



Response to RFP

PARCEL PC-2A-5: PROJECT NO. MASS. R-55

Located at 516R 522 Main Street

Charlestown Urban Renewal Area

June 16, 2021

Submitted by:

Main and Rutherford LLC

c/o Waypoint Companies

5 Broadway, Suite 200B

Saugus, MA 01906

(617) 201-4780

Submitted to:

Boston Redevelopment Authority,

DBA: Boston Planning and Development Agency

One City Hall Square – 9th Floor

Boston, MA 02201

June 8, 2021

Brian Golden
Director of BPDA
One City Hall Square
Boston, MA 02201

RFP Response for Parcel C-2A-5: Project No. Mass. R-55
Located at 516R 522 Main Street in the Charlestown Urban Renewal Area

Dear Director Golden:

The Main and Rutherford LLC is pleased to respond to the above referenced RFP, sale and redevelopment of BPDA Parcels C-2A-5, located at 516R 522 Main Street in the Charlestown Urban Renewal Area, and for the opportunity to present a comprehensive redevelopment project inclusive of a privately held abutting parcel. Our vision for these parcels meets the requirements and needs of BPDA, especially the design and construction of a permanent home for the EMS Substation.

After carefully reviewing several redevelopment options for the abutting private parcel, which our firm currently has under-agreement and the requirements of the RFP as well as ongoing discussions with the community and residential development consultants, we came to the conclusion that a mixed-used residential project is well suited for this area of Boston. As envisioned, we intend to construct an approximately 123 mixed-come BPDA compact residential units, an EMS Substation comprised of 8,500 square feet, and three townhouse duplex structures resulting in 6 dwelling units (Collectively the "Proposed Project").

We believe that the construction of a mixed-income residential project in Charlestown will not only continue to meet the increasing demand for mix-housing types in the City of Boston, but also deliver much needed amenities in the community, such as a public laundromat and green building features to minimize development impacts on the surrounding neighborhood. With over twenty-five years of working closely with community groups, public entities, and a thorough understanding and appreciation of the project delivery processes in the City of Boston, we strive to stand out from the crowd. Our triple bottom line approach towards project design and development, namely People, Planning and Project (PPP) is what continues to differentiate us from other developers in the industry. We have assembled a robust team of subject matter experts to manage the proposed project from inception to completion, the entire team has worked directly with the Charlestown neighborhood and/or the BPDA on previous projects.

We look forward to meeting with BPDA project review team for a presentation and in-depth discussion about this transformative project in the Charlestown neighborhood of Boston. Should you have any questions or require any additional clarification on materials on this project, please do not hesitate to contact me directly.

Sincerely,

A handwritten signature in black ink, appearing to read 'Ed Champy', with a stylized flourish at the end.

Ed Champy
Principal
Main and Rutherford

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APPENDIX A

“Appenix A_Design Parcel C-2A-5”

APPENDIX B

“Appendix B_Form I Submission Checklist Parcel C-2A-5”

June 3, 2021

Ed Champy
Principal
Main and Rutherford LLC
C/O Waypoint Companies
5 Broadway Suite 200B
Saugus, MA 01906

Re: Letter of Support – Parcel PC-2A-5: Project No. Mass. R-55
Located at 516R 522 Main Street in the Charlestown Urban Renewal Area

Dear Mr. Champy:

I am writing to express my support for you and Waypoint Companies in your pursuit of Parcel PC- 2A-5: Project No. Mass. R-55 Located at 522 Main Street in the Charlestown Urban Renewal Area.

As a Charlestown resident, I believe that you and your team are the best qualified to convey this parcel into the best possible use for the City of Boston and, in particular; a new, fully developed, state of the art 8,500 square foot Charlestown Emergency Medical Service substation. Our first responders deserve no less and I commend your commitment in making this vision a reality. Additionally, I whole-heartedly support the economic development phase of this project. At this time in our city and nation, we need to get our economy back on track. I firmly believe a residential use at this site will create much needed construction and, eventually full time jobs. I know and value how serious Waypoint Companies is taking this Request for Proposal. Community and quality of life amenities, no matter how small or demographically segmented, are paramount and I applaud you for interest in this project.

I would also like to note how impressed I am with your previous commitment to our community by way of your philanthropic efforts. You have been no stranger to this community and, for this, I feel very comfortable knowing our community partner will continue its great work in the neighborhood.

If I can provide further support or information to you and Waypoint Properties, please do not hesitate to contact me. My door is always open.

Sincerely,

A handwritten signature in black ink, appearing to read "Mary Madden", with a stylized, flowing script.

Mary Madden

June 3, 2021

Ed Champy
Principal
Main and Rutherford LLC
C/O Waypoint Companies
5 Broadway Suite 200B
Saugus, MA 01906

Re: Letter of Support — Parcel PC-2A-5: Project No. Mass. R-55
Located at 516R 522 Main Street in the Charlestown Urban Renewal Area

Dear Mr. Champy:

I am writing to express my support for you and Waypoint Companies in your pursuit of Parcel PC— 2A-5: Project No. Mass. R-55 Located at 522 Main Street in the Charlestown Urban Renewal Area,

As a Charlestown resident, I believe that you and your team are the best qualified to convey this parcel into the best possible use for the City of Boston and, in particular; a new, fully developed, state of the art 8,500 square foot Charlestown Emergency Medical Service substation. Our first responders deserve no less and I commend your commitment in making this vision a reality. Additionally, I whole-heartedly support the economic development phase of this project. At this time in our city and nation, we need to get our economy back on track. I firmly believe residential use at this site will create much needed construction and, eventually full-time jobs. I know and value how serious Waypoint Companies is taking this Request for Proposal. Community and quality of life amenities, no matter how small or demographically segmented, are paramount and I applaud you for interest in this project.

I would also like to note how impressed I am with your previous commitment to our community by way of your philanthropic efforts. You have been no stranger to this community and, for this, I feel very comfortable knowing our community partner will continue its great work in the neighborhood.

If I can provide further support or information to you and Waypoint Properties, please do not hesitate to contact me. My door is always open.

Sincerely,



Paul Stec

LETTER OF SUPPORT

May 7, 2020

Ed Champy
Principal
Main and Rutherford LLC
C/O Waypoint Companies
5 Broadway Suite 200B
Saugus, MA 01906

Re: Letter of Interest – Parcel PC-2A-5: Project No. Mass. R-55
Located at 516R 522 Main Street in the Charlestown Urban Renewal Area

Dear Mr. Champy:

We, the undersigned, are writing to express my support for you and Waypoint Companies in your pursuit of Parcel PC-2A-5: Project No. Mass. R-55 Located at 522 Main Street in the Charlestown Urban Renewal Area.

As Charlestown residents, I believe that you and your team are the best qualified to convey this parcel into the best possible use for the City of Boston and, in particular; a new, fully developed, state of the art, 8,500 square foot Charlestown Emergency Medical Service substation. Our first responders deserve no less and I commend your commitment in making this vision a reality. Additionally, we whole-heartedly support the economic development phase of this project. At this time in our city and nation, we need to get our economy back on track. We firmly believe a residential use at this site will create much needed construction and, eventually full-time jobs. It makes perfect sense to combine the two projects into one to ensure continuity of development and to minimize impacts to the neighborhood. We know and value how serious Waypoint Companies is taking this Request for Proposals. Community and quality of life amenities, no matter how small or demographically segmented, are paramount and we applaud you for interest in this project.

We would also like to note how impressed we are with your previous commitment to our community by way of your philanthropic efforts. You have been no stranger to this community and, for this, feel very comfortable knowing our community partner will continue its great work in the neighborhood.

If we can provide further support or information to you and Waypoint Properties, please do not hesitate to contact me.

Sincerely,

LETTER OF SUPPORT

Fred Collins
Fred Collins
14 Belmont Street

Jamie McLaughlin
Jamie McLaughlin
2 Chestnut Street

Al Carrier
Al Carrier
436 Main Street

Nolan Carrier
Nolan Carrier
18 Oak St

Toni McLaughlin
Toni McLaughlin
2 Chestnut Street

Jim Hingston
Jim Hingston
454 Main Street

Rennan Carrier
Ronan Carrier
18 Oak Street

Mary Doherty
Mary Doherty
108 Elm Street

Patty Ann Woods
Patty Ann Woods
12 Belmont St.

Karen Burns
Karen Burns
33 Brighton Street

Nolan Burns
Nolan Burns
33 Brighton Street

Kristen Devaney
Kristen Devaney
16 Belmont St

Jack Kelley
Jack Kelley
95 Main Street

Brian Stillman
Brian Stillman
269 Bunker Hill

Lynda Stillman
Lynda Stillman
269 Bunker Hill

Brian Woods
Brian Woods
12 Belmont St.

Brittney Wilkins
Brittney Wilkins
28 Prospect St

Joe Wilkins
Joe Wilkins
18 Lyndeboro

Gayle Wilkins
Gayle Wilkins
17 Lyndeboro

David Collier
David Collier
23 Albion

Robert Collier
Robert Collier
2 Nearon Row

Karen Collier
Karen Collier
2 Nearon Row

Bridgette Collier
Bridgette Collier
2 Nearon Row

Maureen Collier
Maureen Collier
269 Bunker Hill

Caroline Collier
Caroline Collier
2 Nearon Row

Brendan Collier
Brendan Collier
2 Nearon Row

Kevin Woods Sr
Kevin Woods Sr
12 Belmont St.

Louie Woods
Louie Woods
12 Belmont St.

Michael Carbonnier
Michael Carbonnier
Main Street

Noel Carbonnier
Noel Carbonnier
Main Street

Tom Ward
Tom Ward
37 Bartlett Street

Bryan Driscoll
Brian Driscoll
42 8th Street

LETTER OF SUPPORT

Greg Poole
Greg Poole

Derek Gallagher
Derek Gallagher
5 Albion Street

Carla Ryan
Carla Ryan
5 Albion Street

Mike Cooney
Mike Cooney
9 Moulton St.

Rich McCarthy Sr.
Rich McCarthy Sr.
11 Moulton Street

Rich McCarthy Jr.
Rich McCarthy Jr.
11 Moulton Street

Gerry McCormack
Gerry McCormack
11 Elwood

Fred Ezekiel
Fred Ezekiel
42 Park Street

Ed Champy
Principal
Main and Rutherford LLC
C/O Waypoint Companies
5 Broadway Suite 200B
Saugus, MA 01906

Re: Letter of Interest – Parcel PC-2A-5: Project No. Mass. R-US
Located at 516R 522 Main Street in the Charlestown Urban Renewal Area

Dear Mr. Champy:

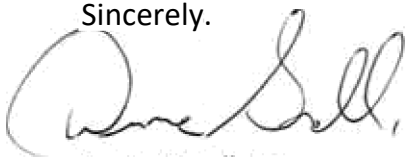
Thank You for providing me with information on the Main and Rutherford LLC's proposal to develop the above referenced City of Boston parcels and adjacent parcels held by your firm in Charlestown into a residential project and ancillary uses. We are very interested in and supportive of your plans and stand ready to work with you on the regulatory approval of your proposed project through construction commencement.

My twenty plus years of working with the BPDA and other City of Boston project review agencies will bring to bear a thorough regulatory analysis of your project and approvals at every stage of the permitting process. Our strong knowledge of the Article 80 project review process and solid relationships with key project stakeholders in the City of Boston is second to none,

We have successfully represented many clients before the City of Boston Zoning Board of Appeals, BPDA, Public Improvement Commission, Landmarks Commission, Boston Water and Sewer Commission, and community groups. We are known for our trusted and valued relationships with the community and our clients.

We are prepared to work with you on the regulatory approval and permitting of your proposed project in Charlestown, I look forward working with you and your dynamic team upon tentative designation of this project. Please feel free to contact me at 617-913-8369 with any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Derric Small". The signature is fluid and cursive, with a large initial "D" and "S".

Derric Small, Esq.



June 4, 2021

Mr. Edward Champy
Waypoint General Contracting
115 Newbury Street
Suite 304
Boston, MA 02116

Re: RFP Response for Parcel C-2A-5
Project No. Mass R-55
Located at 516R 522 Main ST Charlestown MA

Dear Ed:

Thank you for your interest in obtaining construction financing from HarborOne Bank for the development of 500 Main Street in Charlestown, MA and an adjacent parcel for the development of an EMT / Ambulance station.

We have toured a number of your projects including Trac 75 in Allston, MA and 30 Polk Street in Charlestown, MA and came away very impressed with not only the complexity of the projects but how you were able to execute from planning, permitting, construction and eventual sale of these properties. Further we enjoyed working with your partner, Robert Klein when HarborOne lent \$15,000,000 to finance 640 Boston Avenue in Medford, MA.

We look forward to the full consideration of your request which, you should note, is subject to a complete underwriting, approval of our credit committee and satisfactory loan documentation. On behalf of HarborOne, I wish you well in your pursuit of this opportunity and look forward to working with Waypoint.

Very truly yours,

A handwritten signature in black ink, appearing to read 'Tristan Pierce'.

Tristan Pierce
Vice President
HarborOne Bank

KEVIN J. JOYCE, ESQUIRE
PERMITTING & REAL ESTATE ADVISORY SERVICES

June 4, 2021

Ed Champy
Principal
Main and Rutherford LLC
C/O Waypoint Companies
S Broadway Suite 200B
Saugus, MA 01906

Re: Letter of Interest — Parcel **PC-2A-5**: Project No. Mass. **R-55**
Located at 516R 522 Main Street in the Charlestown Urban Renewal Area

Dear Mr. Champy:

Thank you for providing me with information on the Main and Rutherford LLC's proposal to develop the above referenced City of Boston parcels and adjacent parcels held by your firm in Charlestown into a residential project and ancillary uses. We are very interested and supportive of your plans and are prepared to work with you and the Boston Planning Development Agency (BPDA) on your proposed real estate transaction.

My twenty plus years of working with the BPDA and other City of Boston agencies will bring to bear our trusted and professional relationship with the BPDA staff as you move forward with the required approval process. We have successfully represented many clients before the BPDA and other City of Boston agencies, and are prepared to deliver the same result on this important project.

In closing, our team is prepared to provide Main and Rutherford LLC with legal representation limited solely to the legal transactional aspects of the matter that include but are not limited to negotiate a Land Disposition Agreement (LDA) and other legal documents for the above referenced parcels and any acquisition instruments with the BPDA on your behalf. Our representation would specifically exclude any activities that would be classified as "Lobby activities" under the City's prevailing Lobbying registration requirements. Please feel free to contact me at 617-542-8905 with any questions. I look forward to working with you on this unique and exciting project.

Sincerely,

/s/ 
Kevin J. Joyce, Esq.

KU/amr

cc: Tanya D. Trevisan, Esq.

PROPOSED PROJECT

This project presents our team and the City of Boston a unique opportunity to transform our collective parcels into a vibrant mixed-use project that will not only meet needs of the EMS substation, but also the ongoing revitalization of the Charlestown neighborhood of Boston.

This exciting project must accomplish several things: serve as a destination and connector to the Charlestown commerce along the Main Street corridor while at the same time further enhance the pedestrian, vehicular, and commercial access points leading to the proposed residential and ancillary components.

The proposed project consists of the redevelopment of the BPDA-owned parcels (C-2A-5 situated at 516R 522 Main Street in the Charlestown Urban Renewal Area: 6,126 square feet of vacant land and the abutting privately held parcels measuring approximately 28,864 square feet. The combined parcels measure approximately 34,990 square feet (Collectively the "Site").

As currently envisioned, our goal is to transform the above parcels into a sustainable development project consisting of a 8 to 6-story 124 mixed-income residential project which will occupy the majority of the Site with an estimated build out measuring approximately 94,589+ NSF, the EMS substation at approximately 8,500 NSF, and the construction of three town-house duplex structures resulting in six dwelling units at 7,500 GSF, and retail space measuring 1,600 GSF and a ground floor laundromat. In accordance with current BPDA development guideline, the project will also consist of a 23-space structured garage space. In sum, the proposed project elements will generate a mixed-use project measuring approximately 140,121 GSF (Collectively" the Propose Project). The proposed project will be constructed in two-separate phases, with commencement of the EMS substation as part of the first phase.

The anchor for the site is the proposed 123 mixed-income residential unit project with goal of increasing foot traffic along the Main Street corridor, and making the site, and ultimately the surrounding area a unique destination for the neighborhood and the City of Boston. With this goal in mind, the project team has taken a number of factors into consideration for improving the overall neighborhood fabric, connections with civic organizations, creation of temporary/permanent jobs and much needed services in the area by integrating the Site with the rest of the community. The over-arching goal is to develop a project that compliments the community and maximize value of the site by attempting to meet the demand for residential space in the Boston market, and we firmly believe this is achievable.

Notwithstanding any major future corrections in the real estate and construction market, we are estimating a total project cost of approximately \$49M, with a construction duration of eighteen months. The project will generate close to 130 construction jobs, inclusive of all construction related services. Based on comparable projects we believe the project will create between 6 to 10 permanent jobs at meaningful wages.

The long-term goal of our proposed development program is to meet the demand for affordable and workforce housing development in Charlestown neighborhood. By creating a strong design marque on under-utilized parcels in an otherwise vibrant community, the development will act as a landmark destination, drawing from the Greater Boston housing market and beyond to stimulate economic growth for the area.

WAYPOINT COMPANIES | MAIN AND RUTHERFORD LLC

DEVELOPMENT MANAGERS

Ed Champy, Principal

will be the lead team contact and member responsible for overseeing the day-to-day planning, design, and financing of the proposed project.

Kieran McAllen, Principal

will be the lead team member responsible for all regulatory approvals associated with the proposed project, including community process, project permitting, engineering services, and construction management.

WAYPOINT COMPANIES is a Northshore-based real estate development company specializing in the transformation of under-utilized real estate assets into vibrant residential, retail, commercial space that serve not only the need of our clients but also much needed social and physical improvement to the communities in which we perform our work.

Although not unique, our approach to real estate development is quite simple and yet notable. Our triple bottom line approach towards project design and development, namely People, Planning and Project (PPP) is what continues to differentiate us from other players in the industry. Each project begins with bringing community stakeholders together which in turn affords them the opportunity to help shape the planning process, project design, and ultimately implementation of the final project.

Furthermore, our projects are uniquely developed through meaningful collaboration with designers, engineers, consultants, legal experts, investors, real estate professionals and local leaders: each executed to the highest degree of quality to create desirable spaces for members of the community to live, socialize and enjoy. We see each project as a unique opportunity to enhance the social, economic, and urban fabric of the local environment.

In this Residential Project we have assembled a roust team of subject matter experts to assist with the entire project delivery process, from project design, regulatory approvals, financing, residential brand and operations. We will be working with the nationally recognized Frenc2D design team based in Charlestown, whose deep involvement in this project will be augmented by Highland Group LLC, a regional real estate development firm based in Boston. Similarly, we will be working closely with local development attorneys Derric Small and Joyce Associates on the regulatory approval and transaction of this important project.

