client relationships, and ensuring that Nauset's reputation is well respected in the industry. He also directs many of the operational and managerial aspects of the business.



**Benjamin Goldfarb**  
Vice President

As the Chief Estimator with over 18 years of experience, Aran Byrnes is responsible for managing Nauset's Estimating Department and ensuring the accuracy and thoroughness of every estimate. His extensive experience in the construction industry provides our clients with a comprehensive, detailed analysis of preconstruction budgeting and value-engineering of projects. Aran has significant multi-sector construction experience including hospitality, senior living, healthcare, education, commercial, residential, industrial, and tenant fit-outs.



**E. Aran Byrnes**  
Chief Estimator, LEED AP

Rob has years of experience managing large and complex construction projects across various market sectors. He brings over 18 years of experience, leadership, and exceptional management skills to every facet of the construction process. Rob's attention to detail enables him to consistently deliver large-scale projects on-time and within budget. Rob is an excellent communicator who excels in attaining complete client satisfaction. He is a team leader with an extraordinary ability to manage subcontractors and suppliers. Rob's key responsibility is to work closely with the project team to deliver a successful project.

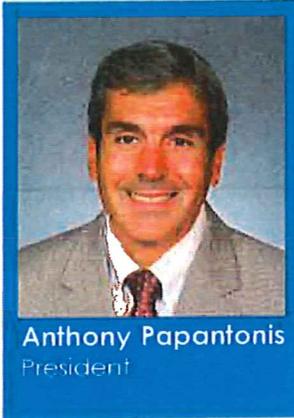


**Robert Nunez**  
Project Executive

As General Superintendent, Bob Leach is responsible for the daily project site operations offering over 30 years experience in building construction management. He has proven success in managing and coordinating subcontractors and suppliers, ensuring a productive and efficient work flow throughout the critical path of a project. Bob is well versed in the sensitive issues involved with complex, dense urban construction. He has extensive multi-unit residential, mixed-use and commercial experience involving projects with challenging site and schedule requirements.



**Robert Leach**  
General Superintendent



**Anthony Papantonis**  
President

Anthony offers over 25 years of commercial construction experience managing complex projects throughout the construction management process. Past projects include highly sensitive environments involving new construction, renovations, additions and historic restorations. Prior to establishing Nauset Construction Corp., Anthony held management to senior management positions at Perini Corporation and Suffolk Construction Company, Inc.

Anthony has served as the Project Executive for many public and private projects in the institutional, education, commercial, healthcare, senior living, multi-unit residential, mixed-use and hospitality market sectors.

### Professional Experience

- 2004-Present *President, Nauset Construction Corp., Needham, MA*
- 1996-2004 *Project Executive, Suffolk Construction Company Inc., Boston, MA*
- 1994-1995 *Construction Manager, Spaulding & Slye, Boston, MA*
- 1985-1994 *Assistant Project Manager, Perini Corporation, Framingham, MA*

### Project Experience

- \$13.7M Dana Park Place - Phase I&II, Cambridge, MA
- \$8.3M Brookline Street Residences, Cambridge, MA
- \$8.3M 7 Cameron, Cambridge, MA
- \$5.5M Richdale Place, Cambridge, MA
- \$43M Hancock Estates, Newton, MA
- \$17M Monsignor O'Brien Apartments, Cambridge, MA
- \$17M Atlantis Marina, Winthrop, MA
- \$8.4M Olmsted Hill, Brookline, MA
- \$13.9M Lexington Place, Lexington, MA
- \$3.3M Central Square, Cambridge, MA
- \$5M Derby Lofts, Salem, MA
- \$30M Jurys Boston Hotel, Boston, MA
- \$4.5M Montrose School - Phase I&II, Medfield, MA
- \$30M Westford Academy, Westford, MA
- \$20M Joint Force Headquarters-Phase 2, Hanscom AFB, MA
- \$5.9M Franciscan Hospital for Children-Kennedy Day School Addition, Boston, MA

### Professional Licenses, Certifications & Affiliations

- Massachusetts Construction Supervisor License #63611
- OSHA 10 Hour Training Course
- American Society for Healthcare Engineering - Healthcare Construction Certificate (HCC)
- Association of Independent Schools in New England
- Massachusetts Building Congress

### Education

- M.B.A., Suffolk University, Boston, MA,
- B.S., Civil Engineering, Syracuse University, Syracuse, NY

### Professional References

- Jai Singh Khalsa, President, Khalsa Design Inc., 617.591.8682
- Arthur Klipfel, Partner, Oaktree Development, 617.491.9100
- Paul Lohnes, Partner, C.E.M. Realty Trust, 617.576.6666
- Stuart Rothman, President, First Cambridge Realty Corp., 617.547.6559
- Carl R. Franceschi, President, Drummey Rosane Anderson, Inc., 617.964.1700



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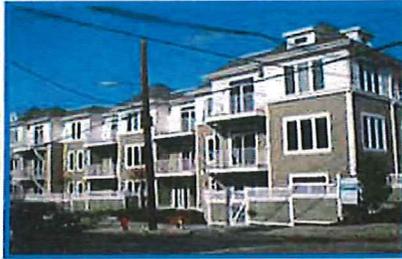
### Similar Projects with References



## Mixed-Use & Multi-Unit Residential Experience



Project: *Hancock Estates*  
Address: Newton, MA 02467  
Owner: Chestnut Hill Realty, Marc Levin  
Phone: (617) 323-8800  
Architect: The Architectural Team, Michael Liu  
Phone: (617) 889-4402



