



115 Winthrop Square

May 31, 2016



115 Winthrop Square

- **A symbol of how Boston can create meaningful economic opportunity for all of its citizens from one of its most important projects**
- **A project that creates new levels of inclusion and diversity throughout**
- **A new destination in the heart of Downtown Boston that redefines aspirational design and mixed-use place-making**

Agenda

1) Ability to Execute

2) Economic Development & Inclusion Strategy

3) Design



The Team



Kirk Sykes

Richard Galvin




Lead Developer




Wes Stith



Construction



Andrew Shore



Financing



Mark Purcell



Hotel Operator



Bill Sharples



*Project Architect
Design Lead*



Mikyoung Kim



*Landscape
Architect*



David Hacin



*Associate
Design Architect*



Kevin Ahearn



Residential

***Ability* to Execute**

Accordia Partners

- 65 years of combined experience
- Certified MBE
- 3 million sf developed or under construction in the last 7 years with \$1.2 billion of value
- Extensive Boston permitting and neighborhood experience, including the Financial District
- Current experience with both Ares and Starwood



Ares Management

- \$94 billion in assets under management
- \$12 billion real estate assets
- 9 year relationship with Accordia
 - D Street Hotels
 - Channel Center
- Extensive experience in mixed-use urban high rise projects



Starwood Hotels

- \$13.6 billion company
- 1,300 hotels & resorts worldwide
- 188,000 employees
- Over 100 Le Meridien-branded hotels in 35 countries around the world
- 17 Starwood-branded hotels in the greater Boston area
- Partnered with Accordia and Ares on Aloft and Element Hotels
- 6,158 hotel rooms in Boston



Why Le Meridien & Starwood

- Starwood has a major presence throughout Boston
- Starwood has a strong and enduring relationship with Local 26 and Best Hospitality
- Accordia, Ares and Starwood have recently opened 510 rooms in Boston
- Le Meridien has been an historical presence in the Financial District
- The Le Meridien brand, and its focus on local artists and the arts is a perfect fit for our design program





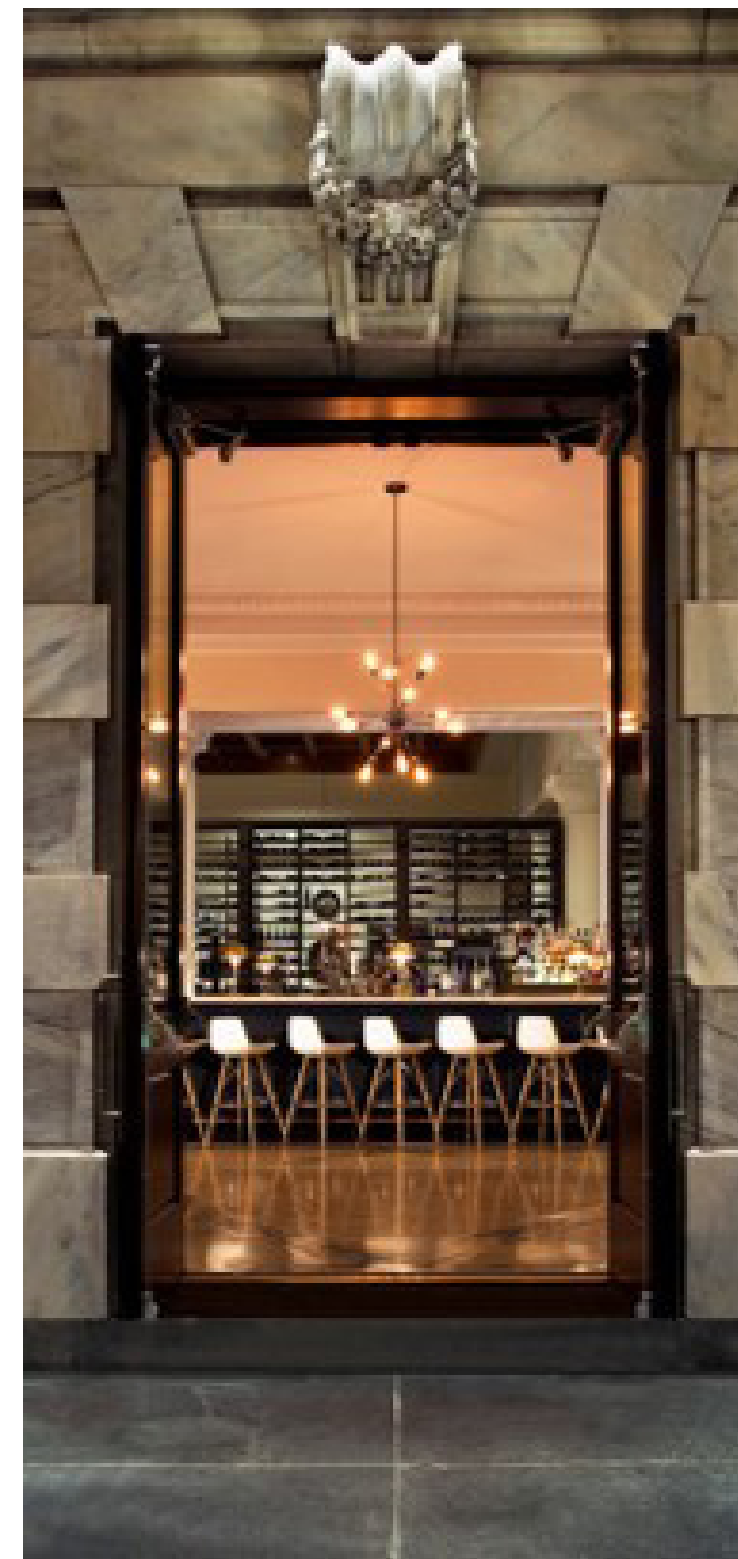
Philadelphia



Xiamen



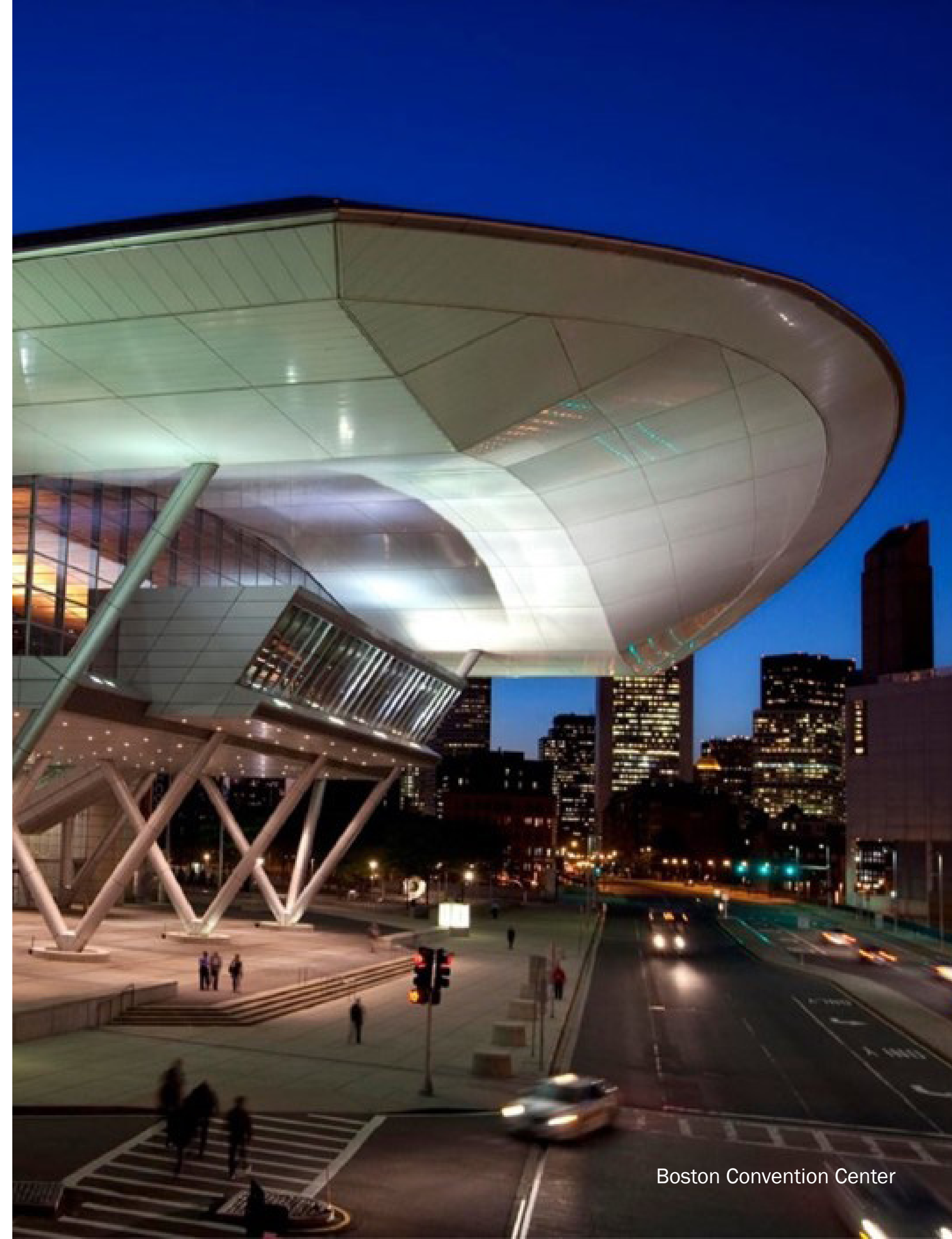
Seychelles



Tampa

Clark Construction

- 7th Ranked nationally in construction
- \$4.2 billion of construction volume in 2015
- Completed Projects in Boston:
 - The Boston Convention and Exhibition Center
 - The Moakley Courthouse
 - The Manulife Headquarters
- Extensive tall tower experience
- Recent Tall Towers
 - 150 North Riverside, Chicago
 - 300 North LaSalle, Chicago
 - Transbay Tower, San Francisco





