



December 6, 2017

Cochecho Waterfront Development Advisory Committee
City of Dover
RFQ Response
288 Central Avenue
Dover, New Hampshire 03820-4169

Re: Cochecho Waterfront Development

Dear Cochecho Waterfront Development Advisory Committee,

Cathartes is pleased to submit the following Letter of Interest regarding the Cochecho Waterfront Development.

We appreciate the Advisory Committee reviewing our submittal and hope to be considered for the Request For Proposal phase of this unique development opportunity.

We look forward to hearing your thoughts and feedback. Please do not hesitate to call should you have any questions regarding the enclosed Letter of Interest.

Best Regards,

A handwritten signature in black ink, appearing to read "Jeff Johnston", written over a horizontal line.

Jeff Johnston
Cathartes
jeffj@cathartes.com

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Developer Identification and Credentials

1. Identify the development entity's name, street address, mailing address, and phone number, fax, email, and web page. Specify the legal form of the organization (e.g., corporation, partnership, LLC, joint venture, other).



Cathartes d/b/a CPI Management, LLC
11 Beacon Street, Suite #1120
Boston, MA 02108
Phone: 617-742-6000

Email: jeffj@cathartes.com, www.cathartes.com

2. Identify person(s) with the authority to represent and make legally binding commitments for the entity.

Jeff Johnston, Principal

3. List all officers, partners, owners, shareholders, and members of the development entity by name, title, and distribution (percentage) of ownership and their addresses and phone numbers.

Jeff Johnston, Cathartes d/b/a CPI Management, LLC
Principal - 50% Ownership

Jim Goldenberg, Cathartes d/b/a CPI Management, LLC
Principal - 50% Ownership
11 Beacon Street, Suite #1120
Boston, MA 02108
Phone: 617-742-6000

4. Identify members of the development team, including engineering, architectural and any other consultants or other participants (including any committed or interested tenants or other end-users or financing sources).

This is a partial list of the proposed Development Team (please also see **Addendum B**):



Developer/Sponsor



Master Plan/ Architecture



Landscape Architecture



Engineering



Construction Financing

Development Concept

1. *Which of the parcels the developer is interested in, which may be one or all of the parcels or any combination. Any preference of parcels should also be included in order of priority.*

Our general approach is to master plan the site to keep a cohesive design, therefore, we are interested in the following parcel groups, listed in order of priority:

- 1: Parcels A – F
- 2: Parcels B – F

2. *If phasing is contemplated, state the order of phasing and anticipated timeframes for later phases.*

Our team has not completed the full analysis to propose a phasing concept with this submittal but anticipate there will be some phasing likely driven by completion dates for construction of the new streets and utility infrastructure.

3. *Anticipated preconditions for financing and construction of initial and any later phases.*

Based on our experience with similarly sized projects, we do not anticipate any preconditions to financing and construction of the initial phase or any later phases.

4. *Any other information the developer considers helpful in facilitating the Committee's understanding of the developer's vision which may include preliminary elevations, renderings, and/or precedent images (e.g. photographs of buildings comparable in scale and style to those proposed for this project).*

The team has not completed renderings or elevations but our preliminary vision is to extend the vibrancy of downtown Dover into this area while creating a new walkable mixed-use district connecting the waterfront open space. We are enthusiastic about participating in the RFP process and have included some photos of urban projects that may be applicable.





5. *Although it is not required, the developer may submit more detailed information, such as:*
- a. *A preliminary program summarizing the proposed use or mix of uses for each parcel and each building or phases on each parcel.*
 - b. *Approximate estimates of gross and net square footage of building for each use.*
 - c. *Number of residential units, whether rental or for sale.*
 - d. *Anticipated type of use of commercial spaces (including any committed end users), number of seats of any restaurant.*
 - e. *Number of parking spaces.*
 - f. *Number of stories/height.*
 - g. *Building typology, materials, and general style.*

We look forward to submitting more detail on our vision/plan should our team be given the opportunity to participate in the RFP process.