Project: *Richdale Place*  
Address: Cambridge, MA 02139  
Owner: Oaktree Development LLC, Art Klipfel  
Phone: (617) 491-9100  
Architect: Khalsa Design, Inc., Jai Khalsa  
Phone: (617) 591-8682



Project: *Olmsted Hill*  
Address: Brookline, MA 02445  
Owner: Olmsted Hill Condominiums, LLC, Peter Roth  
Phone: (617) 338-7600  
Architect: CBT, Ellen Perko  
Phone: (617) 262-4354



Project: *Dana Park Place*  
Address: Cambridge, MA 02138  
Owner: Urban Spaces LLC, Paul Ognibene  
Phone: (617) 868-5558  
Architect: Khalsa Design, Inc., Jai Khalsa  
Phone: (617) 591-8682



Project: *Monsignor O'Brien Apartments*  
Address: Cambridge, MA 02141  
Owner: Minco Corporation, Eric Loth  
Phone: (978) 687-6200  
Architect: Peter Quinn Architects, Jai Khalsa  
Phone: (617) 591-8682



Project: *Central Square*  
Address: Cambridge, MA 02139  
Owner: Central Square LLC, Doug Potter  
Phone: (617) 457-3400  
Architect: The Architectural Team, Michael Liu  
Phone: (617) 889-4402

## Mixed-Use & Multi-Unit Residential Experience



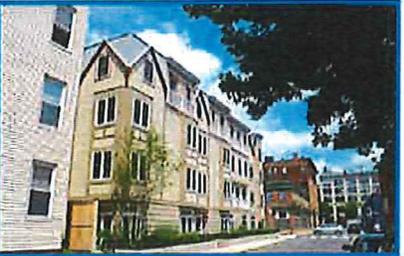
Project: *Temple Place*  
Address: Cambridge, MA 02184  
Owner: Cambridge Affordable Housing, John Woods  
Phone: (617) 520-6254  
Architect: HMFH Architects, Inc., Lori Cowles  
Phone: (617) 492-2200



Project: *7 Cameron*  
Address: Cambridge, MA 02140  
Owner: Oaktree Development LLC, Art Klipfel  
Phone: (617) 491-9100  
Architect: Davis Square Architects, Michelle Granick  
Phone: (617) 628-570



Project: *Atlantis Marina*  
Address: Winthrop, MA 02152  
Owner: VL Realty LLC, Alex Steinbergh  
Phone: (617) 625-8315  
Architect: Spagnolo Gisness & Associates, William Gisness  
Phone: (617) 443-0680



Project: *Brookline Street Residence*  
Address: Cambridge, MA 02138  
Owner: First Cambridge Realty Corp., Stuart Rothman  
Phone: (617) 547-6559  
Architect: Khalsa Design, Inc., Jai Khalsa  
Phone: (617) 591-8682



Project: *Lexington Place*  
Address: Lexington, MA 02420  
Owner: Oaktree Development LLC, Art Klipfel  
Phone: (617) 491-9100  
Architect: Line Company Architects Inc., Erik Rhodin  
Phone: (781) 647-9800



Project: *Upper Washington Street Development*  
Address: Dorchester, MA 02122  
Owner: Vietnamese-American Initiative for Development, Jeff Katz  
Phone: (617) 822-3717 x.13  
Architect: Utile, Inc., Matthew Littell  
Phone: (617) 423-7200

## NAUSET FACT SHEET



- Headquartered in Needham, MA.
- Services include preconstruction, construction management and design-build.
- Geographic range includes all of New England.
- Market sectors include multi-unit residential, senior living, medical, education, commercial, retail, industrial, sports and recreation and hospitality.
- Project types include new/ground-up construction, renovations, additions, adaptive reuse and historic restorations.
- Bonding capacity is \$40M single project and \$90M aggregate provided by Travelers.
- 2016 corporate revenues exceed \$55M.
- Website address is [nausetconstruction.com](http://nausetconstruction.com).

Benjamin Goldfarb, Vice President  
10 Kearney Road  
Needham, Massachusetts 02494

781.453.2220 x103  
[bgoldfarb@nausetconstruction.com](mailto:bgoldfarb@nausetconstruction.com)

[www.nausetconstruction.com](http://www.nausetconstruction.com)



## RACHEL KLEIN

RFK

42 BIRCH ST. NEEDHAM, MA 02492

617.699.5525 • rfk919@gmail.com • www.rfkkitchen.com

Over 20 years of professional culinary experience within successful organizations both corporate & independent in NYC, Providence & Boston. Proven leadership & culinary innovation in the Boston market. Will add value to your operation.

### Experience

Owner • 9/15 - present

RFK Kitchen • 30 Dedham Ave Needham Ma

3800 sqft - 100 seat Modern restaurant & Lounge serving chic globally inspired comfort cuisine. Gross annual projected sales of 3 million dollars. Created opening budgets, timelines and help manage build out. kitchen design, system development, purchasing, hiring, training, menu development, create, cost & implement menus for dinner, lunch, brunch, lounge & multiple course tasting menus.

Opening Executive Chef • 1/14 – 9/2015

Liquid Art House • 100 Arlington St Boston Ma

7,000 sqft - 250 seat fine dining restaurant & art gallery space serving modern American cuisine with global influences. Support owner in developing her concept and opening the restaurant. Involved in kitchen design, system development, purchasing, hiring, training and menu development. Manage PR and marketing. Work with general manager to create wine lists and cocktail lists.

Executive Chef • 12/11 – 1/14

Mandarin Oriental Hotel Group - MOBOS • 776 Boylston St Boston Ma

5-Star luxury property. Oversee entire culinary & stewarding team responsible for all outlets including 10,000 sq. ft. banquet facilities, 150 seat a la carte restaurant, amenities program, 300 rooms for room service, colleague dining room, Spa & condo residents. Help maintaining Forbes 5 star & Triple A five diamonds. Serve & support many hi profile guests in a very discreet manner.