Waypoint Companies has an outstanding track record of successfully completed projects in both public and private ventures. We have primarily focused on turn around strategies of underutilize assets throughout the Boston region, thereby yielding positive outcomes for our portfolio, clients and regenerative community benefits.

Waypoint has completed several projects in and around the Boston region and has successfully worked with the BPDA on some notable projects. We have a strong working knowledge of the Article 80 project review process as well as the Impact Advisory Group (IAG) community process. More recently our firm has been focusing on the development of medium to large scale projects, with the recent completion of the Trac 75 in Allston/Brighton). The attached Waypoint company profile provides a list of current and past projects.

The proposed development will be a showcase of collaboration between Waypoint, BPDA, and community investment partners and a strong mix of local and minority interests to create a landmark destination in the Charlestown neighborhood of Boston.

Explore some of Waypoint's recently completed projects:

31 Orleans Street, East Boston

Despite zero lot lines on three sides, soft soil, and heavy traffic flow presenting daily challenges, our team transformed this extremely tight site into a gorgeous, 14-unit building with ground level parking.

Total Cost: 5 million

Duration: 13 months

Size: 25,000 square feet

Waypoint continued:

75 Braintree Street, Allston, MA

Waypoint maintains strong relations within the City of Boston which allowed us to deliver this 80-unit modular construction project with full Certificate of Occupancy on time and within expected budget.

Total Cost: 26 million

Duration: 12 months

Size: 100,000 square feet

The Residences at One St Clare, Medford, MA

This 18-unit school conversion balanced modern elements of city living with a design integrity that honored the history of this Medford landmark.

Total Cost: 4.3 million

Duration: 15 months

Size: 25,000 square feet

29 Temple Place, Boston, MA

How do you give your crane the extra space it needs to swing all that steel? Rent the adjacent parking lot, of course. Just one of the many creative solutions of this challenging 44-unit condominium project.

Total Cost: 8 million

Duration: 24 months

Size: 23,000 square feet

FRENCH 2D

5 Monument Square, Boston, MA

Anda French, AIA, NCARB received a B.A. in Architecture from Barnard College, Columbia University and a Master of Architecture from Princeton University. She serves on the Board of the Boston Society for Architecture (Director-at-Large), where she organized the BSA's Now Practice Now Series, and works on the BSA's Equity, Diversity and Inclusion efforts.

Anda's teaching and design research has been funded by an Imagining America Grant for Artists and Scholars in Public Life, and she has participated in a variety of panels and symposia on housing, women in design and practice.

Anda has taught at Syracuse University, the New Jersey Institute of Technology and in the Barnard + Columbia Undergraduate Architecture Program. She is a registered Architect in Massachusetts and is NCARB Certified.

Jenny French received a B.A. in Art History and Studio Art from Dartmouth College, and a Master of Architecture from the Harvard University Graduate School of Design. She is a recipient of Harvard's Julia A. Appleton Traveling Fellowship and has been a visiting artist at the American Academy in Rome.

Jenny is an Assistant Professor in Practice of Architecture at the Harvard University Graduate School of Design, and is the Coordinating Faculty in Architecture for the Harvard GSD Design Discovery Program (2017-2020)

Jenny's design research on site visits to unbuilt architecture has been exhibited at the Harvard GSD and is included in the Cornell Journal of Architecture, Issue 10: Spirits.

Jenny has taught at Northeastern University, Tufts University, the Boston Architectural College, and served as a thesis advisor at RISD. French previously worked at Bergmeyer Associates and SHoP Architects, where she co-edited the firm's monograph Out of Practice.

Highland Development Group, LLC

Armindo Goncalves, Principal

Armindo Goncalves currently serves as principal of Highland Development Group LLC, where he manages multiple real estate development projects.

He has extensive development experience in the residential, retail, and commercial sectors of the real estate industry. In his previous role as the Deputy Director at the Boston Redevelopment Authority he oversaw the permitting and construction of well-over \$2.5B of direct real estate investment projects in the City of Boston.

He also served as the Head of Global Business Development with Newgrange Consulting in Boston, where he initiated and lead joint business ventures between US based corporations and business entities in Africa and the Middle East. In his last role as the Associate Director for planning, design, and construction services for the State of Rhode Island, he managed an annual project pipeline of approximately \$250M across all state agencies and 25 direct reports.

Highland Development Group LLC was established to untap the value of distressed, and often overlooked real estate assets in core urban centers. Every real estate transaction is based on trust and community building, where we consistently promote wealth creation through asset retention.

BS, University of Massachusetts
MS, Massachusetts Institute of Technology
Center for Real Estate, Massachusetts Institute of Technology
Emerging Leaders Program, University of Massachusetts

GEI Consultants

Francis Leathers, P.E., F.ASCE, D.GE Senior Consultant

Francis Leathers is a Senior Principal and Civil Engineer specializing in soil and rock mechanics, geohydrology and foundation engineering, and has worked on over 400 projects in 16 states and 4 foreign countries. Mr. Leathers has over 39 years of experience and has provided or supervised forensic, construction claim and litigation support services concerning geotechnical aspects of a wide variety of projects. He has evaluated construction claims and failures, prepared expert opinions, given depositions and trial testimony and assisted attorneys and owners in evaluating evidence and opinions presented by others.

Mr. Leathers has performed and supervised field investigations, analyses and designs, preparation of geotechnical reports and contract documents, instrumentation installation, monitoring and data interpretation, laboratory testing, construction planning and cost estimating, and construction observation for a wide variety of structures and projects. These have included roadways, dams, cut slopes and fills, tanks, tunnels, transportation projects, underwater pipelines, co erdams, commercial and public buildings, treatment plants and pump stations.

The Nolan Group

Gregg Nolan, President

Mr. Nolan was born and raised in Charlestown, Massachusetts and is currently President of The Nolan Group. Mr. Nolan has an extensive background in community, government and business relations. He's served in state and federal government, including staff positions with former Majority Leader of the House of Representatives Richard A. Voke, United States Representative Joseph Kennedy (D-MA, 8th) and United States Congressman Michael Capuano (D-MA, 8th).

Prior to establishing his own practice, Gregg was Senior Vice President and founder of the Government Insight Group, a Boston based government relations and public affairs firm. Additionally, Mr. Nolan served as Director of Government and Community Affairs for Forest City Enterprises, one of the nation's largest retail, residential and commercial real estate developers. In this position he was responsible for creating and implementing

Harold Wheeler, AIA

Principal

Harry brings a thorough knowledge of design and construction, combined with thoughtful attention to detail and use of materials. Since joining the firm in 1996, he has been involved in all aspects of the design and construction projects for numerous hospitality, restaurant and multi family housing projects. Mr. Wheeler has spent several months studying Architecture and Urban Design at the Ecole de Architecture in Montpelier, France. He holds a Bachelors of Architecture and a Bachelors of Architectural Engineering from Wentworth Institute of Technology Boston, MA, where he now serves on the Professional Advisory Committee and is a regular guest lecturer. Harry is a LEED accredited professional. He has also been quoted in several leading industry publications including Hotel Business, Hospitality Design, Banker and Tradesman and The Boston Business Journal. As principal Mr. Wheeler is head of Business Development and marketing for Group One Partners and has developed innumerable successful client relationships.

Wentworth Institute of Technology, Boston, MA

Bachelor of Architecture Bachelor of Architectural Engineering

DCi Engineers

Somerville, MA 02145

David Giangrande, MS, PE, is a Professional Civil and Transportation Engineer with more than 30 years of experience. He has a wealth of project management expertise at all levels, and clients acknowledge his ability to solve problems and reach practical solutions. He is experienced in a wide range of project types and sizes, having successfully delivered projects ranging in size and scope from relatively simple, small projects to complex, \$20+ million dollar full- depth roadway reconstructions for municipal clients.

Wayne Keefner, PE, PTOE, LEEP AP Vice President Wayne is an experienced Civil Engineer with a strong background in municipal and private engineering projects. He has more than 20 years of progressive experience in all phases of project coordination, strategic planning, engineering design, staff training, bid development and site layout and design.

Stephen Sawyer, PE, Site/Civil Department Manager Steve is a seasoned engineer with extensive experience working on land development projects throughout Massachusetts and New Hampshire. His portfolio of notable projects includes the award-winning Harris Park in Somerville, the Newburyport Harbormaster Facility and the apartments at 181 Washington Street in Somerville. A graduate of Northeastern University, Steve serves as a strong mentor to DCI's up-and-coming staff.

Kevin Kiernan, PLS Land Survey Department Manager Kevin is a veteran survey professional with a long history of overseeing successful projects. He has held positions of responsibility in Massachusetts firms, and is an effective manager of projects and people. He has familiarity with and proficiency in the operation of survey equipment and GPS methods.

Stephen Siragusa, MS Manager Of Transportation Steve leads the transportation department at DCI and holds a Master's Degree in Transportation Engineering. He has worked with private investors, local municipalities, and the Massachusetts Department of Transportation (MassDOT). He has been involved in a variety of traffic engineering projects throughout the greater Boston area, including the Hingham Route 3A Corridor Improvement and the Andover Historic Mill District Circulation Study.

Louis Giangrande, Principal/Survey Project Manager Louis has over 35 years experience in the surveying profession, specializing in coordination of field operations and data acquisition. Louis is also a skilled researcher at the Land Court Registries, utility company agencies and institutions and numerous municipalities in Eastern Massachusetts. As a principal and owner at DCI, Louis is responsible for marketing, business development and client relations for survey and other client organizations.

NESHAMKIN FRENCH ARCHITECTS, INC.

5 Monument Sq. Charlestown, MA 02119

Linda Neshamkin, Principal

Rachel Roginsky, ISHC

Owner and Principal (Boston, MA)

Rachel Roginsky, ISHC is the Owner and Principal of Pinnacle Advisory Group. She is based in the firm's Boston office. Ms. Roginsky has more than 35 years of experience in hospitality consulting. After graduating from Cornell School of Hotel Administration, she started her career in hospitality operations, and then worked with the national accounting firm Pannell Kerr Forster, eventually becoming a Principal, overseeing their Management Advisory Services practice in New England. In 1991, Ms. Roginsky founded Pinnacle Advisory Group.

Ms. Roginsky provides hospitality operational, investment counseling and advisory services to corporate, institutional, and individual clients on all facets of hospitality real estate. Additionally, Ms. Roginsky has participated in numerous litigation assignments providing extensive experience for litigation support and expert testimony.

Ms. Roginsky is a Board Member of numerous hospitality-related organizations and societies, and is a regular guest lecturer at prestigious institutes of higher education. She is widely published and quoted, and is the co-editor and author for *Hotel Investments: Issues and Perspectives*, a well regarded book (5 editions) published by the Educational Institute of the American Hotel and Lodging Institute. Ms. Roginsky is also certified as an arbitrator and mediator for Hospitality Alternative Dispute Resolution.

Anthony Gilardi, Principal, Veritas Advisors, LLC

Anthony is the founder and principal of Veritas Advisors, a boutique real estate investment, acquisition and consulting firm located in Newton, MA. Prior to establishing Veritas Anthony worked as Special Assistant to current Massachusetts State Auditor Suzanne Bump; Chief of Staff for the Mayor's Office of Environment, Energy & Open Space and Chief of Staff for the Boston Housing Authority. A life long resident of Boston, Anthony attended the University of Massachusetts Boston and received a Bachelor's Degree in Sociology. He currently resides in South Boston.

DEVELOPMENT APPROACH

We have spent the past three years evaluating 500 Main St which is adjacent to the EMS parcel. While evaluating we built a team and started uncovering additional questions which need to be answered and our team was built according to the task at hand. Fortunately, we plan projects of this size regularly at Waypoint Companies. We had chosen the technical team and development team from a group of professionals we have working relationships with and when we needed additional expertise, we relied on our network for recommendations for additional expertise.

The critical path items are to submit our response for the RFP, with the assumption we are awarded the RFP we will complete the entitlement process and ultimately start construction. Waypoint General Contracting will be the construction manager for this project.

PROJECT FINANCING & OPERATIONS

Knowing the scale and complexity of this project early on we partnered on 500 Main Street project in order to reduce the financial risk associated with this project. In addition to reducing the risk of the project it also allows us to have another developer with experience discussing the strategies. Our previous plan was to build a hotel on the site, however with COVID-19 a hotel can no longer support the site.

A quick financial analysis, and in view of the rising costs of materials and construction in the region indicates that a larger residential project is more viable than a hotel; real time financial evaluation is part of what makes our team financially strong. Harbor One Bank's letter stating their interest to fund this project is included in our RFP response.

CONSTRUCTION PROCESS & TIMELINE

Technically this project has a unique set of circumstances. The water table is relatively close to the surface making underground parking unaffordable. We have designed the site in a way that there is structured parking not fronting any of the adjacent streets. The old Mishuwam Street which is included in our 500 Main Street project is adjacent to the EMS parcel. There are large utility mains in the old roadway which will need to be moved prior to construction of the building taking place.

In addition to the utilities under the old Mishuwam Street a large electrical bank runs across the main street frontage of the EMS site connecting to the new Mishuwam Street. After careful research the cost and uncertainty of moving the underground electric encourage us to not build on that frontage and leave it as open space. The new structure we are proposing will occupy the current EMS location.

We have allocated a location on site for a temporary EMS location to be erected while the new facility is being built. In order to understand what is needed we have toured EMS facilities, had design teams study the temporary requirements, and had many discussions with EMS to make sure our plan would support their mission of providing EMS services to Charlestown. There will be no interruption EMS service at any time during the construction. We have included a project timeline as part of our RFP response and within the project timeline there is time allocated to construction.

PROJECT PLANNING & COMMUNITY ENGAGEMENT
(see community process section)

Tentative timeline	Start Date	Duration (Days)	End Date
Request for Proposals Responses Due	06/16/21	1	06/16/21
Proposal Evaluation / Developer Presentation / Community Review Process / Comment Period	06/17/20	120	10/14/20
Boston Planning and Development Agency (BPDA) Board Approval - Tentative Designation	10/14/21	1	10/14/21
Tentative Designation Period	10/14/21	365	10/14/22
Project Notification Form (PNF) Filed for Large Project Review (LPR)	10/17/22	1	10/17/22
Notice of PNF Published	10/17/22	5	10/21/22
Public Comment Period / Community Review Process / Scoping Session with the Impact Advisory Group (IAG)	10/21/22	30	11/19/22
Boston Civic Design Commission Approval	10/21/22	47	12/06/22
BPDA issues Scoping Determination Issued	11/30/22	1	11/30/22
Developer reviews Scoping Determination	11/30/22	30	12/29/22
Developer files Draft Project Impact Report (DPIR) in response to Scoping Determination	12/29/22	5	01/02/23
DPIR Public Comment Period / Community and IAG Review Process	01/02/23	45	02/15/23
BPDA issues Preliminary Adequacy Determination (PAD)	12/29/22	60	03/02/23
Developer reviews PAD	03/02/23	30	03/31/23
Developer files Final Project Impact Report (FPIR) in response to PAD	03/31/23	5	04/04/23
FPIR Public Comment Period / Community and IAG Review Process	04/04/23	45	05/18/23
BPDA Board Approval	06/08/23	1	06/08/23
Article 80 documents signed (Cooperation Agreement, Certification of Compliance, Boston Residents Jobs Policy and Affordable Housing Agreement). BPDA design review approval.	06/08/23	61	08/07/23
Boston Transportation Department (Transportation Access Plan Agreement and Construction Management Plan)	06/08/23	61	08/07/23 ¹
Developer files with Zoning Board of Appeals (ZBA)	06/08/23	30	07/07/23
ZBA rejection letter issued from the Inspectional Services Department (ISD)	07/07/23	1	07/07/23
ZBA Approval	09/05/23	1	09/05/23
Public Improvements Commission Approval	09/05/23	38	10/12/23
ISD permit issued	09/06/23	90	12/04/23
Under construction	12/04/23	570	06/26/24
Construction completed. Certificate of Occupancy Issued (ISD) and Certification of Completion issued (BPDA)	06/26/24	44	08/08/24
Please note that not all permits and approvals listed may be required and others not listed may prove necessary based upon changes in the project's design or program. In addition, the Scoping Determination and PAD may be waived for further review if the BPDA Board finds that the PNF and public comments provide adequate information regarding the project's impact.			

EMS SUBSTATION

Although the EMS parcel is not a critical parcel of this development, we believe it is critical for the community and our first responders and therefore we are responding to this RFP. The costs associated with temporarily moving the EMS location and allocating 8,500 sq. ft of space for the new facility are beyond the land value. We believe the supporting the first responders in our community is what makes responding to this RFP worthwhile.

In addition to supporting the first responders the EMS location is odd shaped and at the corner of Main Street and Mishuam Street. During planning sessions our urban design team explained this parcel should be planned with 500 Main Street. The concern was if the EMS location was not planned simultaneously the parcel was small and odd shaped which meant it would be very difficult to improve in the future. We do value the community support our project will likely receive due to the new EMS location.

ARCHITECTURE & ENGINEERING

This project requires a group of professionals all working in concert to design a building that pays tribute to the neighborhood architecture, while solving the EMS facility challenges, and the Residential requirements. For these reasons we have engaged a team of professionals who are all capable of understanding these requirements. French2D is our Urban Planning/Architect. Not only are they very qualified both principals grew up and currently live in the neighborhood.

As the planning nears completion on this project, we will start to solidify our MEP approach. We have extensive experience in efficient systems, and we will apply our experience along with our engineer's knowledge to make this building not only functional but efficient. This will include but not be limited to evaluating cogeneration, water source heat pumps, solar and others. Our civil engineering team DCI has extensive experience in the city of Boston and are aware of the site challenges and have had preliminary discussions with BWSC.

We are confident with careful planning none of the existing utilities will keep us from achieving our goals. Waypoint has planned and implemented projects of equal or greater capacity in the City of Boston since 2002. Kieran McAllen, Principal at Waypoint will not only prepare the CMP plan with our engineer's but he will be overseeing the construction management team who will be following this plan. One project with a complicated CMP plan that comes to mind in Charlestown is 30 Polk Street. This project was adjacent to the high school, across the street from a large Boston housing complex and adjacent to an old cemetery all while having limited setbacks from the property lines. This project was well planned and executed by Kieran and his team.

COMMUNITY PROCESS

Our professional staff has extensive experience conducting many public community review processes through our work on past projects throughout the City of Boston. Public participation and engagement are core components of our expertise and something we take great pride in. We believe everyone's voice is important and that everyone should have a seat at the table. Some of our projects have been met with a wide range of challenges and varying opinions related to specific aspects of a project whether it be design, scope or construction methodology. Our main goal when met with one of these challenges is to try to resolve the issue, if possible, in a very thoughtful and respectful manner.

We strive in every effort we're involved in to work closely with the impacted abutters, community groups and elected officials and make a sincere effort to establish a solid public review process that will create strong partnerships between us and the community therefore resulting in a successfully project that everyone can feel proud about.