Developer Qualifications

1. *Relevant Development Experience - List and describe the development entity's experience and capability in financing, developing and operating comparable development projects, with emphasis on the following:*
 - A. *General description/history including date, name, location, development program, design concept, land uses, scope / size (number of units and square feet by use), costs (construction cost and total development cost), and status (date completed, leasing/sale absorption/occupancy);*
 - B. *Photographs of the projects;*

We were the lead sponsor on the following projects, including all aspects of the development process; acquisitions, entitlements, financing, construction management and asset management:



104 WASHINGTON STREET

Proposed 130 Luxury Apartments

DOVER, NEW HAMPSHIRE

The site, known as the Robbins Block, is less than a half a mile from the Cochecho Waterfront property. This is our first investment in Dover and is in the permitting phase, having recently been approved for Tax Increment Financing (TIF). This mixed-use project is planned for 130 luxury apartments with ground level restaurant and retail space. The development is scheduled to break ground in early summer 2018 and be open in late summer 2019. We feel the market analysis and permitting experience will be transferable to the Cochecho project.



WESTSIDE STATION

800 Unit Mixed-Use Residential Community
JERSEY CITY, NEW JERSEY

Located across the street from a Light Rail Station on a 15-acre former industrial area, Westside Station is an 800-unit residential community, consisting primarily of townhomes and multi-story loft apartments. This project was a public/private venture where Cathartes was chosen as the redeveloper of the Water Street Redevelopment Area and executed a Redevelopment Agreement with the City. The masterplan used 'new urbanism' principles to create a new street grid and public spaces.



MEZZO LOFTS

146 Luxury Loft Apartments
CHARLESTOWN, MASSACHUSETTS

Mezzo Lofts is located in Boston, MA and was developed by Cathartes in a joint venture with Magic Johnson's investment group, Canyon Johnson Investment Fund. As a transient-oriented development, Mezzo is adjacent to the Sullivan Square MBTA stop. This 146 unit, four-story apartment development was built in 2007 using an urban loft, open floor plan style. The lofts include several amenities including a shared courtyard, 24-hour fitness facility, community room and structured on-site parking for residents.



PORTWALK PLACE

400,000 Square Foot Mixed-Use Development
PORTSMOUTH, NEW HAMPSHIRE

Constructed on the five-acre site formerly known as the Parade Office Mall, Portwalk Place is a 400,000 square foot mixed-use development, located in downtown Portsmouth. Cathartes purchased this five-acre site in 2002 and developed the project in three phases. The project includes three select service hotels with a total of 379 rooms, 175 condominium and rental homes, 50,000 square feet of ground level commercial space and a parking facility. During the construction, we created a public/private partnership with the City to create public parking facility. The project has increased real estate taxes from \$147,000 to over \$2,000,000 and has received many awards (see Addendum A).



CITY GREEN

21 Unit Condominium
JAMAICA PLAIN, MASSACHUSETTS

City Green is a condominium complex located adjacent to Green Street MBTA stop in Jamaica Plain, completed in 2008. This smaller scale project is an example of our experience in smaller scale projects similar to Union Studio's vision of the buildings closer to the river.



197 UNION SQUARE

30 Unit Condominium over Ground Level Retail

SOMERVILLE, MASSACHUSETTS

The 197 Union Square condominiums are located in Somerville, MA. During the permitting process, we formed a public/private partnership with Somerville Community Corporation which developed a separate affordable housing project on the combined site. This 30-unit condominium project, built in 2016, is designed to reflect the energy and style of the urban landscape with sleek, open floor plans. The building featured several amenities, including a solar lounge with skyline views, roof terrace, and ground level retail, which has been sold to a coffee shop. The project sold out in three months.



FORT POINT PLACE

117 Unit Loft Apartments

SOUTH BOSTON, MASSACHUSETTS

Fort Point Place is a residential brick and beam loft condominium project located in the Seaport District of Boston. Cathartes converted a former warehouse building into a loft condominium community, including 14 affordable artist units with original interior finishes, including exposed wood ceilings, exposed brick walls, oversized windows, and ground level retail.

C. *The precise role of the development entity, its principals, partner(s) and team members;*

Cathartes and the company's principals, Jeff Johnston and Jim Goldenberg, provided the acquisitions, permitting, and financing of the projects listed above.

Other Cathartes team members who will be involved in construction management, leasing, and asset management of this project:

Rob Simmons: Development Manager

Jackie Huber: Asset Manager

D. *Composition and sources of financing of the projects;*

We have many long-standing relationships with debt and equity sources as well as developing several projects of similar size and total development costs. For example, locally based People's United Bank has shown an early interest in providing construction financing. Further banking references are available upon request.