Hotel Chef • 12/07 – 1/11

Seaport Hotel • 1 Seaport Lane Boston Ma

Hired to help relaunch and refresh hotel culinary program reporting into Executive chef of Seaport World Trade Center & Hotel. Create & implement new American with global influences menus. Involved in re-branding, concept development and build out. Oversee culinary team responsible for all hotel outlets including 120 seat a la carte restaurant, 400 rooms for room service, 100 seat bar & lounge, 3 private dining rooms, hospitality suites, 75 seat seasonal terrace, support 1000 sqft interactive event kitchen providing corporate team building, private parties & television filming. Work closely with PR & Marketing team. Help maintain Forbes 4 star & Triple A 4 diamonds.

Opening Chef ▪ 3/03 – 12/05  
Lot 401 ▪ 44 Hospital St Providence RI

Modern American cuisine with Asian influences. 60 seat fine dining restaurant & 80 seat luxury lounge serving lunch, brunch & dinner. Work with owners to open restaurant. Contribute to kitchen design, purchasing of equipment, small wares, china-flat-glass, create all menus, hire all culinary & BOH staff, develop all BOH systems, work closely with PR & marketing team, work with General manager to pair wine and spirits with food.

Chef de Cuisine ▪ 11/01 – 7/03  
XO Café - Chow Fun Group ▪ 25 Main St Providence RI

80 seat Bistro with 40 seat bar & lounge serving modern American cuisine. Work directly with chef/owner to develop menus. Responsible for day to day costing & inventories. Hire all culinary & BOH staff, work closely with PR & marketing team, work with General manager to pair wine and spirits with food.

### **Skills**

Haccp level 1 & 2 certified  
Safeserve certified  
Allergen awareness certified  
Union training  
Media training  
Inventory & cost controls  
Restaurant concepting & launches

### **Education**

New York Restaurant School  
1994 ▪ aos culinary & pastry arts, restaurant mgmt.

- *Rising Star award Starchefs 2009*
- *Boston magazine "Best new chef" 2006*
- *Esquire magazine "Best new restaurant" 2006*
- *Conde Nast Travelers "Hot list" 2006*
- *James Beard House "Great Regional Chef" dinner 2006*
- *James Beard House "Woman & Wine" dinner 2004*
- *James Beard House "Tapas Challenge" winner 2007*
- *Esquire magazine "Best new restaurant" 2004*
- *Rhode Island magazine "Best new restaurant" Providence 2004*
- *Spirit magazine "best chefs under 30 in America" 2003*
- *Santé magazine "best new England bistro" 2002*
- *Wine spectator award of excellence 2002*
- *Chopped contestant runner up 2011*

## References

Nicole Russo  
Vice president  
451 Marketing  
[nrusso@451marketing.com](mailto:nrusso@451marketing.com)

James Carmody  
General Manager & President  
Seaport Hotel  
[James.carmody@seaporthotelboston.com](mailto:James.carmody@seaporthotelboston.com)

Susanne Hatje  
General Manager  
Mandarin Oriental NYC  
[shatje@mohg.com](mailto:shatje@mohg.com)

Part "C, Completed References and Qualifications"

The developer, First Cambridge Realty Corporation ("FCRC"), Qualifications and Reference Form is attached hereto. FCRC does not do public or private bidding for management and construction work, and therefore the projects listed are developments it has done for on its own asset portfolio. As per references, the two Principals, Stuart Rothman and Lewis Robert have listed references in Part B, Statement of Qualifications."

CITY OF NEWTON

DEVELOPER'S QUALIFICATIONS AND REFERENCES FORM

All questions must be answered, and the data given must be clear and comprehensive. Please type or print legibly. If necessary, add additional sheet for starred items. This information will be utilized by the City for purposes of determining bidder responsiveness and responsibility with regard to the requirements and specifications of the Contract.

1. FIRM NAME: First Cambridge Realty Corporation

2. WHEN ORGANIZED: January 28, 1999

3. INCORPORATED? x YES \_\_\_\_\_ NO DATE AND STATE OF INCORPORATION: 1/28/99

4. IS YOUR BUSINESS A MBE? \_\_\_\_\_ YES x NO WBE? \_\_\_\_\_ YES x NO or MWBE? \_\_\_\_\_ YES x NO LIST ALL

\* 5. CONTRACTS CURRENTLY ON HAND, SHOWING CONTRACT AMOUNT AND ANTICIPATED DATE OF COMPLETION: N/A

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

HAVE YOU EVER FAILED TO COMPLETE A CONTRACT AWARDED TO YOU?

\* 6. \_\_\_\_\_ YES \_\_\_\_\_ NO

IF YES, WHERE AND WHY? N/A - First Cambridge Realty Corp doesn't do public or private bidding

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

HAVE YOU EVER DEFAULTED ON A CONTRACT? \_\_\_\_\_ YES \_\_\_\_\_ X\_ NO

\* 7. IF YES, PROVIDE DETAILS.

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

\* 8. LIST YOUR VEHICLES/EQUIPMENT AVAILABLE FOR THIS CONTRACT: First Cambridge Realty Corp is a fully functional property management company with its own vehicles and equipment to service our 650-700 residential units.

IN THE SPACES FOLLOWING, PROVIDE INFORMATION REGARDING CONTRACTS COMPLETED BY YOUR FIRM SIMILAR IN NATURE TO THE PROJECT BEING BID. A MINIMUM OF FOUR (4) CONTRACTS SHALL BE LISTED. PUBLICLY BID CONTRACTS ARE PREFERRED, BUT NOT MANDATORY.