During the community review process for this undertaking, Waypoint Companies will commit to work extremely diligently in coordinating an extensive, thorough, transparent and truly productive engagement dialogue with all effected stakeholders that builds trust and confidence while also promoting a sense of community.

To this end, Waypoint Companies has already met with the following stakeholders:

- Mayor's Office of Neighborhood Services
- Staff of Senator Sal DiDomenico
- State Representative Dan Ryan
- Councilor Lydia Edwards and Staff
- Members of the 520 Social Club (most impacted abutter)
- Members of the Charlestown Neighborhood Council
- Members of the Charlestown Community Garden
- Members of the Charlestown Working Theater (impacted abutter)
- Members of the Charlestown Mother's Association
- Members of the Charlestown Chamber of Commerce
- Various direct impacted abutters

As with past projects, we are quite familiar with the requirements of the Impact Advisory Group (IAG) process and plan on working with all of the relevant project stakeholders on this transformative and exciting project in the Charlestown neighborhood.

DEVELOPMENT DESIGN CONCEPT

This proposal is for a mixed-use development consisting of a 117 Compact Unit Apartment Building facing Rutherford Avenue (105,553 SF), parking garage (9,900 SF), and Townhouses (6 units, 7,500 SF), which continue the contextual scale and feel of Main Street, next to an open Plaza, and a first floor Commercial Space (1500 SF) at the site's most prominent neighborhood corner on Main Street, adjacent to a two story (1st and 2nd floor), floor-through community space, planned as the EMS facility (9,853 SF). The site design provides a neighborhood presence on the Main Street Plaza and easy ambulance and car access along Mishawum Street. The urban design features are made possible by being able to master plan the site by combining Parcel C-2A-5 with the adjacent site, 500-504 Main Street, the former "Duffy Site" (Figure 1).

EMS Facility

Figure 15 shows the fit plans for the EMS facility, following Appendix B/Exhibit 3's planning directives and dimensional requirements. These requirements are met and fit into the unique site constraints in order to afford a new and celebrated civic presence for the EMS facility within the neighborhood, along the Main Street Plaza.

Design Response to Guidelines

The design takes into account the Community input and Development Guidelines in several ways. The commercial space is designed to accommodate a ground floor retail program and is generous in its design by providing a corner plaza for outdoor seating, something that is rare in the neighborhood. The design pays careful attention to the unique site context, echoing the massing, frontage, detail, and materials of the residential edges, while using the rhythm and organization of windows and angles to reference the language of its 19th and early 20th century industrial and civic past. It further participates in the future innovation within this historical context through its design along the Rutherford Avenue corridor (Figure 8).

All vehicular access is at Rutherford Avenue and Mishawum Street, and residential traffic is kept at the furthest distance possible from the ambulance bays (Figure 9).

Careful attention has been paid to the design and massing of the site to avoid casting shadows on to the Gardens for Charlestown community garden, as shown in the year round shadow studies in Figure 10.

Parking accommodations take into account the proximity to both the Orange line and two active bus lines (the 92 and 93) and are in accordance with the City of Boston's Compact Living Design Guidelines. The Plaza provides a convenient space for a Blue Bike station.

Landscaping along the site edge and in the substantially sized Main Street Plaza would enhance not just the site but the entire end of this prominent stretch of Main Street. The Residential Entry Plaza at the corner of Rutherford Avenue and Mishawum Street accommodates the accessible entry to the raised first floor at this edge, and makes it a welcoming landscape feature, meant to work in concert with the city's proposed improvements for Rutherford Avenue. New trees and all site materials will meet the guidelines and street trees adjacent to the site will be protected as is possible.

Interior climatized trash storage is provided in the first floor utility space adjacent to the loading dock bay to avoid unsightly conditions. Care has been taken to treat all edges of the proposed buildings as visible front edges (along both streets and plazas).

Community Space Requirements

Upon completion of the core and shell for the EMS substation the Main and Rutherford LLC will convey the space to the BPDA pursuant to all procurement laws and provisions of G.L.c 183A and G.L.c 149.

EMS Temporary Relocation

Figure 16 demonstrates how the existing curb cut on Main Street on the “Duffy Site” would accommodate temporary structures and parking for the EMS facility during construction of Building A.

Compact Unit Common Amenity Space Design

A variety of Common Spaces are interspersed at the interior, with larger spaces on the ground floor and third floor, and more intimate interior common spaces at the 2nd, and 4th -8th floors. Outdoor Common Spaces are provided exclusively for the building occupants at a large outdoor deck on the third floor, over the garage, and a large upper deck along Rutherford Ave.

Community Benefit of the Design

Parcel C-2A-5 and the adjacent “Duffy Site” comprise a substantial portion of underutilized and bleak landscape at the end of Main Street, in stark contrast to the charming adjacent character of the Charlestown neighborhood. The proposed design restores the street edge, provides a new and attractive Plaza with landscaping, seating, blue bikes and visual respite, and provides a transitional buffer between the intimate historic neighborhood scale and the bustle of the Rutherford Avenue regional corridor, and I-93 beyond.

The surrounding community has expressed desire for this end of Main Street, at the confluence of Bunker Hill Street and Medford Street, to have appropriately scaled retail. The design proposes that this retail space could provide a lively beacon, situated just across from the beautiful Gardens for Charlestown, providing outdoor space to both admire and complement its context.

The design is sensitive to the scale shifts in height and massing that exist in its neighborhood context. As such, the Main Street Townhouses respect the existing fabric in both height and massing, as does the corner of Building A, which substantially peels back its height as it reaches the neighborhood corner at Main Street. Building A responds to the more civic scale of the Teamsters Building, the Schrafft’s Center and other development along Rutherford Avenue.

Because the site also sits at a vulnerable point for future flooding in Boston, the design answers the RFP’s request that the 1st floor elevation be set no lower than Elev 20.5 (Boston Base). Importantly, the design uses the Plazas and landscaping to mitigate what would otherwise be a set of awkward and inaccessible street edges as the program spaces are set much higher than the sidewalk. Utility and Infrastructure spaces are further provided at a minimum of two feet above this elevation, and on higher floors.

Resiliency and Sustainability Goals

The 522 Main St project will address and exceed Boston’s resiliency and sustainability guidelines for each of the distinct uses; Residential, Emergency Medical Services (EMS) and Retail, in an integrated fashion. The project will utilize the City of Boston’s Compact Living Pilot for building well-designed and well-located homes, with shared common areas and transportation options that reduce car use. The project will include a zero-carbon analysis and will incorporate strategies into the design in support of Mayor Walsh’s Carbon Neutral Boston 2050 commitment. The buildings will employ flood resistant construction techniques due to its location in flood zone AE, as well as construct and operate a rainwater recharge system for the entire location, constructed to manage significant rainfall on site. To mitigate heat island impacts, the project will include light colored pedestrian-oriented hardscape, high-albedo rooftops and vegetated open spaces.

Green Building Design Plan

1. Green Buildings: The project strives to be environmentally responsible in its design, construction process, and future operations. Consistent with these goals, the project will be designed to meet City of Boston requirements by achieving LEED Certifiability under the LEED BD+C: Multifamily Midrise and Homes Lowrise rating system (Rutherford and Townhomes respectively), in addition to Energy Star Certification, and Stretch Code Compliance. The design will achieve LEED Silver, and aspire to higher. The preliminary LEED checklists are included at the end of this section.

2. Integrated Project Planning: An integrative process will facilitate the design and development team's achievement of green objectives throughout the project life cycle. The project team will include LEED Accredited Professionals and LEED Green Rater to ensure a complete, integrated approach to design, construction, operations and maintenance. A sustainable design focused workshop will be held during schematic design and the team will review and confirm the sustainable design and energy efficiency goals. A preliminary energy use assessment will be conducted using whole building energy modeling. As the project develops, regular design meetings will be held to ensure the entire team is engaged throughout the design and construction process.

3. Site Development: The project is located on a previously developed site. A site condition assessment will be conducted, and a plan will be developed and implemented if remediation is required. During construction, the project will provide a Storm Water Pollution Prevention Plan per the City of Boston requirements. The construction team will develop and implement an Erosion and Sedimentation Control Plan for the duration of construction. The project will develop a construction and demolition waste management plan that establishes waste diversion goals. To mitigate heat island impacts, the project will include light colored pedestrian-oriented hardscape, incorporating a high solar reflectance index roof and vegetated open spaces. The project will include a rainwater management and mitigation plan to capture, store and recharge the rainwater collected from the building roofs. The project will strive to infiltrate stormwater runoff for a 95th percentile 24-hour storm event.

4. Connectivity: The project is in close proximity to several public services and has access to MBTA bus routes and to the Sullivan Square Orange line station. The project will provide electric vehicle parking spaces and combine bicycle storage for bicycles for the residential, retail and EMS population. The project team will work with the local bike sharing company to investigate the options for locating a sharing dock at the project location to complement the Sullivan Square BlueBikes dock.

5. Water Efficiency: The project will include specifications for low flow and high efficiency plumbing fixtures within to reduce the amount of potable water used throughout the building. The site will utilize native, adaptive, and/or drought tolerant plant species that require limited irrigation.

6. Energy Efficiency: A whole-building energy simulation will be performed for the midrise building demonstrating both compliance with ASHRAE 2013 and the Stretch Code. The team will analyze efficiency measures during the design process and account for the results in design decision making. The townhomes will meet stretch energy code by providing a HERS rating and meeting Energy Star certification. Fundamental Commissioning will be pursued for the large building component. To limit fossil fuel use, priority will be given to creating and integrating passive systems, for heating, cooling, and daylighting. The project will explore uses of solar PV and solar thermal domestic hot water. The project will work with utility companies and Mass Save to determine what programs and incentives are available for the project.

7. Indoor Environmental Quality: The building will have a healthy interior environment generated through the use of low-VOC containing interior construction and finish materials and maintained through an efficient ventilation system in compliance with ASHRAE 62.1-2010. In accordance with LEED the buildings will be non-smoking, and no smoking will be allowed within 25 feet of the building. The construction management team will develop and implement a compliant Indoor Air Quality Management Plan for the construction and pre-occupancy phases of the project.

8. Materials Selection: Careful material selection will be performed for the project. Where possible the project hopes to integrate products that have Environmental Product Declarations, sourcing of raw materials and corporate sustainability reporting, and Material Ingredients disclosures. The project will use locally sourced materials, such as aggregate located within 100 miles of the site.

9. Innovation: The project team will explore innovative approaches to design and maintenance including green housekeeping and pest management programs. In particular, the project is going to investigate material and methods of construction to facilitate the successful operation of residential, retail and EMS station in one building with attention to air and sound control. The project will seek to include the LEED pilot credit of Residential Inclusive Design.

ZONING NARRATIVE

Site and Surroundings

The combined Proposed Project Site is made up of Parcel C-2A-5 falling within the Neighborhood Shopping Subdistrict and the abutting Duffy Property parcels located in the Local Industrial Subdistrict. The combined site is bounded by Main Street, Mishawum Street, Rutherford Avenue and an abutting social club property. Parcel C-2A-5 contains an existing one story temporary metal structure providing a one bay EMS ambulance facility serving Charlestown. The abutting 500-504 Main St. ("Duffy Site") Parcels A, B and C are presently cleared and the former Duffy warehouse demolished, see Figure 17.

Project Description

The proposed Project consists of Townhouses and open Plaza along Main Street and a residential compact unit apartment building facing Rutherford and Mishawum that incorporates a new EMS Station with side by side bays for 2 ambulances, plus small ground floor commercial. Parking is contained within an automated garage wrapped by the apartment building and at grade parking for the Townhouses accessed via the shared ramp entry to the garage.

Proposed Building Uses and Dimensions

Table 1-1 below provides a summary of the approximate Project dimensions:

Table 01: Summary of Project Dimensions	
Lot Areas:	
EMS Site	6,126 Sq. Ft
500-504 "Duffy Site" (3 parcels)	35,388 Sq. Ft.
Total of Lot Areas	41,514 Sq. Ft.
Gross Floor area (Zoning)	
On EMS site	26,129 GSF
On "Duffy Site"	96,824 GSF
Total Gross Square Feet	122,953 GSF
Floor Area Ratios	
EMS FAR	4.27
"Duffy Site" FAR	2.74
Overall Site FAR:	2.96
Number of Residential Compact Units	117 Units
Number of Standard Residential Units	6 Units Contained in 3 Townhouses
Height of tallest portion of building	Approx. 87 Ft (from 1st Fl. Note: New grades are in City design process)
Number of Stories	
Compact Unit Apartment Building	8 Stories Highest portion is 8, stepping down to 6
Townhouses	3 1/2 Stories
Parking Spaces	
Compact Res	17
Retail	3
Townhouses	6
EMS	8
Total Parking	34 Spaces
Ambulance Bays	2 Bays

Compliance with Boston Zoning Code:

Parcel C-2A-5 is located in a NS Subdistrict of the Charlestown Neighborhood District, Article 62 of the Boston Zoning Code (the “Code”). The adjacent 500-504 Main “Duffy” Parcels are located in an LI Subdistrict of Article 62.

The combined EMS and contiguous 500-504 “Duffy” Site consists of 41,514 square feet of land with proposed improvements of 122,953 square feet gross of mixed use Residential, Retail, Townhouse and EMS uses. The Residential Compact Apartment Building is a Multi-Family Dwelling use, which straddles both LI and NS. This is a forbidden use in LI and an allowed use in NS. The EMS facility also straddles NS and LI. Ambulance facilities do not have their own listing in Table B but are closest to the Fire Station category which is allowed in LI but conditional in NS. However, in the RFP’s modified table, the use is allowed. The small retail area lies within NS and would be considered an Accessory Retail use. The Townhouses are a forbidden use in LI. The plaza spaces are an allowed Open Space use in both NS and LI. Accessory parking to serve all of the uses described above is allowed in LI at all stories and at the 1st story of NS.

The Proposed Project will seek relief as required from the use restrictions described above through the Article 80 Large Project Review Process.

That part of the built project falling within Parcel C-2A-5 (NS Subdistrict) will have an FAR of 4.27, exceeding the NS FAR of 2.0, but below the RFP’s modified FAR of 4.7. The remainder of the built project falling within the 500-504 Main “Duffy” site (LI) will have an FAR of 2.74, exceeding the LI FAR of 2.0. Looking at the total project this averages out to an FAR of 2.96. Note that this includes the area of the garage spaces, without the garage spaces, the FAR for the total combined site is 2.84, and without the EMS space, the FAR is 2.63. The Residential Compact Units structure exceeds the 35 ft and 45 ft height limitations for NS and LI respectively, but on the portion of the Parcel C-2A-5 site the Residential Compact Unit structure average height is 69’-0”, below the RFP’s proposed height limit of 70’-0”.

There are no minimum lot size, lot width, lot frontage, front yard, side yard within LI or NS, and a 20 ft rear yard requirement in NS with no rear yard required in LI.

The project will be seeking relief from dimensional regulations as part of the Article 80 Large Project Review process.

The location of the Site is in a transition area between nearby historic residential neighborhoods and public service and industrial/commercial uses. Additionally, it lies across Rutherford Avenue from a still-developing large scale residential presence. Given this location, and the evolution of surrounding structures influencing the design, the height, mass, and scale of the project, we believe it creates an appropriate transition from the residential neighborhood to the larger scale buildings and road structures beyond.

Parking:

Parking and off-street loading requirements for proposed developments of 50,000 SF or more in a Neighborhood District are subject to Article 80 Large Project review, and are determined as part of the Article 80 review process. Under the Compact Unit Guidelines the project would minimize parking requirements, would need 1.5 spaces per unit for residential (9) and 2 spaces per thousand sf for Retail (3).

EMS requirements as defined in the RFP for the Sale of Parcel C-2A-5 (EMS site) will be met at 8 parking spaces and 2 Ambulance Bays.

The Project provides 26 spaces in a garage accessed off of Rutherford, and the EMS 8 spaces and 2 Bays off of Mishawum. It is anticipated that parking demand is lessened by the building location served by bus routes and the nearby Sullivan Station Rapid Transit, and bicycle parking and sharing.

Please see Design Exhibits attached Appendix A Parcel C-2A-5

Boston Residents Jobs Policy

The Rutherford and Main LLC proposal by Waypoint Companies will result in a dynamic residential project with the added component of a state of the art, cutting edge emergency services facility. This project is expected to have a very positive, social and economic impact not only in the neighborhood of Charlestown but also across the City of Boston. One of many ways this will be achieved is through construction and permanent job creation.

Based on current and past projects, Waypoint Companies have demonstrated their commitment to the economic growth of Boston through creation of construction jobs and inclusion minority vendors and development participants. We have demonstrated this commitment by either meeting or exceeding the goals of the Boston Residents Job Policy (BRJP) on past projects and we look forward to maintaining that same level of success over the course of this very important endeavor.

During construction, Waypoint Companies will work extremely diligently to meet the following commitments:

BRJP Standard

Waypoint Commitment

Boston Residents: At least 51% of the total work hours of journey people and 51% of the total work hours of apprentices in each trade must go to Boston residents;

At least 55% participation by Boston residents.

Persons of Color: At least 40% of the total work hours of journey people and 40% of the total work hours of apprentices in each trade must go to people of color and;

At least 45% participation by people of color.

Women: At least 12% of the total work hours of journey people and 12% of the total work hours of apprentices in each trade must go to women.

At least 12% participation by people of color.

Diversity and Inclusion Plan

To achieve the stated goals listed above and also to maintain a very strong dedication to Minority Business (MBE) and Women Business Enterprise (WBE) participation Waypoint Companies will strive to prioritize the hiring of residents, minorities and female-owned locally based businesses by utilizing strategies that have been proven effective in past projects.

Additionally, Waypoint Companies will be engaging two minority owned-firms Highland Development Group LLC and development attorney Derric Small, Esq; as equity partners in this real estate transaction. The parties are currently negotiating the terms of this proposed business arrangement, and upon tentative designation the parties will make their equity position available to the BPDA.

Those strategies include:

- Utilizing our directory of M/WBE businesses that has been established over time. Waypoint Companies will draw from this resource in bidding work for professional services, contractors and subcontractors.
- If there is a shortfall of M/WBE firms in any area or if we are not meeting our BRJP commitment then we will utilize local print media and online services to advertise business and employment opportunities for the project.
- Waypoint Companies will also utilize the Boston Jobs Bank and Youth Build Boston services to assist us in outreaching to qualified applicants.
- We will also accept on site applications that will make it easier for an individual to apply to work on the project.
- Waypoint Companies will maintain records on the utilization and participate of WBEs, MBEs and BRJPs on this project.

We understand and appreciate that employment is a means to empowerment. It also produces a successful project as well. By creating economic opportunities for local residents who are qualified, dedicated and committed we are ensuring that the property will be developed and built by a capable workforce resulting in the addition of a very dynamic and meaningful project to the landscape of Boston.