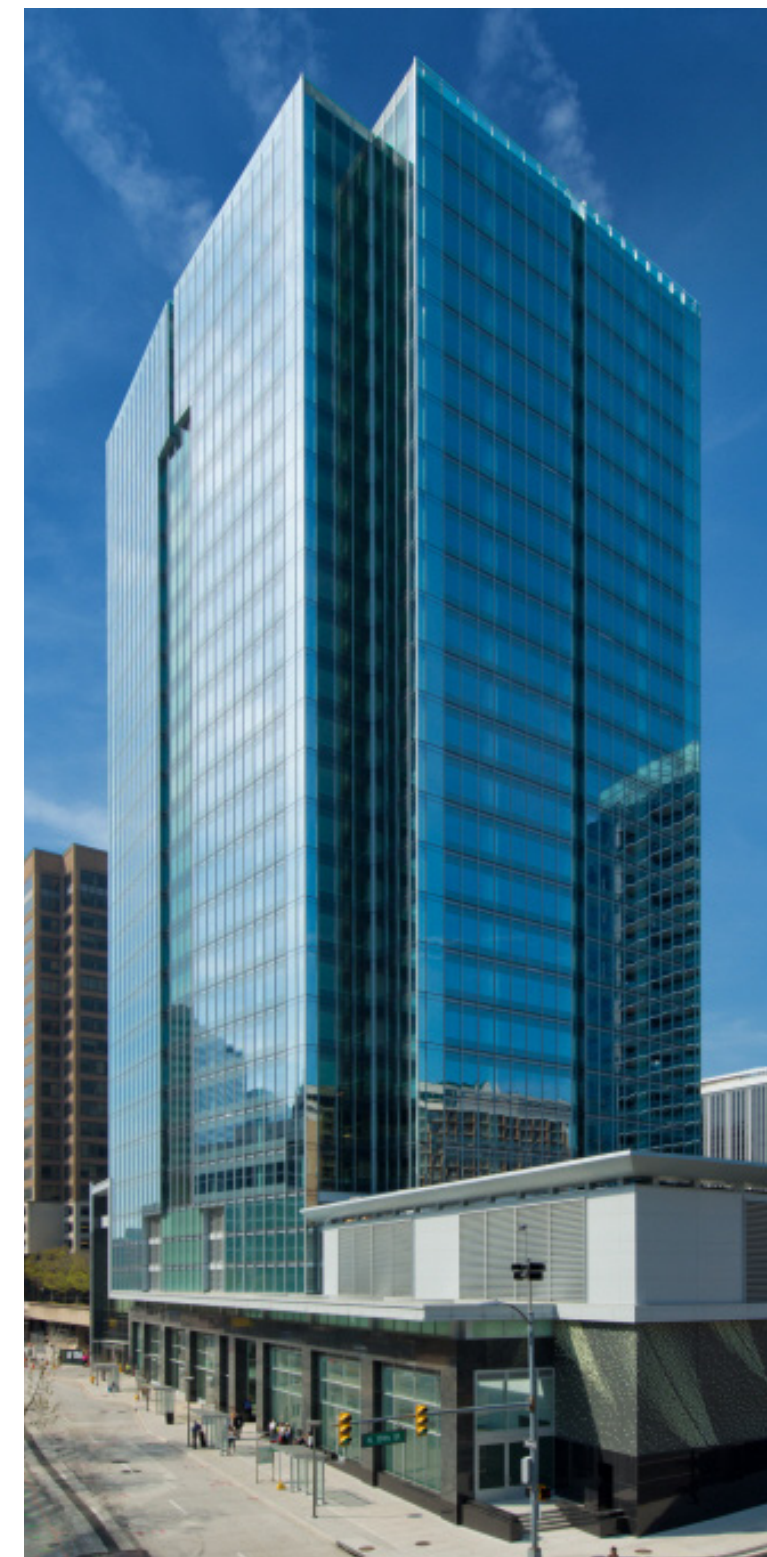
150 North Riverside



300 N LaSalle



Transbay

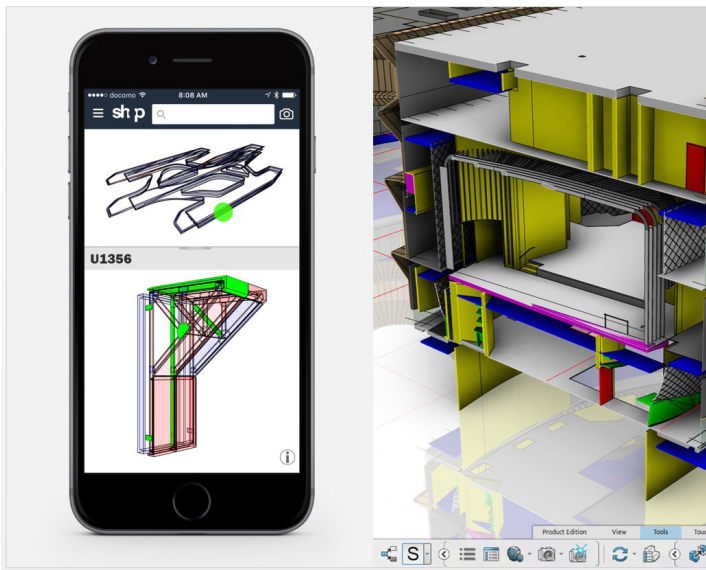
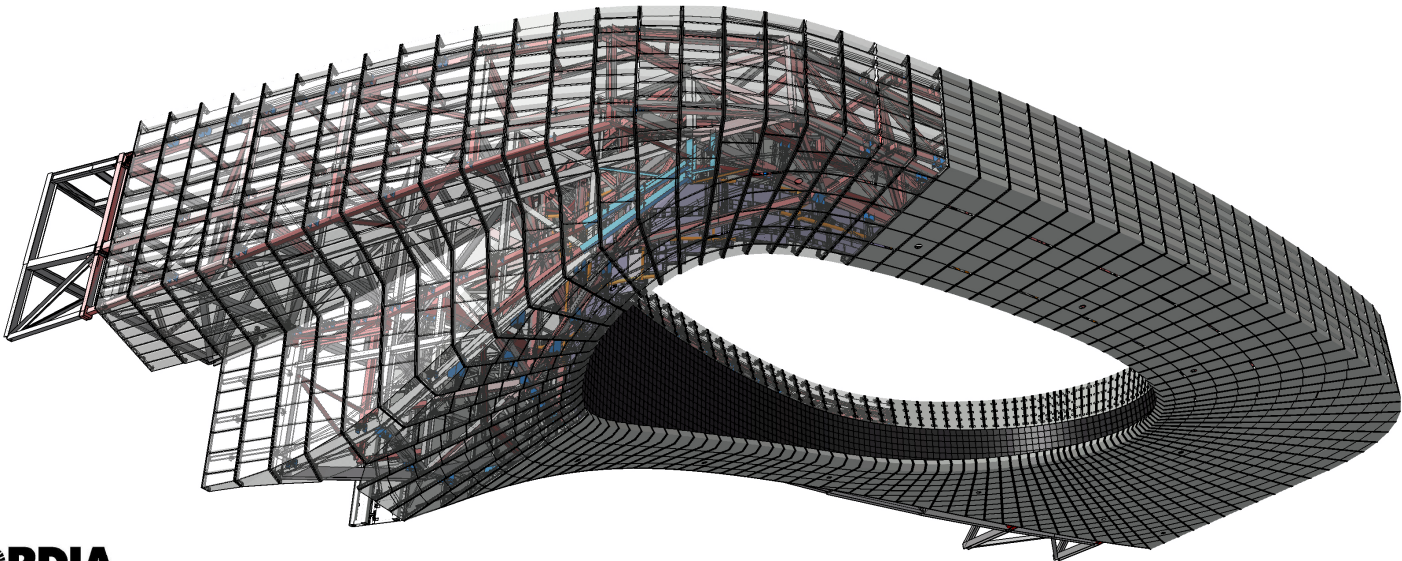
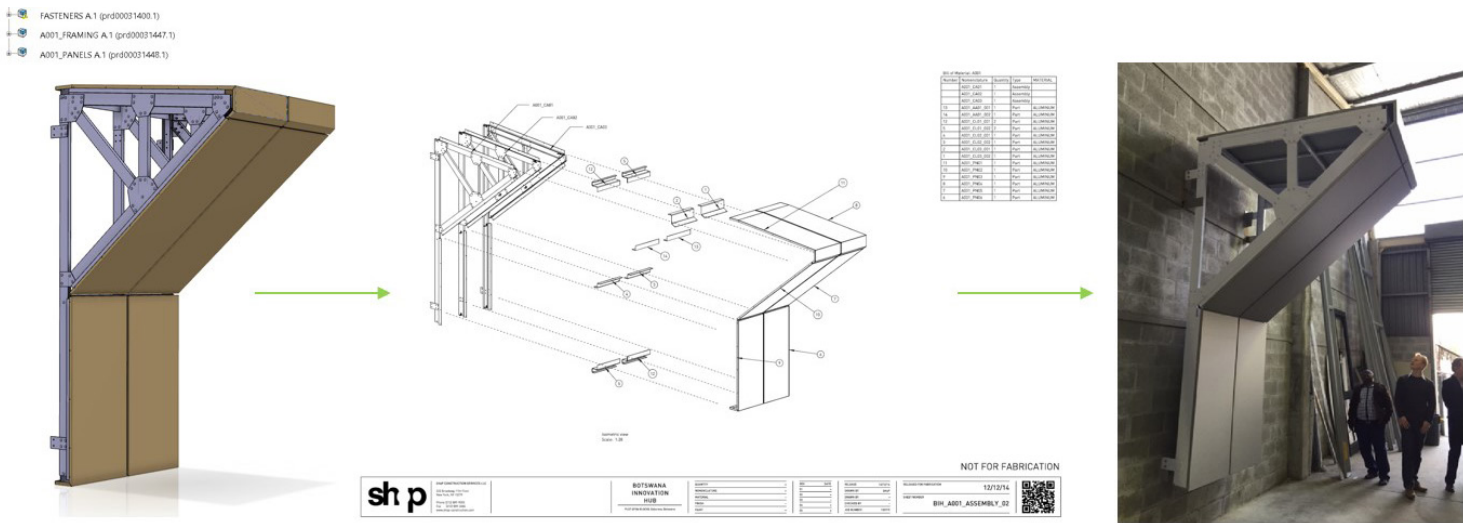
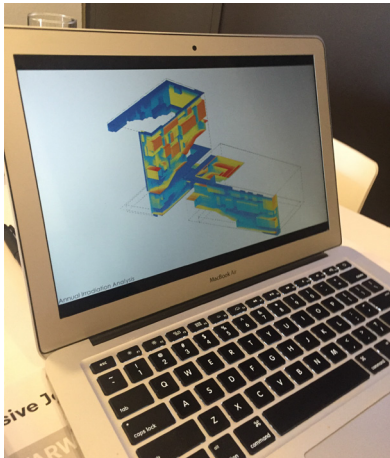
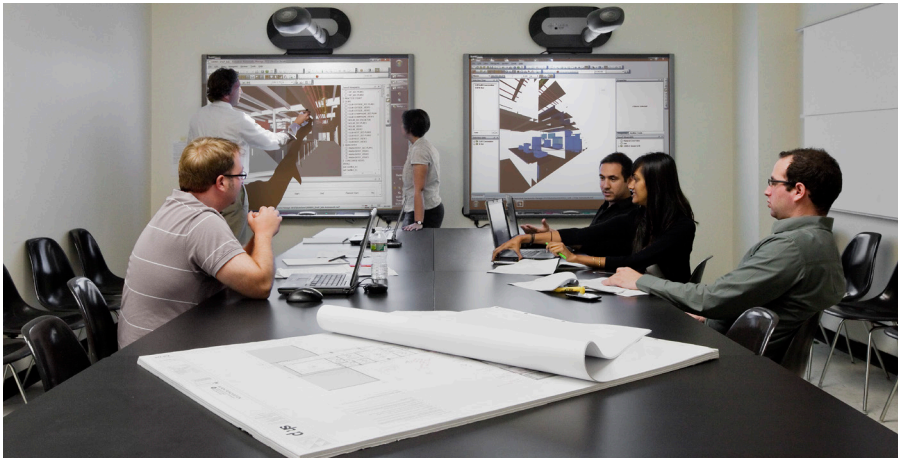
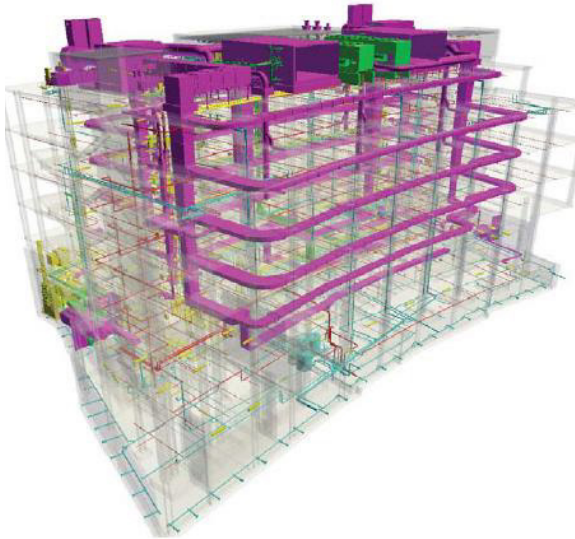
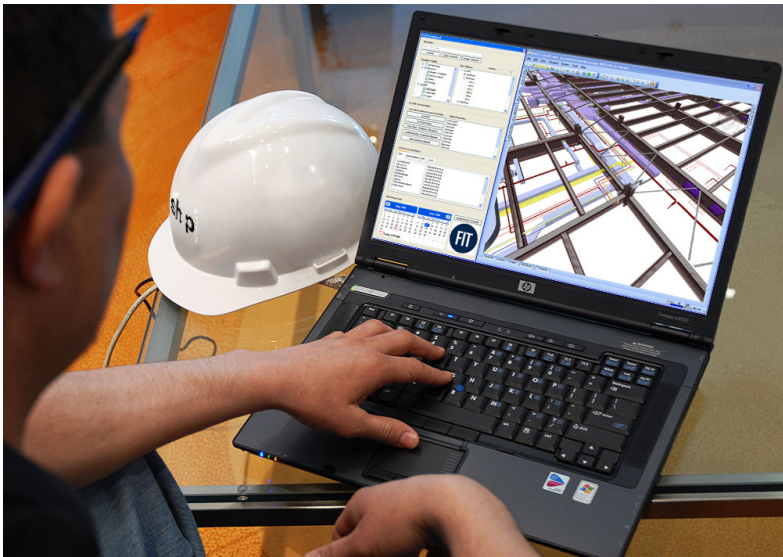


1812 North Moore



1100 15th Street NW

Virtual Design & Construction



Hacin + Associates

- Award winning design projects worldwide
- 23+ years of designing and building in Boston at all scales
- Successful collaborations with public and private stakeholders
- Partnerships with globally recognized design leaders
- Execution of catalytic and transformational urban projects





55 India



District Hall



Arnold | Havas Headquarters



FP3

Mikyoung Kim Design

- Over twenty years of award winning design experience in Boston
- Shaping iconic urban landscapes with Towers in Boston:
 - Prudential Tower Plaza at 888 Boylston
 - Eataly Roof Terrace at the Prudential
 - John Hancock Tower Roof Terrace
 - Pier 4 Plaza
 - 171 Tremont Street Tower Pocket Park
 - 100 Federal Street Winter Garden
 - TD North Plaza at Nashua Street
- Effective community organizer, stewarding Boston projects through complex design processes
- Disadvantaged Minority Woman owned business in Massachusetts





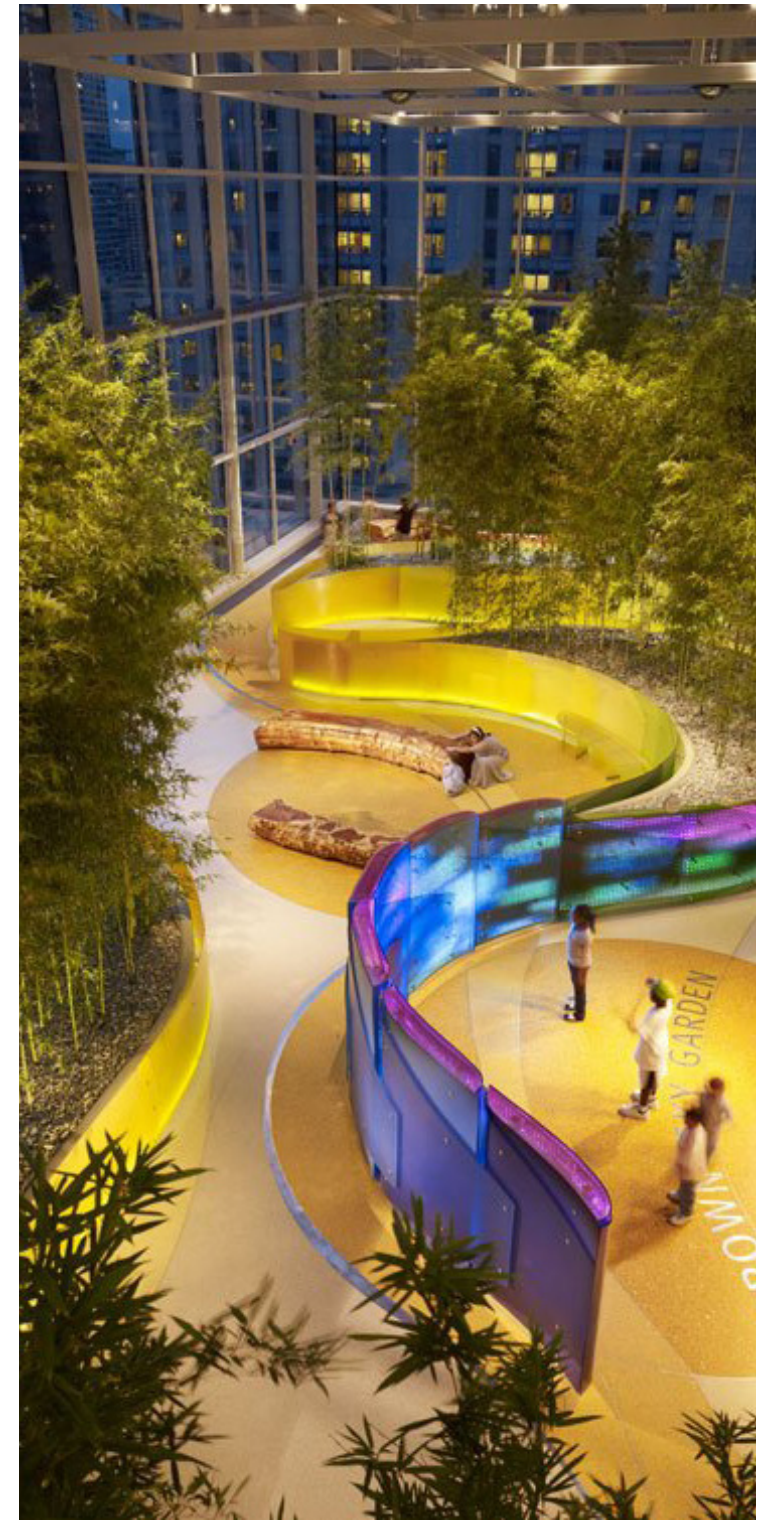
140 West Plaza Mist and Light Fountain



Hancock Tower Roof Terrace
overlooking Copley Square



Crown Sky Garden

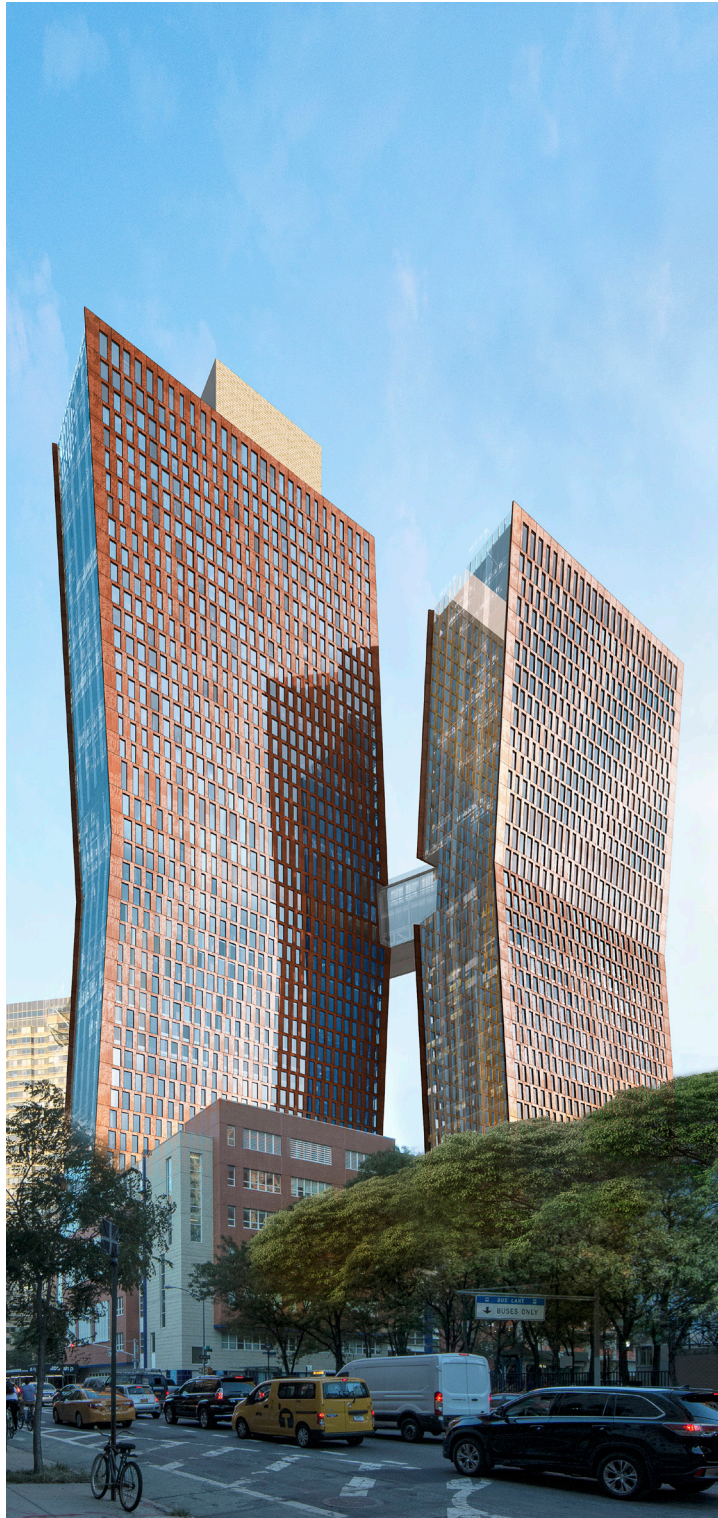


View from Tree House of Sky Garden

SHoP Architects

- A global practice with projects on 5 continents
- Approximately 33 million sf of mixed use development around the world
- When complete, 111 W 57 will be the third tallest tower in NYC
- At 1,066 ft, 9 Dekalb will be the tallest tower in Brooklyn when complete
- SHoP has helped guide 3 out of 5 most complicated ULURP in NYC history





626 First Avenue



111 West 57th Street



447 Collins Street



9 DeKalb Avenue

Fraunhofer USA

- USA Subsidiary of one of the world's largest non-profit applied research firms
- Center for Sustainable Energy Systems focuses on innovation in building related energy management systems and processes
- Will partner with our design and building team to drive sustainable strategies



Otis & Ahearn

- \$500 million in MLS and off-market transactions annually
- New development completed in portfolio:
 - Trinity Place
 - Belvedere
 - InterContinental
 - W Boston
 - Battery Wharf
 - Le Jardin
 - Conversion of Mandarin rental units
- Partnered with hotels for condo/hotel use:
 - Four Seasons
 - InterContinental
 - Starwood
 - Fairmont
 - Mandarin



Economic Development & Inclusion Strategy

Our Strategy

- Accordia Partners leverages the development of large projects to create opportunities in equity, employment and education for ALL of Boston's residents
- To execute inclusion, Accordia has partnered with KAGE to train, Eastern Bank to capitalize, and ICIC to measure
- Our Constructon, Operations and Finance partners; Clark, Starwood & Ares share our commitment



Equity Sources

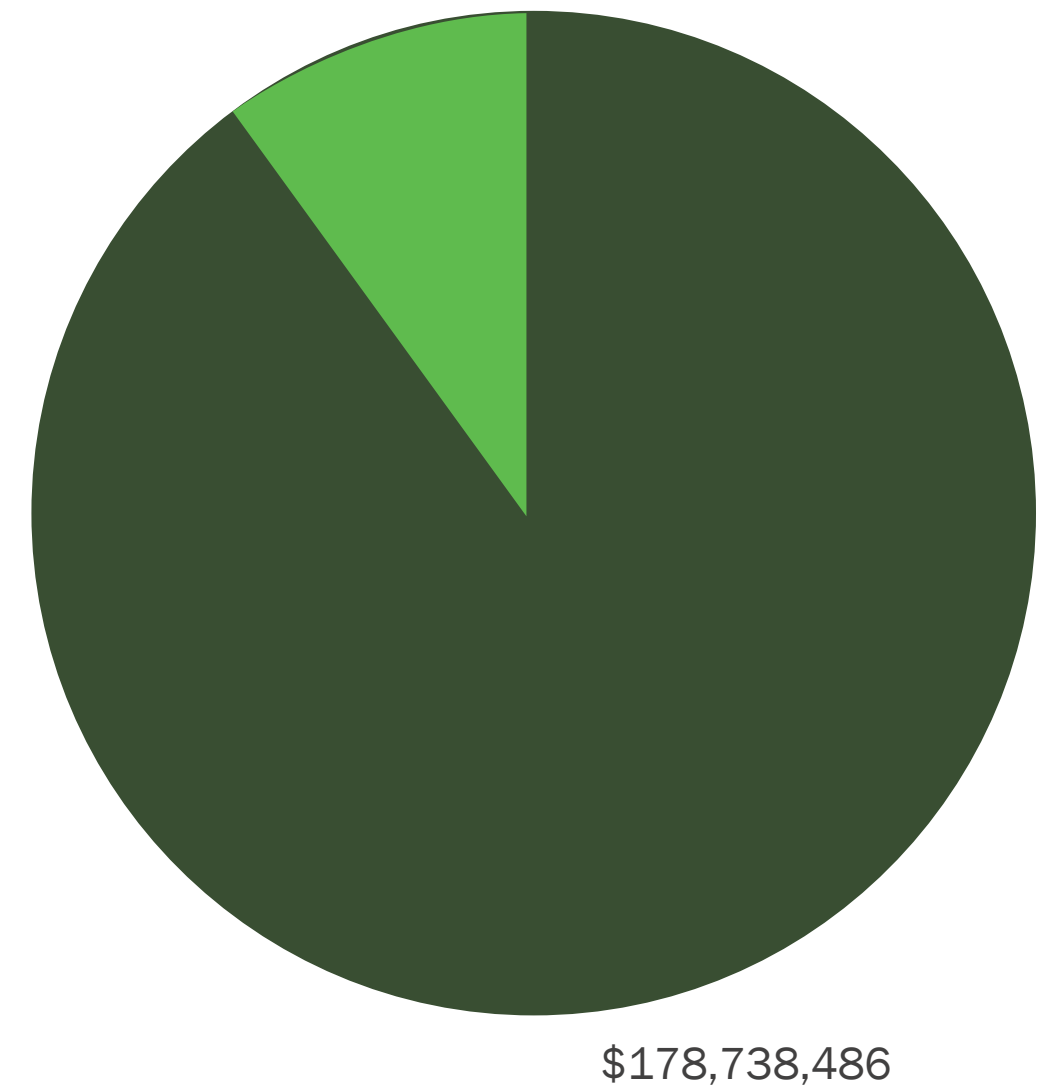
- The Accordia Diverse Investment group is currently **\$19.9 million**
- Accordia, if selected, would reach out to additional Diverse and Local Investors
- All investors in the Accordia GP shall receive both direct returns and a share of incentive fees and promotes paid to Accordia.