\* 9. As denoted above - First Cambridge Realty Corp doesn't bid out services for public or private construction and management work Notwithstanding, we have done several large scale developments, here are a few:

PROJECT NAME: 21 Brookline Street Residences

OWNER: Craigie Associates LLC

CITY/STATE: Cambridge, MA 02139

DOLLAR AMOUNT: Twelve Million Dollars  
DATE COMPLETED: March of 2008 PUBLICLY BID?  YES x NO  
TYPE OF WORK?: Development of 49 residential apartments and 50 garage parking spots  
CONTACT PERSON: \_\_\_\_\_ TELEPHONE #: (\_\_\_\_) \_\_\_\_\_  
CONTACT PERSON'S RELATION TO PROJECT?: \_\_\_\_\_  
(i.e., contract manager, purchasing agent, etc.)

PROJECT NAME: 925 Massachusetts Ave, Fire Restoration  
OWNER: Rothman Properties CITY/STATE: Cambridge, MA  
DOLLAR AMOUNT: Five Million Dollars DATE COMPLETED: September 2012 PUBLICLY BID?  
 YES X NO  
TYPE OF WORK?: Restoration of fire damage, complete upgrade of ordinance and law  
CONTACT PERSON: \_\_\_\_\_ TELEPHONE #: (\_\_\_\_) \_\_\_\_\_  
CONTACT PERSON'S RELATION TO PROJECT?: \_\_\_\_\_  
(i.e., contract manager, purchasing agent, etc.)

PROJECT NAME: 85 Hancock Street  
OWNER: 85 Hancock Street LLC  
CITY/STATE: Cambridge, MA  
DOLLAR AMOUNT: \$Three Million Five Hundred Thousand Dollars  
DATE COMPLETED: approx Sept 2008 PUBLICLY BID?  YES x NO  
TYPE OF WORK?: ground up 35,000 sq-ft 18 unit residential building with 24 car garage  
CONTACT PERSON: \_\_\_\_\_ TELEPHONE #: (\_\_\_\_) \_\_\_\_\_  
CONTACT PERSON'S RELATION TO PROJECT?: \_\_\_\_\_  
(i.e., contract manager, purchasing agent, etc.)

PROJECT NAME: 580 Massachusetts Ave  
OWNER: Rothman Properties  
CITY/STATE: Cambridge, MA  
DOLLAR AMOUNT: \$ Seven Million Dollars  
DATE COMPLETED: Year 2000 PUBLICLY BID?  YES X NO  
TYPE OF WORK?: 30 New residential units meeting current ordinance and law  
CONTACT PERSON: \_\_\_\_\_ TELEPHONE #: (\_\_\_\_) \_\_\_\_\_  
CONTACT PERSON'S RELATION TO PROJECT?: \_\_\_\_\_  
(i.e., contract manager, purchasing agent, etc.)

10. The undersigned certifies that the information contained herein is complete and accurate and hereby authorizes and requests any person, firm, or corporation to furnish any information requested by the City in verification of the recitals comprising this statement of Bidder's qualifications and experience.

DATE: 12/15/16 BIDDER: First Cambridge Realty Corp  
SIGNATURE: Stuart Rothman  
PRINTED NAME: Stuart Rothman TITLE: President

END OF SECTION

## **Narrative and Project Description Part "D."**

The project we propose for 1294 Centre Street is described in Part "A, The Transmittal Letter." To summarize, we are offering a project for which shall combine 1294 Centre Street with the abutting property, 39 Herrick Road (owned by the applicant), to create a comprehensive development which includes: 24 underground parking spaces to be accessed through our driveway at 17 Herrick Road; 9 above ground spaces that will be accessed through ingress and egress of Herrick Road and Cypress Street municipal lot, respectively; a 57 room hotel/short term residence on the 39 Herrick Road lot; restoration of 1294 Centre Street for the combined use of a signature restaurant by renowned Chef Rachel Klien, and a space for the community and social service provider; and finally a 3-story residential property connected to 1294 Centre Street, dedicated to affordable housing with particular emphasis on families seeking self-sufficiency. The restaurant and community and social service space at 1294 Centre Street would share the approximately 4,200 sq. ft. of space in the property with the restaurant space being approximately 2,500 sq. ft. and approximately 85-90 seats. The affordable residence is approximately 6,875 gross sq. ft., with the average residence size of 1,050 sq-ft. The hotel/short term residence is approximately 17,750 gross sq. ft. We are the only potential developers that can supply the parking necessary to make this project functionally viable and financially feasible with 24 underground spaces and 9 additional spaces at grade. Nonetheless we would still require a 100% parking waiver for the restaurant and a reduction of parking to residential unit ratio to 52%. It is worth noting, we have partnered with Anthony Papantonis, Principal of Nauset Construction, to provide us with value added construction services in the early part of the design and engineering of the project. The architectural services for the project will be led by Jai Sing Khalsa, Khalsa Design; attached to this section and incorporated herein, are Architectural Site Plans prepared by Khalsa Design of Somerville Massachusetts.

There were some key development criteria outlined in the RFP which we strongly believe our project would address, specifically:

- 1. Historic Restoration of the Building's Principal Architectural Features**

The exterior building façade building will be preserved in its entirety, save for the need to create an appropriate connector for the addition. The building's interior, which features exquisite artisan finishes including period beamed ceilings, wood paneling and trim, will be retained and incorporated into the reuse of the principal part of the building as a restaurant/café.