In the predevelopment stage of this project, Waypoint Companies has engaged six (6) minority owned enterprises in the planning, design, legal, transportation, and other necessary consultancy services required on this project.

RESIDENTIAL MARKET

In accordance with the RFP, we have conducted a preliminary housing market overview associated with the proposed development of a mixed-income rental project in the Charlestown neighborhood of Boston. This preliminary analysis and ongoing discussions with residential development consultants provides the following:

- An Overview of the Boston Housing Market
- Evolution of the Housing Supply Shortage
- Local Housing Market Trend

Boston Overview

Greater Boston continues to be the tenth-largest metropolitan statistical area (MSA) in the United States, home to over 4.6 million people according to the US 2018 Community Survey, while the New England Combined Statistical Area (CSA) is the nation's fifth largest with over 14.9 million people. Strategically located in the heart of the Eastern Seaboard, this vibrant metropolitan area is a major center of Education, Finance, Healthcare, Bio-technology, Industry and Tourism. Despite the recent pandemic, the overall rental housing market in the Greater Boston Area experienced a slight slump in the past 18-months, but recent data suggests that the rental market in the City of Boston will return to their pre-pandemic demand levels. Much of the projected rental market gains will be attributed to returning university students, re-opening of commerce and corporate office spaces, etc.

Evolution of the Housing Supply Shortage

For years, tight housing supply has been the sore spot for an otherwise healthy housing market. Inventory of both new and existing homes both for sale and rental are currently at a historical low. There are various reasons why housing supply has not been able to keep up with the rising household demand. A few of the most often cited reasons for housing shortages are land use regulations, zoning restrictions preventing supply from picking up in areas which have the most demand, NIMBYism (not in my back yard), cost of materials and construction costs. In recent years, increasing raw material costs have also been adding to builders' woes, especially during the pandemic when lumber prices increased more than 150%. (Associated General Contractors of America in 2020).

Across the nation, the ongoing housing shortage is large and rising, in part due to the effects of the COVID-19 pandemic. Current estimates suggest that the shortage has increased 52% from 2.5 million in 2018 to 3.8 million in 2020. And given the low mortgage interest rate environment, the high demand and the need for more space is expected to continue into the near future.

The U.S. is currently experiencing an increase in housing demand that is well beyond what record low mortgage rates would typically yield as many people are spending more time at home. This high demand has driven the housing supply shortage even higher and has also caused home prices to rise over 12% from a year ago. We do not expect housing demand to decrease in the near-term.

Local Housing Market Trend

Boston is the capital of Massachusetts and the largest city in New England, spanning about 48 square miles. It's home to nearly 693,000 people and also serves as a destination for more than 22 million tourists each year. Boston has achieved many important milestones in U.S. history, including the country's first subway system (known as the T), first public school, and first public library. Today, in the realm of business and industry, Boston is known for its "eds and meds." The city has some of the best hospitals and healthcare facilities in the world, along with dozens of top-notch educational institutions.

Boston's many neighborhoods offer a rich mix of real estate opportunities, from stately brownstones in Beacon Hill to triple-deckers in Dorchester to sleek new luxury condos in the Seaport District.

The state of the housing market like many other major cities, Boston's real estate market has been hit hard by the pandemic. The downtown area especially saw a massive exodus of residents, who left apartments vacant in search of more space during the lockdown. The once-vibrant college campuses in and around the city were quiet and subdued as students were sent home to complete their studies remotely last March. As the vaccine continues its rollout, campuses are expecting to be full again this fall, which bodes well for investors in the student housing sector.

Here are some real estate trends of note:

Housing is in short supply: Demand is high and inventory is low in Boston's real estate scene. When homes do come onto the market, bidding wars usually ensue for those who can afford to get into the fray. This is particularly discouraging for first-time homebuyers who will likely have to wait for the market to cool off or expand their search farther outside of the city. This dynamic continues to exacerbate the need for further production of rental housing in the City of Boston and the region as a whole.

The median price of houses is high: It's expensive to buy a home in Boston. The country's average median home price is \$330,000, but in Boston, it's hovering around \$557,000. It will be hard for investors to find any bargains in such a hot real estate market, and homeowners lured by low interest rates might find their budget stretched to the max.

The rental market is on the rebound: Even with a slight drop in rent, Boston's median rent is much higher than that of the general market. Boston is a huge college town, which meant there was a massive exodus of students during the pandemic. Most students continued their studies either remotely or in a hybrid fashion, depending on their campus. Things are definitely looking up for the fall 2021 semester, though, so campuses -- as well as landlords -- are looking forward to welcoming back students.

Median rent price:

It's also expensive to rent in Boston, where the current median rent is \$2,230, surpassing the national median price of \$1,740. Still, Boston rents have decreased 5.9% year over year. The pandemic caused many renters to flee crowded cities. Many of these renters were college students, many of whom were forced to or made the choice to continue their studies remotely starting in March 2020.

Rental vacancies: Vacancies saw a sharp increase since we first went into lockdown in March 2020. Many people left the city, particularly downtown Boston, where vacancies spiked to nearly 25%. Thousands of college students were also sent back home to continue their studies remotely. As more people become eligible for vaccines in the upcoming months, expect to see full campuses again this fall.

Construction indicators: Construction costs have been on a fairly steady rise over the past few years, with a 6.7% increase year over year. Builders and contractors are currently dealing with supply shortages and increases in lumber costs, which make new builds an even more expensive proposition.

Just as many offices closed down to help stop the spread of COVID-19, many construction projects were also delayed in 2020. Despite higher costs, many projects were once again given the go-ahead, but Boston building projects are still not quite where they were before the pandemic.

Neighborhood Profile & Impression

The subject parcels are located in the Charlestown neighborhood of Boston. They are bordered by Main Street to the northwest, Mishawum Street to the northwest and Rutherford Ave to the east. Accessibility to the project site is excellent, as Main Street serves as a major corridor to the Boston market, to points in the North End, Government Center, Beacon Hill and Back Bay, consisting of diverse and robust economic activities. Additionally, the site is immediately served by two-off ramps with access to 93N/S, and less than two miles from the Mass-Turn-pike (90 East-West) interstate corridor.

Proposed improvements to the Sullivan Square MBTA station and off-ramp improvements leading to Leverette Square from route 93North will greatly increase the competitiveness of the proposed residential project, thereby placing the project in a unique position to serve the de-mand for rental apartments in the Boston market.

Data Sources: Freddie Mac: "2020 National Housing Market Outlook". Energy Logic: "Housing Tides". Greater Boston Real Estate Board, Mass Housing, Citizens for Housing and Planning Association.

While the development team is committed to delivering the EMS station as required by the RFP, we anticipate having a more in-depth discussion with the BPDA and other relevant State or Federal Agencies to help defray the site costs associated with this component of the overall project. Since our last submission into the BPDA, the cost of construction and materials have increased significantly, and this fact combined with the cost of relocating the underground utilities to make the EMS station viable is in large part cost-prohibitive, but doable. We believe that a public-private partnership approach with the City would help alleviate some of these issues, and of course, this will require further discussions with the BPDA as the project moves forward.

The Financial Submission must be submitted in a separate, sealed envelope and include a formal price offer on the Price Proposal Form included in Appendix A as Form H.

1. Formation Documents

- a. Articles of Incorporation;
- b. Certificate of Status/Good Standing;
- c. Certificate of Incorporation;
- d. By-laws;
- e. Certificate of Organization (LLC1, or LLP1 in some states, if applicable);
- f. Borrowing Resolution;
- g. Operating/Partnership Agreement (if LLC or LLP); and
- h. Certificate of Registration as a Foreign Entity (if applicable).

2. Financial Documents

- a. Financial Statements or Annual Reports for the three most recent fiscal years;
- b. Interim Financial Statements for Proponent (if applicable, most recent month ending within thirty days);
- c. Personal Financial Statement of principal owners of Proponent (upon request);
- d. Financial Statements of any tenants, lessees and occupants intended to occupy the premises (if applicable); and financing commitments or project specific letters of interest from recognized funding sources.

3. Financial Submission Workbook

Using the template provided in Appendix A, Form C, provide the following information:

- a. Sheet C1: Development Program
- b. Sheet C2: Development Cost Pro Forma. All costs identified must be supported by realistic funding sources and uses must equal sources.
- c. Sheet C3: Stabilized Operating Pro Forma.
- d. Sheet C4: Ten Year Operating Pro-Forma, if applicable.

4. Financial Narrative

In addition to the pro forma spreadsheets, the Proposal must include a narrative which describes the following:

- a. An implementation plan for the proposed development, including a development schedule with key milestone dates and a projected occupancy date. The development schedule should outline the required regulatory approvals for the proposed development and the anticipated timing for obtaining such approvals;
- b. All contingencies, specifying whether for hard costs, soft costs or total costs, design or construction, financing or other critical components of the total project costs;
- c. Sources of debt and equity for the total project cost;
- d. All assumptions regarding financing terms on acquisitions, pre-development, construction, and permanent loans;
- e. Any other project related expense not included in the above categories; and f. Calculation of total project costs.

5. Price Proposal:

Using Appendix A, Form H, as described in Section 6, clearly outline the financial offer to the BPDA by indicating the amount of your offer per gross square foot of floor area to be developed. This form must be signed by the authorized principal.

DESIGN EXHIBITS

RFP Response:

Parcel C-2A-5, Project No. Mass. R-55
516R 522 Main Street

June 16, 2021

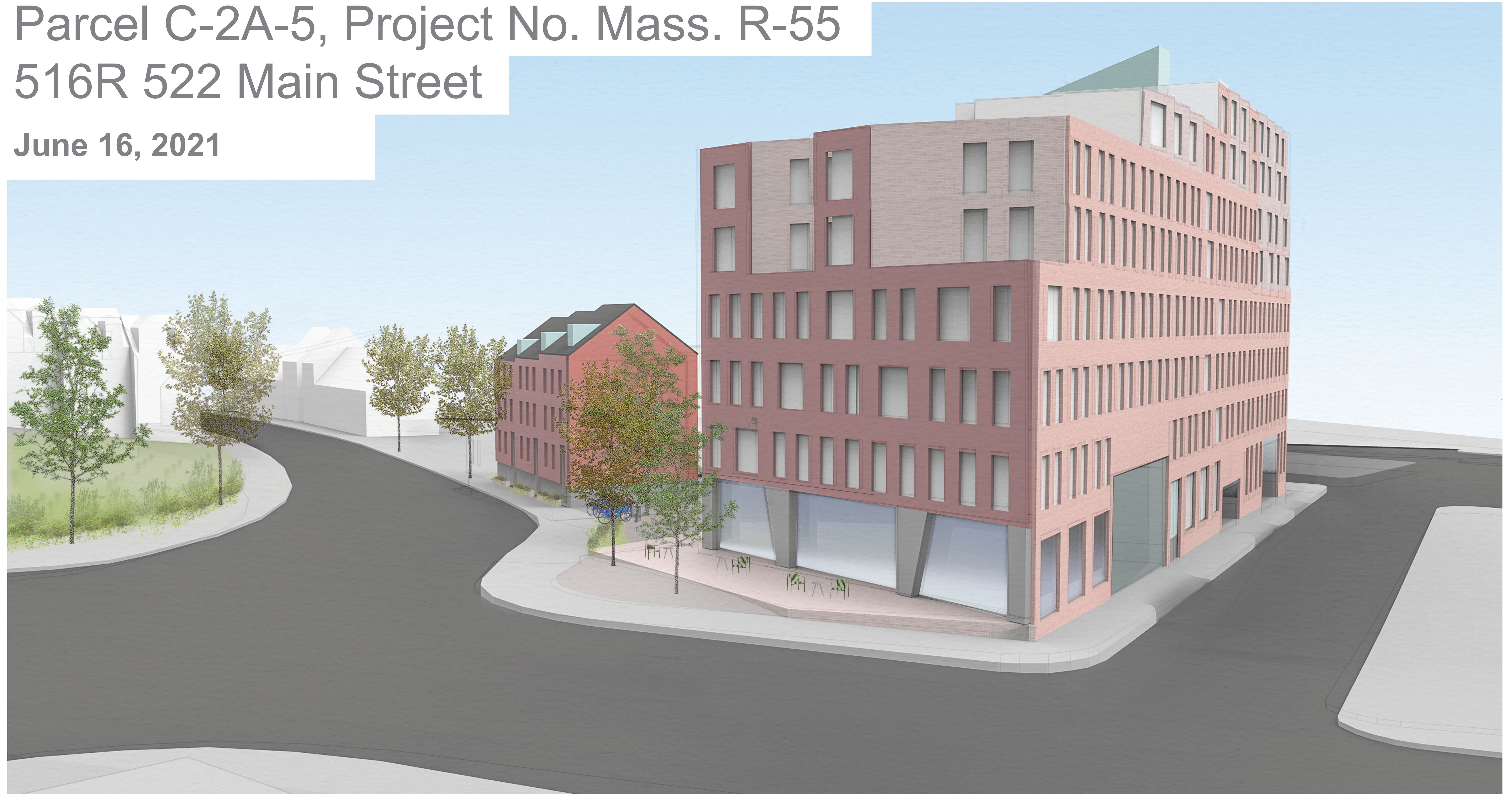


Fig. 1: **Site Overview**

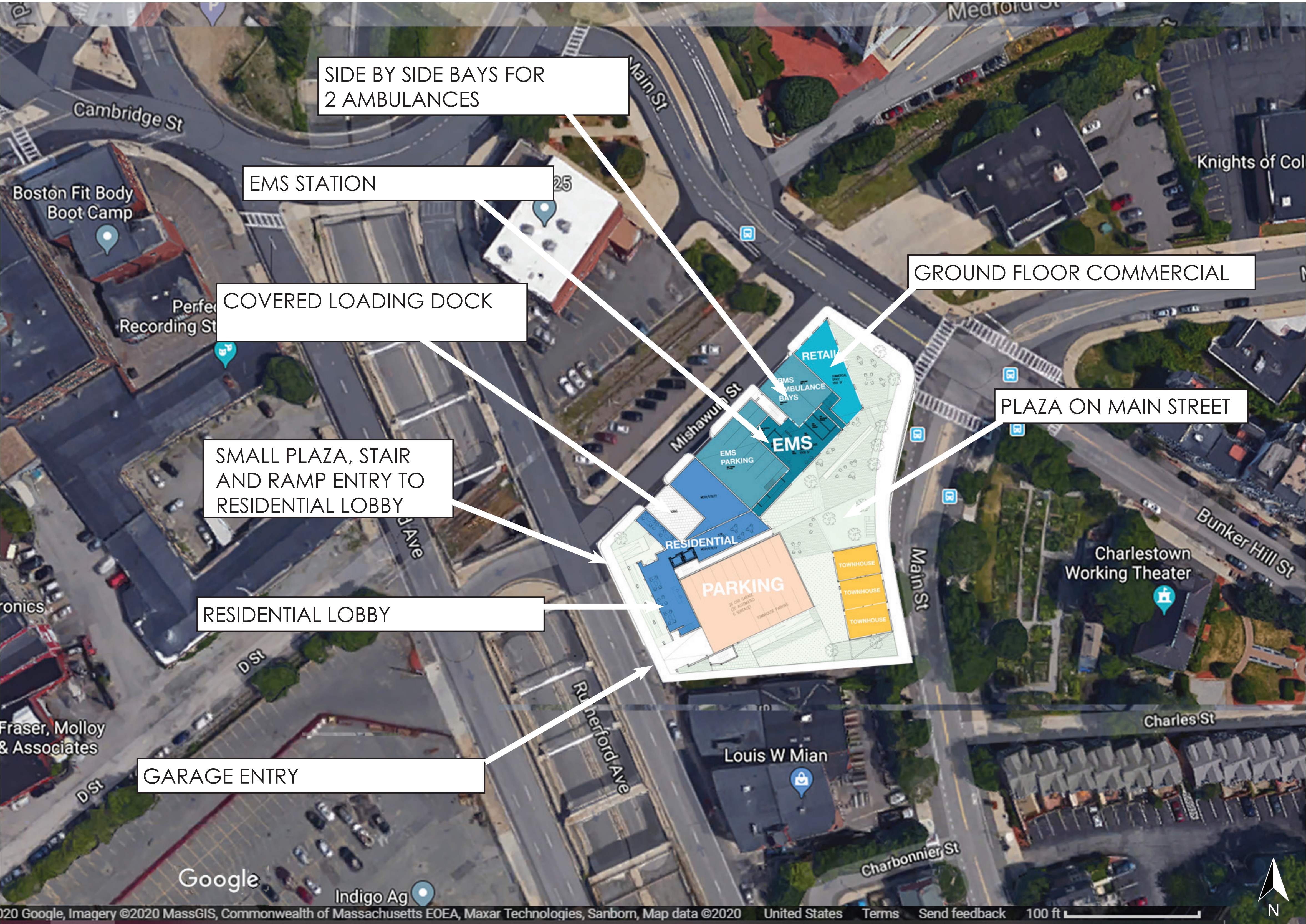
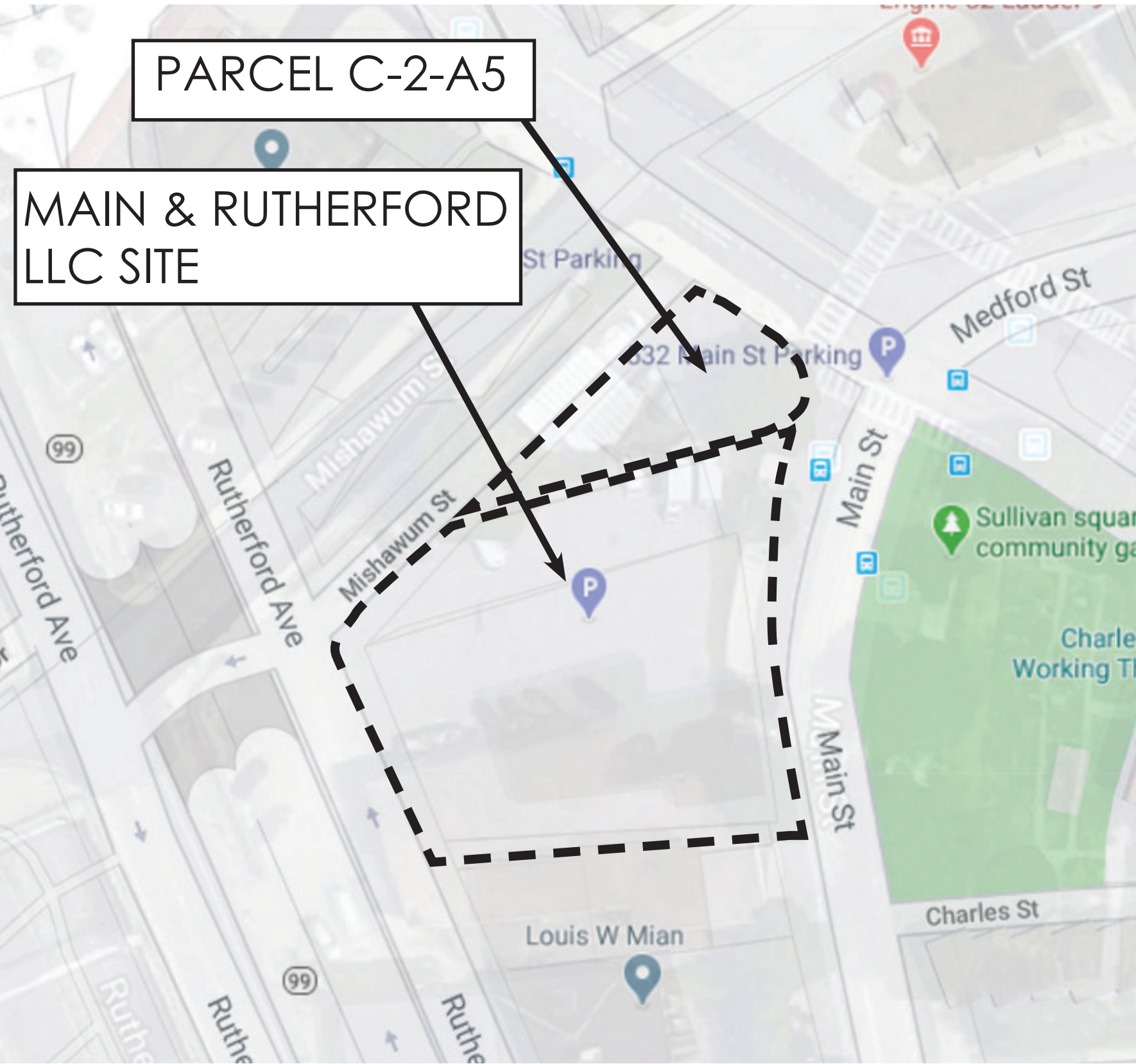


Fig. 2: Neighborhood Site Context



Fig. 3: Project Overview

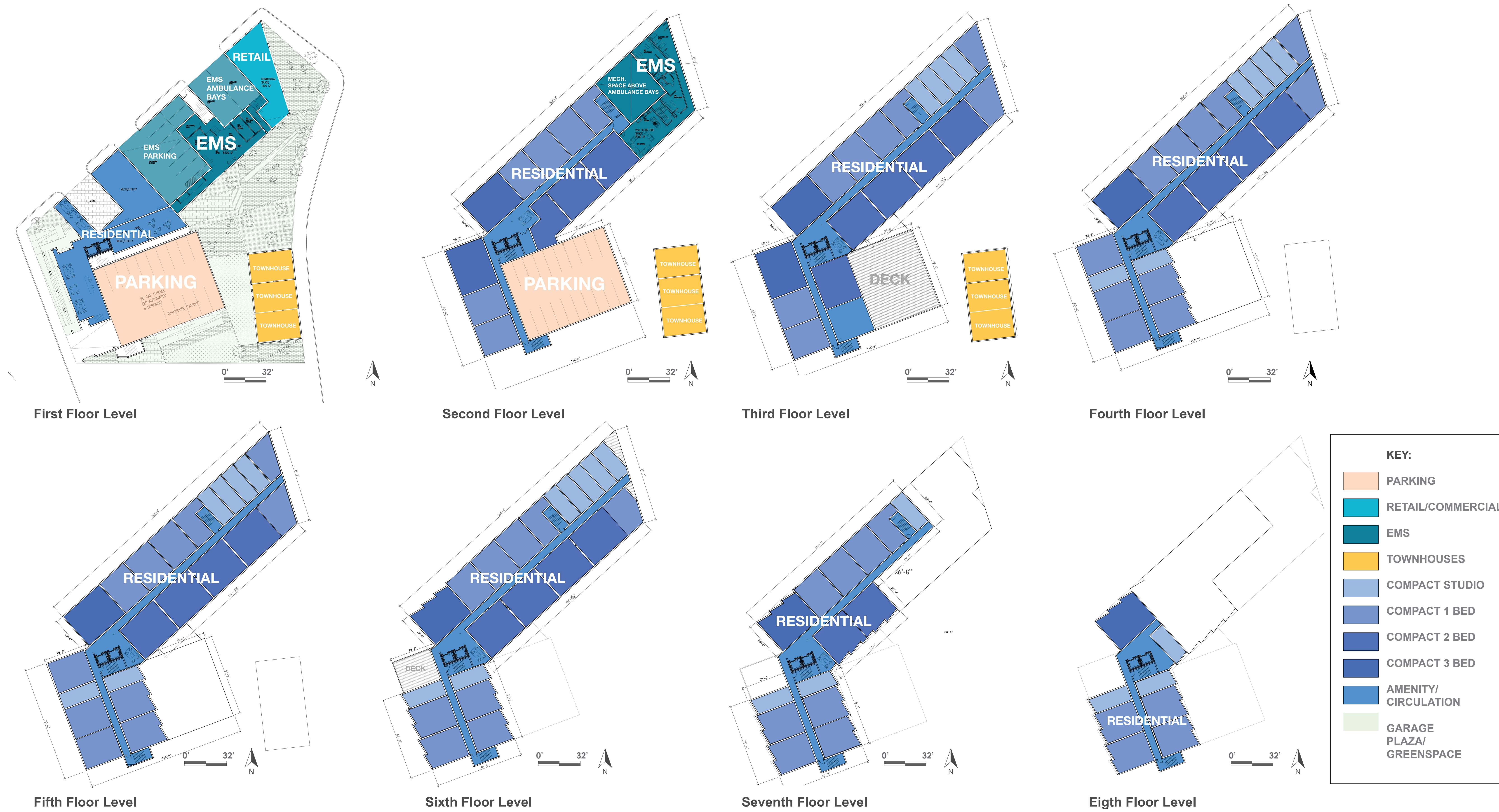


Fig. 4: PROJECT OVERVIEW TABLES

TOTAL BUILDOUT

BUILDING A	
	Area SF
EMS Substation	8,850
Retail	1,500
Residential -	95,203
Total :	
105,553	

GARAGE

	Area SF
20 Car Automated Garage	
6 Townhouse Surface Spaces	
Total:	
9,900	

TOWNHOUSES

	Area SF
Unit 1	670
Unit 2	670
Unit 3	670
Unit 4	1,830
Unit 5	1,830
Unit 6	1,830
Total:	
7,500	

Total Gross Square Footage per
Boston Zoning:

122,953

BLDG A: Compact Unit Building Mix				
Studio:	1BR:	2BR:	3BR:	
30	56	22	9	
Total Units in Apt Building:				117
Townhouse Unit Mix				
Studio:	1BR:	2BR:	3BR:	
0	3	0	3	
Total Units in Townhouses:				6
TOTAL UNIT COUNT:				123

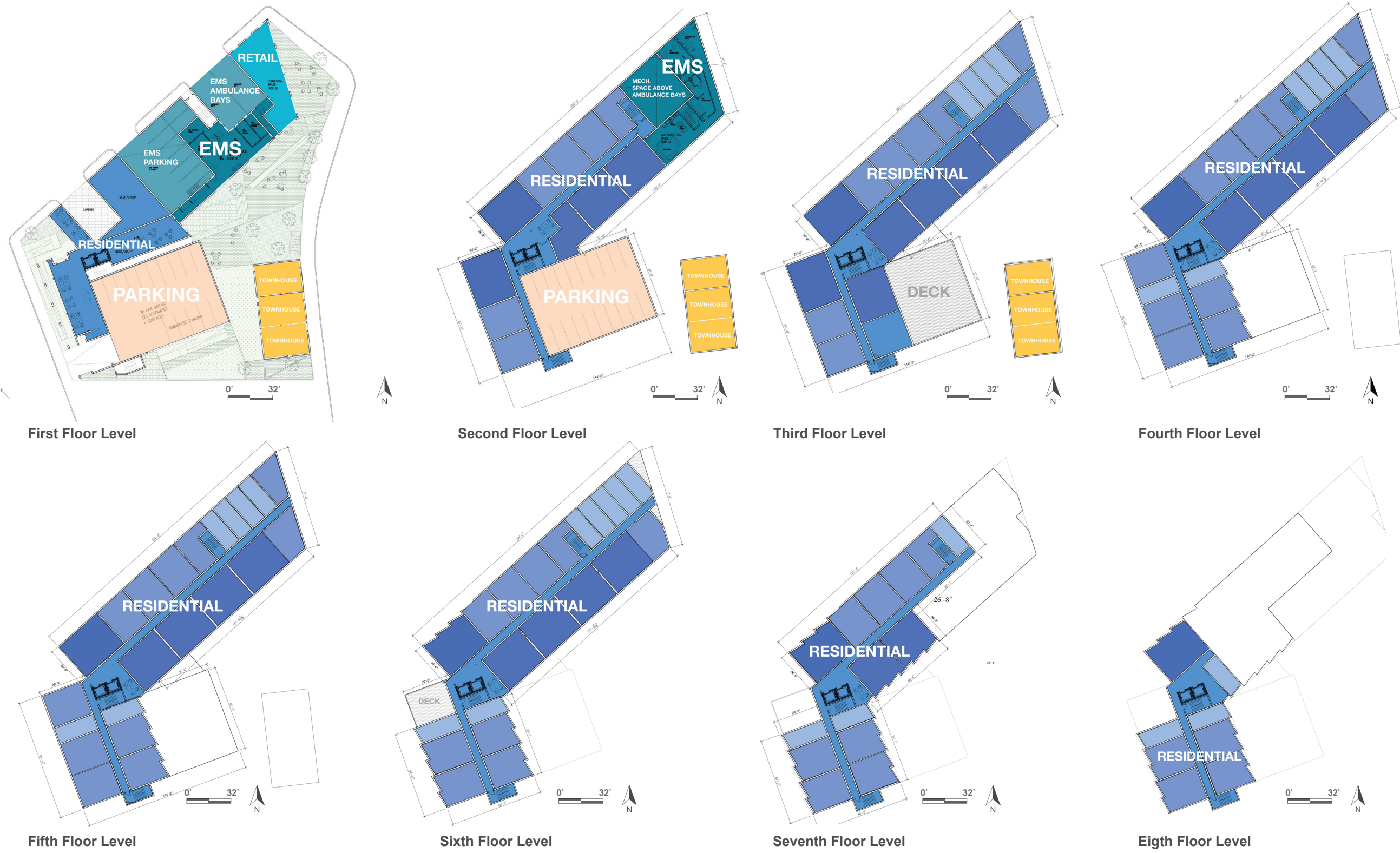


Fig. 5: **Site Plan**

BUILDING A

6-8 STORY COMPACT RESIDENTIAL BUILDING

with NEW ACCOMODATIONS FOR
EMS STATION AT MISHAWUM ST., INCLUDING:

- 8 EMS PARKING SPACES
- 2 AMBULANCE BAYS

with RESIDENTIAL LOBBY AT RUTHERFORD
AVE.

with PARTIAL GROUND FLOOR
COMMERCIAL AT MAIN ST/
BUNKER HILL ST/MISHAWUM CORNER

TOWNHOUSES

(6) RESIDENTIAL UNITS AT MAIN ST

CENTRAL PARKING

PARKING STRUCTURE FOR 26 CARS INCLUDING:

- 17 RESIDENTIAL
- 3 RETAIL/COMMERCIAL
- 6 TOWNHOUSE PARKING SPACES



Fig. 6: **First Floor Plan**

BUILDING A

6-8 STORY COMPACT RESIDENTIAL BUILDING

with NEW ACCOMODATIONS FOR
EMS STATION AT MISHAWUM ST., INCLUDING:

- 8 EMS PARKING SPACES
- 2 AMBULANCE BAYS

with RESIDENTIAL LOBBY AT RUTHERFORD
AVE.

with PARTIAL GROUND FLOOR
COMMERCIAL AT MAIN ST/
BUNKER HILL ST/MISHAWUM CORNER

TOWNHOUSES

(6) RESIDENTIAL UNITS AT MAIN ST

CENTRAL PARKING

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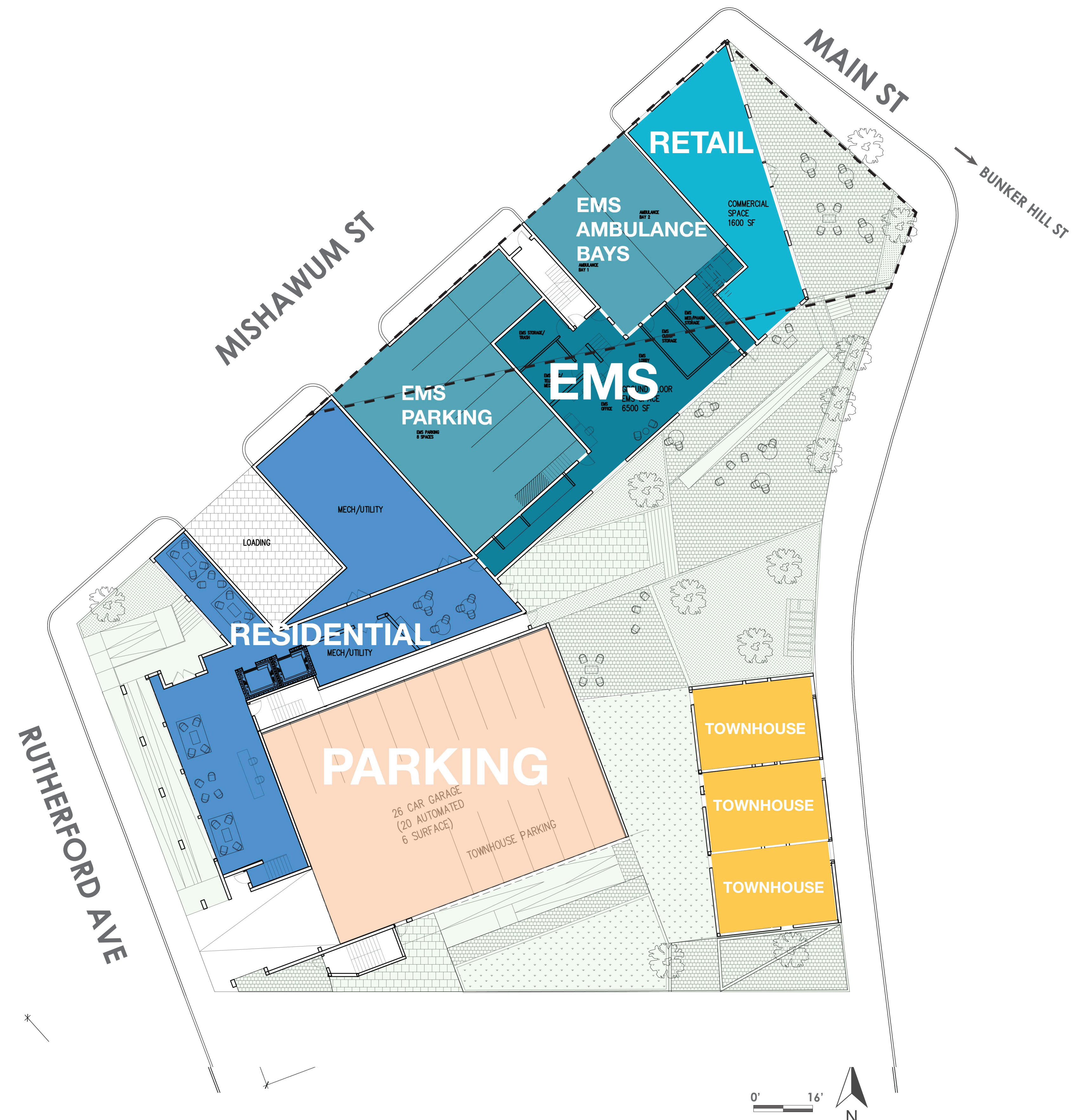
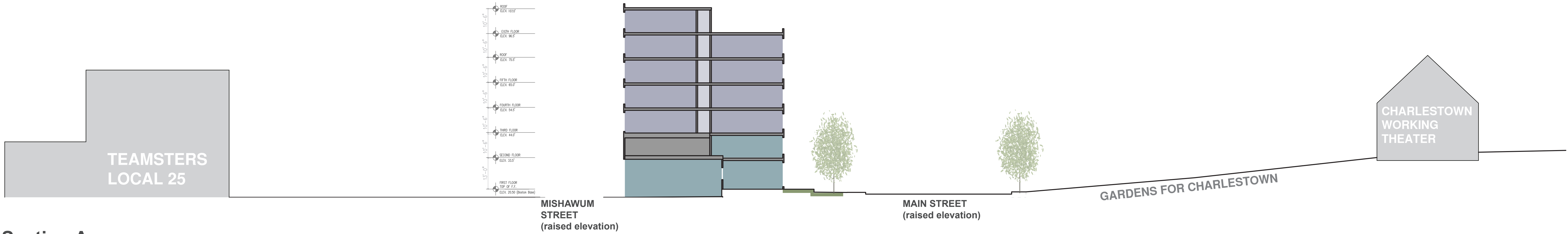
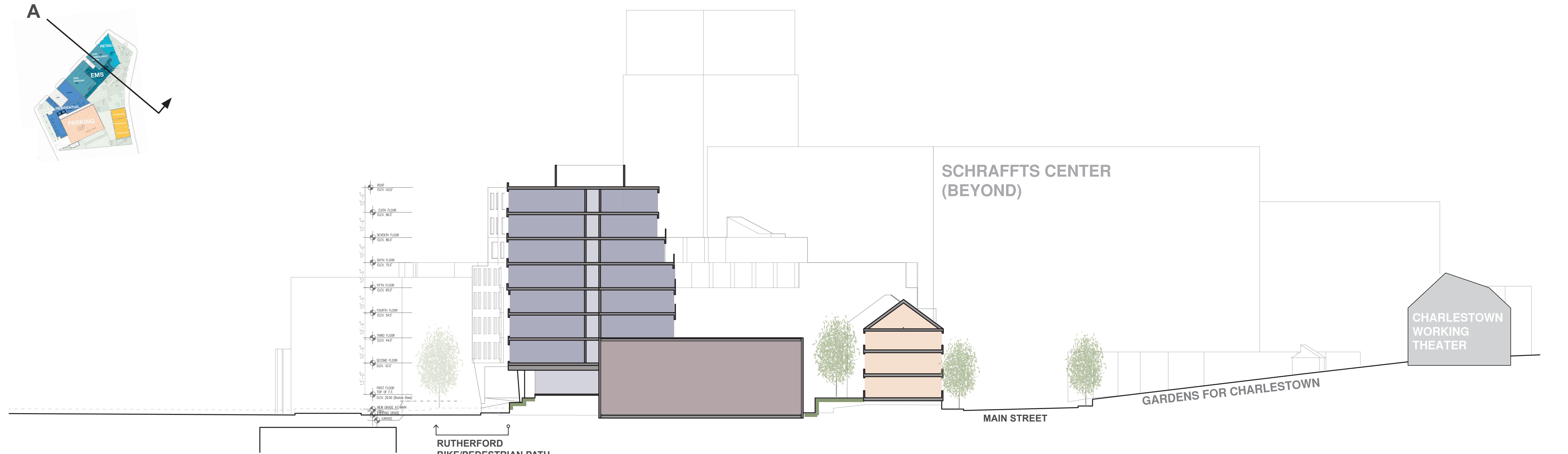