Hotel + Residential

Accordia

\$19,859,832



Committed Construction Participation

- **Clark Construction, 7th largest contractor in U.S., has consistently exceeded 50% MWBE utilization on their projects**
 - Nationals Park - 52%
 - African American History Museum - 59%
 - McCormick Place Convention Center - 43%
 - Camp Pendelton Hospital - 76%
- Clark will commit to attaining **30% participation** (\$116 Million in subcontracts)
- **12% M/WBE** (\$46 Million in subcontracts) currently committed to the team
- Clark has completed in Boston a 6 month MWBE Training Program that has included over 30 diverse Boston companies.



African American History Museum



Camp Pendelton Hospital



Nationals Park

Keys for Successful Implementation

- Capacity Building - Clark will partner local MWBE businesses with larger MWBEs that they have previously partnered with
- Training
- Strategic Partnership Program
- Mentoring and Tiered Agreement
- Reporting and Compliance
- On-site coordination
- The M/WBE Management Plan



Committed Operational Participation

- Procurement M/WBE opportunities
 - KAGE Consulting oversight
 - Starwood's Supplier Diversity Program
- Hotel Staffing
 - The hotel will create 300 new permanent jobs
 - Partnership with Best Hospitality/ Starwood/ Local 26
 - Mel King Pathways Program
- D Street Hotels
 - Current employment: 120
 - **56% Minorities**
 - **54% Women**
 - **26% Minorities in Management**
 - **63% Women in Management**
- Crosstown Center
 - **88% Minorities**



Inclusionary Development & Housing

- We propose contributing \$20.9 million to the IDP fund
- These finds will serve as a \$175,000 per unit subsidy to create close to 125 new affordable units in Boston's neighborhoods
- **We have engaged Eastern Bank as our workforce housing fund partner to further develop this fund**



Jobs Linkage & Cooperation Payments

Jobs Linkage

- The project will generate \$850,000 in Jobs Linkage dollars.
- We propose immediate monetization of 75% of those funds to capitalize
 - **Best Hospitality Training**
 - **Building Pathways**
 - **YouthBuild**
 - **Admiral Hospitality Scholars**

Cooperation and Mitigation Payments

- The project will generate \$1.7 million in Cooperation and Mitigation Payments.
- We propose directing these funds to local non-profits in the various neighborhoods of Boston.



Education & Outreach

- Developer, Ownership and Operations:
 - **CVP Academy**
 - **YouthBuild**
 - **Admiral Hospitality Scholars**
 - **Building Pathways**
 - **Best Hospitality Training**
- Design:
 - Innovation Hub
 - This is Our River
 - Kids of Kathmandu
- Construction:
 - Strategic Partnership Program
 - Over 345 firms have graduated from this program
 - In 5 different cities including Boston



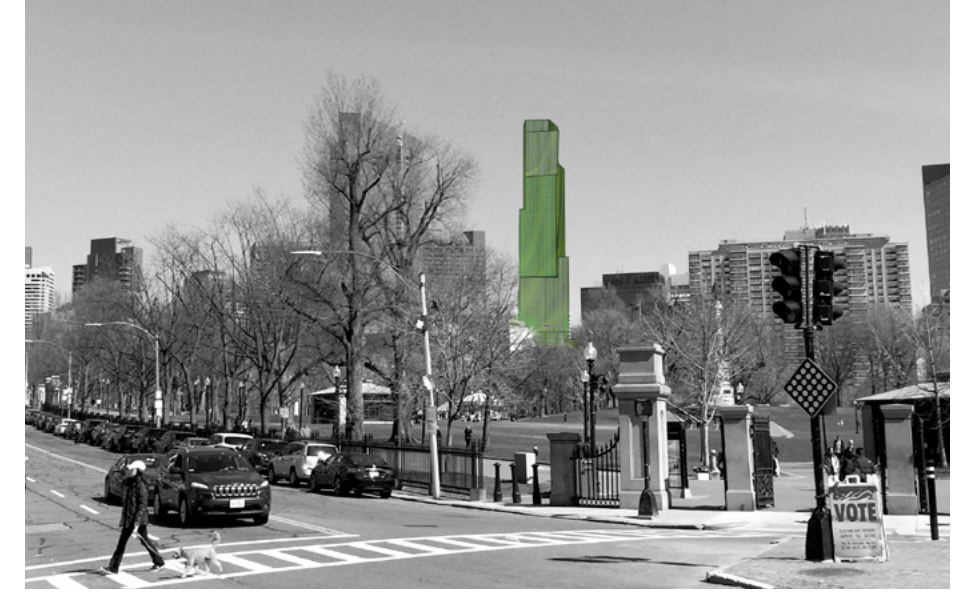
A symbol of Inclusion



Boston Harbor



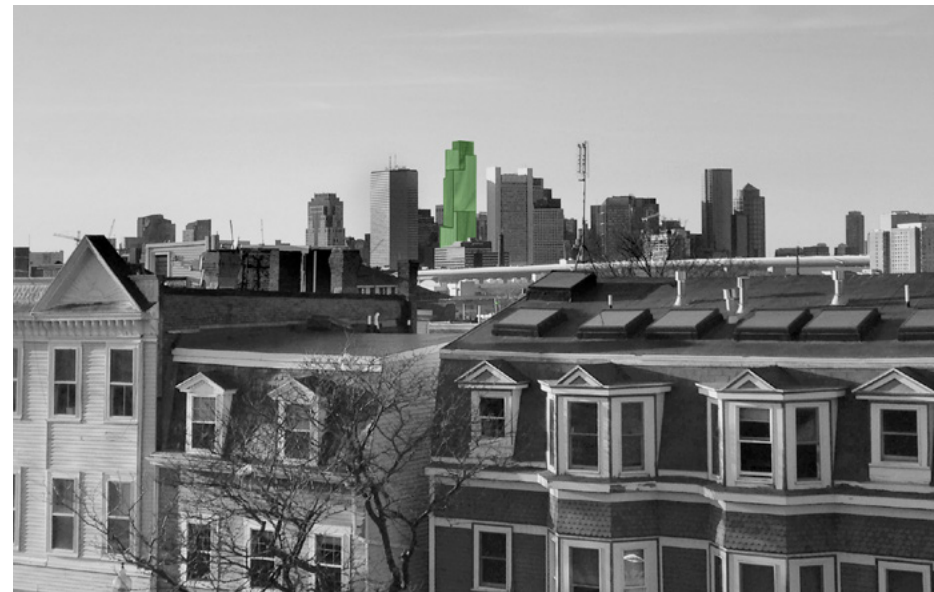
Mt. Auburn Cemetery, Cambridge



Charles Street, Beacon Hill



Armenian Heritage Park



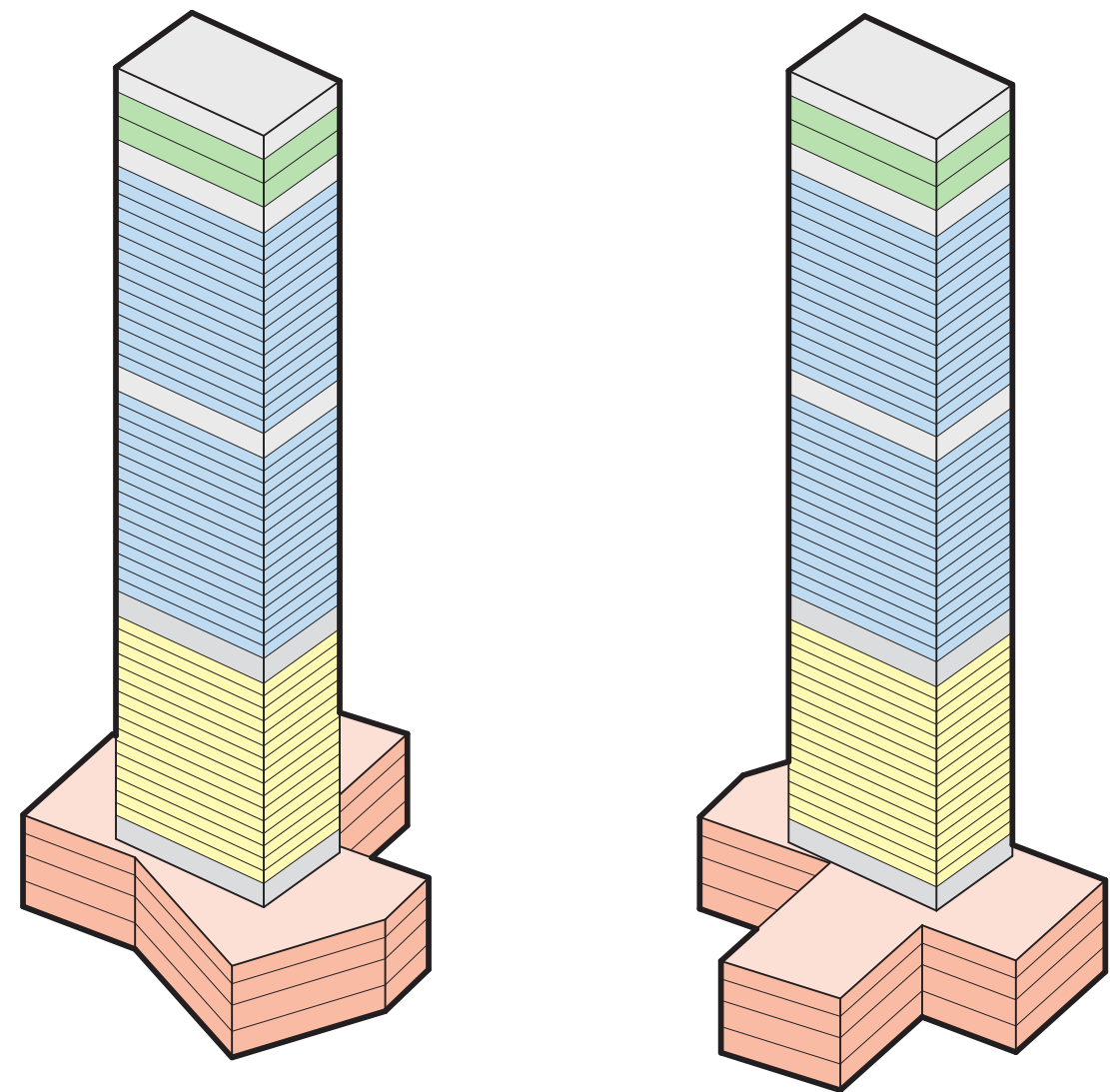
East Broadway, South Boston



Congress St., Innovation District

A celebration of Inclusion

Development Program Summary



Program	Gross Floor Area	Net Floor Area	Notes
Public Concourse	15,512 gsf	14,855 nsf	Ground Floor / Street Level
Observatory Deck	7,208 gsf	5,391 nsf	56th Floor
Observatory Restaurant	5,432 gsf	3,615 nsf	57th Floor
Residential	345,054 gsf	247,889 nsf	188 Residential units, 188 Parking Spaces
Hotel	312,304 gsf	200,527 nsf	280 Hotel rooms, 197 Parking Spaces
Black Box Theater	11,212 gsf	10,201 nsf	175 Seats
Restaurant	5,300 gsf	4,330 nsf	Winthrop Square Street Level
Retail	2,638 gsf	2,155 nsf	Ground Floor / Street Level
Parking Garage	63,940 gsf	55,229 nsf	Parking Valet Only, Mechanical Parking Below Grade, 385 Spaces

Total

768,600 gsf

544,192 nsf



Observatory



Residential



Hotel




Lobbies, Cultural, Retail



Mechanical

Design

An aerial photograph of Boston, Massachusetts, showing a dense urban skyline with numerous skyscrapers and buildings. In the foreground, there are large green parks, including what appears to be Boston Common and the Public Garden, with winding paths and trees. The city extends to the waterfront, with the harbor visible in the background under a cloudy sky. The text is overlaid on the upper half of the image.

“ Boston is home to the world’s most innovative thinkers — in science and technology, and in business, art, and architecture. Our city’s built environment should reflect this culture of imagination. ”