- 2. Design Sensitive Addition to Accommodate 5-10 Housing Units**

A 1 or 2-story connector, which steps up to 3 stories for a portion at the rear of the site, will be added. The addition will be designed to complement the existing architectural style of the main building and with the use of materials resulting in a uniform façade treatment. Six 2 and 3 bedroom residential units for families ranging in size from 1000-

1500 square feet will be located in the new addition, removed furthest from the street level activity that may not be consonant with residential use.

**3. Flexible Office/Community Space & Space for the Social Service Provider**

Community meeting space will be provided in the rear ell of the original building as an adjunct to the restaurant use in the main part of the building. Office space for the social support service provider for the resident families seeking self-sufficiency, will be set aside in the ground floor of the new addition.

**4. Preservation and Enhancement of the Site's Green Space**

This site enjoys the advantage of having usable open space both front and behind. The success of any retail area is highly dependent upon pedestrian traffic. Over time the city has witnessed increased requests from local restaurateurs to occupy public sidewalk proceeding to the point where city ordinances were amended to encourage sidewalk permitting. The subject property offers the opportunity to enliven the streetscape through the use of its extensive landscaped area in conjunction with the restaurant use within the building. Complementing the active use of the front open space consistent with the objective of increasing the connectivity, is the more passive use of the green area behind the building as a quiet contemplative gathering area for the community at large. All landscaping and hardscape for the site will be designed by the notable landscape architect, Andrea William Kelly, the Principal of Rockwood Terrace Consultants.

**5. Parking Plan to Accommodate the Proposed Users**

As owners of the abutting parcel of land in the rear of the property known as 39 Herrick Road, FCRC has received a special permit from the city Council to develop that parcel. One of the elements of that development is the provision of below-grade parking for 20 cars accessed from Herrick Road via a service driveway, which connects to the locus. As a result, FCRC has the ability to expand that parking garage beneath the subject site to accommodate an additional 10 spaces. As owner of the larger garage it affords the flexibility to manage the entire 30 stall parking facility to optimize availability for the several users of both parcels. No one else will have the ability to provide this much parking for a project.

Our project presents a unique opportunity to have multiple planned uses ranging from a classical Bistro, affordable housing with emphasis on transitional families in need, a welcoming community and social service space and a wonderful residence that will meet Newton's corporate and academic needs for housing.

The design and layout will accentuate the old and new by maintaining the beautiful exterior of 1294 Centre Street but also introducing a new-age Tudor design in the construction

of the short-term residence located at 39 Herrick Road. It is worth noting that the design of the short-term residences has been vetted several times by Land Use and the City Council since it is consistent in design to the present special permitted project for a mixed-use property on the same site.

Special attention was employed in the integration and landscaping of the site so that 1294 Centre Street the affordable residences and the 39 Herrick Rd development would meld into a single site, which will benefit from use of the same landscaped outdoor area when completed. We feel that intergrating the project into one will invigorate the block of Cypress, Centre and Herrick Rd with diverse housing, commerce, and public space. We are also proposing that some of the outdoor space might be used by the Newton Arts Council by way of temporary kiosk to display arts and crafts. Finally, pedestrian walkways will connect Centre St and Herrick Rd to make it easy for pedestrians and residence to access the MBTA and stores on Union Street.