Fig. 7: Site Sections



Section A



Section B

KEY:

- RESIDENTIAL
- EMS
- TOWNHOUSES
- GARAGE
- PLAZA/GREENSPACE

Fig. 8 : **Building and Use Site Context**

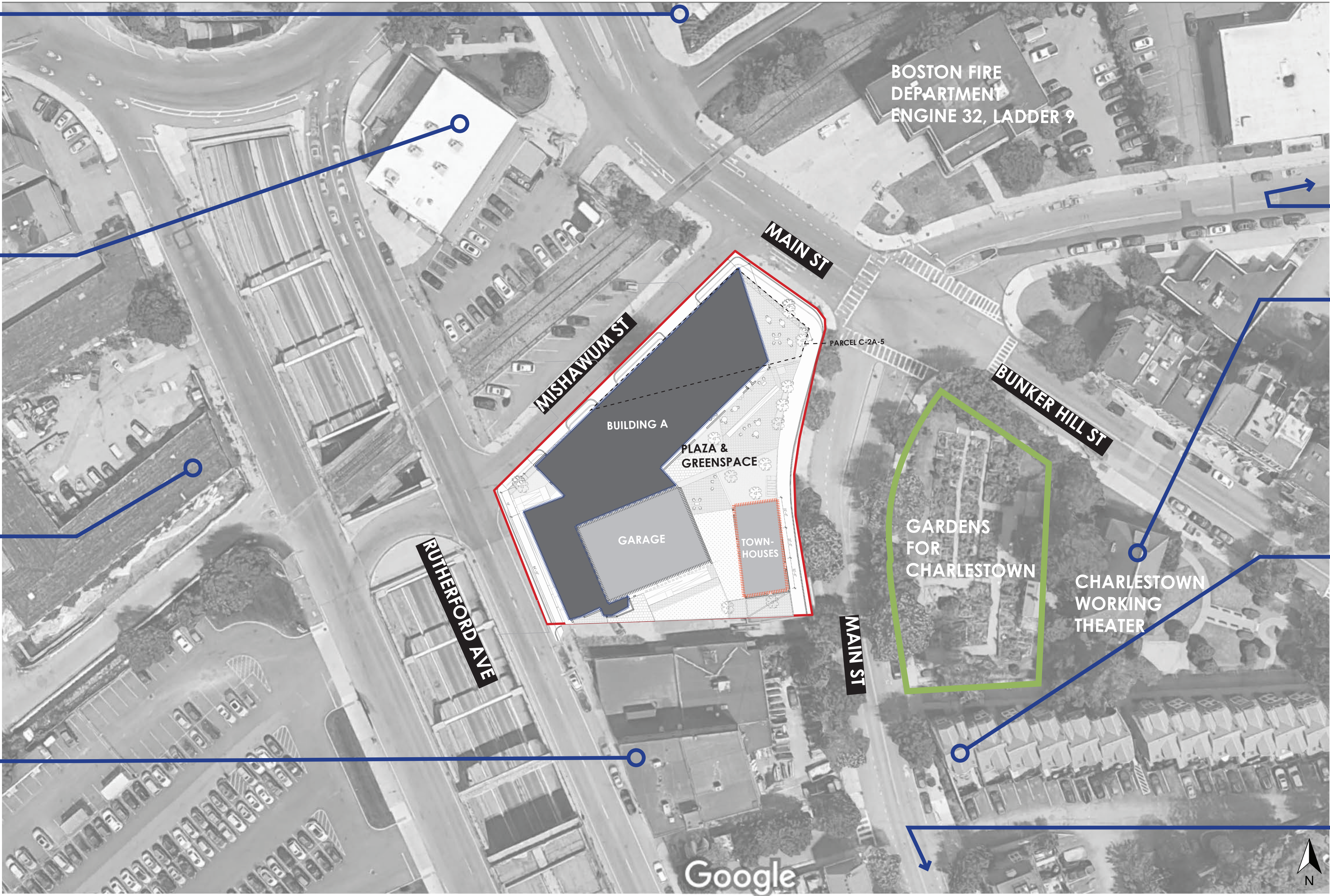
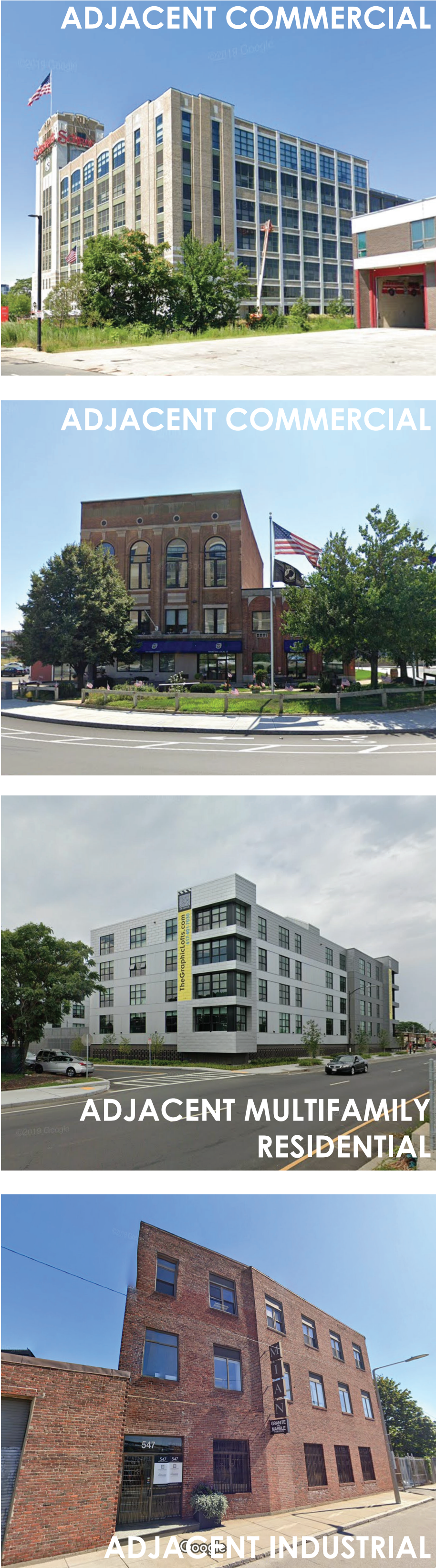
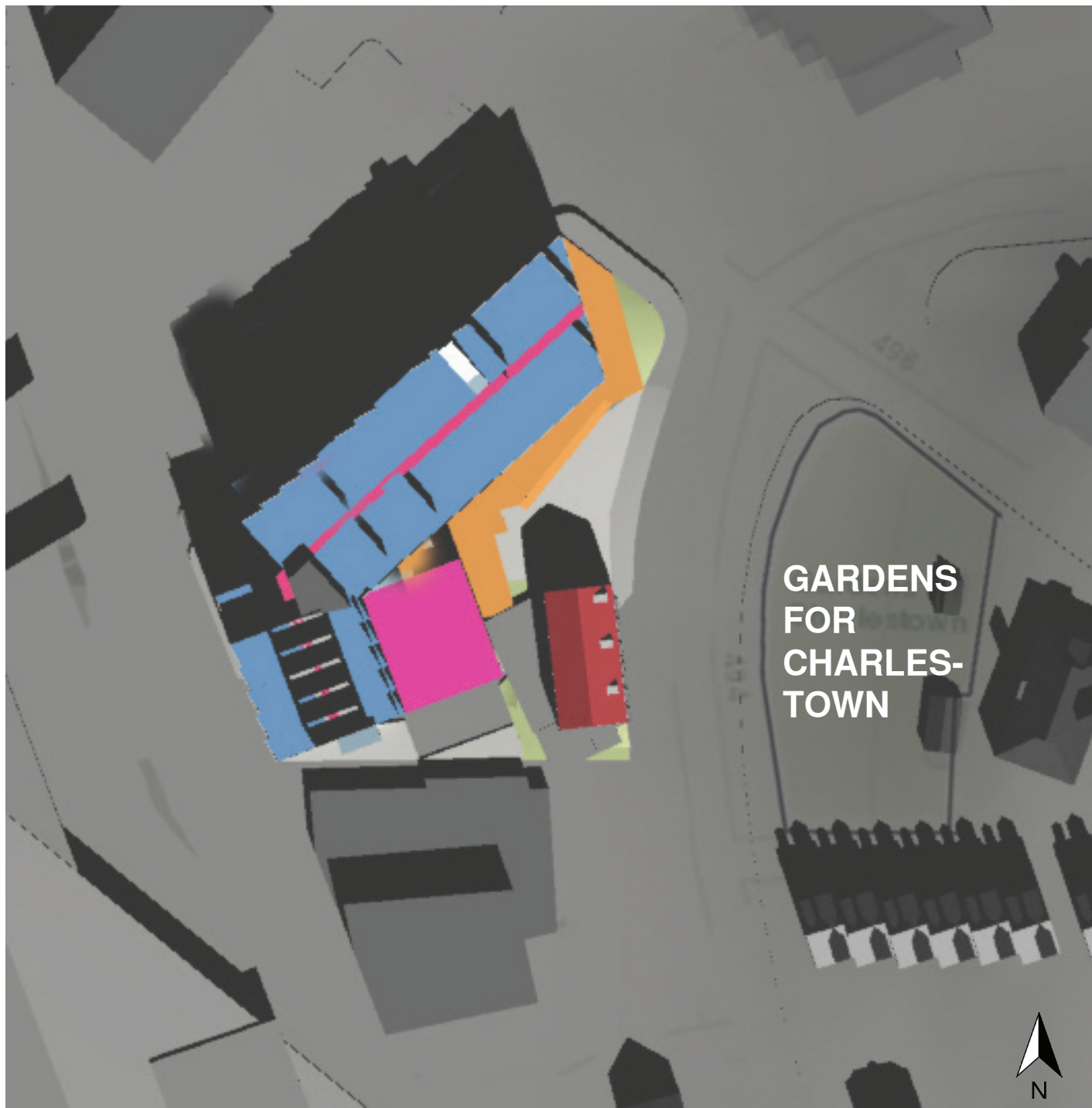


Fig. 9: **Site Access Diagram**

- ◄- - -> VEHICLE
- ◄- - -> ACCESSIBLE PEDESTRIAN ROUTE/ EGRESS
- ◄- - -> PEDESTRIAN ROUTE
- ◄- - -> EGRESS



Fig. 10: Sun Studies



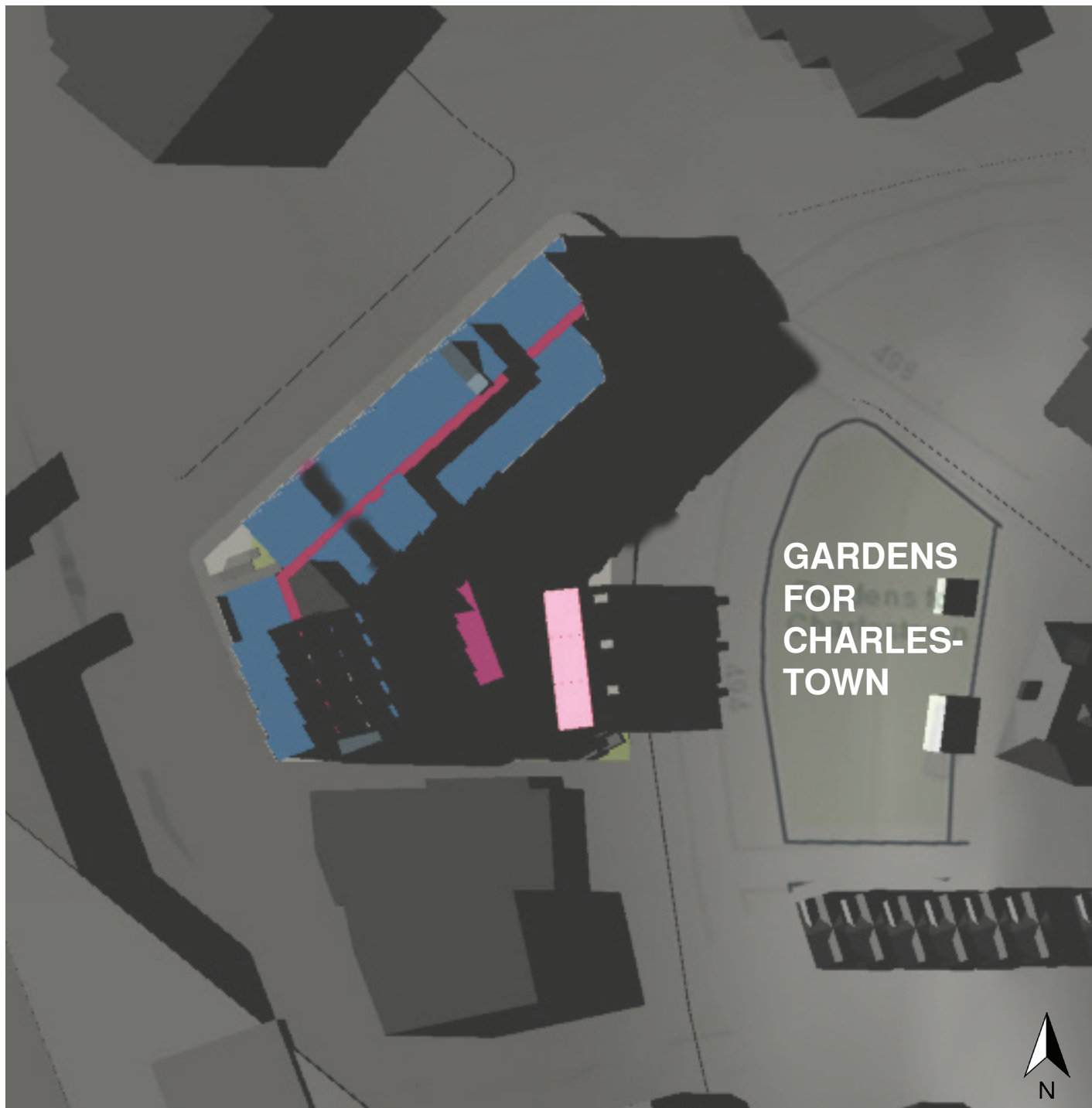
3/21 12PM (EQUINOX)



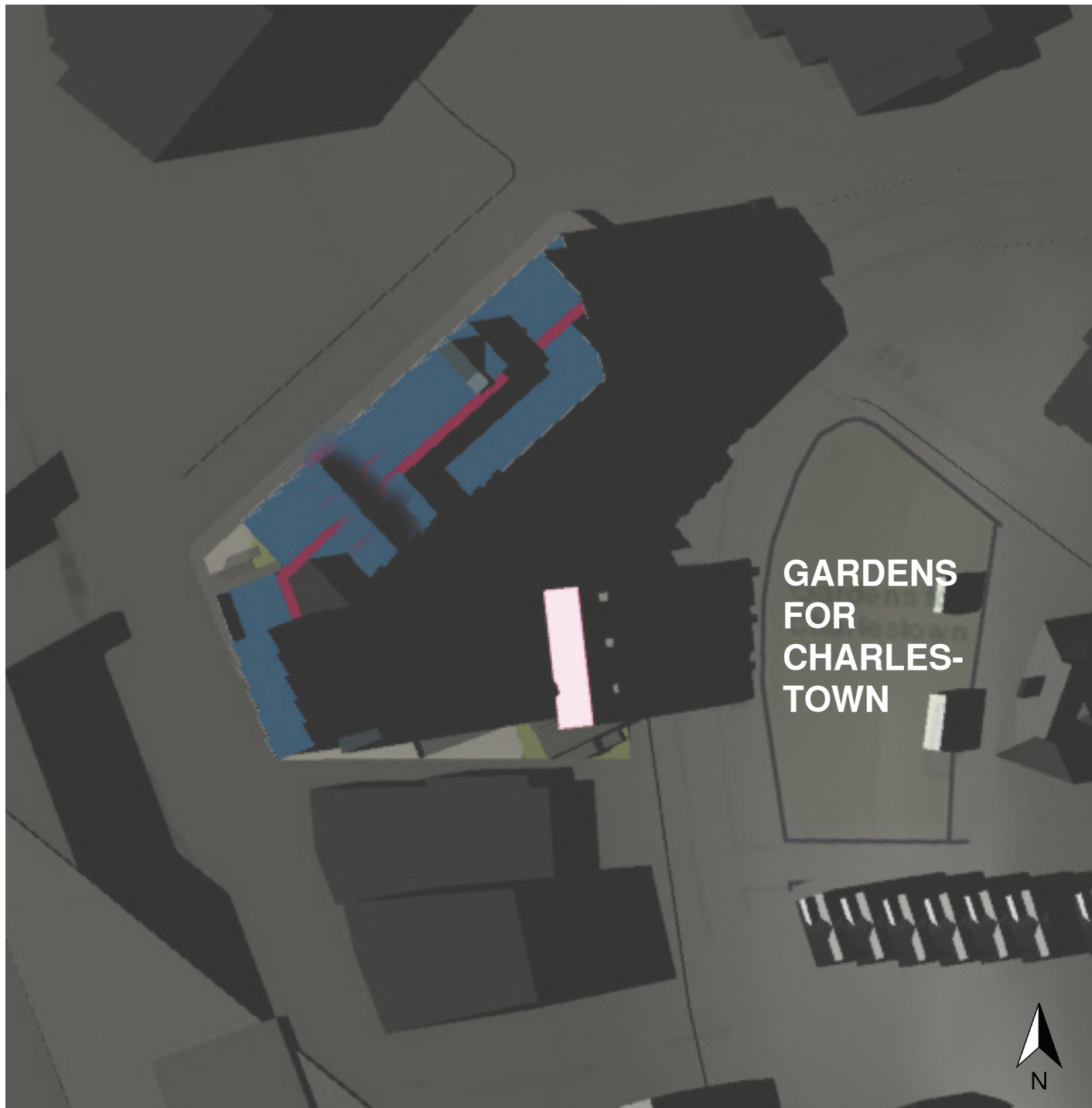
3/21 4PM (EQUINOX)