**— Mayor Martin J. Walsh
Greater Boston Chamber of Commerce, Dec 2014**



Urban Design Goals

Civic & Community

Connectivity

Imaginative Design

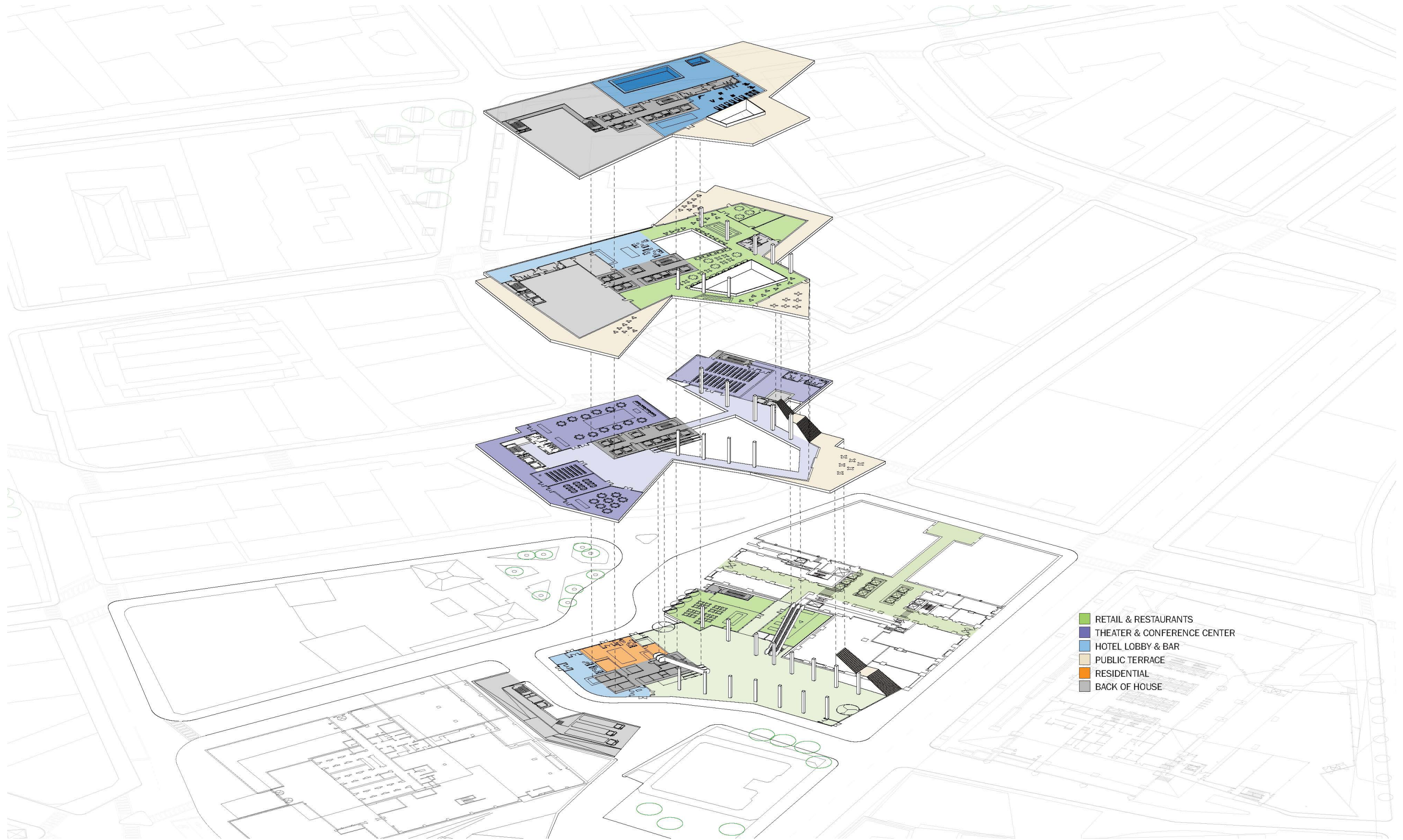




MONTINE CREEK

OTIS ST



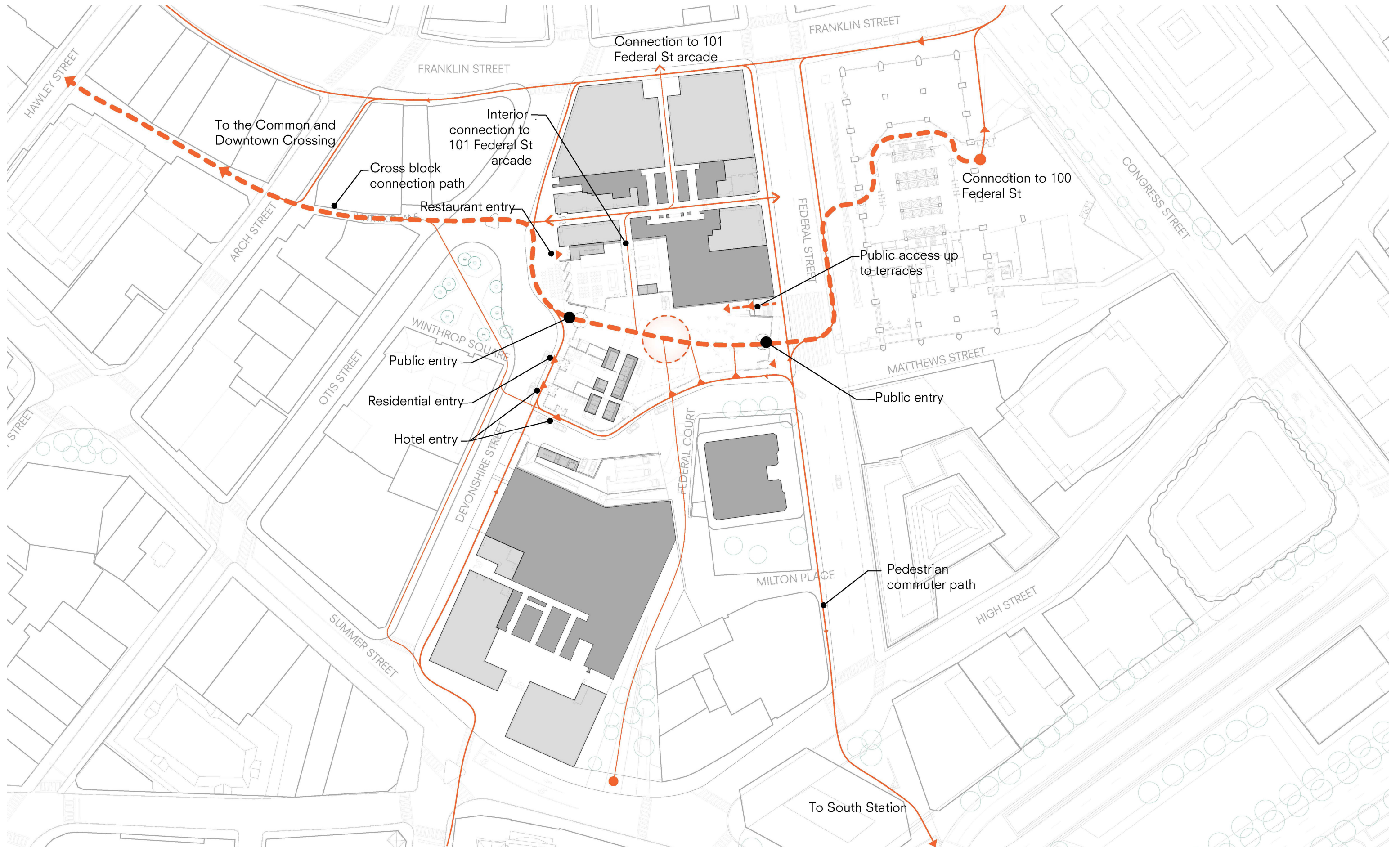


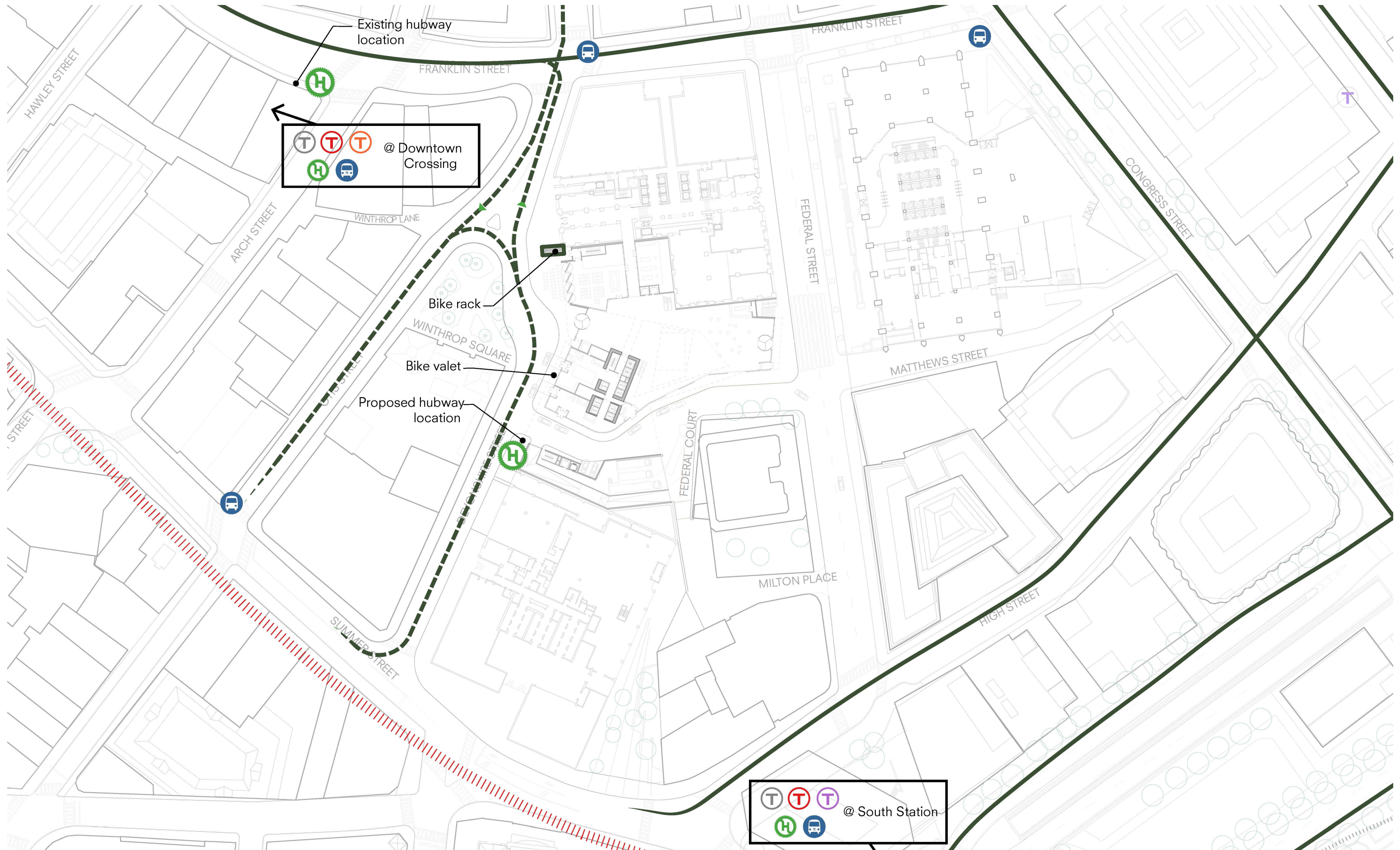
- RETAIL & RESTAURANTS
- THEATER & CONFERENCE CENTER
- HOTEL LOBBY & BAR
- PUBLIC TERRACE
- RESIDENTIAL
- BACK OF HOUSE

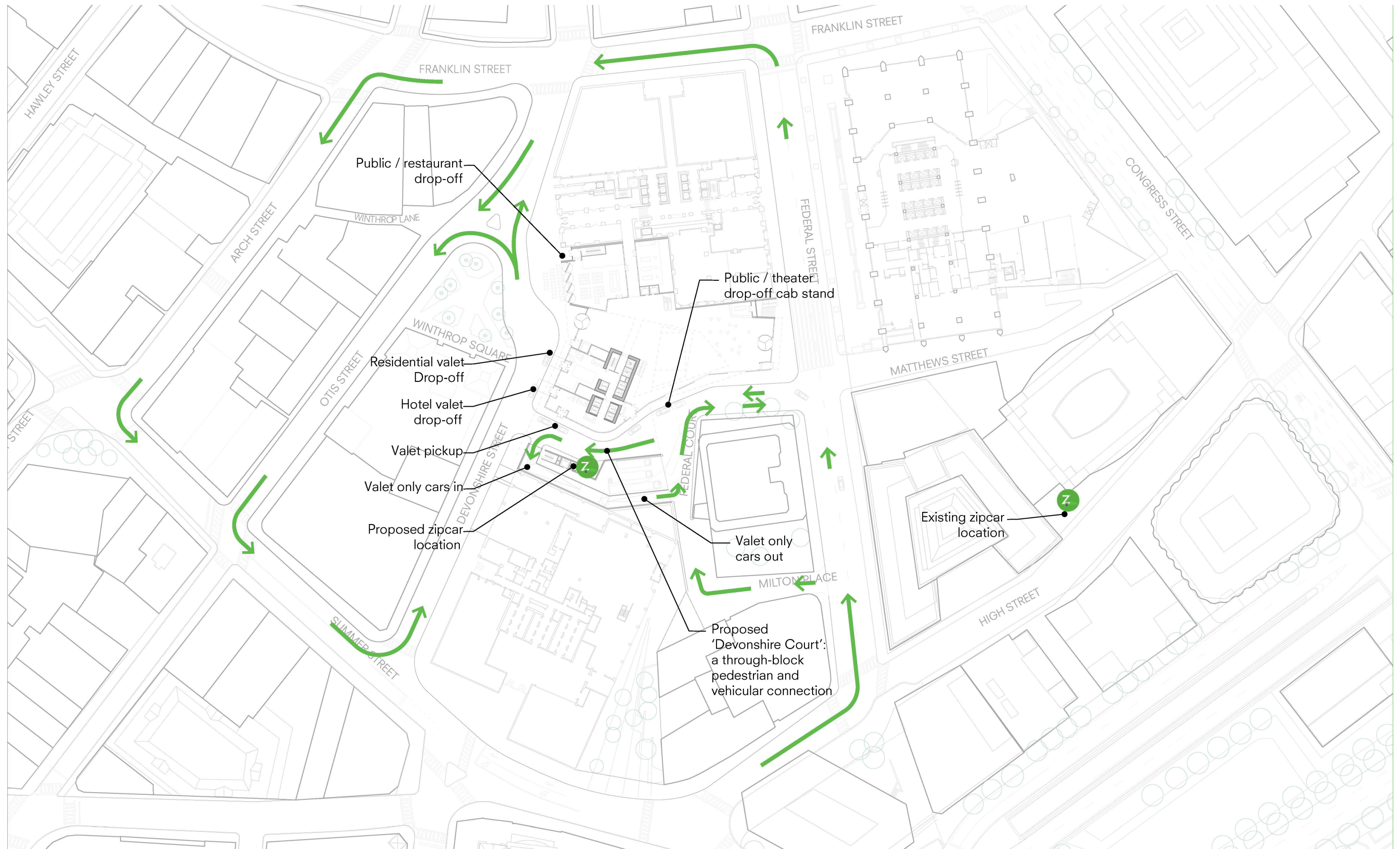


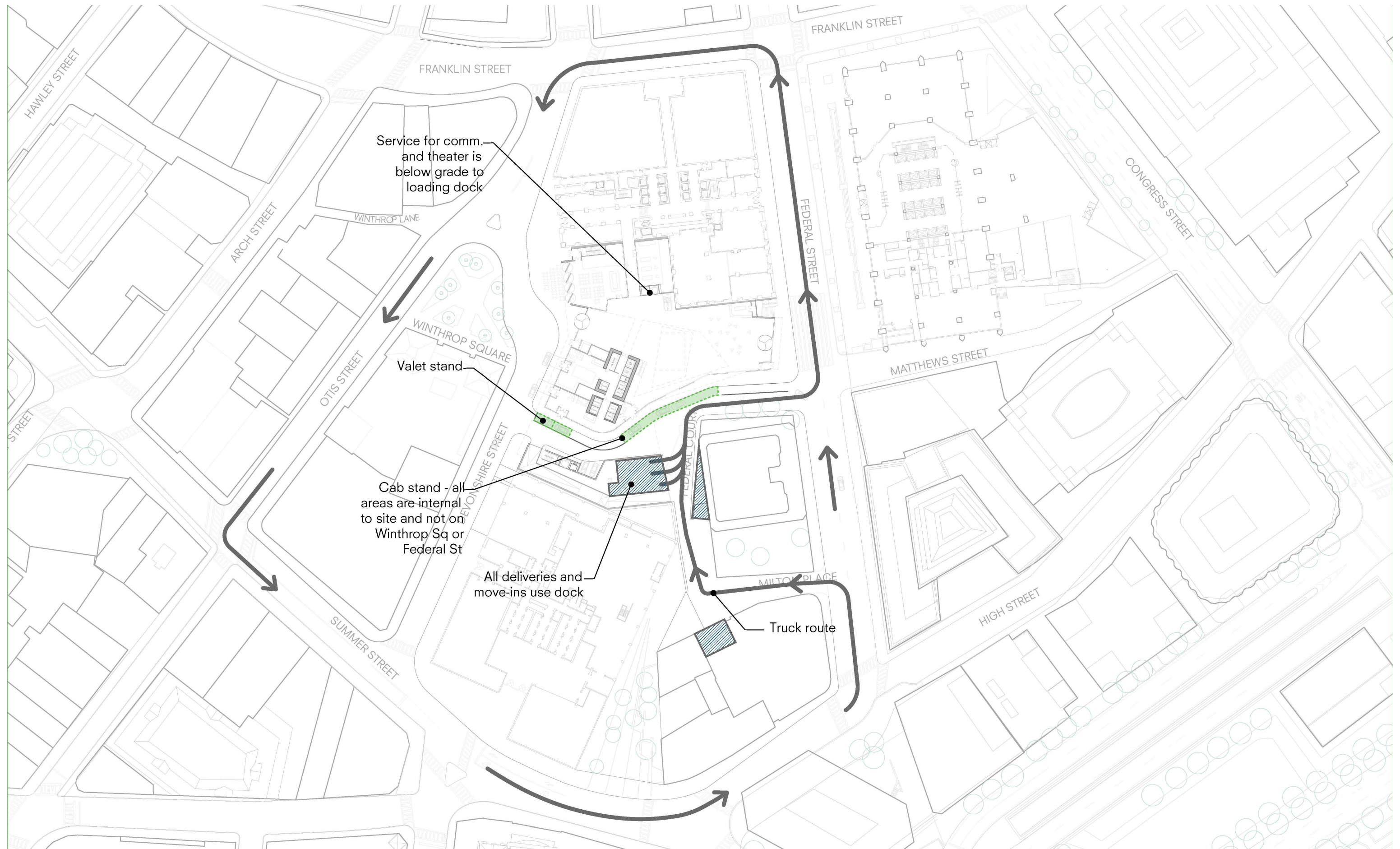
















To Boston Commons

100 Federal

Winthrop Square

To Downtown Crossing

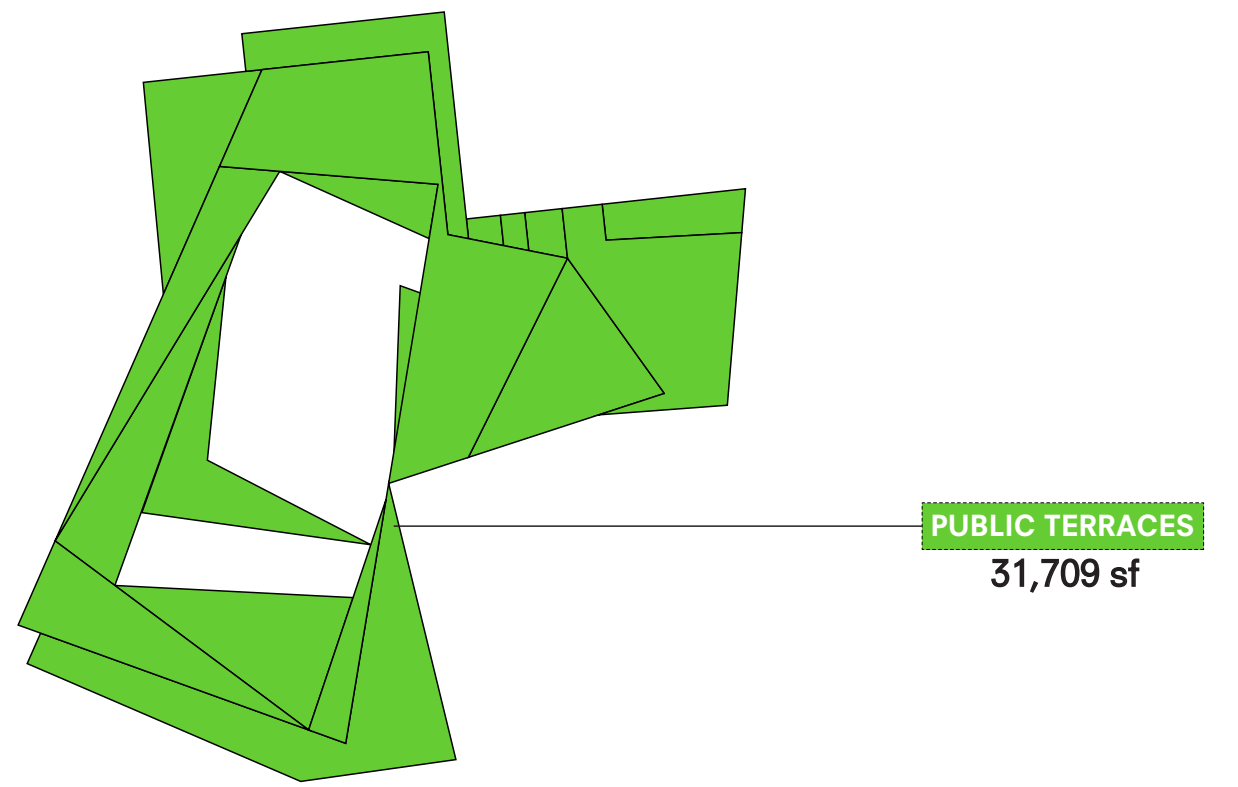
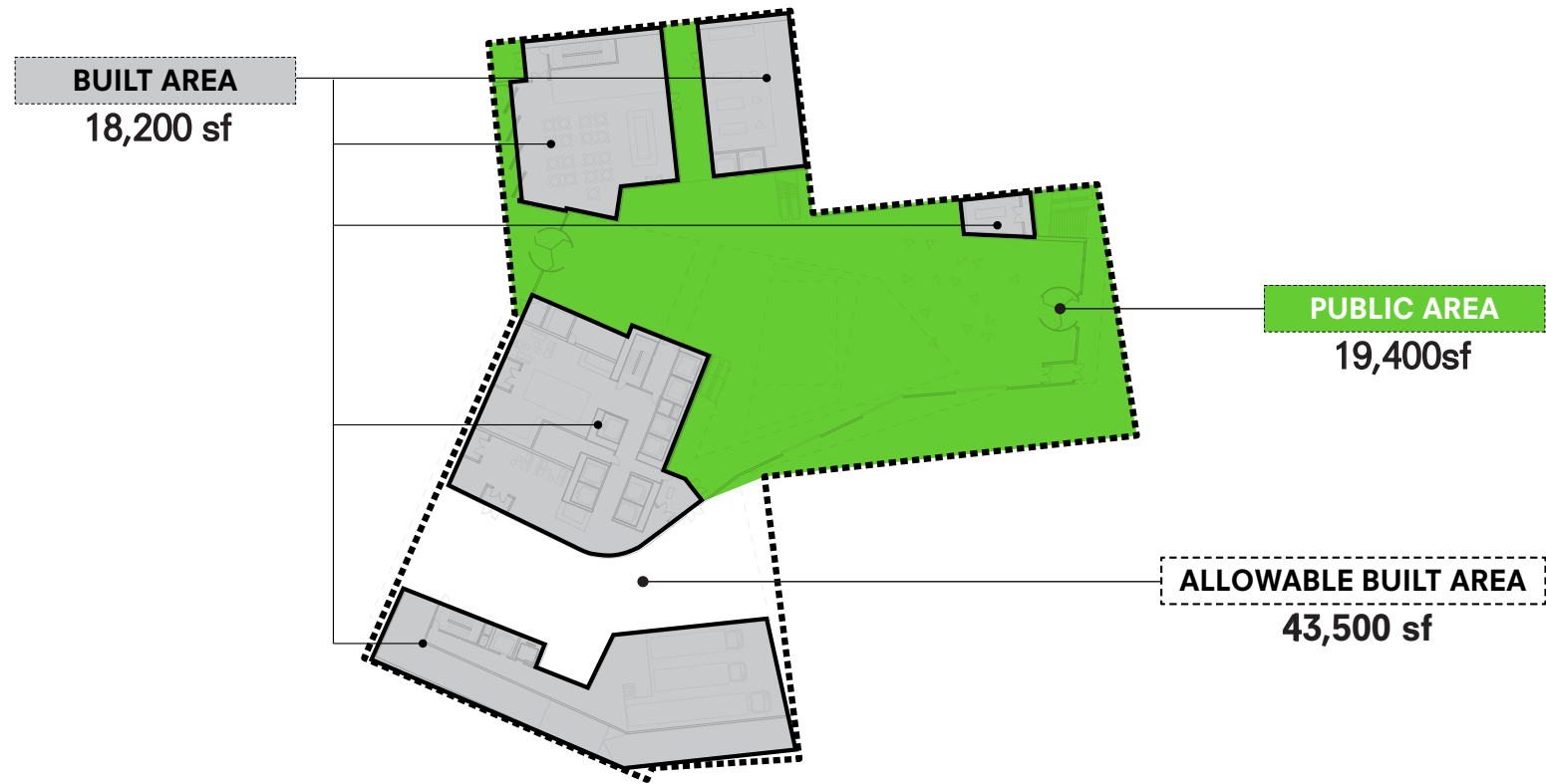
Greenway

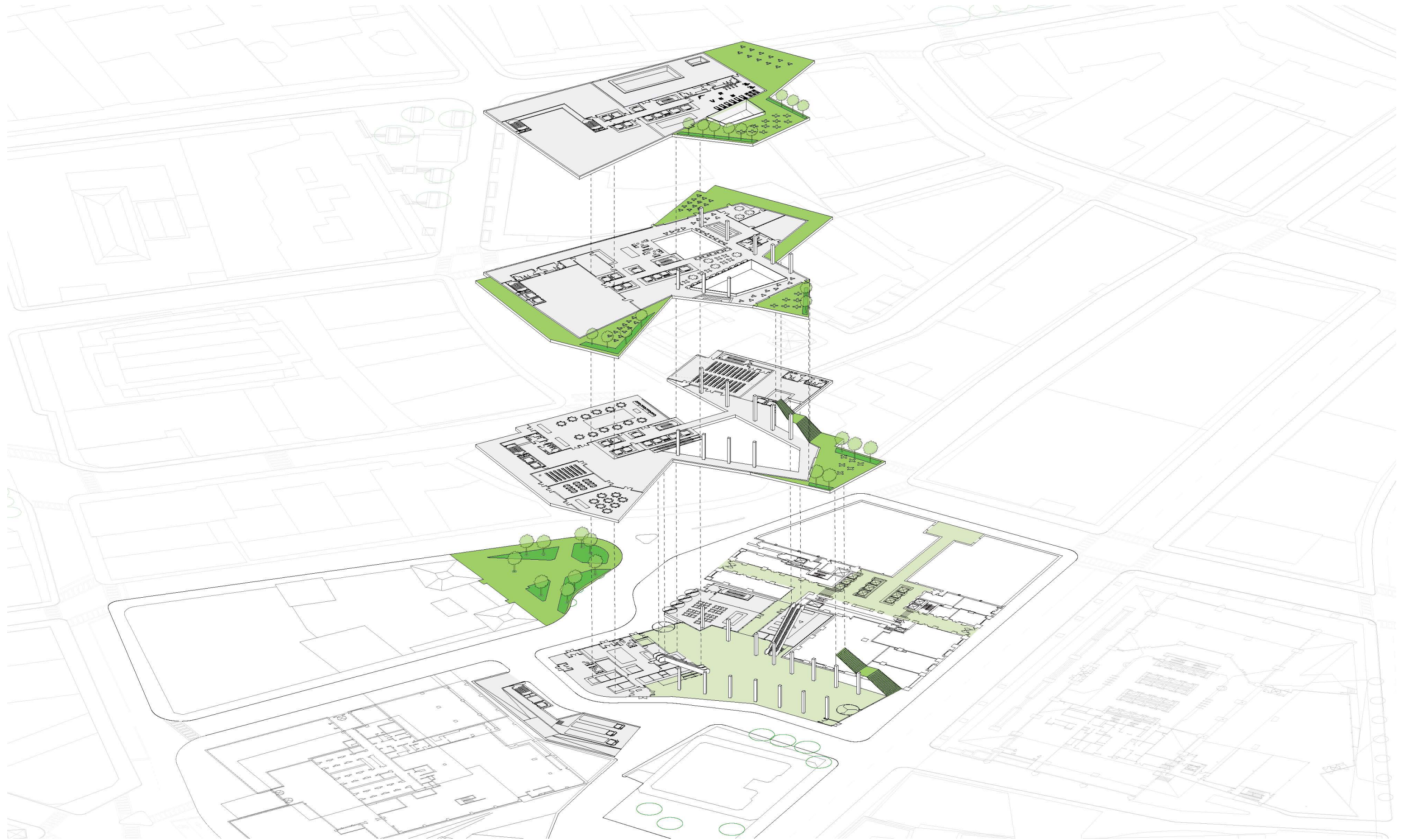
Dewey Square Parks

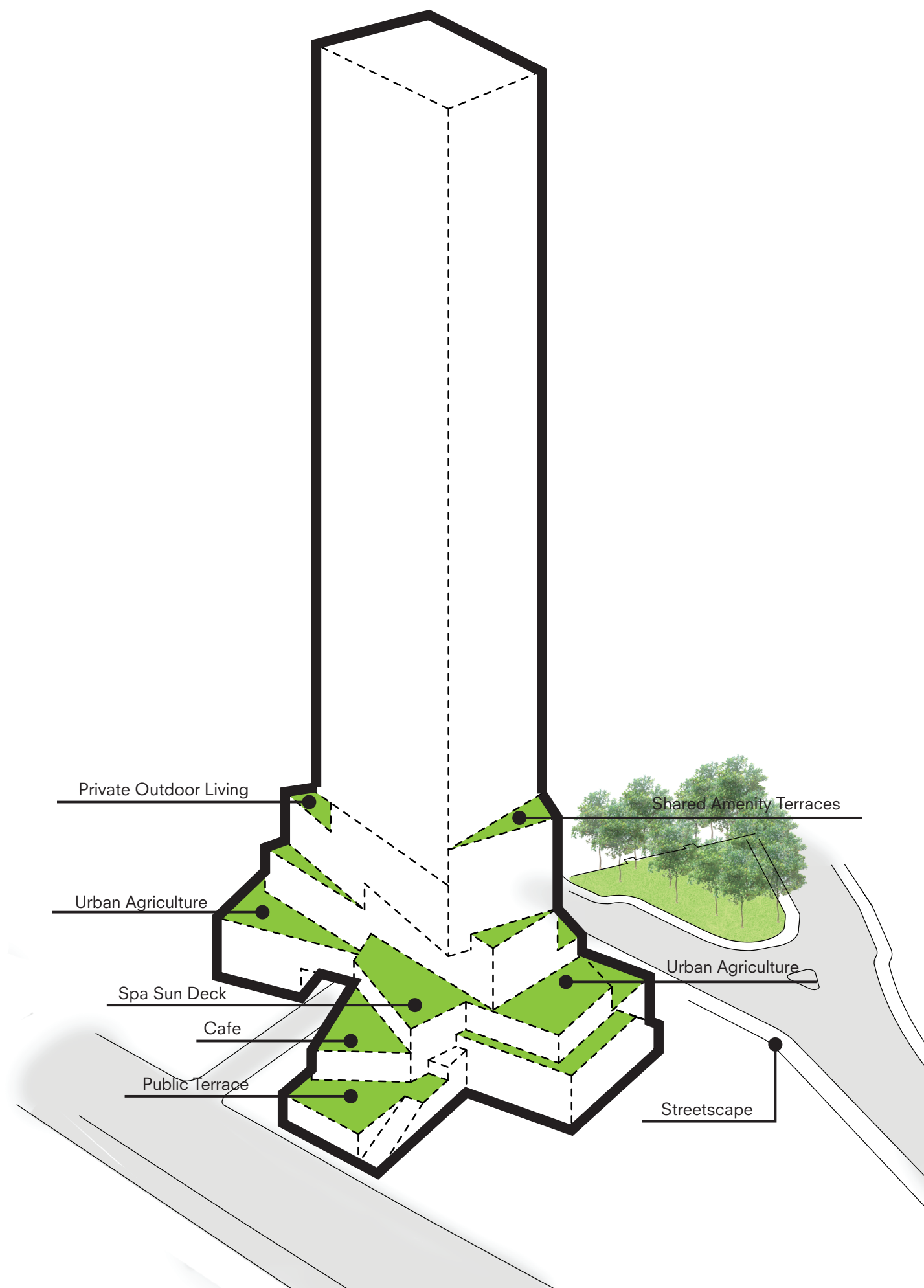
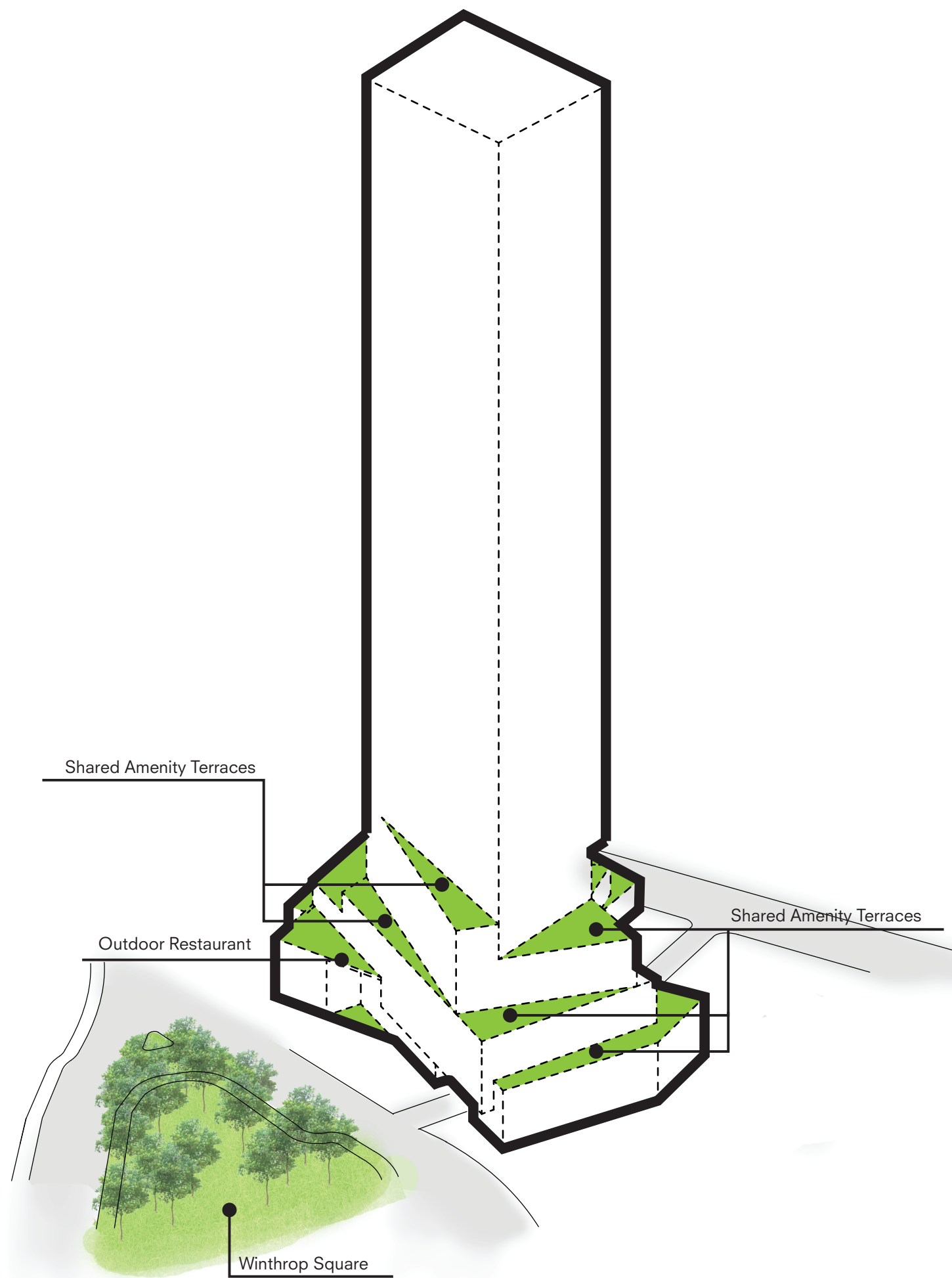
Lincoln Street Green