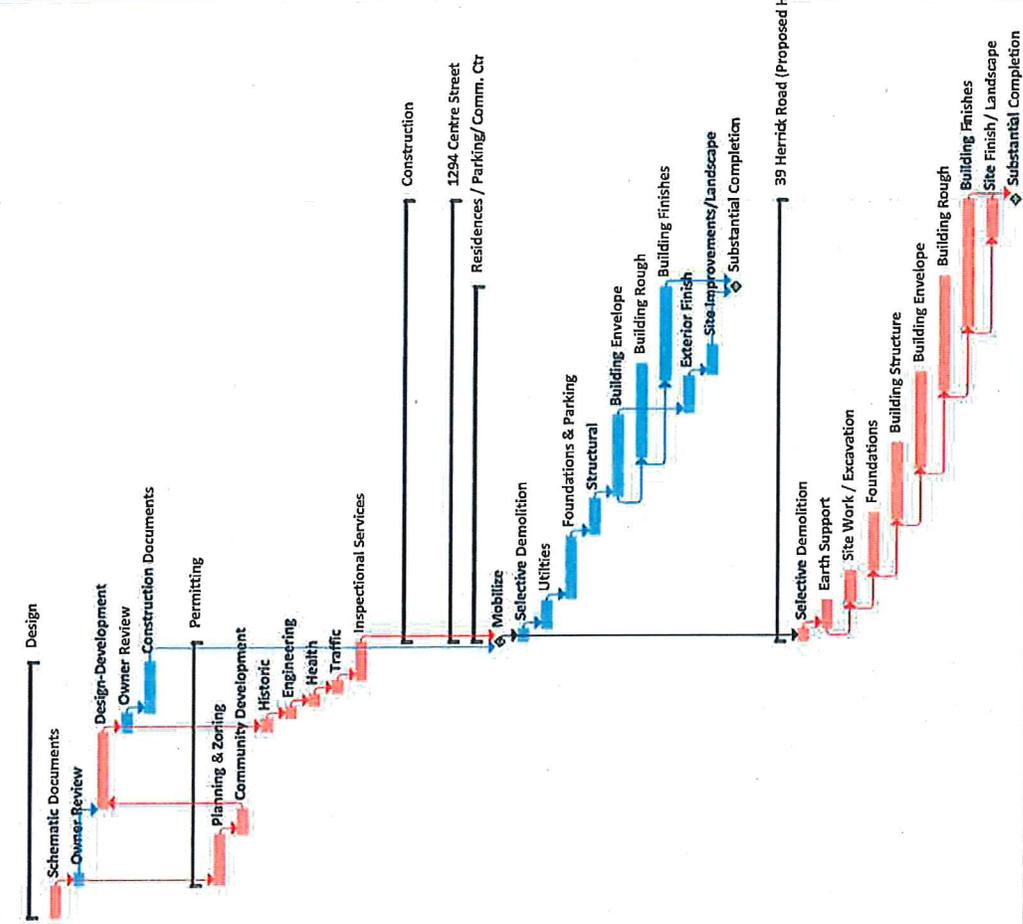




**Part "E, Draft of Project Schedule"**

**The projected project schedule, attached hereto, was prepared by Nauset Construction.**

ID	WBS	Task Name	Duration	Start	Finish
1	1	1294 Centre Street Development	560 days	Wed 3/1/17	Tue 4/23/19
2		Design	200 days	Wed 3/1/17	Tue 12/5/17
3	1.1	Schematic Documents	25 days	Wed 3/1/17	Tue 4/4/17
4	1.1.1	Owner Review	10 days	Wed 4/5/17	Tue 4/18/17
5	1.1.2	Design-Development	60 days	Wed 6/28/17	Tue 9/19/17
6	1.1.3	Owner Review	15 days	Wed 9/20/17	Tue 10/10/17
7	1.1.4	Construction Documents	40 days	Wed 10/11/17	Tue 12/5/17
8	1.1.5	Permitting	190 days	Wed 4/5/17	Tue 12/26/17
9	1.2	Planning & Zoning	40 days	Wed 4/5/17	Tue 5/30/17
10	1.2.1	Community Development	20 days	Wed 5/31/17	Tue 6/27/17
11	1.2.2	Historic	10 days	Wed 9/20/17	Tue 10/9/17
12	1.2.3	Engineering	10 days	Wed 10/4/17	Tue 10/17/17
13	1.2.4	Health	10 days	Wed 10/18/17	Tue 10/31/17
14	1.2.5	Traffic	10 days	Wed 11/1/17	Tue 11/14/17
15	1.2.6	Inspectional Services	30 days	Wed 11/15/17	Tue 12/26/17
16	1.2.7	Construction	345 days	Tue 12/26/17	Tue 4/23/19
17	1.3	1294 Centre Street	345 days	Tue 12/26/17	Tue 4/23/19
18	1.3.1	Residences / Parking/ Comm. Ctr	278 days	Tue 12/26/17	Fri 1/18/19
19	1.3.1.1	Mobilize	0 days	Tue 12/26/17	Tue 12/26/17
20	1.3.1.1.1	Selective Demolition	10 days	Wed 12/27/17	Tue 1/9/18
21	1.3.1.1.2	Utilities	23 days	Wed 1/10/18	Fri 2/9/18
22	1.3.1.1.3	Foundations & Parking	50 days	Mon 2/12/18	Fri 4/20/18
23	1.3.1.1.4	Structural	30 days	Mon 4/23/18	Fri 6/1/18
24	1.3.1.1.5	Building Envelope	65 days	Mon 6/4/18	Fri 8/31/18
25	1.3.1.1.6	Building Rough	75 days	Mon 7/16/18	Fri 10/26/18
26	1.3.1.1.7	Building Finishes	75 days	Mon 10/8/18	Fri 1/18/19
27	1.3.1.1.8	Exterior Finish	30 days	Mon 9/3/18	Fri 10/12/18
28	1.3.1.1.9	Site Improvements/Landscape	25 days	Mon 10/15/18	Fri 11/16/18
29	1.3.1.1.10	Substantial Completion	0 days	Fri 1/18/19	Fri 1/18/19
30	1.3.1.1.11	39 Herrick Road (Proposed Hotel)	345 days	Wed 12/27/17	Tue 4/23/19
31	1.3.1.2	Selective Demolition	10 days	Wed 12/27/17	Tue 1/9/18
32	1.3.1.2.1	Earth Support	23 days	Wed 1/10/18	Fri 2/9/18
33	1.3.1.2.2	Site Work / Excavation	25 days	Wed 2/7/18	Tue 3/13/18
34	1.3.1.2.3	Foundations	45 days	Wed 3/14/18	Tue 5/15/18
35	1.3.1.2.4	Building Structure	60 days	Wed 5/9/18	Tue 7/31/18
36	1.3.1.2.5	Building Envelope	75 days	Wed 7/4/18	Tue 10/16/18
37	1.3.1.2.6	Building Rough	90 days	Wed 9/26/18	Tue 1/29/19
38	1.3.1.2.7	Building Finishes	100 days	Wed 12/5/18	Tue 4/23/19
39	1.3.1.2.8	Site Finish / Landscape	30 days	Wed 3/13/19	Tue 4/23/19
40	1.3.1.2.9	Substantial Completion	0 days	Tue 4/23/19	Tue 4/23/19
41	1.3.1.2.10				



Task	Inactive Milestone	Inactive Summary	Manual Task	Duration-only	Manual Summary Rollup	Manual Summary	Critical	Start-only	Finish-only	External Tasks	External Milestone	Deadline	Critical	Critical Split	Progress	Manual Progress
Project: 1294 Centre Street																
Date: Tue 12/13/16																

## Financial Information Part "F."

First Cambridge Realty ("FCRC") shall be the sole equity source for the proposed development as described in Part "D" of the subject RFP. Upon request, FCRC shall disclose sources of liquid funds that are available for equity requirements. Also, given its expertise in managing real estate assets and the synergies and economics of scale with current real estate holdings at 17-31 Herrick Rd Newton, and 1688-1694 Beacon St and 217-221 Harvard St in Brookline Ma, FCRC shall manage these assets directly through their Cambridge Headquarters.