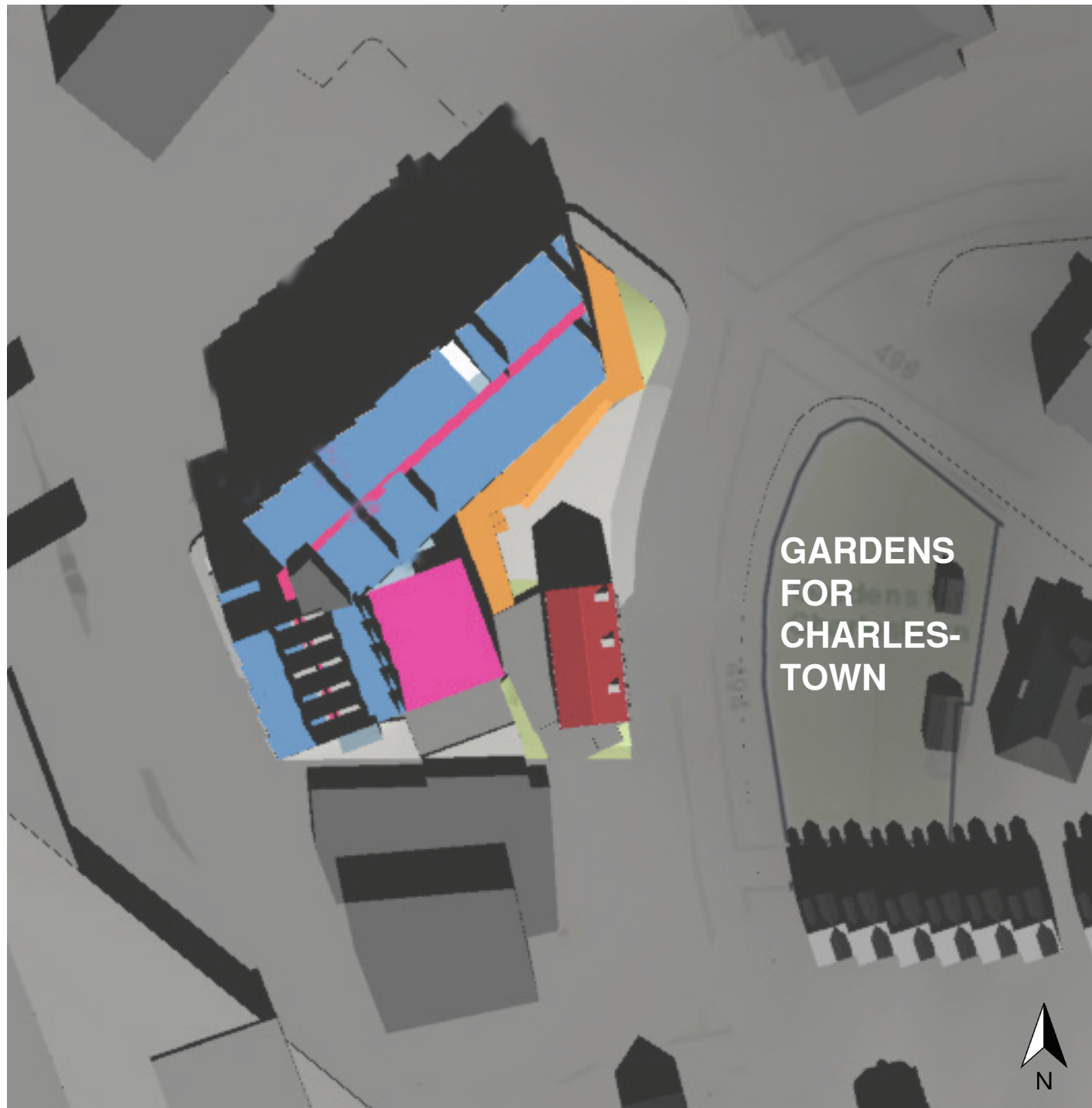
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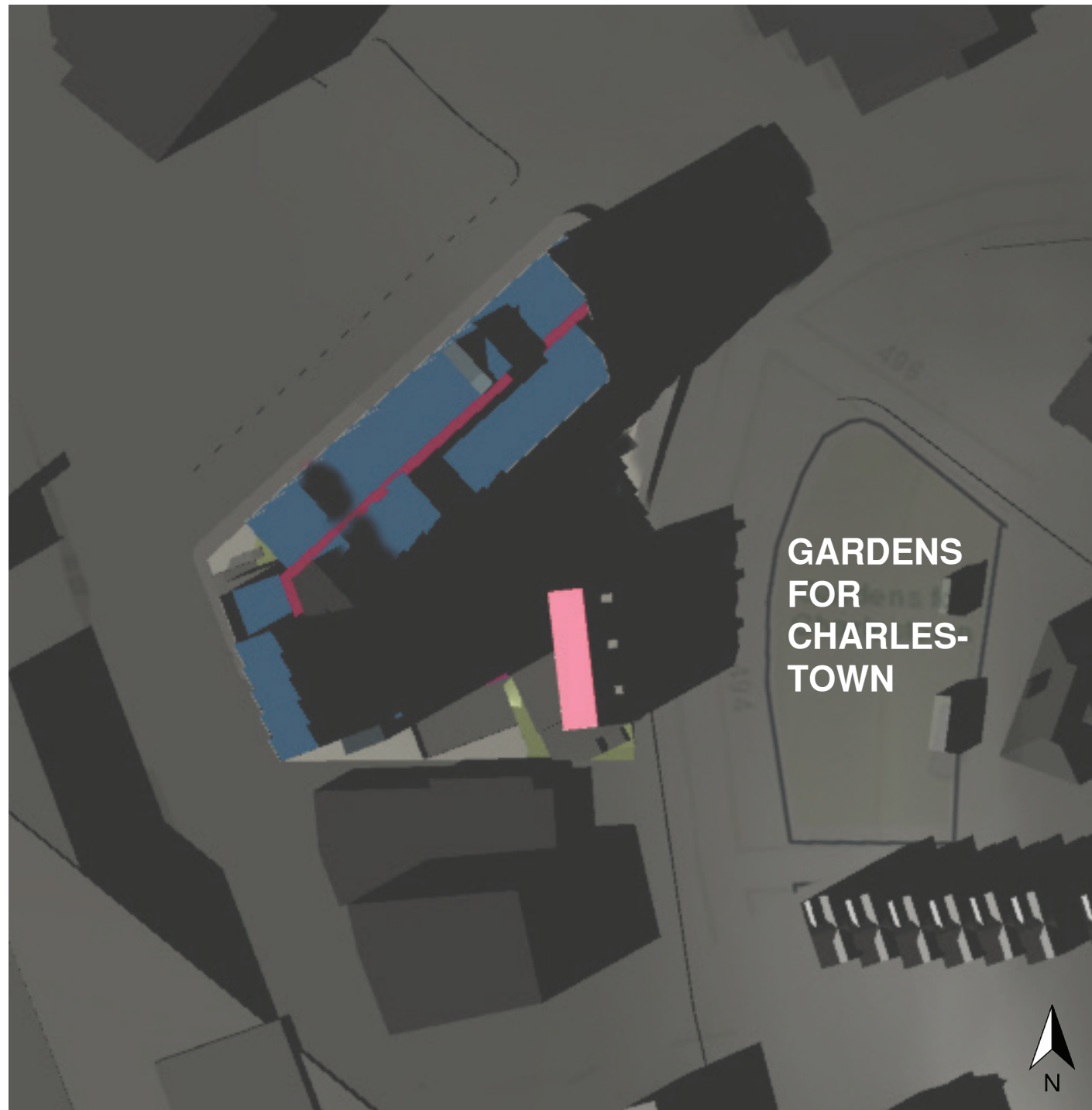
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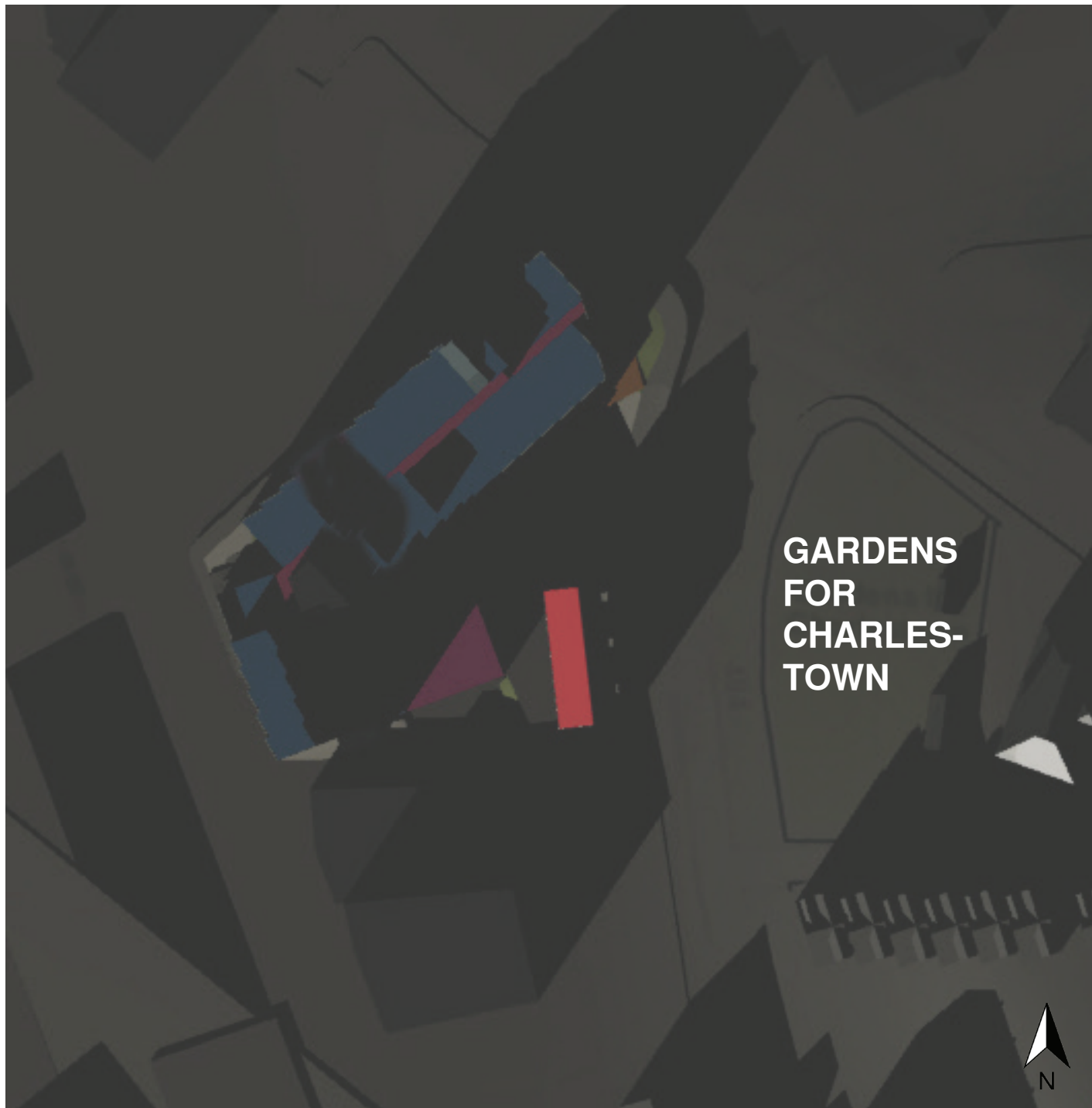
8/21 5PM



9/21 12PM (EQUINOX)



9/21 4PM (EQUINOX)



12/21 3PM (WINTER SOLSTICE)

Fig. 11: Main Street Approach



Fig. 12: **View at Bunker Hill St. and Mishawum St.**



Fig. 13: Rutherford Ave. View



Fig. 14: Elevations

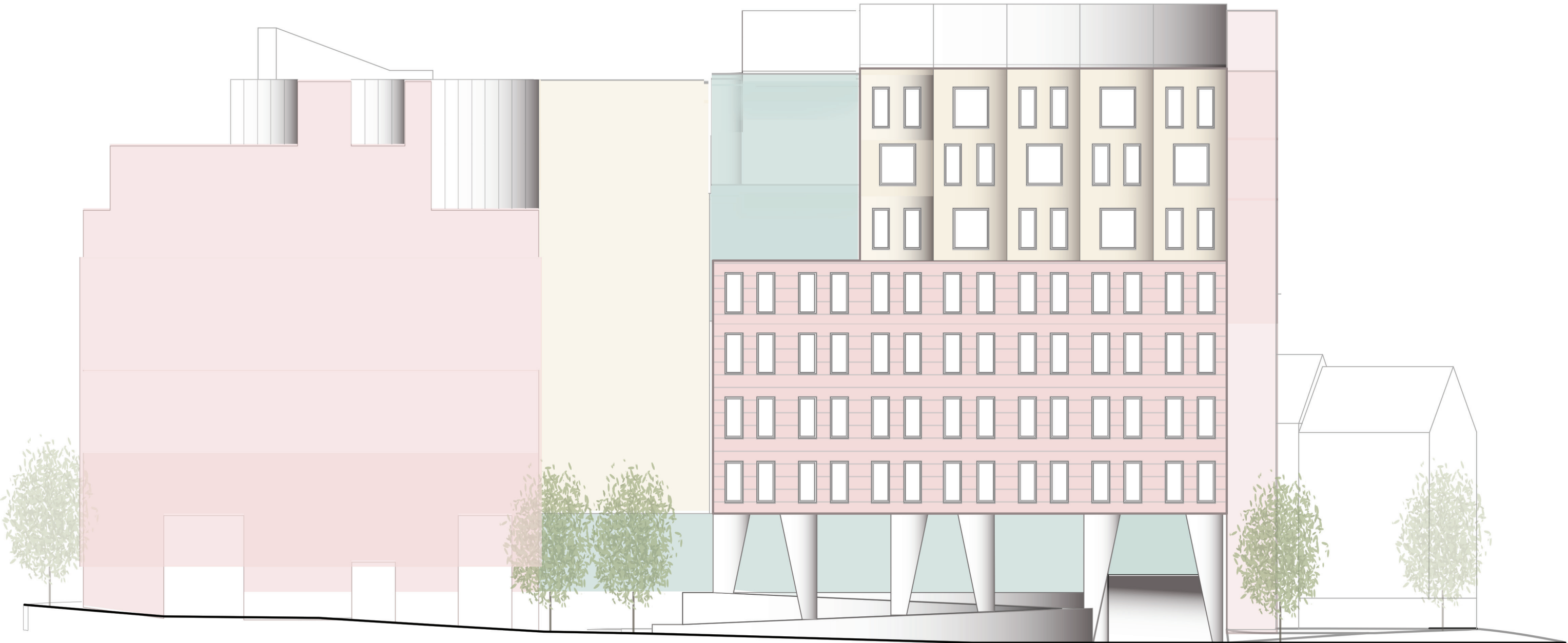
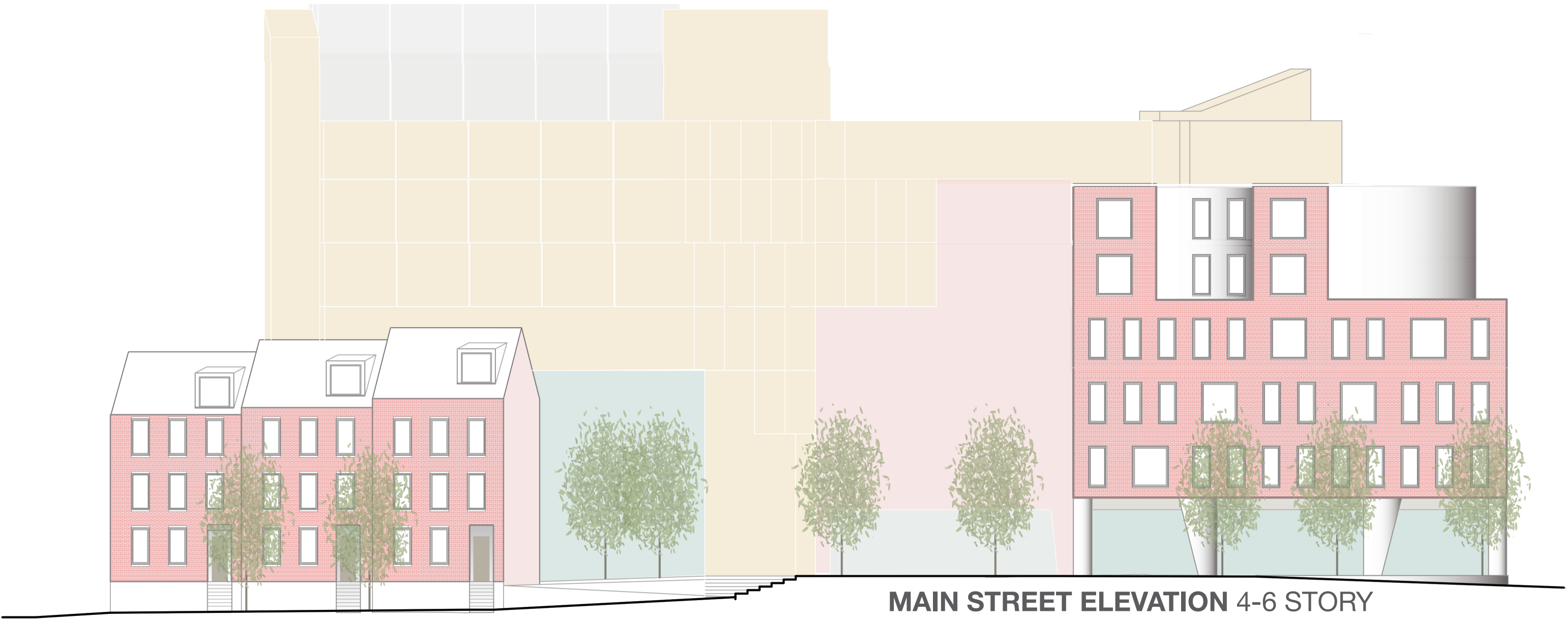


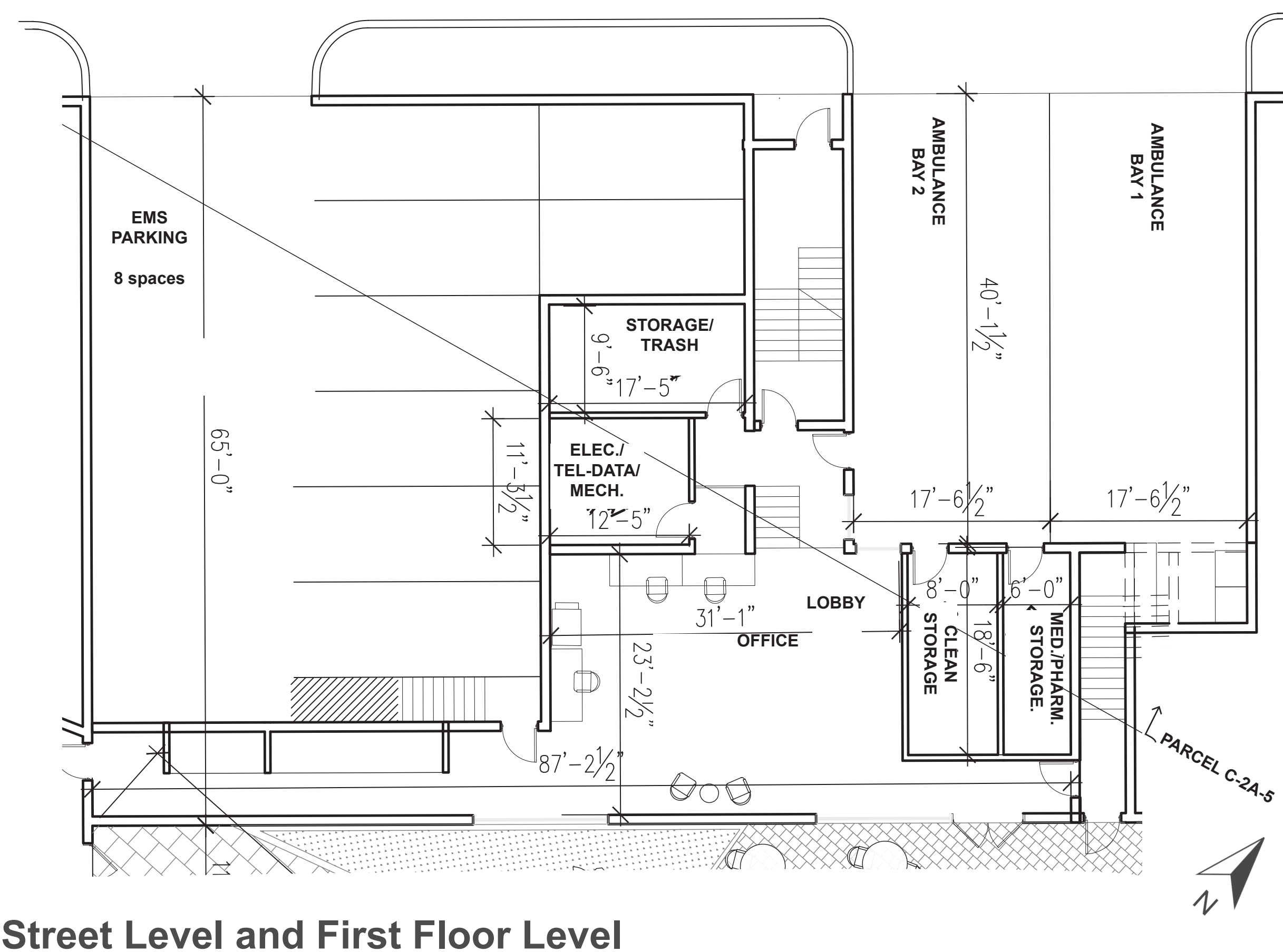
Fig. 15: EMS SUBSTATION INITIAL SPACE PLANNING

PROGRAM ELEMENTS:	
GROUND/LEVEL 1	Area SF
2 Ambulance Bays	1,500
Parking Area w/ 8 Spaces	2,500
Clean Storage	150
Medical/Pharm. Storage	100
Station Lobby	100
Station Office	300
Storage	140
Elec./Tel-Data/Mech	170
Additional misc. space	200
25% Grossing Factor	1,290

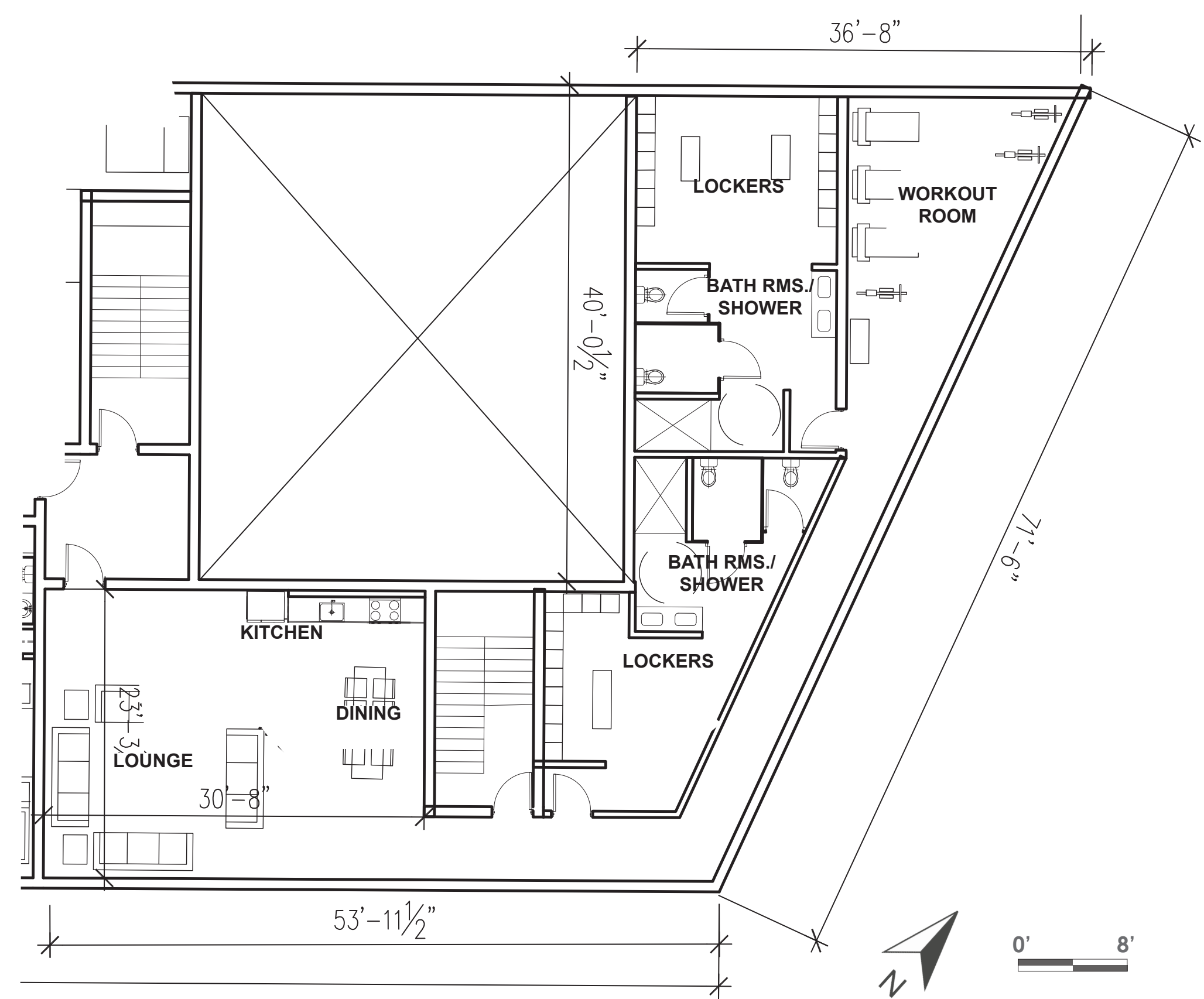
First Floor Total: 6,450

LEVEL 2	Area SF
Workout Room	320
Locker Rms. and Bath/Shower Rms.	880
Lounge, Kitchenette, + Dining	720
25% Grossing Factor	480

Second Floor Total: 2,400



Street Level and First Floor Level



Second Level

Fig. 16 : **Temporary EMS Relocation Plan**

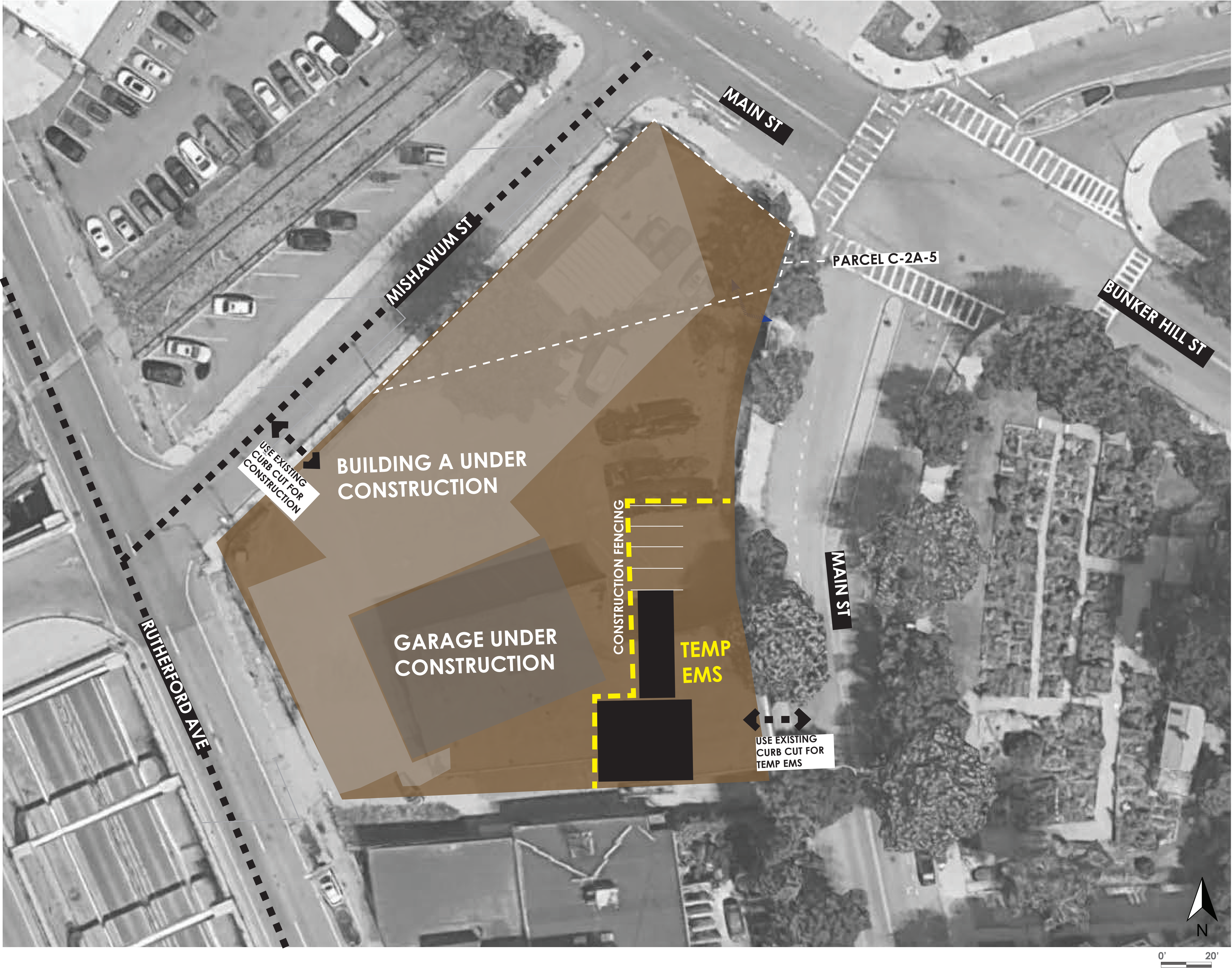
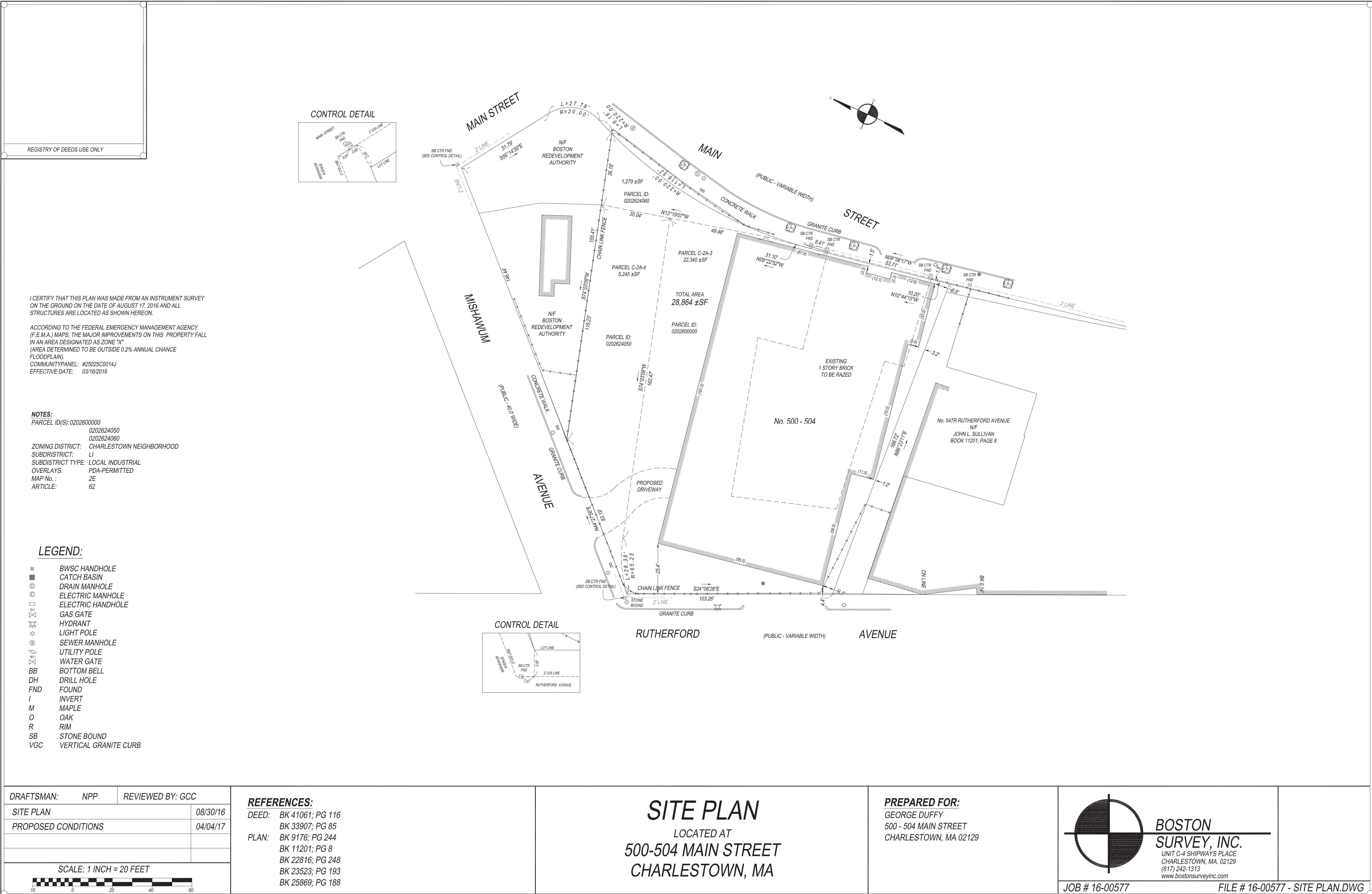


Fig. 17 : Site Survey



Scorecard

Location: 500 Main Street, Charlestown, MA 02129, USA

Note: The information on this tab is READ-ONLY. To edit this information, see the Credit Category tabs.



Integrative Process		Preliminary	Y	0 of 2	VI	0	Verified	0
IPc	Integrative Process			0 of 2		0		



Location and Transportation		Preliminary	Y	14 of 15	VI	0	Verified	0
LTp	Floodplain Avoidance			Required				Not Verified
<i>Performance Path</i>								
LTc	LEED for Neighborhood Development			0 of 15		0		
<i>Prescriptive Path</i>								
LTc	Site Selection			8 of 8		0		
LTc	Compact Development			2 of 3		0		
LTc	Community Resources			2 of 2		0		
LTc	Access to Transit			2 of 2		0		



Sustainable Sites		Preliminary	Y	3 of 7	VI	0	Verified	0
SSp	Construction Activity Pollution Prevention			Required				Not Verified
SSp	No Invasive Plants			Required				Not Verified
SSc	Heat Island Reduction			0 of 2		0		
SSc	Rainwater Management			2 of 3		0		
SSc	Nontoxic Pest Control			1 of 2		0		



Water Efficiency		Preliminary	Y	5 of 12	VI	1	Verified	0
WEp	Water Metering			Required				Not Verified
<i>Performance Path</i>								
WEc	Total Water Use			0 of 12		0		
<i>Prescriptive Path</i>								
WEc	Indoor Water Use			5 of 6		0		
WEc	Outdoor Water Use			0 of 4		1		



Energy and Atmosphere		Preliminary	Y	29.5 of 37	VI	0	Verified	0
EAp	Minimum Energy Performance			Required				Not Verified
EAp	Energy Metering			Required				Not Verified
EAp	Education of the Homeowner, Tenant or Building Manager			Required				Not Verified
EAc	Annual Energy Use			27.5 of 30		0		
EAc	Efficient Hot Water Distribution System			2 of 5		0		
EAc	Advanced Utility Tracking			0 of 2		0		



Materials and Resources		Preliminary	Y	1.5 of 9	VI	0	Verified	0
MRp	Certified Tropical Wood	Required				Not Verified		
MRp	Durability Management	Required				Not Verified		
MRC	Durability Management Verification	1 of 1		0				
MRC	Environmentally Preferable Products	0.5 of 5		0				
MRC	Construction Waste Management	0 of 3		0				



Indoor Environmental Quality		Preliminary	Y	9.5 of 18	VI	0.5	Verified	0
EQp	Ventilation	Required				Not Verified		
EQp	Combustion Venting	Required				Not Verified		
EQp	Garage Pollutant Protection	Required				Not Verified		
EQp	Radon-Resistant Construction	Required				Not Verified		
EQp	Air Filtering	Required				Not Verified		
EQp	Environmental Tobacco Smoke	Required				Not Verified		
EQp	Compartmentalization	Required				Not Verified		
EQc	Enhanced Ventilation	2 of 3		0				
EQc	Contaminant Control	0 of 2		0				
EQc	Balancing of Heating and Cooling Distribution Systems	3 of 3		0				
EQc	Enhanced Compartmentalization	0 of 3		0				
EQc	Combustion Venting	2 of 2		0				
EQc	Enhanced Garage Pollutant Protection	1 of 1		0				
EQc	Low-Emitting Products	0.5 of 3		0.5				
EQc	No Environmental Tobacco Smoke	1 of 1		0				



Innovation		Preliminary	Y	4 of 6	VI	0	Verified	0
INp	Preliminary Rating	Required				Not Verified		
INc	Innovation	3 of 5		0				
INc	LEED Accredited Professional	1 of 1		0				



Regional Priority		Preliminary	Y	1 of 4	VI	0	Verified	0
RPc	Regional Priority	1 of 4		0				

Point Floors

The project earned at least 8 points total in Location and Transportation and Energy and Atmosphere

No

The project earned at least 3 points in Water Efficiency

No

The project earned at least 3 points in Indoor Environmental Quality

No

Total	Preliminary	Y	67.5 of 110	VI	1.5	Verified	0
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Certification Thresholds Certified: 40-49, Silver: 50-59, Gold: 60-79, Platinum: 80-110