Federal Reserve Plaza

To Harbor Walk









Winthrop Square



Spa Sun Deck



Cafe



Public Terrace



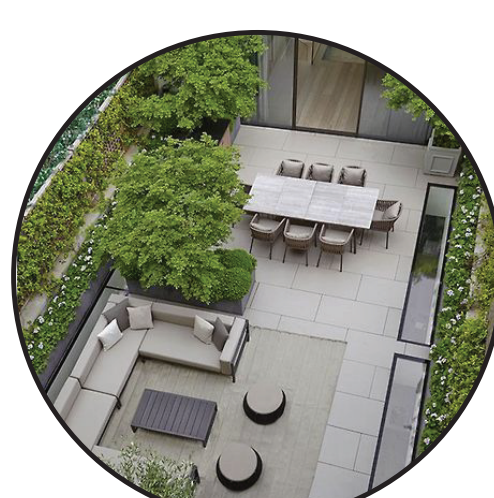
Streetscape



Urban Agriculture



Outdoor Restaurant



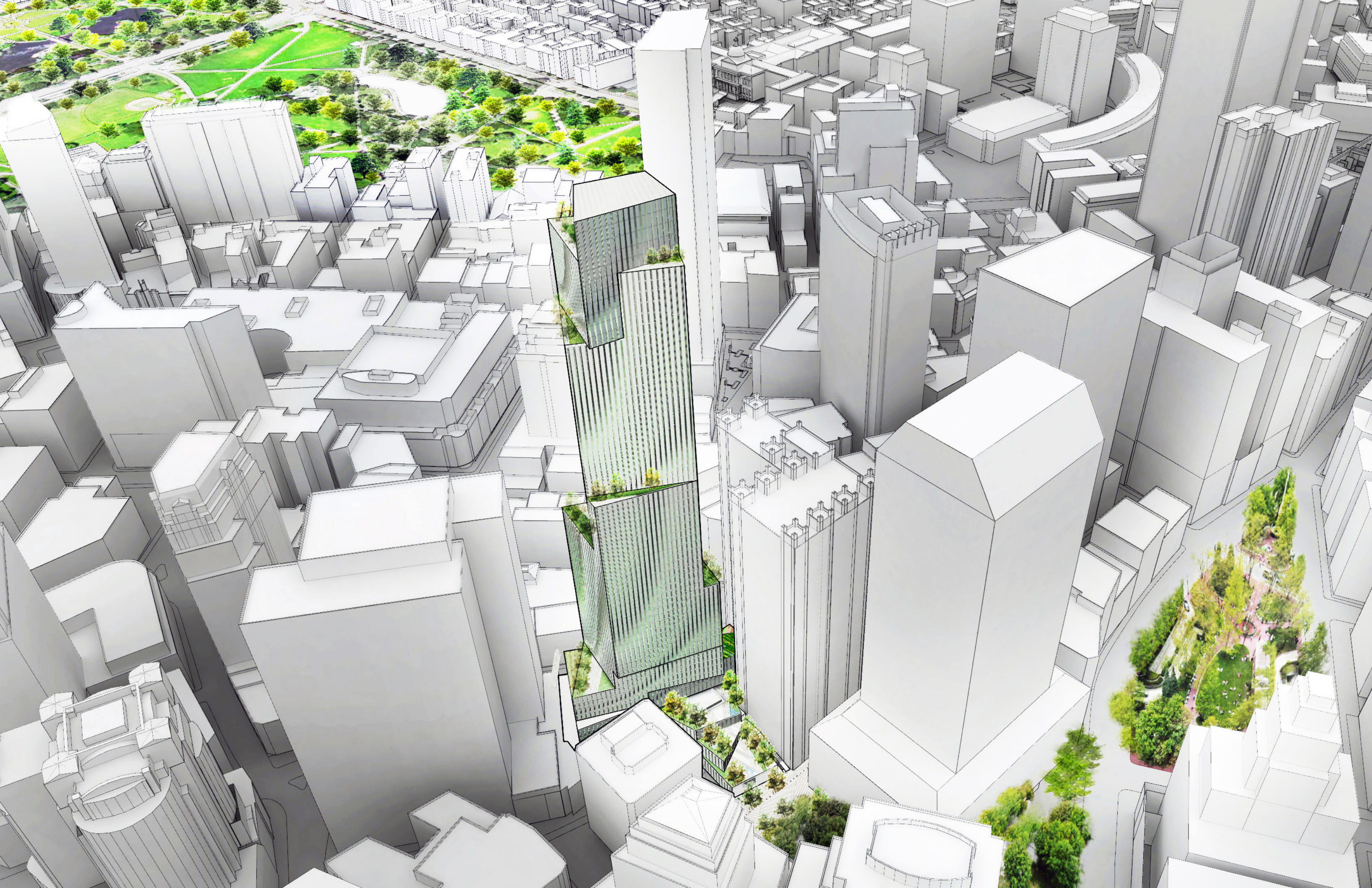
Shared Amenity Terrace

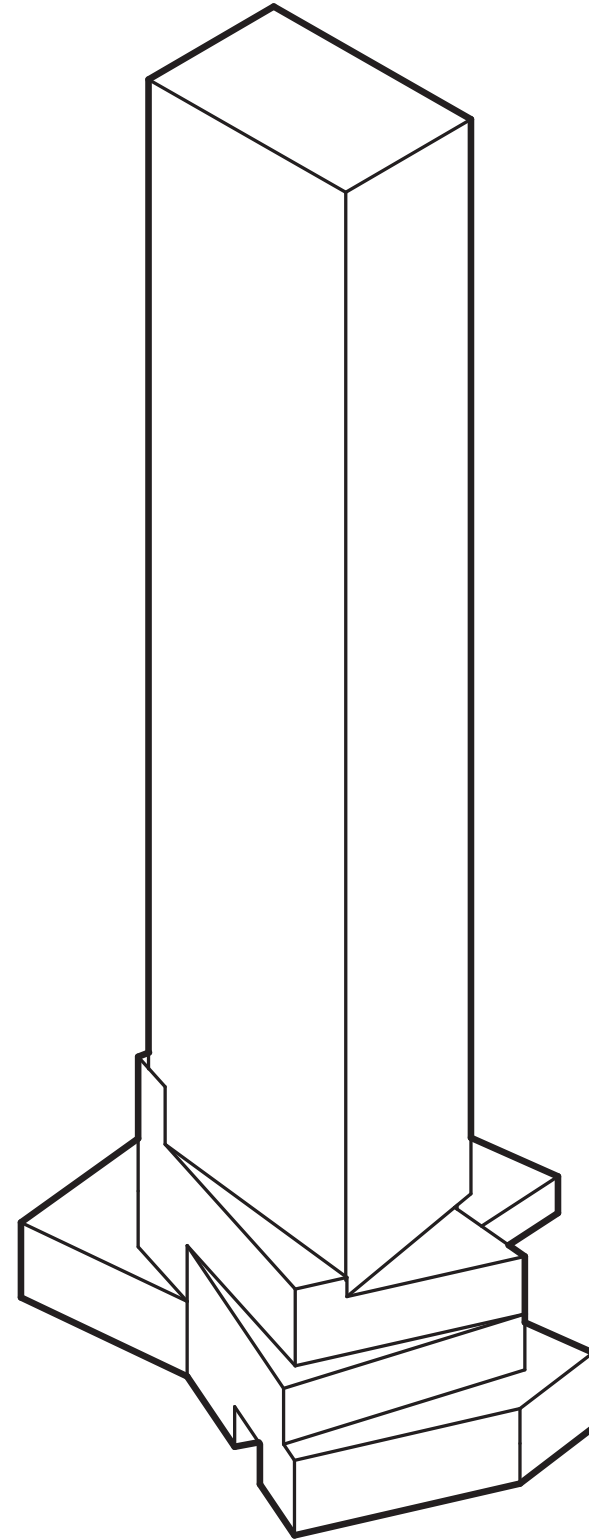


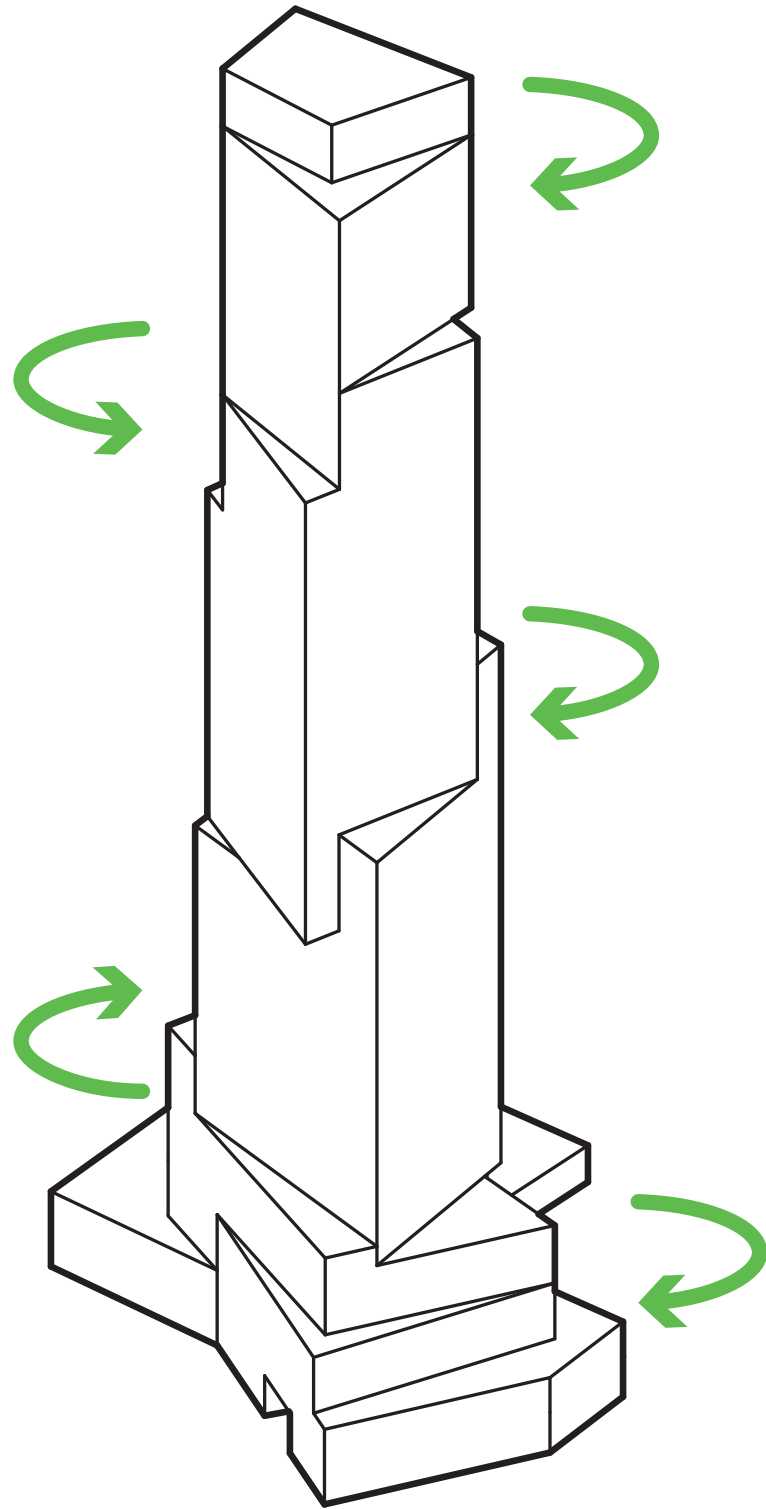
Private Outdoor Living

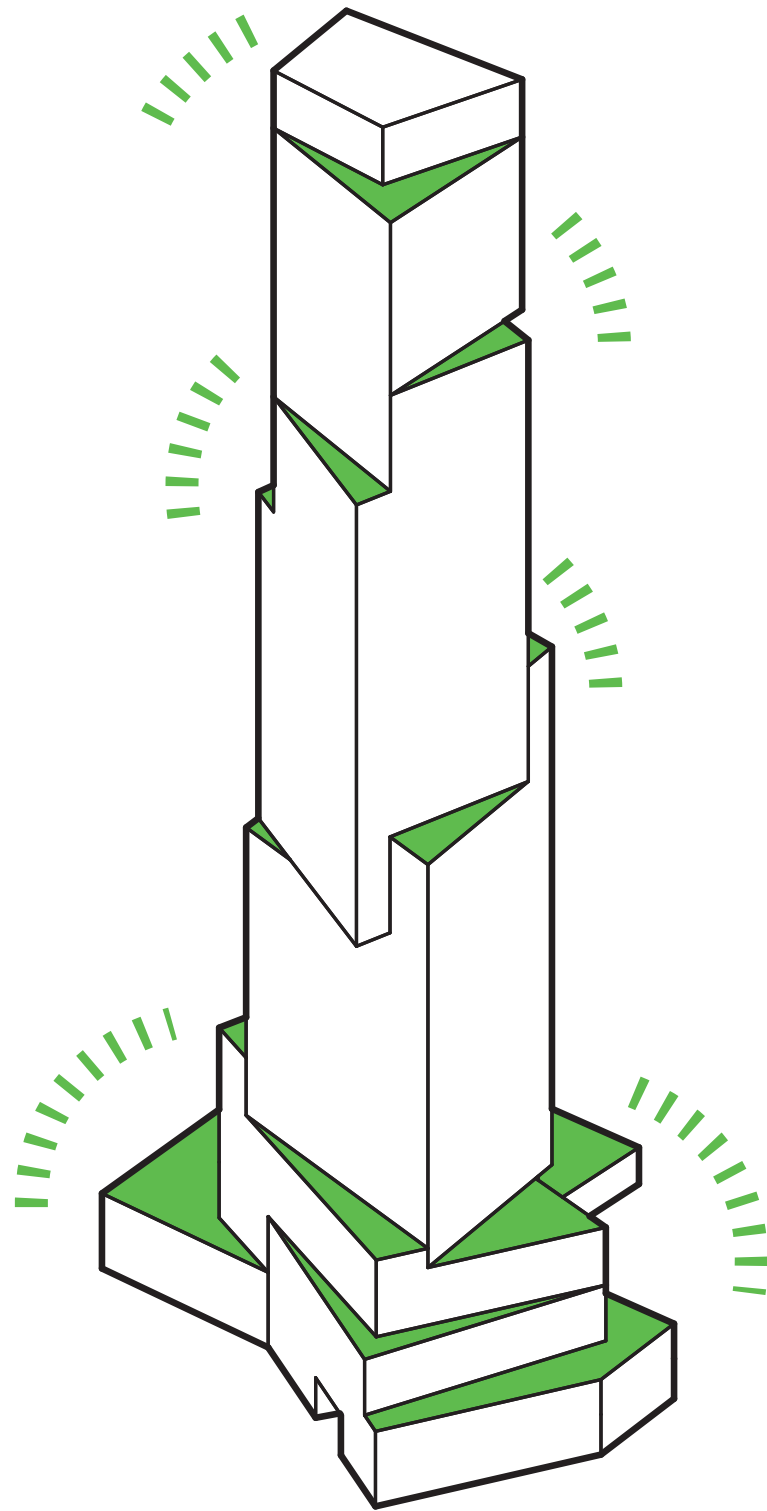


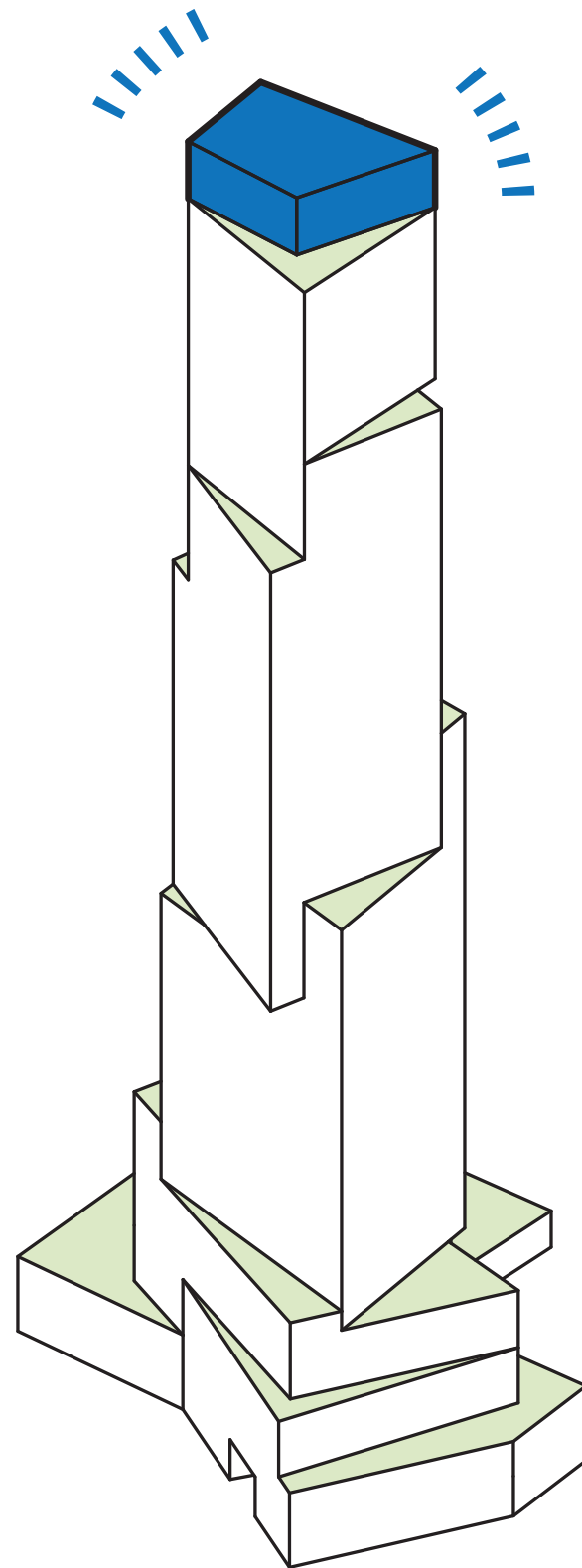
Observation Deck



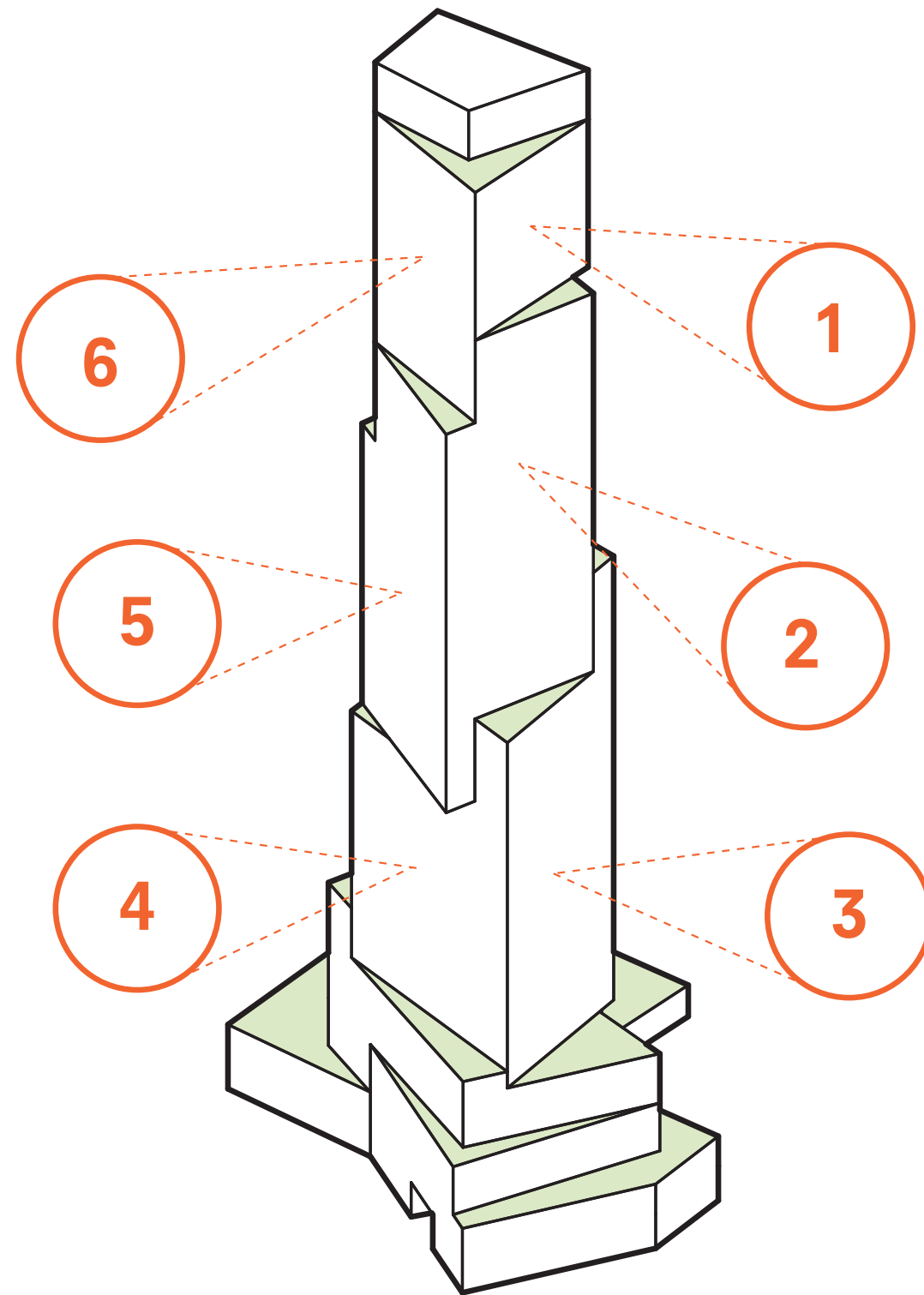


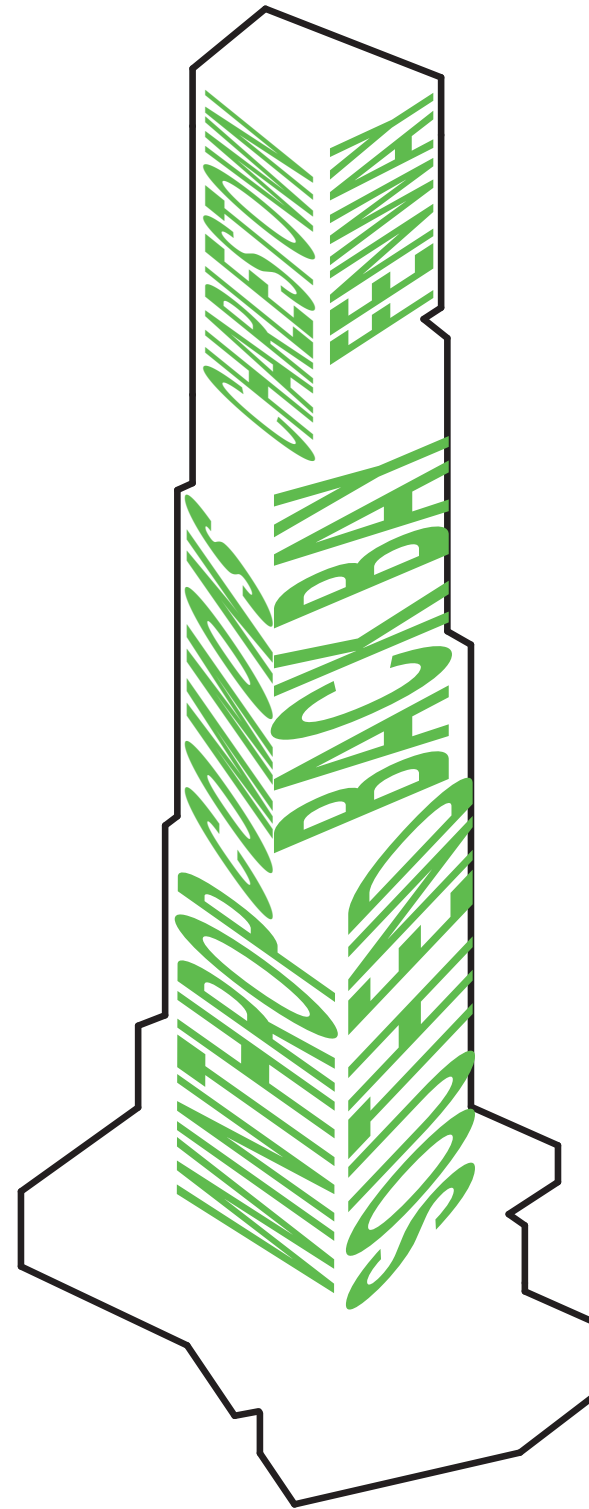












Back Bay



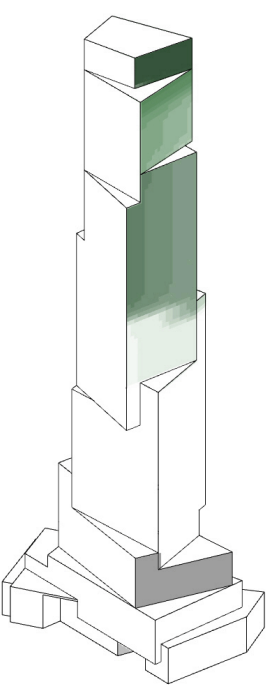
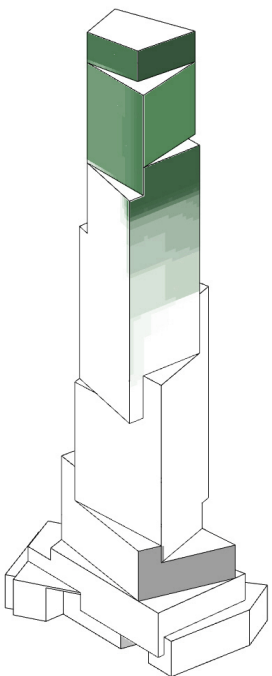
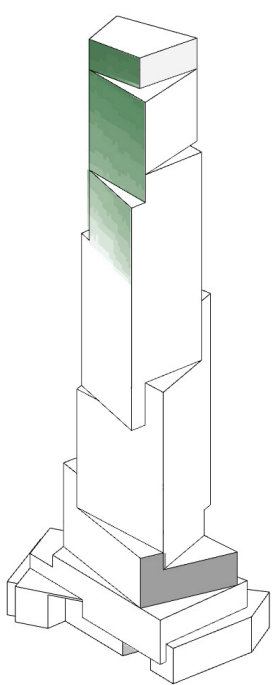
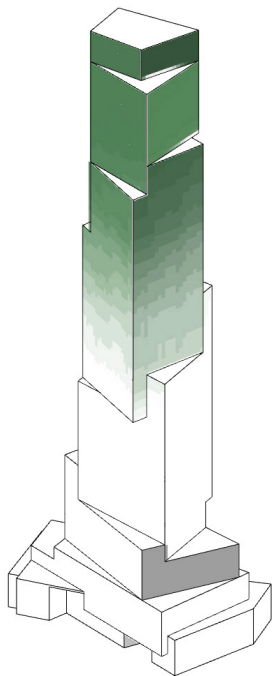
Charlestown

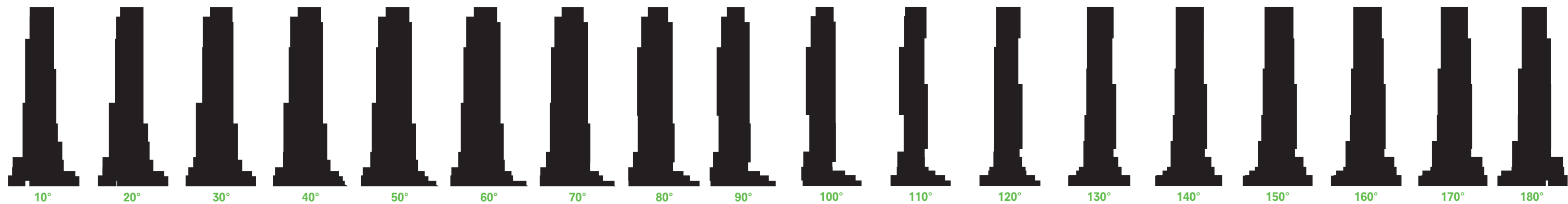


Roxbury

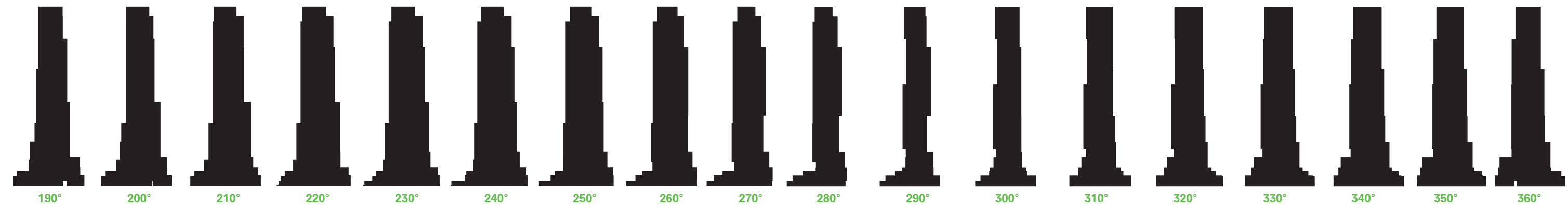


South Boston

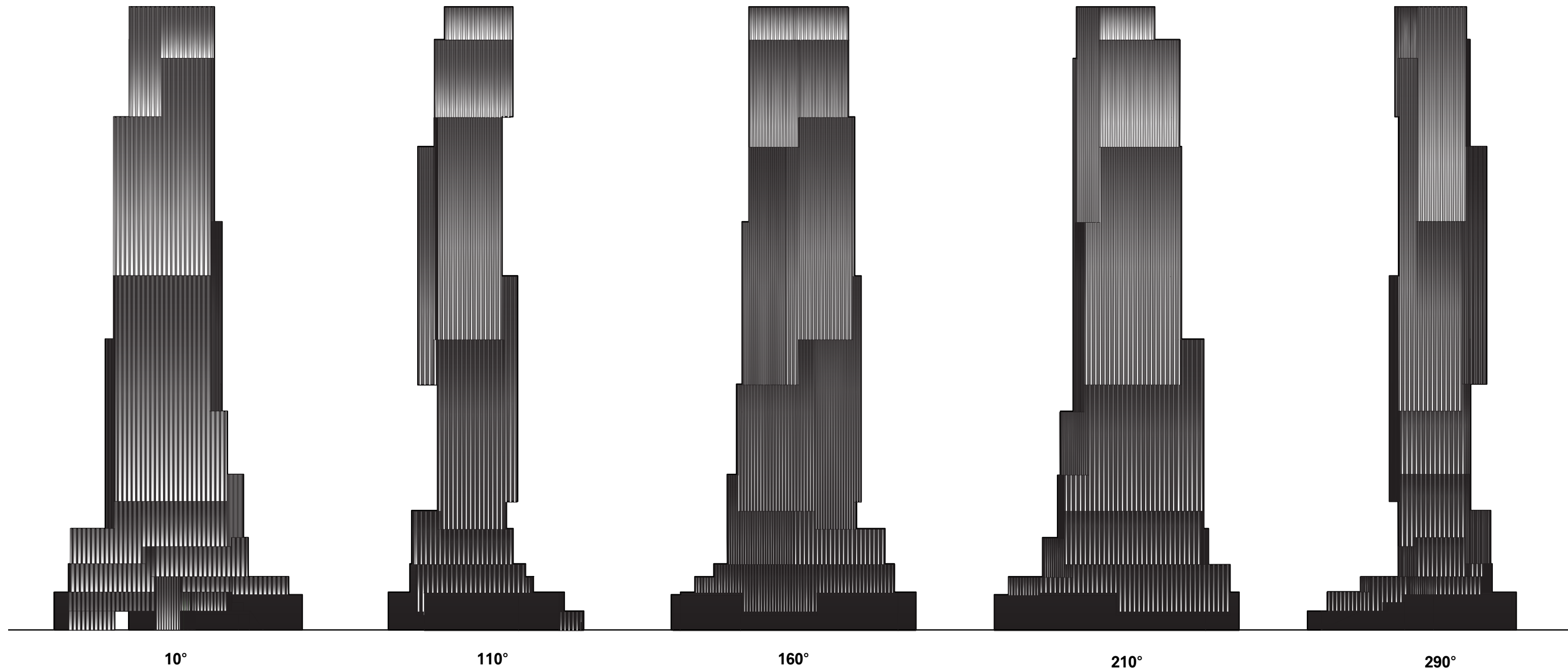




← North End ↔ East Boston ↔ Seaport ↔ Financial District ↔ South Station ↔ South End →



← Common ↔ Back Bay ↔ Cambridge ↔ Beacon Hill ↔ Somerville →

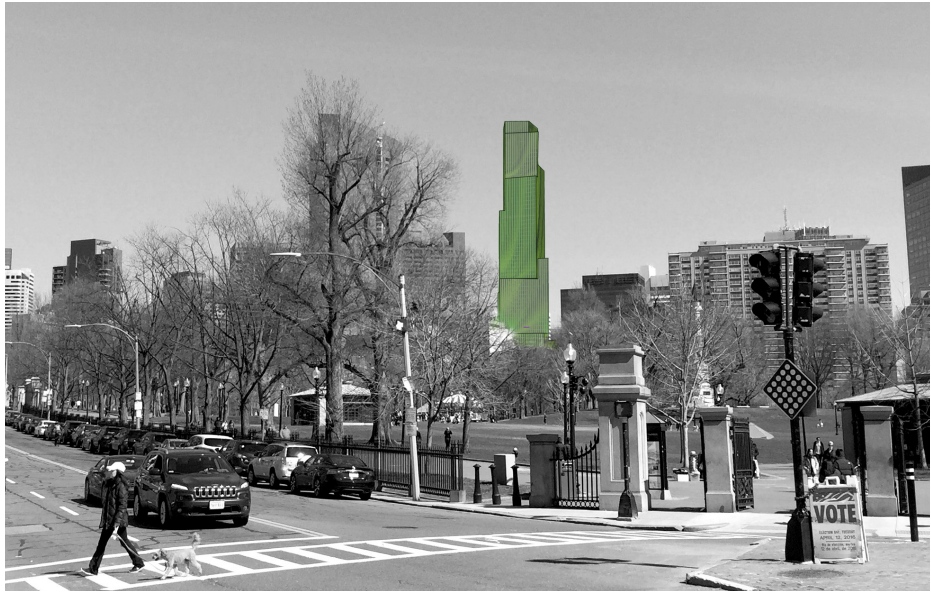




Boston Harbor



Mt. Auburn Cemetery, Cambridge



Charles Street, Beacon Hill



Armenian Heritage Park



East Broadway, South Boston

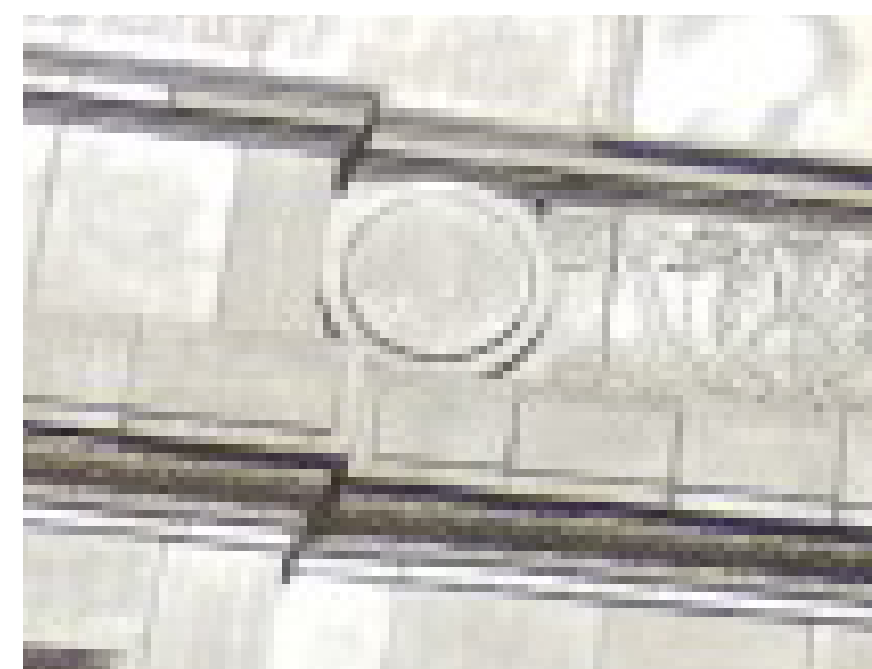


Congress St., Innovation District



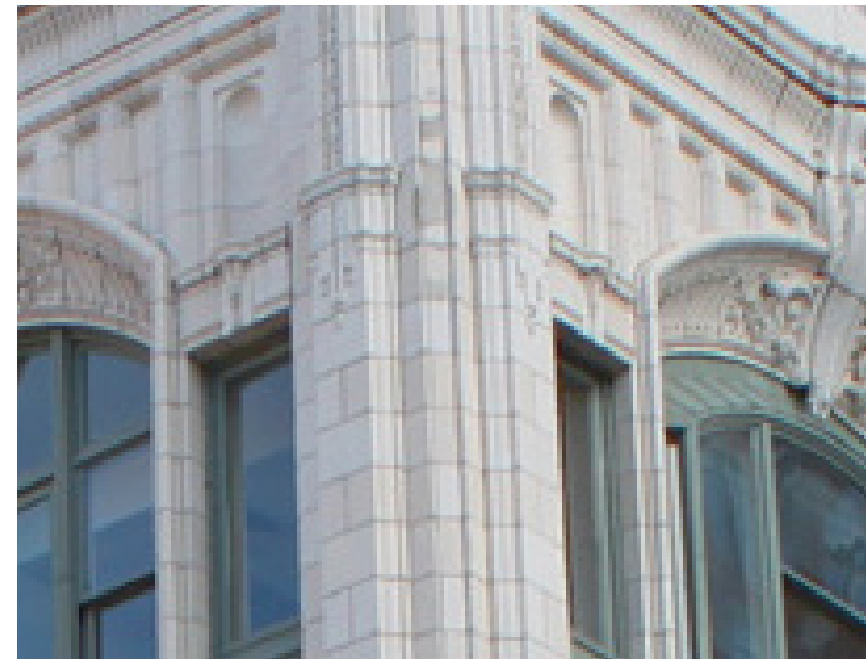
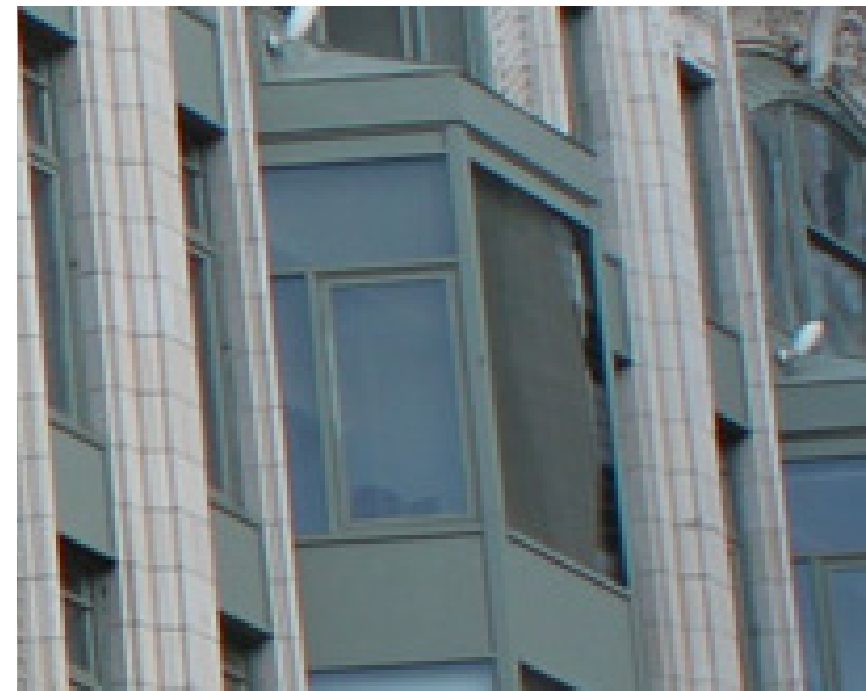


Filene's



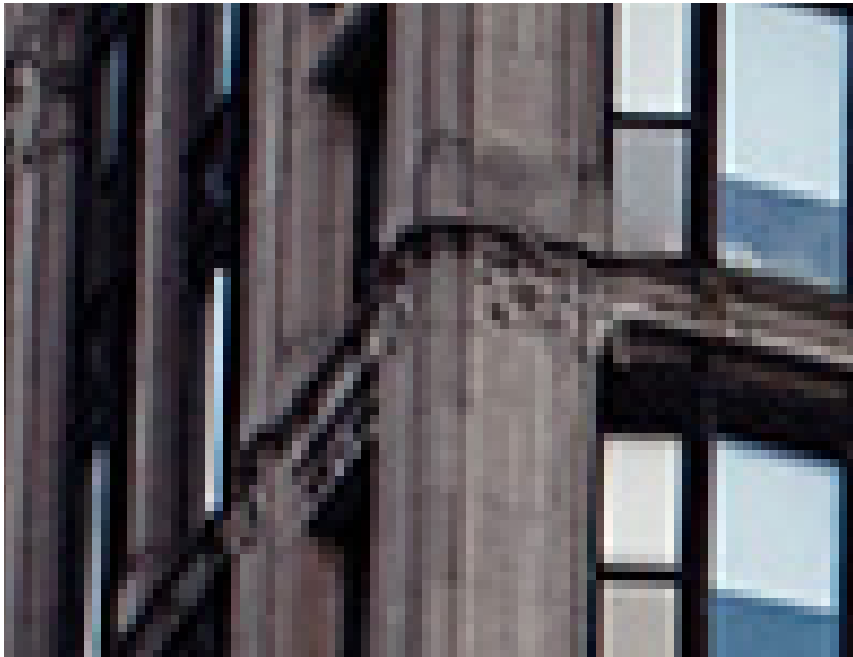
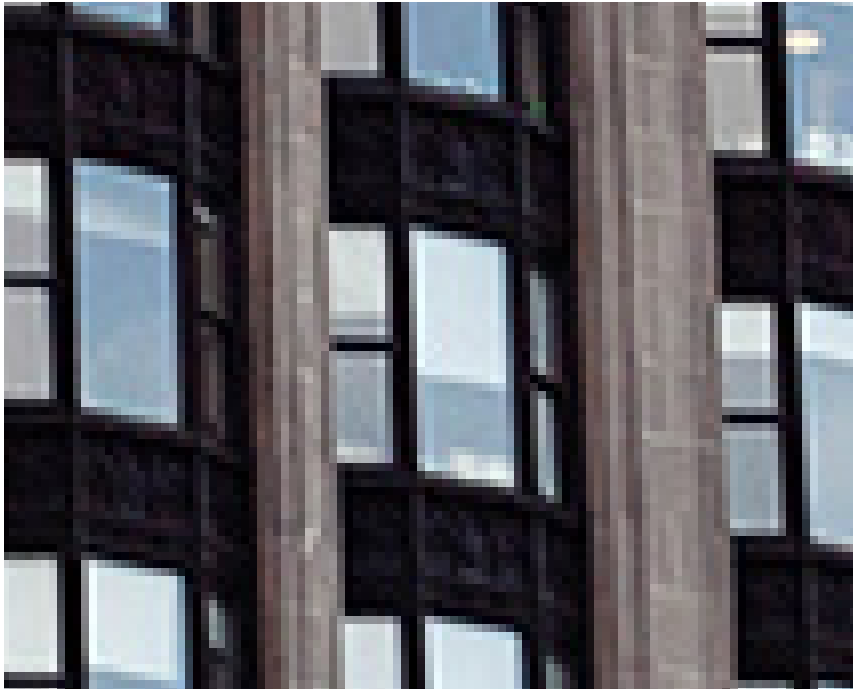


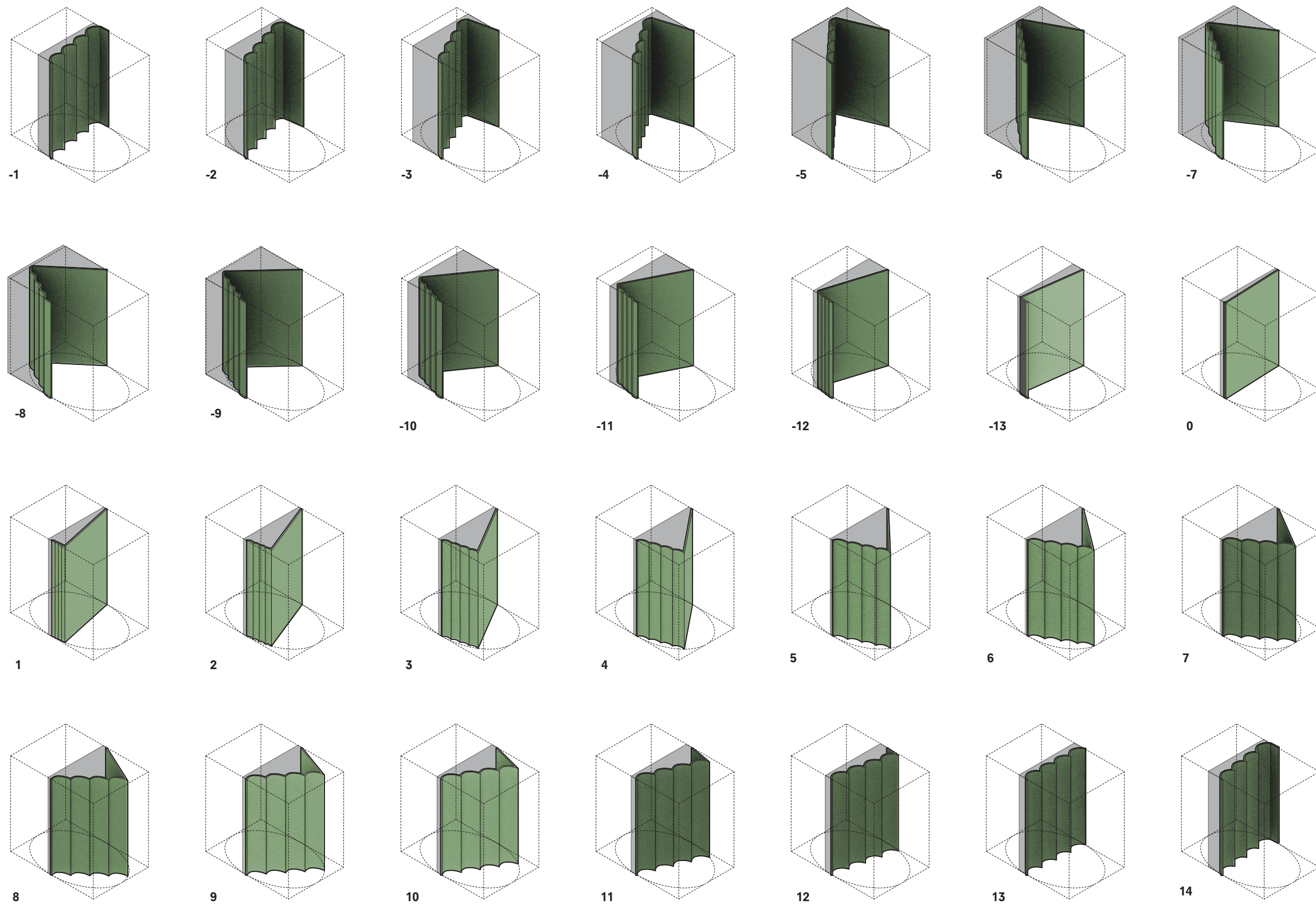
Berkeley

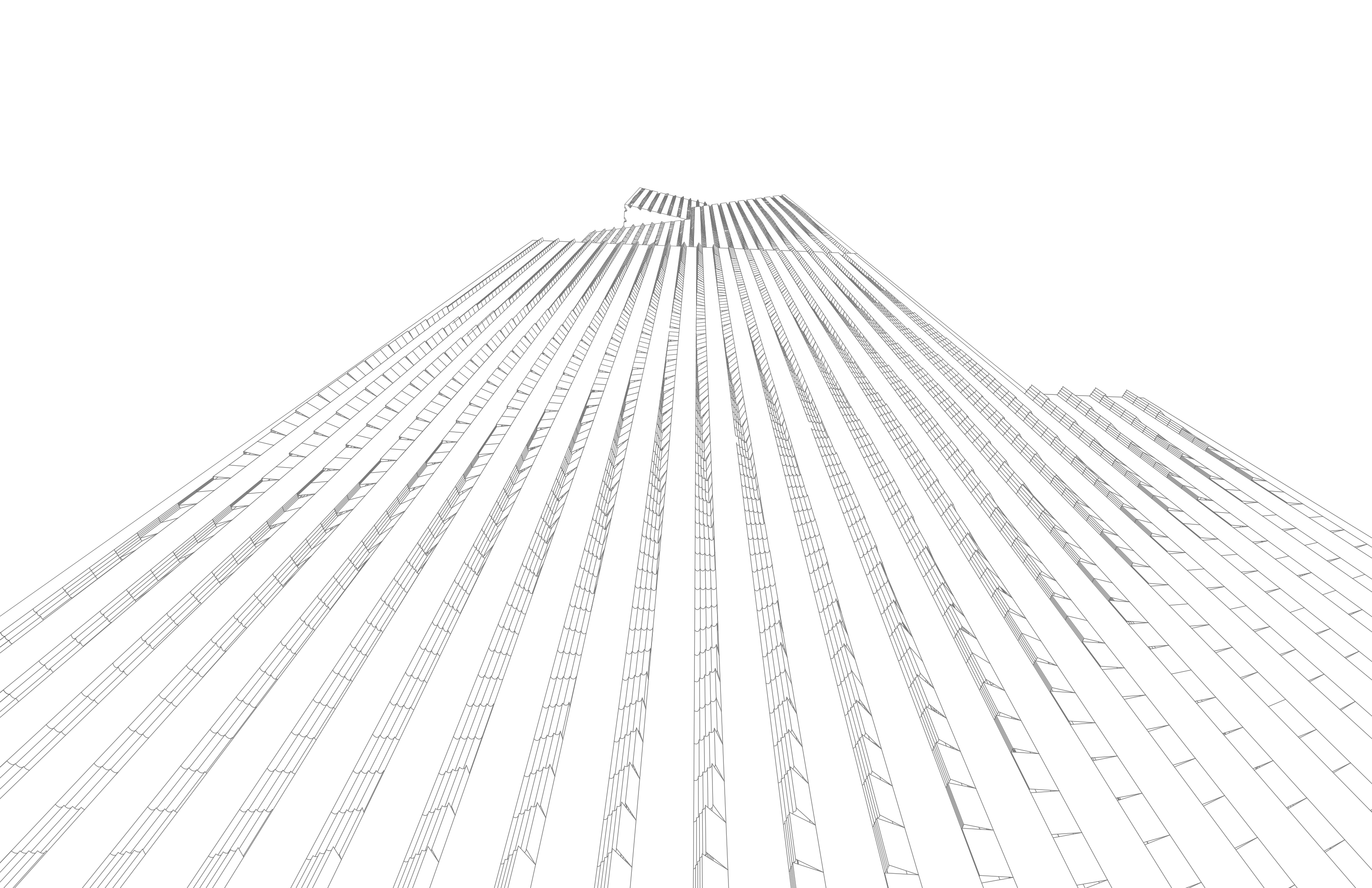


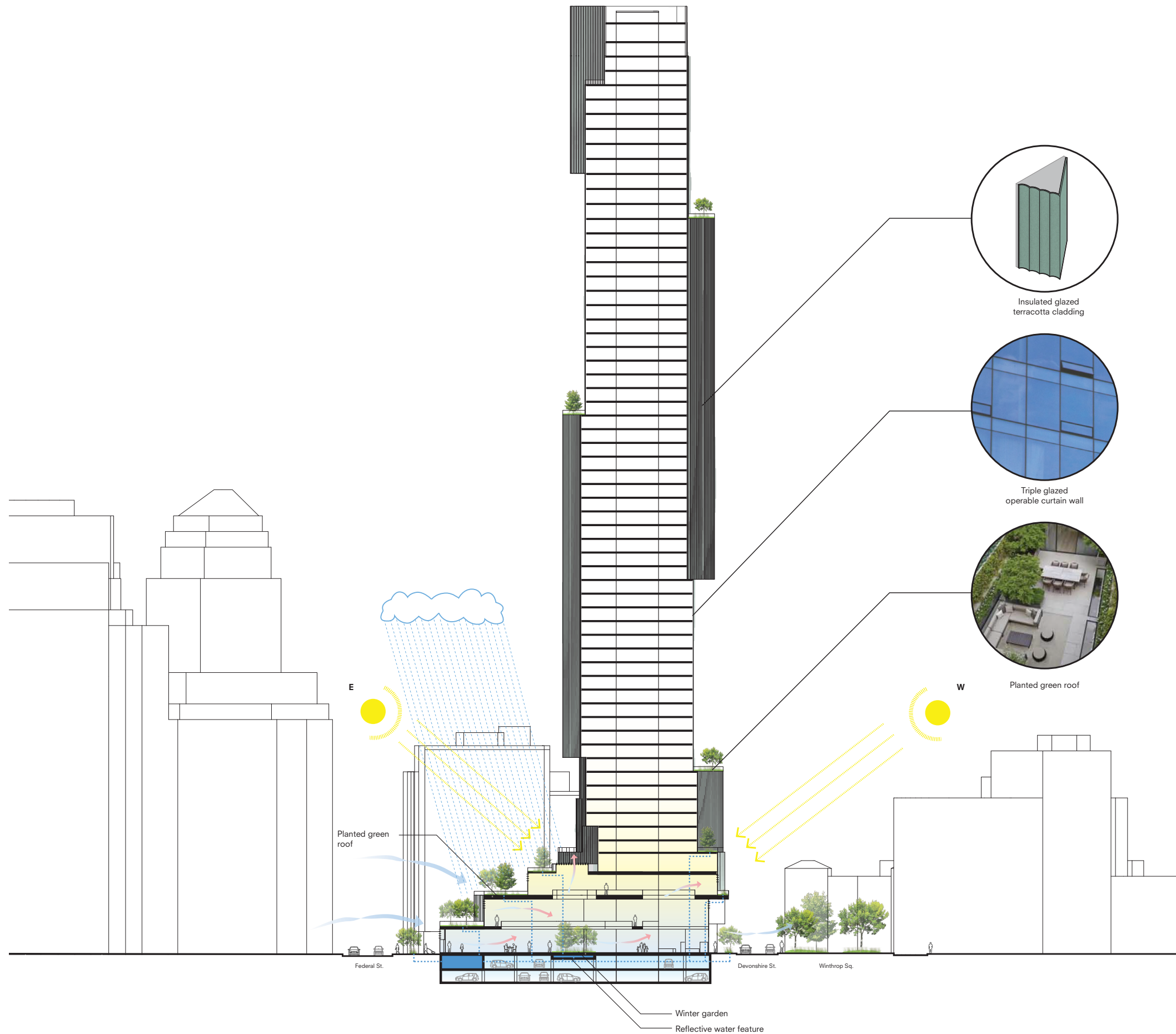


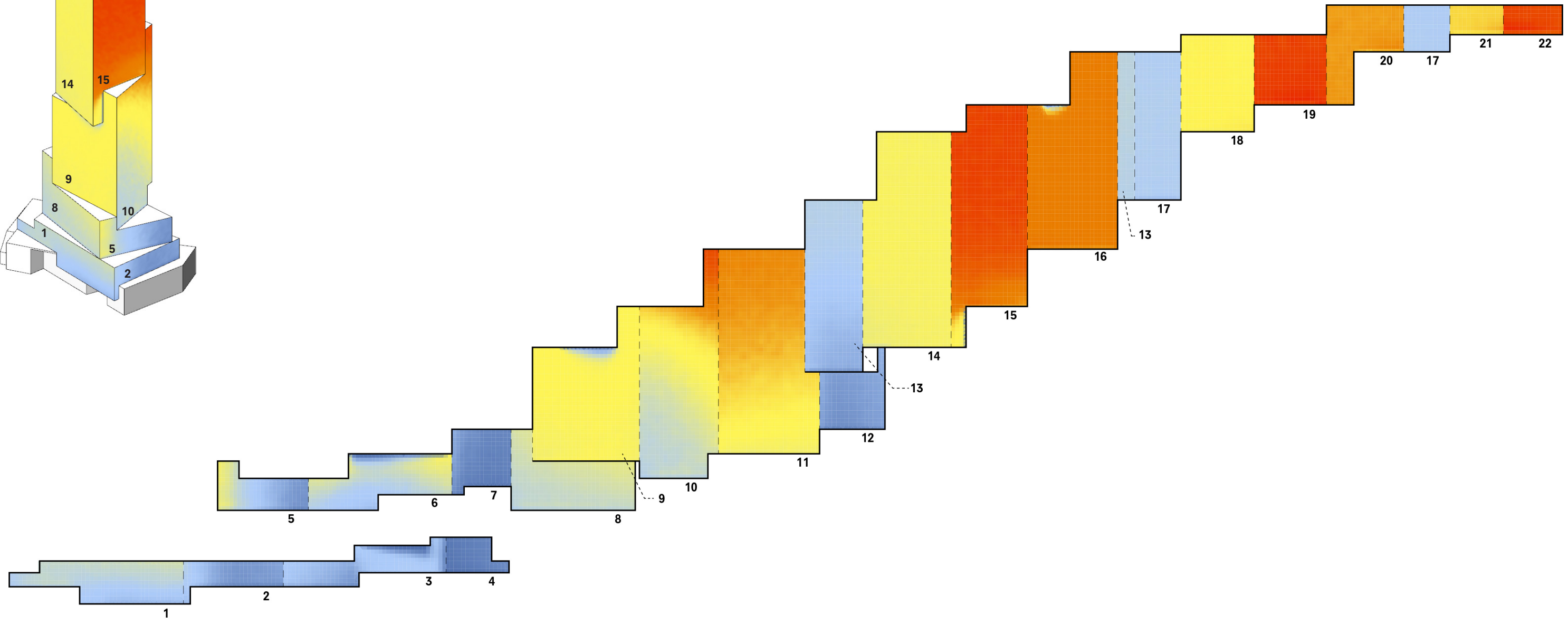
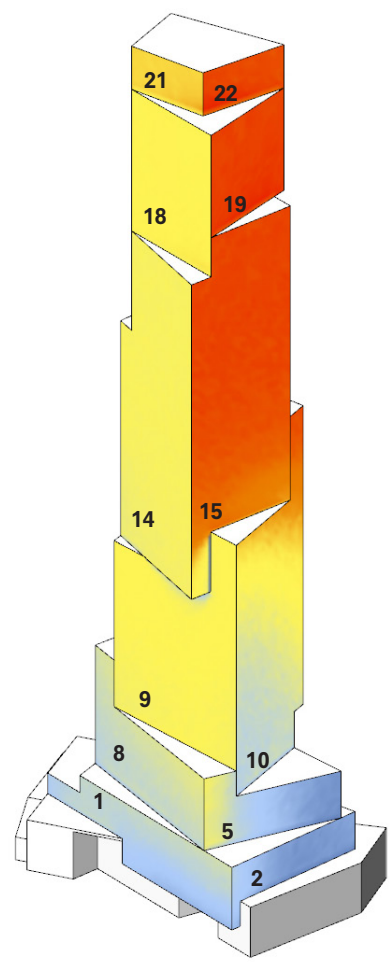
The Little Building



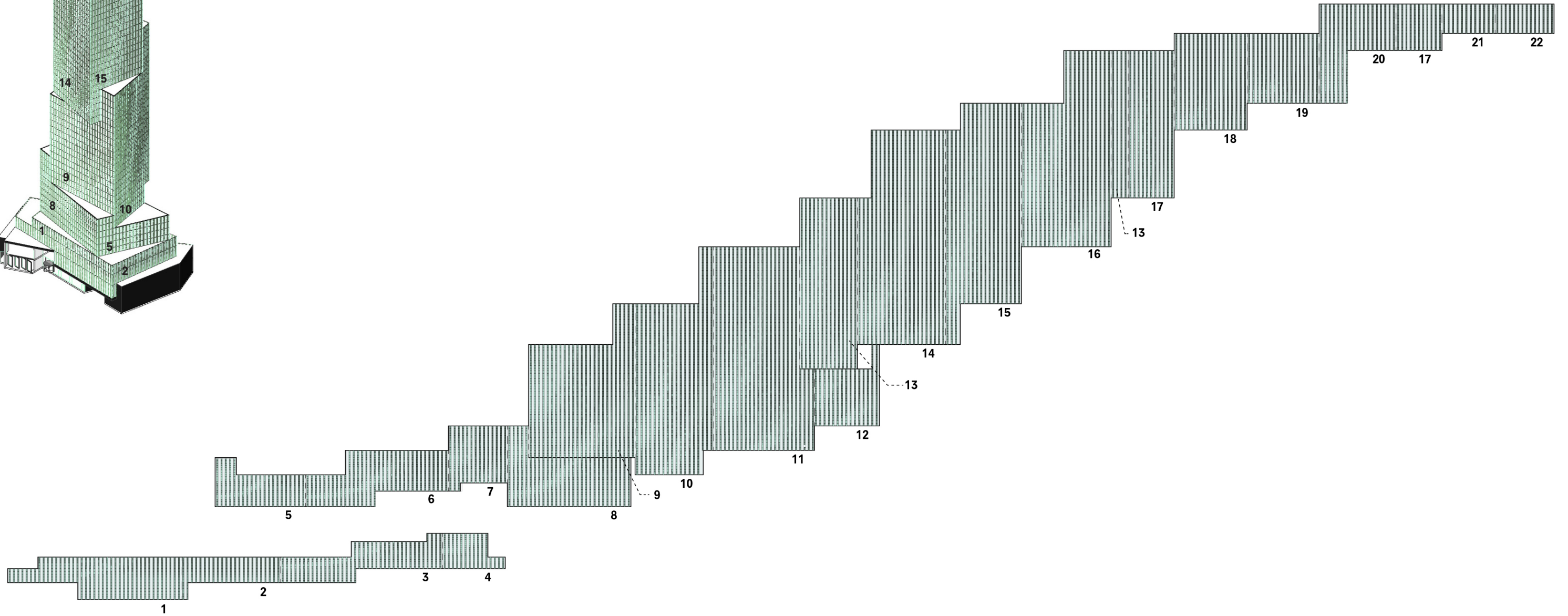
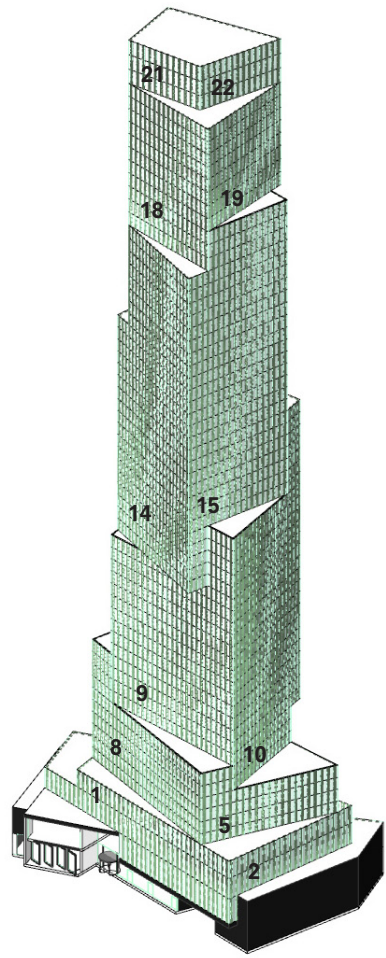








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N E S W N E S W N E S W N W S