Included in this section, Part "F," are financial proformas that shall approximate developmental cost and P/L statements. Please note, the proformas are segregated in two parts, the first the development of 1294 Centre Street and the affordable housing, and second the development of the hotel/short-term residence.

All assumptions are denoted in the proformas, however, just to summarize some of the main points we assumed for the development of 1294 Centre Street and the affordable units; the restaurant would rent the space for \$50/sq-ft, and the developer we would contribute TI money to the restaurant over sunk cost of approx. \$150/sq-ft; the cost of garaging would be approximately \$70,000 per vehicle; that the affordable units would average out at 80% of Newton HUD median incomes for 2016 with 30% attributable to housing cost; financing would be at 4.75% amortized over 25 years; debt service coverage ratio (DSCR) of 1.25; and preferred equity return of 3%.

Based on our assumptions the cost to develop 1294 Centre Street and the affordable housing component is \$3,906,625, with an annual NOI of \$236,766, and a cash on cash return after preferred return to equity investor of \$13,213 per annum. Equity and debt requirement to develop this project is \$1,137,996 and \$2,768,628, respectively.

We also did a separate proforma for the 17,750 sq-ft hotel or short term residence. The assumptions here are much more difficult to determine, however, based on our assumptions listed in the proforma we have an approximate cost of construction of \$9,331,500. It is assumed that much of this cost can be available through debt sources since the anticipated rate of return is approximately 15%

Our debt sources have typically been through commercial lending, here are a few lenders who have indicated a serious interest in participation:

Hingham Bank, William Bower Vice President

Eastern Bank, Matthew Osbourne Vice President

Salem Five Bank for Savings, Kenneth Foster, Vice President

We have also done work with Tim O'Donnell of Fantini and Gorga who has also indicated a willingness to work with us in marketing debt sources for this project.

Financial Information and Proposals - Part F

**Approximate Development Costs 1294 Centre Street and Affordable Residence:**

<b>Cost of Garaging and Foundation</b>		
Approximate Cost Per Space	70000	
Number of spaces	24	
<b>Total Cost Garage</b>		<b>1680000</b>
<b>Assume 20% of Garage Cost Attributable to 1294 Centre and Affordable</b>		<b>336000</b>

**Rehabilitation of 1294 Centre Street**

(a) Sunk Cost Rehab		
approx sq-ft	4200	
approx dollars per sq-ft	250	
<b>Total Sunk</b>		<b>1050000</b>
(b) TI money for Restaurant		
approx sq-ft	2500	
approx dollars per sq-ft	150	
<b>Total TI money for Restaurant</b>		<b>375000</b>
(“C”) Improvement cost for Remaining Space		
approx sq-ft	1700	
approx dollars per sq-ft	150	
<b>Total Finished Improvement Cost Community Space</b>		<b>255000</b>
<b>Total Cost 1294 Centre Street</b>		<b>1680000</b>

**Cost of Affordable Residence**

approx sq-ft	6875	
approx dollars per sq-ft	275	
<b>Total Cost Affordable Residence</b>		<b>1890625</b>

**Total Cost 1294 Centre Street and Affordable Residences**

**3906625**

**P/L Statement 1294 Centre Street and Affordable Residences**

Assume, restaurant space leased for \$50/sq-ft NIN, no lease payments for community and social service space except for 100% pass through costs, affordable units average 80% of HUD median rent Newton 2016 for 4 persons, 30% dedicated to rent.

Gross Rent Restaurant	sq-ft	2500.00	
	\$/sq-ft	50.00	
	gross rent:		125000
Gross Rent Affordable			
80% Hud		73050.00	
30% rent		21915.00	
number of units		6.00	
gross rent:			<u>131490</u>
Total Potential Gross Rent			256490
Assumed Expense Ratio Affordable Units	percentage	0.15	
	gross rents	131490.00	
Total Expenses			19723.5
NIO			236766.5
Calculated Cap Rate:			
	NOI	236766.50	
	Cost of Const	3906625.00	
Cap			0.06

**Maximum Debt Financing:**

assume DSCR of 1.25, interest rate of 4.75%, 25 year amortization

NOI	236766.50
DSCR	1.25
DS Payment	189413.20
IR	0.05
Amortization	25.00
Rate Constant	0.07
Max Debt	2768628.78
Cost	3906625.00
Equity Requirement	1137996.22

**Determination of Residual Cash:**

Assume Equity preferred return is 3%

NOI	236766.50
DS	189413.20
Cash On Cash	47353.30
Equity	1137996.22
Preferred Return	0.03
Equity Cash Return	34139.89
Residual	13213.41

**Cost to Construct 17,750 Gross sq-ft Hotel**

**Cost of Garaging and Foundation**

Approximate Cost Per Space

Number of spaces

**Total Cost Garage**

Assume 80% Attributable to Hotel

70000

24

**1680000**

**1344000**

**Cost to Build Hotel and Residences**

approx sq-ft

approx dollars per sq-ft

**Total Hotel Cost**

17750

450

**7987500**

**Total Assumed Cost for Hotel with Garaging**

**9331500**

**P/L Statement Hotel**

Assume occupancy of 75%, room rates of \$1,300 per week

NIR of 50%, 57 rooms

Gross Rent:

occupancy rate

rooms

rent/week

operational weeks

PGI

0.75

57.00

1300.00

52.00

2889900

NOI:

NIR

NOI:

0.50

1444950

**Calculated Cap Rate:**

NOI

Cost of Const

1444950.00

9331500.00

Cap

0.15

Part "H, RFP Security Check"

A copy of the submitted certified check with this RFP Proposal is attached hereto.