The unique challenges of the project(s);

Most of our twenty-five year project experience is in urban areas which usually involve challenges such as complicated utility coordination, difficult construction management plans, grade changes, unsuitable soils and working with multiple community agencies during master planning and permitting. As examples, at the Jersey City site, we had to build an entire new street grid and utility infrastructure. The Portwalk Place project has a 14' slope across the site which caused construction issues but was used as a design element to assist in hiding the parking.

E. *Notable architectural, urban design, landscape architectural, and other design aspects of the project(s);*

The master plan for Westside Station included 'new urbanism' principles on a 15-acre industrial site. The plan highlights included hiding the parking in the back of the buildings, creating a new walkable streetscape, new public green space, and street grid.

The master plan for the Portwalk Place project included a new 'broadwalk' down the center of the site, which knit the streets back into the existing grid, creating an additional pedestrian loop and connecting downtown to the North End. This design element has created new energy in the North End and a pedestrian 'art spine' connecting several art venues including The Music Hall, The African American Burial Ground, and 3S Artspace.

Portwalk also incorporated a 'green wall' to shield parking and a 'pocket park' which includes catenary lighting and public art. The new street called Portwalk Place can be temporarily closed, with City approval, for street events like music, art festivals, and winter carnival.

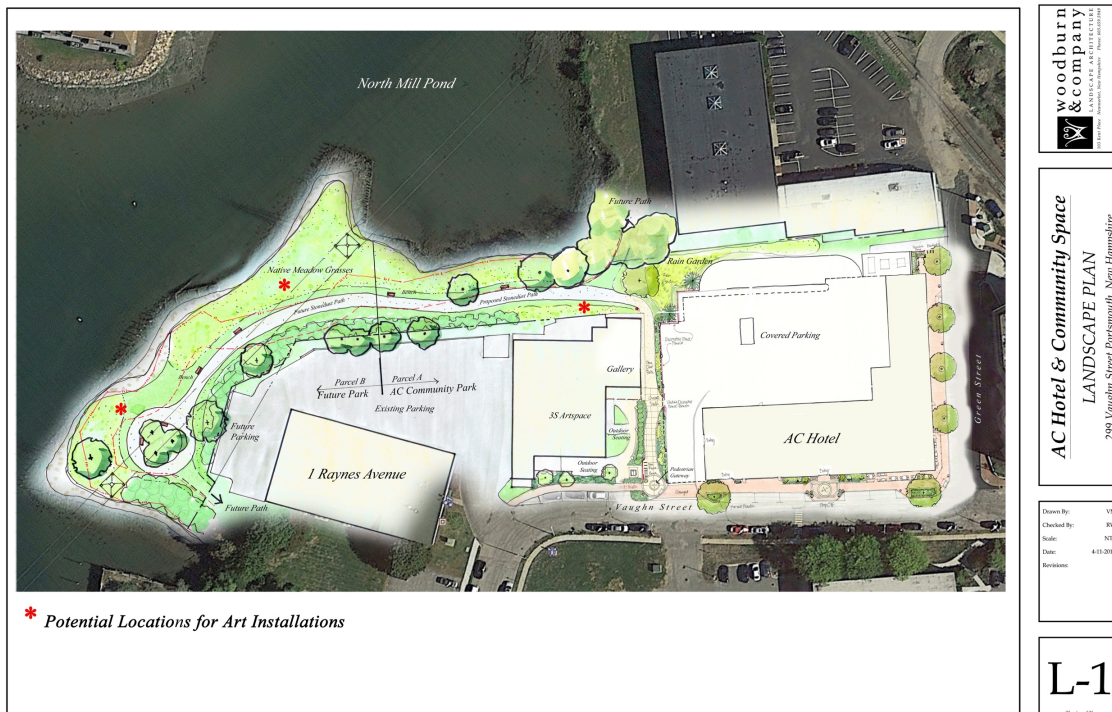
Other innovative aspects of the Portwalk project include:

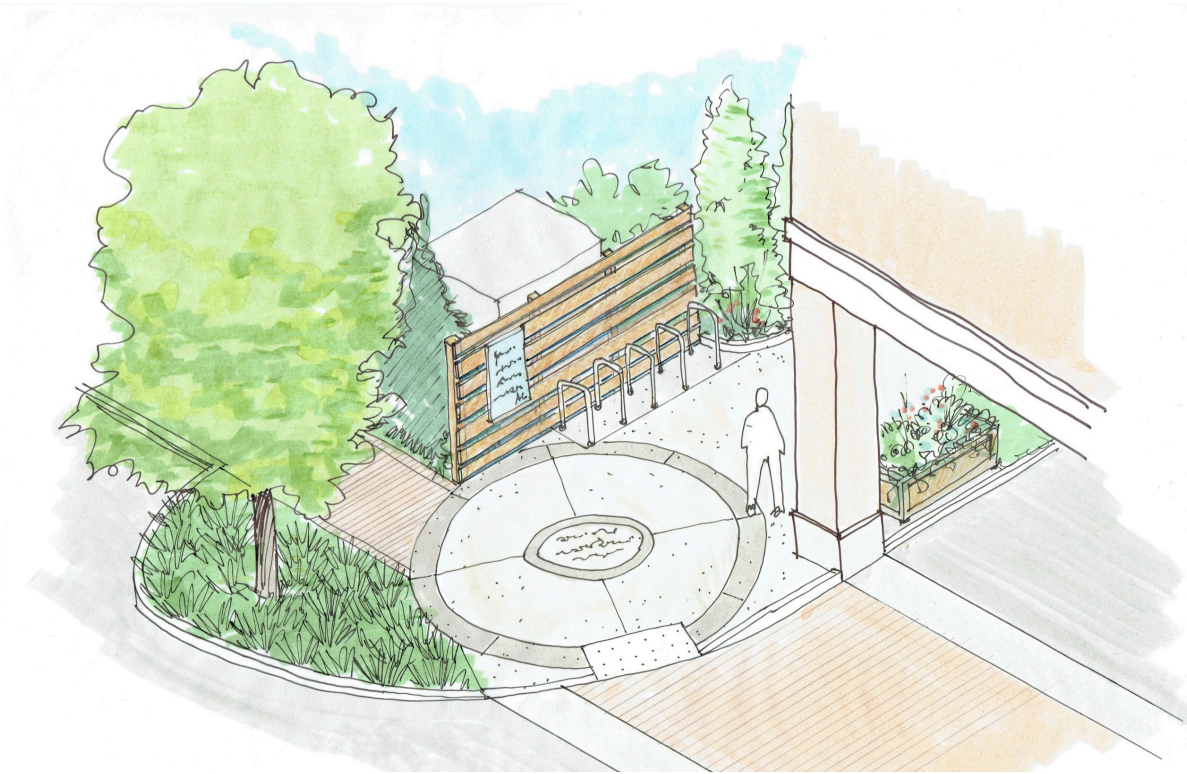
- Linking hotel and condominium amenities – an unproven concept in the limited service hotel arena.
- First Portsmouth developer to build to LEED Silver and higher certification, with the Marriott Residence Inn being the first LEED certified Residence Inn in the country.
- Blending higher-end finishes and urban design for select service hotels in the lobbies and guest rooms to create a more ‘boutique’ experience.
- Largest underground parking facility constructed in the city.
- First private car charging stations in the city.
- First developer to partner with the City on Zagster bike share program.

The AC Hotel in Portsmouth will include a pedestrian gateway to a new one acre public waterfront park which will be deeded to the City. Public art and other interesting hardscape is being included in the design (see F.)

F. *Integration of private development with active public open space;*

The proposed AC Hotel in Portsmouth will be adjacent to a one acre waterfront park, owned by the developer but deeded to the City as part of the development including a new Pedestrian Gateway to the water. Construction is estimated to start in 2018 (plans attached).





				<p>woodburn & company LANDSCAPE ARCHITECTS 259 Vaughan Street Portsmouth, New Hampshire</p>
<p>Historic Marker</p>	<p>Bench - DuMor 119 - Black</p>	<p>Bench - DuMor 495</p>	<p>Gateway to the Park</p>	
				<p>AC Hotel & Community Space LANDSCAPE PLAN SITE ELEMENTS 259 Vaughan Street Portsmouth, New Hampshire</p>
<p>Sculpture Element</p>	<p>Ironsmith Olympian 60" Tree Grate</p>	<p>Ironmith M-13 Tree Guard</p>	<p>Bike Rack</p>	
				<p>OPERABLE VINYL WINDOW ALUMINUM TRIM ARCHITECTURAL CORRUGATED METAL WOOD ACCENT PANEL</p>
<p>3S Artspace and Gallery Gathering Space</p>	<p>Cafe Seating</p>	<p>Pedestrian Way</p>	<p>Planters</p>	<p>Wood Accent Panel</p>
				<p>Drawn By: YSA Checked By: RW Date: 4-13-2017 Revisions:</p>
				<p>L-3 Sheet 3 of 3</p>

G. *Distribution of mixed uses types (both as proposed and as implemented);*

The project will be primarily residential with some ground level retail/commercial space. Other types will be presented if we participate in the RFP process.

H. *Project and property management; and*

We utilize various third-party managers. While the project will be assigned an internal Asset Manager, our Seacoast residential portfolio is currently managed by Winn Companies (www.winncompanies.com) and we anticipate they will provide property management services for this project. Should the proposal include a public parking facility, we would engage Laz Parking (www.lazparking.com) for parking management.



I. *Experience in public/private partnerships.*

- Westside Station Jersey City, NJ: Redevelopment Agreement/Master Developer
- AC Hotel Portsmouth, NH: Partnered with City to amend zoning which will allow for new one acre waterfront park along North Mill Pond.
- Portwalk Place: Executed two parking leases with The City of Portsmouth to increase supply of downtown parking
- 197 Washington Street Somerville, MA: Joint Venture with Somerville Community Corporation
- Westford Solar Park: Power Purchase Agreement with University of Massachusetts and MIT Lincoln Lab (Pictured below)



Westford Solar Park

2. *Describe the development entity's history of retaining ownership or leasehold rights of properties following development.*

Our average ownership period is seven years. As an example, we have owned the majority of the Portwalk Place project since 2002. We recently sold the Hilton Garden Inn after eleven years of ownership.

3. *Firm description of the development entity or related companies, including number of years in business, number of employees, and primary markets served.*

Cathartes is a twenty-five year old New England-based real estate development firm with \$1 billion in development experience. In every new project, we strive to meet the evolving needs of an ever-changing society with purposeful spaces that promote smart living. Cathartes is dedicated to developing environments that bring together work-life balance, wellness, sustainability and community engagement.

The company's projects range from a five-acre, 400,000 square foot mixed-use development that includes hotels, restaurants, and residences, to a transformed industrial space converted to a hive of creative commerce where business, arts and sciences come together, to one of the largest solar plants in Massachusetts that produces enough clean energy to power more than 600 homes.

Each project is chosen by relying on extensive industry experience and a sophisticated knowledge of a broad range of property types, including mixed-use, multi-family, hotel, office, industrial, retail, and specialized technology.

4. *Resumes of key individuals of the development entity and other team members.*

Jeff Johnston, Principal:

Jeff has been a principal at Cathartes since 1996. Since that time, he has directed acquisitions, dispositions, permitting, and development for over 50 properties. Prior to joining Cathartes, Jeff was a broker at the Kane Company (at the time located in Dover) and later directed leasing activities for the Flatley Company in Boston and Southern New Hampshire.

Jeff earned his BA in Business Administration from the University of New Hampshire and his MBA from Northeastern University. He also holds an MS in Real Estate Development from the Massachusetts Institute of Technology. Jeff continues to be involved at MIT, where he has been Student Project Advisor to the Center for Real Estate's "Managing the Real Estate Company" course. Jeff is a member of ULI and a past chairman of the Alumni Association of MIT's Center for Real Estate. Jeff has also been a member of the Dana-Farber Marathon Team four times and participates in the Pan Mass Challenge. He was granted a Life Saving Award by the Humane Society of the Commonwealth of Massachusetts. He currently serves on the board of the Portsmouth Music Hall and is a former 3S Artspace Board member.

Jim Goldenberg, Principal:

Jim co-founded Cathartes in 1992. Since that time, he has directed the overall activities of the firm and overseen the acquisition, development and management of more than 50 properties, totaling five million square feet and representing more than \$750 Million in asset value. Jim has 30 years of experience in the real estate industry with extensive time spent focusing on multiple property types and a wide variety of transaction structures and business plans.

Prior to founding Cathartes, Jim was Vice President and Project Manager of the Seltzer Organization, an international commercial real estate development firm, where he was involved in the acquisition, development and disposition of several million square feet of commercial properties. Earlier, Jim worked with Cushman and Wakefield in New York City on the brokerage team for the Chairman of the Board, Steven Siegel.

Jim earned his BA in Economics from Colgate University and his MBA from Columbia University. He is a member of ULI, REFA, and the New England Clean Energy Council. Jim has served on the board of directors for the Boston Area YMCA and Somerville Chamber of Commerce and has been nominated for Ernst & Young's Entrepreneur of the Year Award. He has served as trustee for Bay Farm Montessori Academy and chairman of the Alternative Energy Committee in his hometown of Duxbury, Massachusetts.

5. *Identify any current or prior relationships with the City or members of CWDAC for the firm, officers, or board members of the developer entity or other team members. Identify and describe any instances in which the development entity, related firms, or principals have declared bankruptcy, been convicted of any crimes, are currently the defendants in any criminal litigation, been delinquent in paying City of Dover taxes or been involved in other legal disputes with the City of Dover.*

We have a working relationship with Robbi Woodburn of Woodburn & Company and Carla Goodknight of CJ Architects.

6. *References - Submit a minimum of three references for relevant development projects, including name, title, address, telephone number and e-mail address. Include any public or community partners in any public-private transactions. Submission can include reference letters or statements of reference.*

City of Portsmouth
 Mayor Jack Blalock
 Phone: 603-431-2000
 Email: bridgesnh@gmail.com

City of Portsmouth
 David Allen
 Special Project Manager, Former Deputy City Manager
 Phone: 603-817-2571
 Email: dsallen@cityofportsmouth.com

Somerville Community Corporation
Danny LeBlanc
Chief Executive Officer
Phone: 617-694-2825
Email: dleblanc@somervillecdc.org

City of Somerville
George Proakis
Director of Planning
Phone: 617 625-6600 x 2500
Email: GProakis@somervillema.gov

Mass Development
Rebecca Sullivan
First VP, Infrastructure Finance
Phone: 617-330-2000
Email: rsullivan@massdevelopment.com

People's United Bank
Kathy Hayes & Philip Cohen
Region Manager Commercial Real Estate Lending, SVP
Commercial Real Estate Finance
Phone: 603-334-6705
Email: Kathleen.hayes@peoples.com
Email: Philip.cohen@peoples.com

ADDENDUM A**Portwalk Place Awards and Acknowledgments:**

- Marriott Residence Inn: Sustainable Design Award 2011 by NH Building Council
- Portwalk: Visualizing Density Award – Best Urban Design
- Portwalk: Best Urban Design 2012 by NH Housing Finance Authority and Plan NH
- The Residences at Portwalk: Sustainable Design Award 2012 by NH Building Council
- Hampton Inn & Suites: Deal of the Year 2012 by Hilton Hotel Corporation
- Portwalk: Environmental Champions Awards 2013, Business Category
- Portwalk: ABC Excellence in Construction Awards for Best Overall Design Build Project
- Hampton Inn & Suites: Lighthouse Award 2016 by Hilton Hotel Corporation
- Residences at Portwalk: Best Model Unit for a Rental Community 2014 by the Builders Association of Greater Boston
- Residences at Portwalk: Best Interior Merchandising for a Rental Community 2014 by the Builders Association of Greater Boston
- Portwalk Place: 2016 Business in the Arts Award by the New Hampshire Business Committee for the Arts
- Portwalk: Aquarion Environmental Champions Awards 2016
- Portwalk Place: Phase III Institutional/Public Design Build 2016 Excellence Award
- Portwalk Place: Phase III Institutional/Public Design Build 2016 Sustainable Building Award
- Portwalk Place: Phase III Institutional/Public Design Build 2016- Community Service Award

Street-Works Studio respects the history of places and operates on the premise that you work on the future based on an understanding of the past. Looking back to a time in America when urban places were the heart of the community, they bring cities forward in a new and compelling context, uncovering each site's unique narrative and authenticity. Street-Works is responsible for the design and planning of many national award-winning urban neighborhoods across the country, including Santana Row in San Jose, CA; Rockville Town Square in Rockville, MD; and, Blue Back Square in West Hartford, CT.

Their strengths in master planning and design contribute to the success of these places where their collaboration on the architectural design, urban planning, design management, physical site analysis, placemaking and district branding strategies create communities where people live prosperously. Stemming from a belief that local DNA makes each place its own distinctive mark in the fabric of our world's great cities, Street-Works Studio pulls from the historic fibers and character of each neighborhood knitting together disparate parts that as a whole make it cohesive, connected, and vital.

Street-Works Studio believes that engaging streetscapes & careful placemaking are imperative to a successful & sustainable neighborhood. Such prosperity can only be achieved by integrating the base of the buildings with landscape and open space, therefore creating a vibrant, enduring and cohesive streetscape. The streetscape should blend the retail storefronts, residential/office entrances and the open space into an active street setting that creates a pedestrian friendly environment. Great streetscapes consist of numerous key elements, including tree grates, planters, informal seating, café seating, artwork, and high-quality storefronts. Street-Works Studio believes that high-quality storefronts must go beyond the quality of the building architecture. Storefronts should have texture and character that add to the pedestrian environment through the use of architectural materials, details and color. Street-Works Studio encourages operable storefronts whenever appropriate to engage the sidewalk and strengthen the streetscape experience.

“Street-Works Studio brings a unique talent to the design and development process. They combine detailed technical knowledge with a deep understanding of human behavior to deliver comprehensive design solutions for the public realm.”

DON BRIGGS - EXECUTIVE VICE PRESIDENT of DEVELOPMENT
FEDERAL REALTY INVESTMENT TRUST





Transit Oriented Mixed-Use



DEVELOPMENT PROGRAM:

- RETAIL: 500,000 sf
- RESIDENTIAL: 2,100 DU
- OFFICE: 1,750,000 sf
- HOTEL: 200 Keys

FIRST YEAR OPEN: 2014

PROJECT SIZE: 5,000,000 sf

STATUS: **PHASE 1: COMPLETE**

PHASE 2: UNDER CONSTRUCTION

MASTER PLANNING

DESIGN DIRECTION

ENTITLEMENT SUPPORT

STOREFRONT DESIGN

Assembly Row is a new 45-acre neighborhood that was master planned in concert with the local community. It is catalyzed by the successful collaboration with the MBTA to construct a new T station, which opened in September 2014, and enabled through a dynamic private-public partnership with the City of Somerville.

When completed, it will comprise over 5,000,000 square feet of retail, office space, residences, restaurants, a hotel and a waterfront park. The first phase opened in May 2014 and includes over 35 premier stores, a 12-screen movie theater, 448 AvalonBay rental apartments, 100,000 square feet of office space, a 44,000 square foot LegoLand Discovery Center and 11 restaurants. In December 2013, the largest hospital and physician organization in Massachusetts, Partners HealthCare System, announced it will consolidate administrative operations and move into 700,000 square feet of a new office space. The new office building is set to open in summer 2016, bringing nearly 5,000 employees to the neighborhood. As 2017 unfolds, an additional 200,000 square feet of retail, entertainment and restaurants will be added. An independent hotel with 155 rooms, 447 apartments, and 143 condominiums will bring additional neighbors to the current 800 residents that are already there.

With Street-Works Studio as the design director & master planner, Federal Realty Investment Trust will be able to achieve the goal of making Assembly Row walkable, bikeable, and organized around a series of dynamic open park spaces that can offer a full calendar of programs and events for the neighborhood and the surrounding community.

Assembly Row has been the recipient of many awards, including the Curbed Boston's Neighborhood of the year award in 2015.

For more information visit www.assemblyrow.com



REFERENCES

ASSEMBLY ROW:

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Executive Vice President of Development

Federal Realty Investment Trust

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PIKE & ROSE:

Evan Goldman

Vice President of Land Acquisition and Development

The Neighborhoods of EYA

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egoldman@eya.com

BLUE BACK SQUARE:

Rick Langhorne

President

JWA Ventures, LLC

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SANTANA ROW:

Jeff Berkes

Executive Vice President - President of West Coast

Federal Realty Investment Trust

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jberkes@federalrealty.com



PROFESSIONAL RESUME

TIM MOUNT



Principal

EDUCATION & QUALIFICATIONS:

Miami University, Oxford, OH
Bachelor of Environmental Design

AFFILIATIONS & MEMBERSHIPS:

International Council of Shopping Centers
Urban Land Institute

EXPERIENCE:

Tim Mount is a co-owner of Street-Works Studio, and is in charge of all urban planning and design projects, bringing more than 20 years of experience in urban design and architecture. Tim's expertise in mixed-use is instrumental in the creation and continued vitality of his projects. He ensures that the implementation of any vision is realized; from master planning to architectural and open space character, to the day-to-day practicalities of a large-scale place. Among his top skills, is his ability to translate complicated development strategies into cohesive physical solutions, making sure that the project's vision is never lost even in the smallest detail.

Mr. Mount is the design director for Federal Realty Investment Trust's projects Pike & Rose in Rockville, MD and Assembly Row in Somerville, MA.

Prior to Street-Works Studio, he was a lead designer in Cooper Carry's Main Street Studio in Alexandria, VA where the conceptual design work on Bethesda Row and Santana Row began.

RELEVANT PROJECTS:

- Assembly Row, Somerville, MA
- Bethesda Row, Bethesda, MD
- Blue Back Square, West Harford, CT
- Crystal City, Arlington, VA
- The District Detroit, Detroit, MI
- Rockville Town Square, Rockville, MD
- Santana Row, San Jose, CA
- The Summit, Birmingham, AL
- Sunset Place, South Miami, FL
- Centre Pointe Village, Mauldin, SC



PROFESSIONAL RESUME

GREGG SANZARI



Principal

EDUCATION & QUALIFICATIONS:

New York Institute of Technology, Old Westbury, NY
Bachelor of Architecture

Registered Architect in New York & Alaska

AFFILIATIONS & MEMBERSHIPS:

NCARB

International Council of Shopping Centers

Urban Land Institute

Town of New Castle Planning Board

EXPERIENCE:

Gregg Sanzari is a co-owner of Street-Works Studio, with over 25 years of experience in mixed-use and redevelopment projects. His focus is managing all the firm's projects and overseeing the operations and management of the company. Along with expertise in technical documentation of new and repositioned projects, Mr. Sanzari's responsibilities include retail consulting and tenant coordination in a variety of challenging projects.

One of his many contributions is directing the firm's staff in completing project planning and design documentation to the highest level. His expertise is evident in projects as diverse as the repositioning of an existing center to the development of a ground up mixed-use project. His skills range from management of consultants in refining concept plans to the detailed coordination required with retailers and other tenants as projects near completion.

RELEVANT PROJECTS:

- Bethesda Row, Bethesda, MD
- Blue Back Square, West Harford, CT
- The Boro, Tysons Corner, VA
- Brookwood Village, Birmingham, AL
- The District Detroit, Detroit, MI
- Park Place, Leawood, KS
- Rockville Town Square, Rockville MD
- Santana Row, San Jose CA
- The Summit, Birmingham, AL
- United Hospital Redevelopment, Port Chester, NY



PROFESSIONAL RESUME

MAYDA HORIZNY



**Director of
Planning & Design**

EDUCATION & QUALIFICATIONS:

Columbia University, New York, NY
Masters of Science in Architecture & Urban Design

Universidad Simon Bolivar, Caracas, Venezuela
Bachelor of Architecture

Registered Architect in New York

AFFILIATIONS & MEMBERSHIPS:

International Council of Shopping Centers
Urban Land Institute

EXPERIENCE:

Mayda Horizny is a senior member of the staff and Director of Planning and Design at Street-Works Studio. She has over 30 years of experience in planning mixed-use urban projects and shopping centers. With deep experience in urban planning, the design of Main Street districts is a particular specialty. Mrs. Horizny understands the nuances that make a district succeed once implemented and is skilled in directing a team to achieve that goal.

RELEVANT PROJECTS:

- Assembly Row, Somerville, MA
- Blue Back Square, West Harford, CT
- The Boro, Tysons Corner, VA
- Cathedral Commons, Washington, DC
- Crystal City, Arlington, VA
- The District Detroit, Detroit, MI
- Harrison Station, Harrison, NY
- Noroton Heights, Darien, CT
- New City, Washington, DC
- Pike & Rose, Rockville, MD
- The Summit, Birmingham, AL
- Target Urban Prototype, Stamford, CT
- United Hospital Redevelopment, Port Chester, NY
- Bridgeway Station, Mauldin, SC