HOLD DOCUMENT UP TO THE LIGHT TO VIEW TRUE WATERMARK

OFFICIAL CHECK

HOLD DOCUMENT UP TO THE LIGHT TO VIEW TRUE WATERMARK



057-0012  
0115

513946157-7

December 14 2016

PAY \*\*\*\* \$5,000.00 \*\*\*\* DOLLARS

TO THE ORDER OF \* CITY OF NEWTON \*

MEMO:

Drawer: Citizens Bank, N.A.



MA 501

AUTHORIZED SIGNATURE

⑈ 513946157⑈ ⑆ 011500120⑆

20752164⑈

Part "I, Detailed Assumptions and Executed Certificates of Non-Collusion, Attestation and Authority."

Most of the assumptions made in our financial modeling were outlined in Part F of this submission. However, there are additional assumptions that pertain to our RFP submission that we would like to address herein.

1. Except for the visible asbestos insulation and the presence of lead paint, we are assuming no other environmental contaminants are present at 1294 Centre Street.
2. Our RFP is contingent on a Phase One environmental study which shall be at the developer's expense.
3. Our RFP is conditioned on a mutually agreeable lease for the property at 1294 Centre Street.
4. The RFP is not severable and therefore shall require permitting for the 57 room short term residence at 39 Herrick Rd.
5. The RFP assumes the lease will be for 99 years and delivered free of all encumbrances.
6. The date of commencement of the lease shall be 60 days after the developer receives all permits and licenses.
7. The RFP is conditioned on geotechnical examination which shall be at the developers cost.
8. That the City of Newton shall provide access to the developer, its agents, contractors, and employees to verify condition of the premises.

**CERTIFICATE OF NON-COLLUSION**

Pursuant to the requirements of M.G.L. c.30B, §10, the undersigned certifies under penalties of perjury that this bid or proposal has been made and submitted in good faith and 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 or individuals.



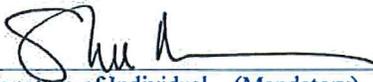
(Signature of individual)

Stuart Rothman, President First Cambridge Realty Corp

Name of Business

**CERTIFICATION OF TAX COMPLIANCE**

Pursuant to M.G.L. c.62C, §49A and requirements of the City, the undersigned acting on behalf of the Contractor certifies under the penalties of perjury that the Contractor is in compliance with all laws of the Commonwealth relating to taxes including payment of all local taxes, fees, assessments, betterments and any other local or municipal charges (unless the Contractor has a pending abatement application or has entered into a payment agreement with the entity to which such charges were owed), reporting of employees and contractors, and withholding and remitting child support.\*

 04-3452448  
\*\*Signature of Individual (Mandatory) \*\*\* Contractor's Social Security Number (Ferc 04#)  
President (Voluntary) or Federal Identification Number  
Print Name: Stuart Rothman Date: 12/15/16

OR

First Cambridge Realty Corp  
Company Name  
(Corporation, Partnership, LLC, etc.)  
By: President  
\*\*Corporate Officer (Mandatory)  
Print Name: Stuart Rothman

Date: 12/15/16

- \* The provision in this Certification relating to child support applies only when the Contractor is an individual.
- \*\* Approval of a contract or other agreement will not be granted until the City receives a signed copy of this Certification.
- \*\*\* Your social security number may be furnished to the Massachusetts Department of Revenue to determine whether you have met tax filing or tax payment obligations. Providers who fail to correct their non-filing or delinquency will not have a contract or other agreement issued, renewed, or extended.

**FIRST CAMBRIDGE REALTY CORPORATION, INC.**  
**ACTION BY CONSENT OF DIRECTORS IN LIEU OF MEETING**

The undersigned, being all of the members of the Board of Directors of First Cambridge Realty Corporation, Inc., a corporation organized and existing under the Commonwealth of Massachusetts ("the "Corporation"), hereby consent to the following:

**RESOLVED:** That the Corporation, through its President, Stuart Rothman, is hereby authorized and directed to take all necessary and appropriate action to submit a proposal in response to an Request For Proposals (RFP) issued by the City of Newton to develop city-owned property located at 1294 Centre Street (the "Locus") in the city of Newton, Middlesex County Massachusetts;

**RESOLVED:** That for purposes of obtaining the above-referenced license, the Corporation is hereby authorized and directed to provide the City of Newton with any and all information necessary to obtain the development rights to the Locus;

**RESOLVED:** That the Corporation and any authorized agents of the Corporation be, and each of them hereby is, authorized and directed, in the name and on behalf of the Corporation, to prepare or cause to be prepared, and to execute, deliver, verify, acknowledge, file or record any documents, instruments, certificates, statements, papers, or any amendments thereto, as in their sole judgment are necessary, appropriate, or advisable in order to effect the transaction contemplated in the foregoing resolutions, and to take any such further steps to carry out the transactions contemplated by the foregoing resolutions.

**RESOLVED:** That any and all actions heretofore or hereafter taken by such members or managers of the Corporation within the meaning of the foregoing resolutions be, and they hereby are, ratified, confirmed and approved as the acts and deeds of the Corporation.

**RESOLVED:** That Stuart Rothman, as President of First Cambridge Realty Corporation, Inc., or any other appropriate officer of the Corporation are hereby authorized and directed to take any action necessary to effectuate the above resolutions, including negotiating and executing any documents required to be executed to effectuate the above-referenced transactions.

Executed under seal as of this 15<sup>th</sup> day of December 2016.



Lewis Robert, Secretary & Director  
Authorized Signatory

Witness:

