

**Proposal to LRA for the Redevelopment of
Essex Street Lots – 205, 209-215, 217-223**

September 13, 2024



AQUINO

5 Mill St

Lawrence, MA 01840

A Limited Liability Corporation

Oneida Aquino, CEO

978-479-4301

Oneida@aquinoltd.com

September 13, 2024
Mr. Octavien Spanner
LRA Secretary/Executive Director
Lawrence, MA 01841

Dear Mr. Octavien,

Aquino, Ltd is pleased to submit this response to the LRA redevelopment proposal. We share in the vision that redevelopment is vital to the City of Lawrence and to the fabric of a healthy, attractive and prosperous community. Aquino, Ltd wants to be an integral part of this and is looking forward to partnering with the Lawrence Redevelopment Authority in its efforts to spark economic development through redevelopment of underutilized properties. Our team of experienced experts, licensed General Contractor, Engineers, and other experts will ensure an innovative and well executed equitable redevelopment project that once achieved will be to the benefit of the City, its residents, and visitors.

We feel confident that we can provide exceptional outcomes for the City of Lawrence and its residents.

Introduction to Firm

Aquino, Ltd was created by three dynamic young Latinas, a mother and daughters' team, to address critical development issues facing the City of Lawrence and the downtown business district. The company focuses on real-estate development and redevelopment projects that create value for the community and generate economic activity, revitalization and contribute to the City's tax base. Aquino, Ltd endeavors to have projects that generate benefits for the community on multiple levels. The typical benefits of our project are:

- Creation of Quality Housing – The development of mixed-use housing. Our Anacaona Lofts, will provide increased housing options for low and moderate - income residents as well as market rate and will integrate facilities accessible to tenants and visitors for great quality of life.
- Goods & Services – Anacaona will develop space retail/business that will be used to increase the goods and services currently offered to the low/moderate income residents in the Lawrence community.
- Job Creation – Temporary construction jobs & permanent job creation targeted to low-and moderate-income and local individuals.
- Community Context – As our project will be reviewed by the Citizens Advisory Group, we will have community input on our proposed redevelopment, which we are confident will lead to community support.



Aquino, Ltd represents the essence of equitable development. Latinas are traditionally underrepresented in the field of real-estate development. Once selected this project will go a long way to addressing, as we seek to break into a male dominated industry and contribute to a community, we have been a member of for decades.

The redevelopment of the Essex Street lots presents a key opportunity for addressing some of these issues and will provide the City of Lawrence with much needed housing, revenues, goods & services and much more.

On behalf of Aquino, Ltd. We thank you for the opportunity to present this proposal. We look forward to the next phase of review and presenting to the LRA Board. As always should you have any questions, please let us know.

Sincerely,
Aquino, Ltd.

Oneida Aquino, CEO
Phone: 978-479-4301
Email: Oneida@aquinoltd.com



Expression of Interest

Aquino, Ltd's Interest in the redevelopment of the Essex Street lots is based on several factors, first and foremost the social need for more housing, businesses and parking in the downtown area. Secondly, this project presents an opportunity to develop housing at a moderate scale in Lawrence, a community of which we are part of and is near and dear to our hearts, as we have family and friends who are in need of better housing options. And thirdly, we are entrepreneurs and believe that we can do good while doing well. We believe that the public and private sector have a responsibility to address social issues such as housing because it impacts us all in one form or another. The Essex Street lot represents an opportunity for Aquino, Ltd to address these issues.

Furthermore, we see mixed-use development as a way to rejuvenate downtowns and communities in general, by creating spaces where an intersection of community activities can take place and people can work, live and shop all in a harmonious manner. Mixed-use housing contributes to dynamic communities because of the intersectionality of interest. The Essex Street lots we seek to develop are in a central location that could benefit from the solution we are proposing, a harmonious synthesis of housing, new goods & services venues, and parking. We believe we can contribute to an enhanced downtown and better utilize the spaces currently serving as a parking lot, by preserving the parking and doing much more.

Contact Information – Principal Point of Contact

Oneida Aquino, CEO

Phone: 978-479-4301

Email: Oneida@aquinoltd.com



Firm Profile – Qualifications and Experience

History and Structure of Firm

Aquino, Ltd, is a 100% Latina, family owned and Latina led company. We are locally based and easily accessible to the Lawrence community. Aquino, Ltd was incorporated in 2024 by Its CEO, Oneida Aquino, a serial entrepreneur, and her two daughters, Channel and Valerie. Ms. Aquino is part of the business community of Lawrence she is business owners, property owners and active members of the community with established relationships that span almost 30 years, a long-time member of the Lawrence community, she also has many years of experience in various aspects of real-estate development, acquisition, investment, and rehab development. She purchased her first mixed-use property in 2010, subsequent to that she has rehabbed and redeveloped multi-family dwellings and invested in 310-unit real-estate development in Costa Rica.

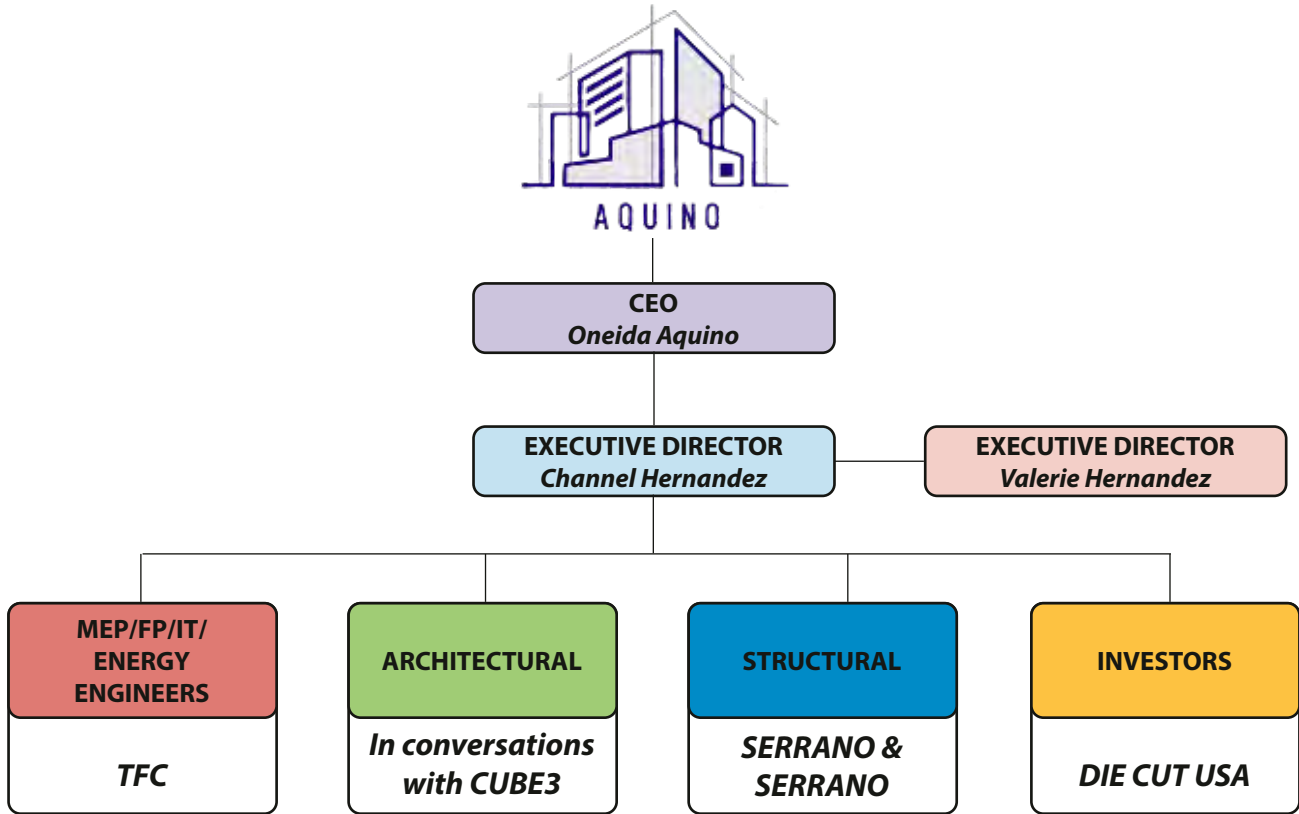
In order to assure the project success Aquino, Ltd has formed a team of top professionals to bring the Anacaona project from drawing board to reality. Her team consists of well known names in the redevelopment and construction field: Serrano & Serrano, TEC, Bell Tower Management and potentially Cube3 to name a few. With this team of top experts by her side the Anacaona Lofts will be an assured success.

Team Organization and Key Personnel

Aquino, Ltd. utilizes a “Lean Methodology” in forming its project team. Aquino, Ltd, for the Anacaona Lofts redevelopment project has assembled a team of top professionals with considerable experience in urban redevelopment projects, including projects in the City of Lawrence, downtown Essex Street location. We have a solid team with the experience necessary to bring the Anacaona project to fruition. We have also endeavored to incorporate, on our team, local companies, like our, i.e. Serrano & Serrano, Bell Towers Management, TEC and we are in talks with a local Architect: Cube3, all of which are Lawrence companies.



Our team structure is:



Description of Similar Projects

TEC:

- Pavilion at Riverwalk- Lawrence
- Hampton Beach Casino Redevelopment
- King Street Commons- Littleton
- Hamilton Canal- Lowell
- Haverhill Heights
- Station Crossing- Lawrence
- District Square- Haverhill
- Riverwalk PUD- Lawrence

Serrano & Serrano:

- Yopez Properties at 215 Canal street, Lawrence MA: 4 story building with 36 apartments and commercial spaces.
- JAV Apartments 112-125 Essex Street, Lawrence MA: 4 Story building with 28 Apartments and Commercial Space.
- Reading Bank at 215 Canal Street, Lawrence, Ma.

BellTower:

- 370-382 Essex Street, U: 1A, Lawrence, MA, 01840 Commercial/Ind. - Commercial
- 215 Canal Street, U: 402, Lawrence, MA, 01852 Residential Rental - Apartments
- 55 Middle Street, U: 401, Lowell, MA: Downtown 01852 Commercial/Ind. - Commercial



Project Approach and Methodology

1. Development Plan Overview

Aquino, LTD is committed to revitalizing the downtown area through visionary real estate development that empowers Latina women and foster vibrant, resilient communities. The proposed development covers three lots at 217-223 Essex St, 209-215 Essex St, and 205 Essex St (Map 106, Lots 12, 13, and 14), totaling approximately 10,345 square feet. This project aims to create a dynamic mixed-use environment that balances modern living, retail vibrancy, and sustainable practices.

Key Benefits of Anacaona Development Project:

- **Redevelopment of Under Utilized Property:** Anacaona is a novel mixed-use development project that will transform three (3) lots, currently being used by the City of Lawrence as surface parking, into a higher use development which will address critical issues facing the City of Lawrence: lack of quality housing, the need for jobs, downtown revitalization, and parking, as well as City tax revenues. with retail on the second floor and residential units above. The project will include two underground levels of parking and a ground-level parking garage, catering to both residents and retail patrons.
- **Residential Space:** Five (5) floors of residential units, offering a total of 45 apartments, including a mix of one-bedroom, two-bedroom, and three-bedroom options to accommodate diverse household sizes and income levels.
- **Retail Space:** Approximately 9,280 Sq Ft. of retail space on the second floor will support local businesses, including women- and minority-owned enterprises, reinforcing the community's commercial base.
- **Parking:** The two underground levels, along with the ground-level parking garage, will provide ample parking for residents and retail customers, with convenient access to Essex Street.

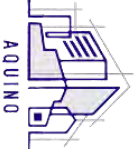
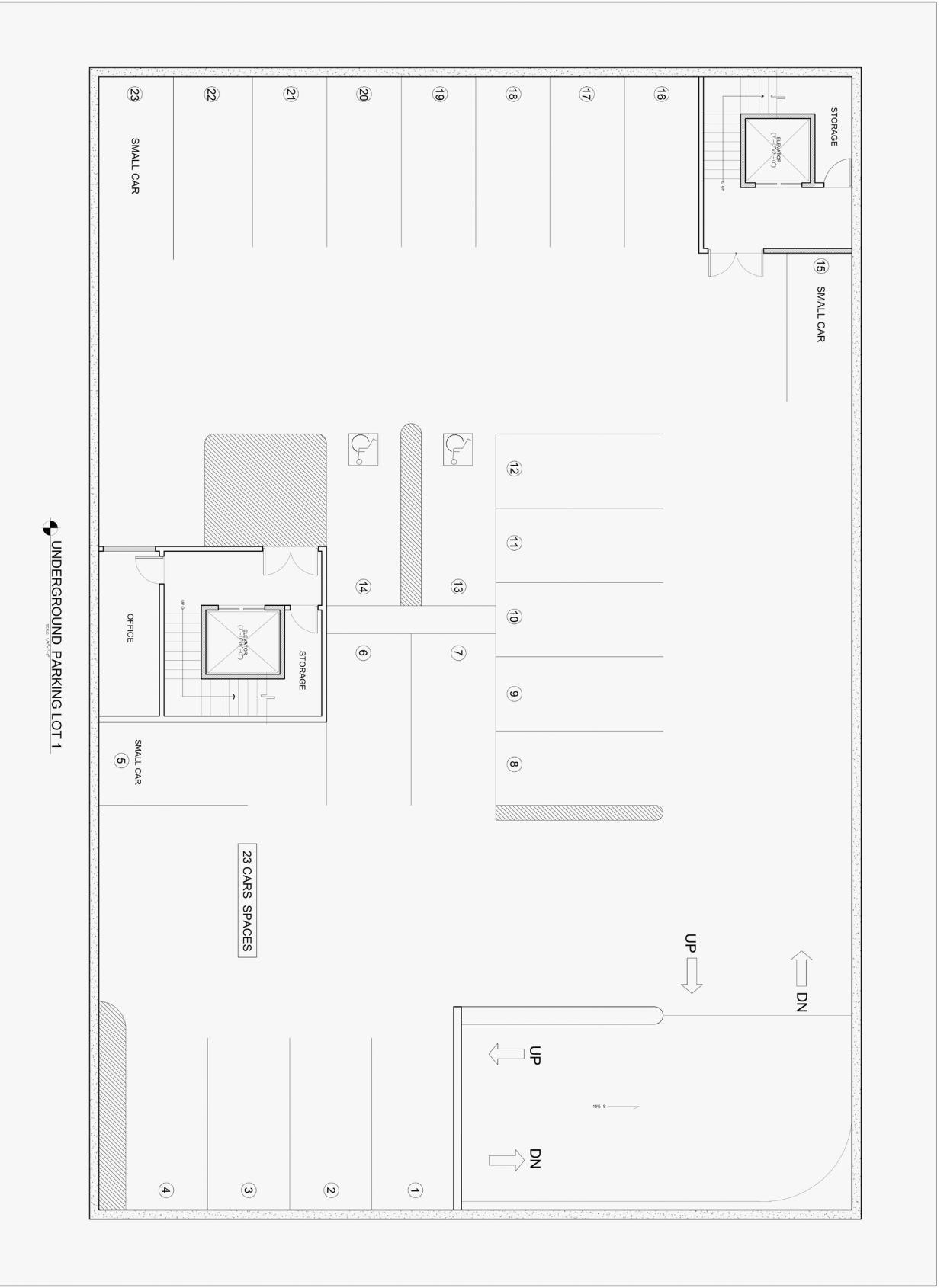


2. Architectural Design

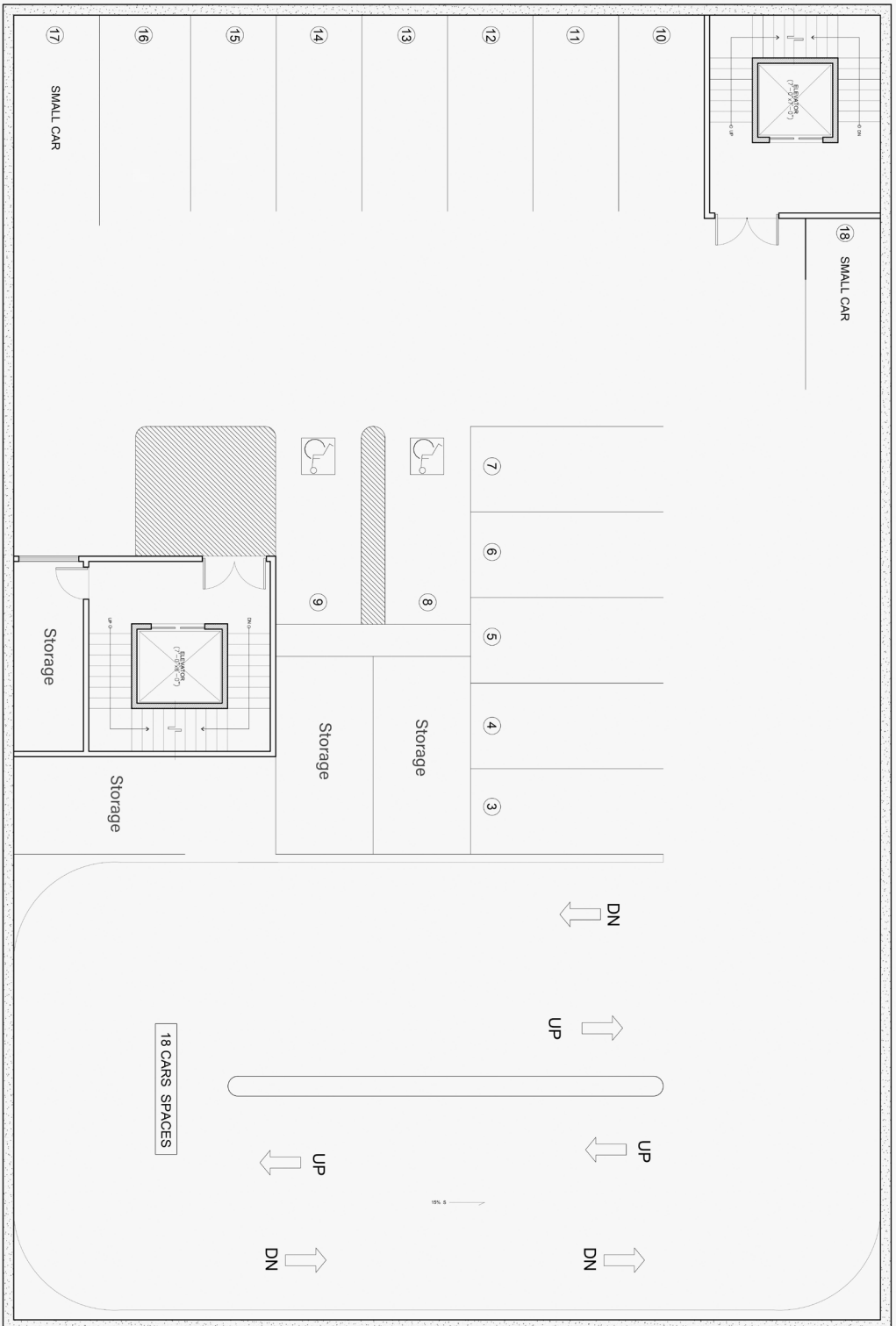
The architectural design of the redevelopment focuses on creating a cohesive and modern structure that complements the historic fabric of downtown Lawrence while adding a fresh and contemporary aesthetic.

- **Building Heights:** The structure will rise to a total of seven floors (3 floors for parking, 1 floor for retail, and 5 floors for residential), with a maximum building height of approximately 69 sq. Ft., complying with local zoning regulations and harmonizing with neighboring buildings.
- **Gross Square Footage:** The total gross square footage will be approximately 80,895 SqFt, broken down as follows:
 - Residential: 40,580 Sq Ft.
 - Retail: 9,280 Sq Ft.
 - Parking: 31,035 Sq Ft.
- **Materials and Facade:** The building's exterior will blend modern materials such as glass, steel, and sustainable cladding with traditional wood accents, paying homage to the area's industrial heritage. Large windows will maximize natural light for both residential and retail spaces.
- **Public Realm:** The second-level retail frontage along Essex Street will feature wide sidewalks, outdoor seating areas, and attractive landscaping to encourage pedestrian activity and enhance the downtown streetscape.

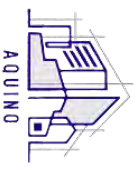


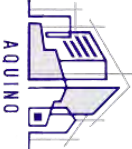


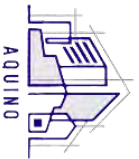
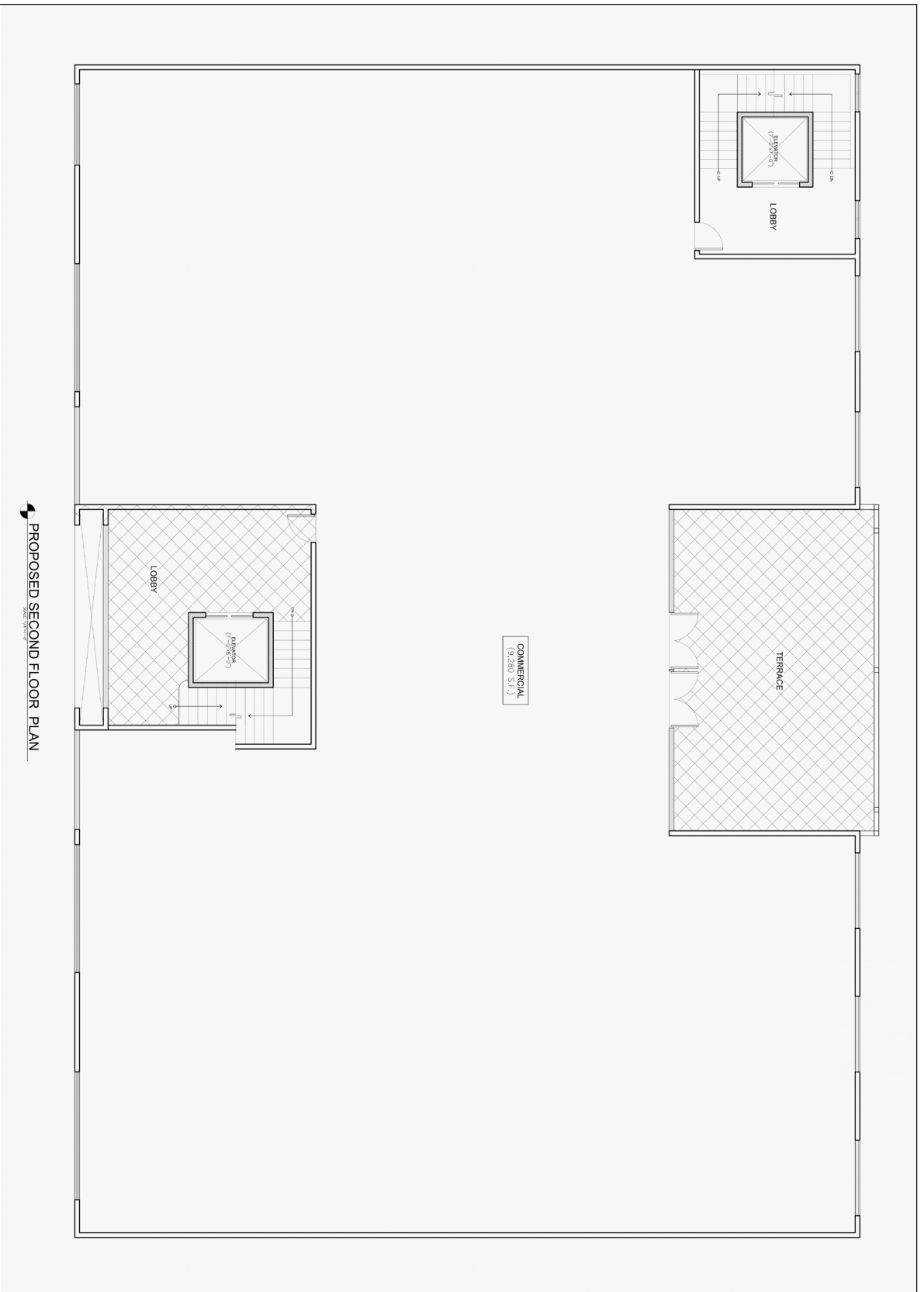
UNDERGROUND PARKING LOT 1

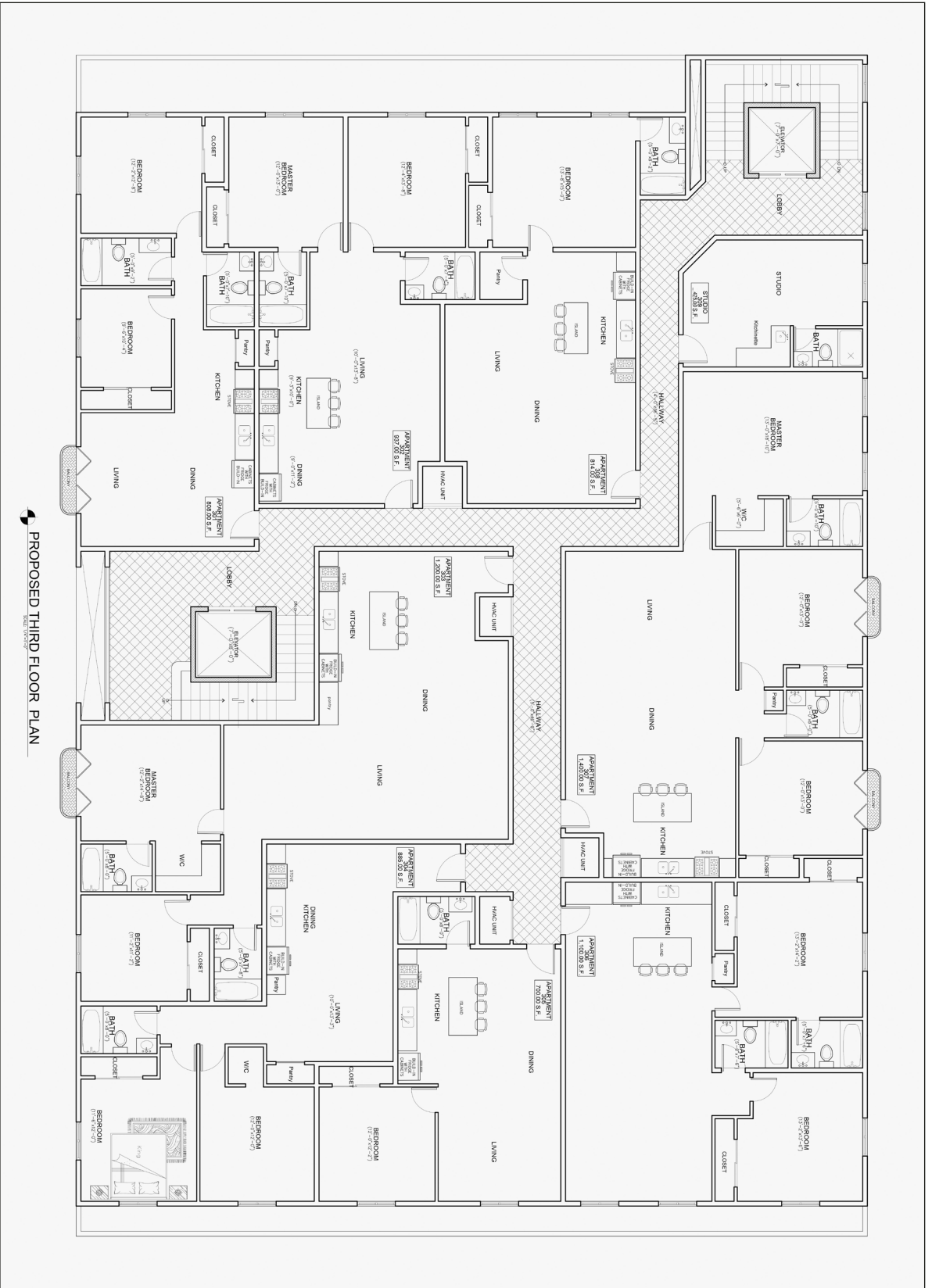


UNDERGROUND PARKING LOT 2

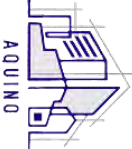


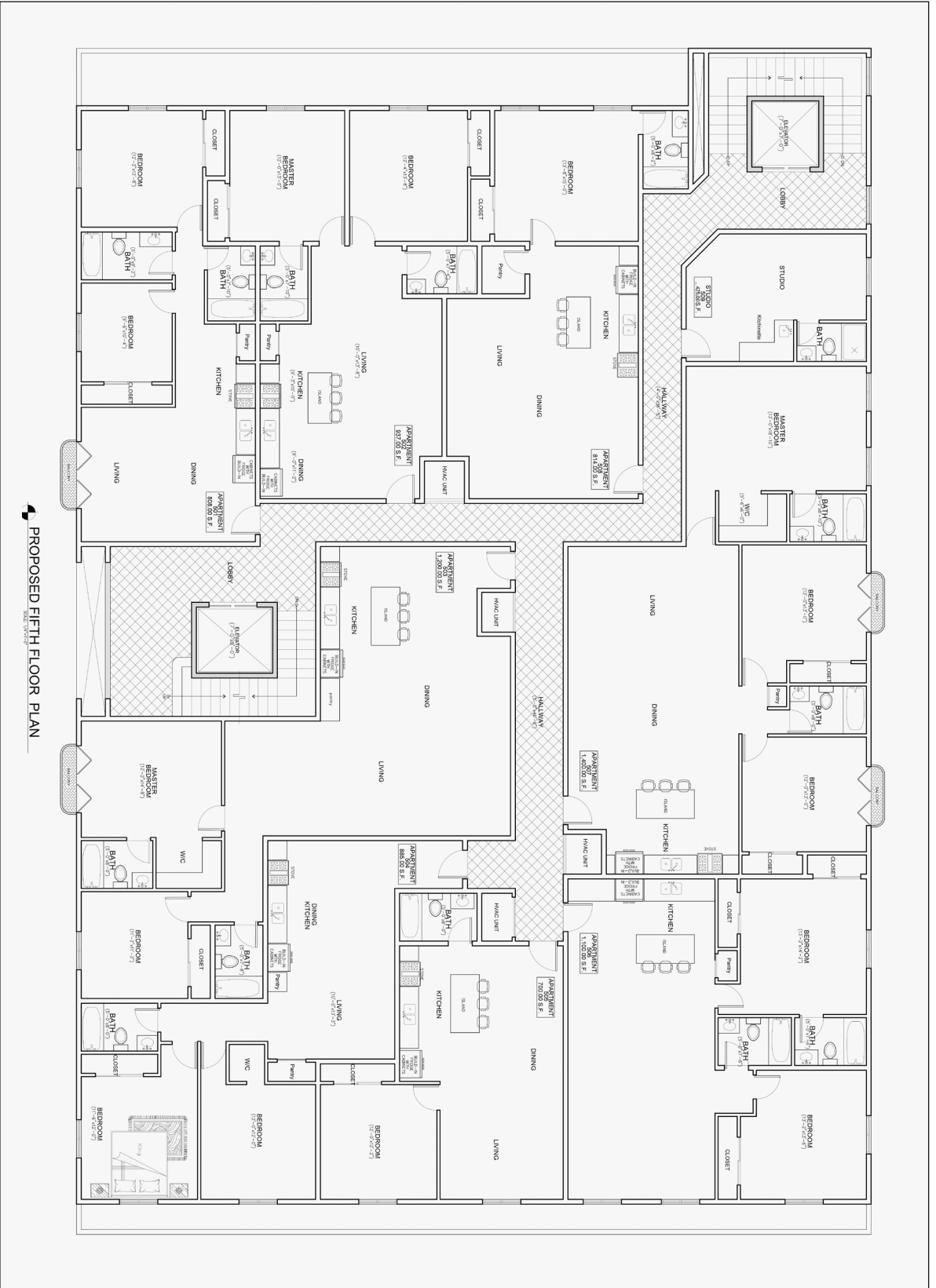




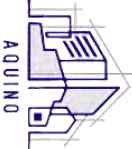


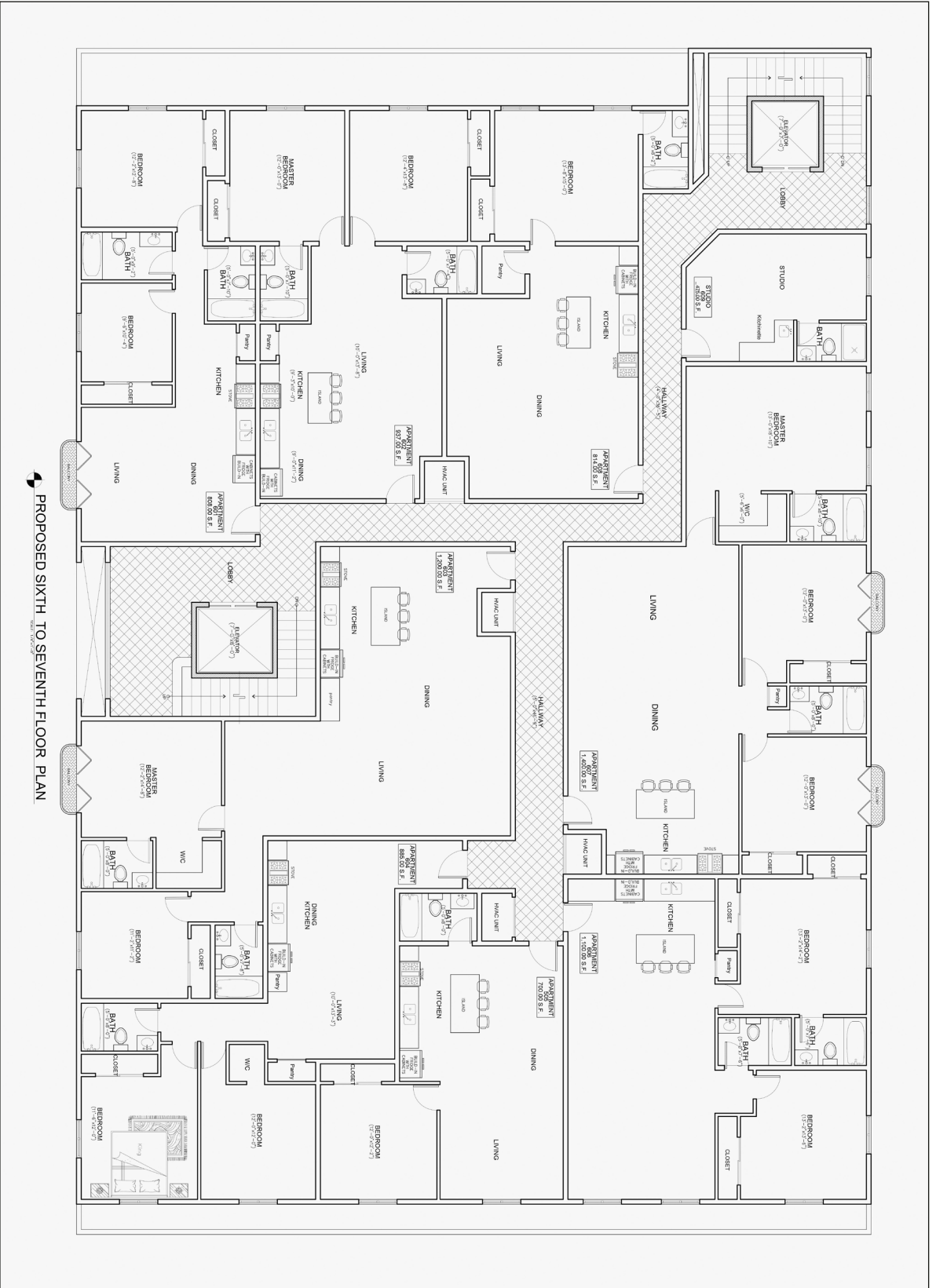
PROPOSED THIRD FLOOR PLAN



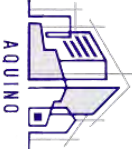


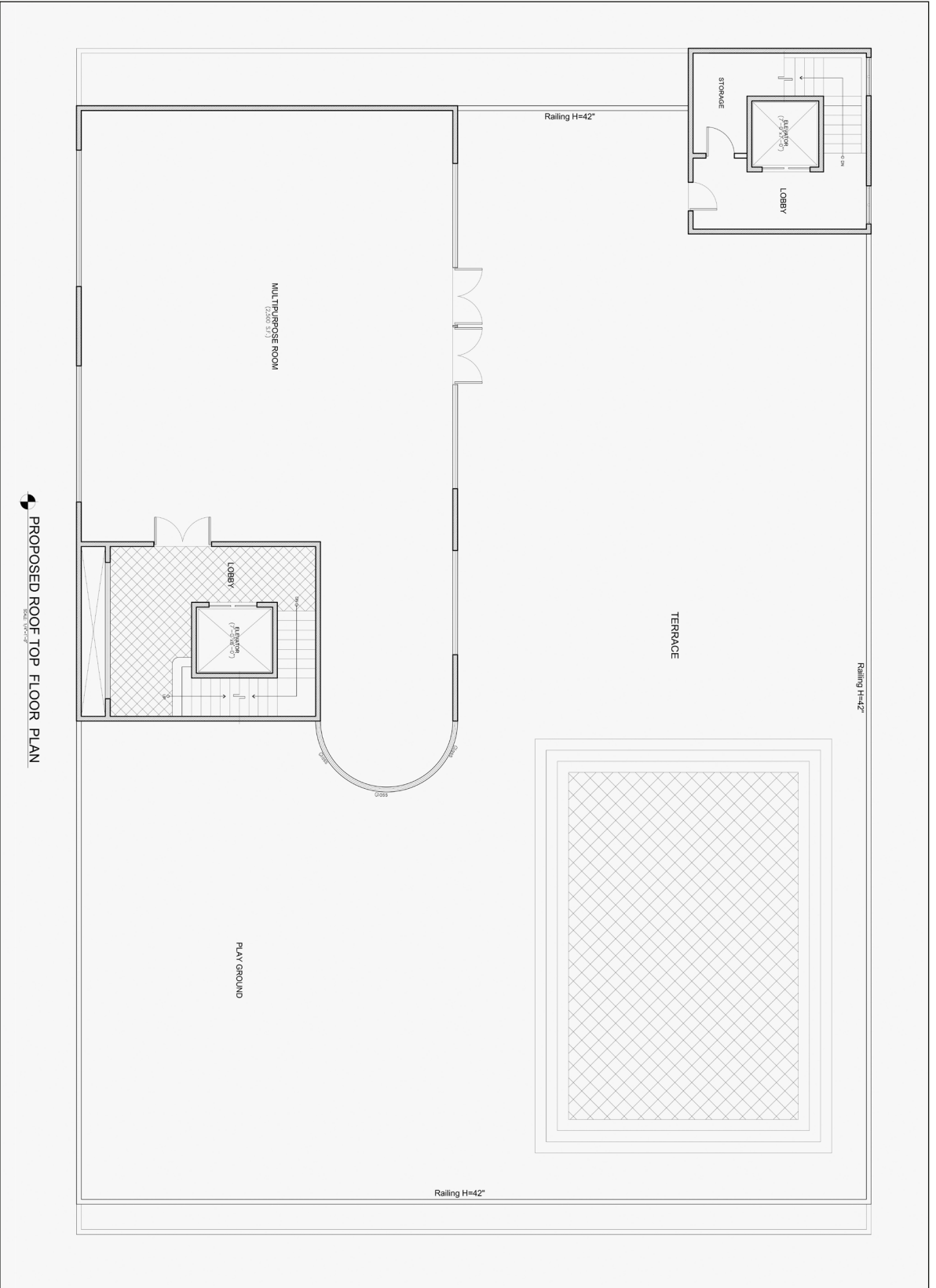
PROPOSED FIFTH FLOOR PLAN



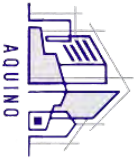


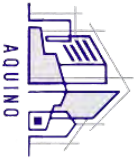
PROPOSED SIXTH TO SEVENTH FLOOR PLAN

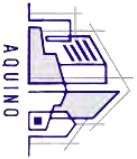


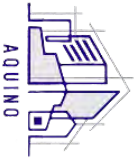


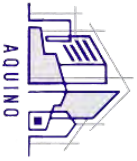
PROPOSED ROOF TOP FLOOR PLAN

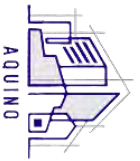
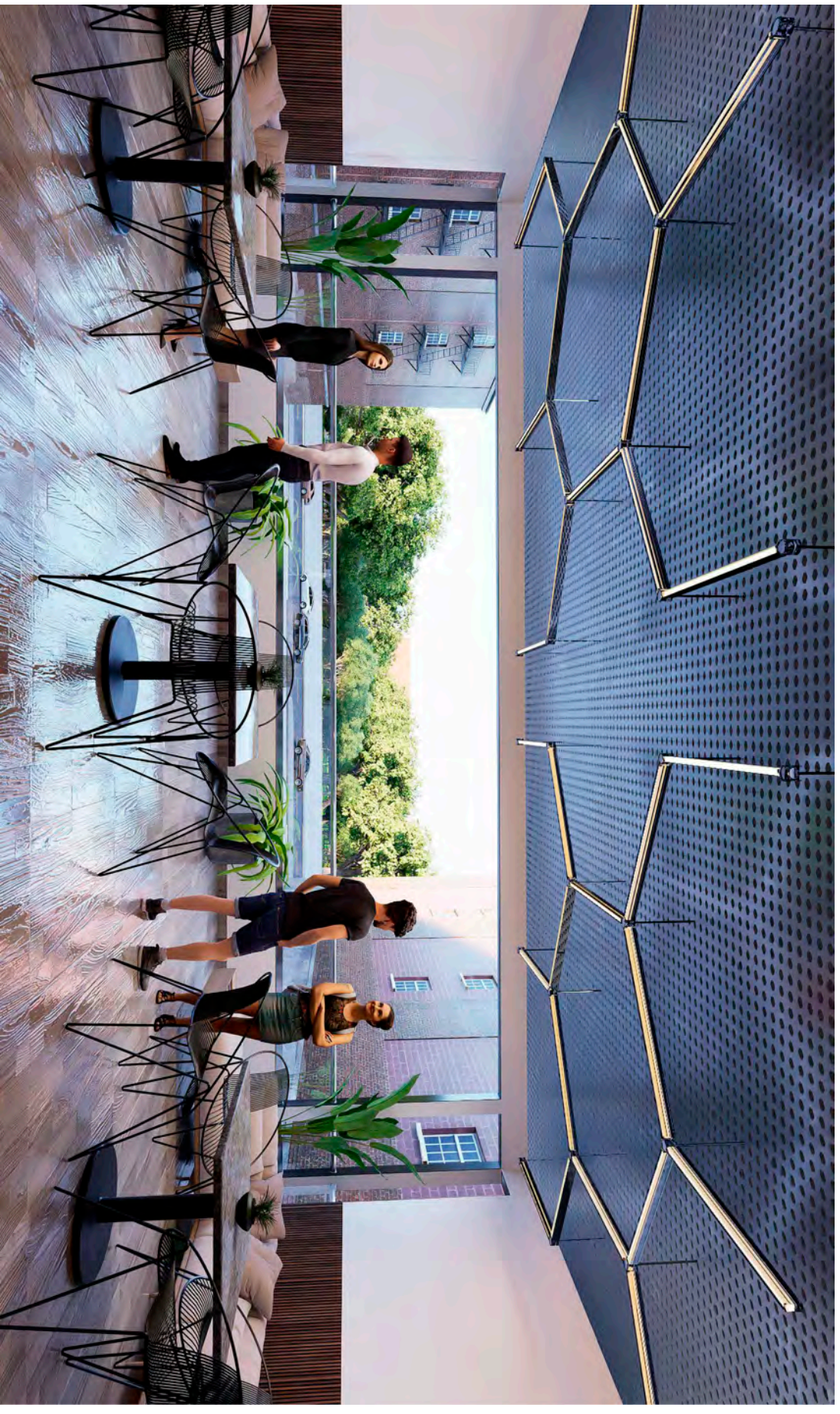


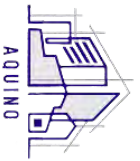


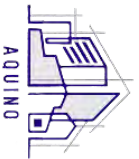


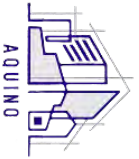


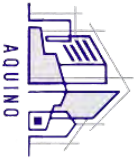


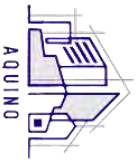


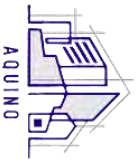


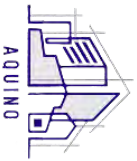


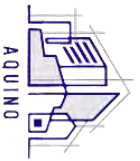


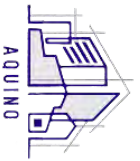
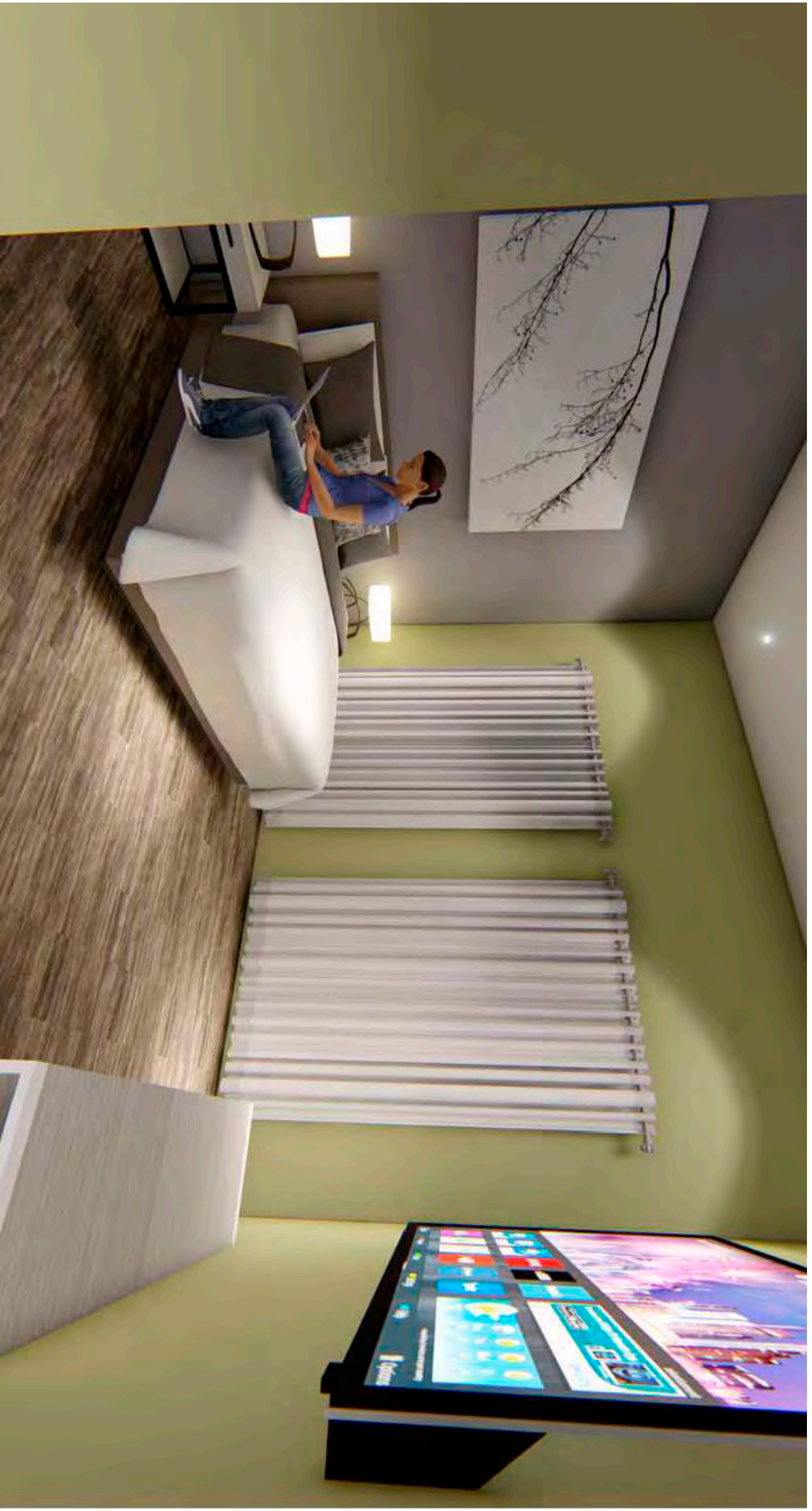


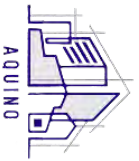
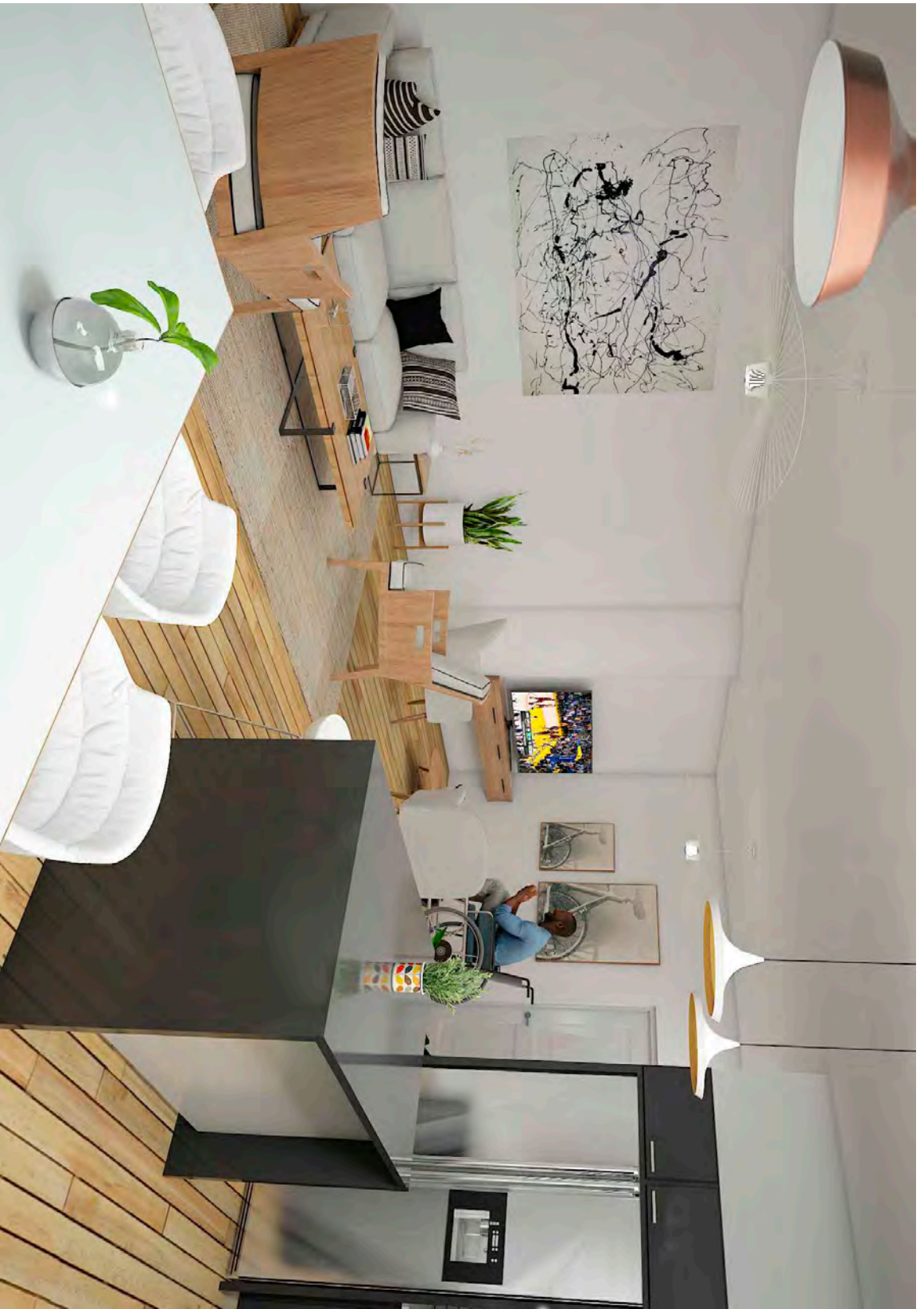


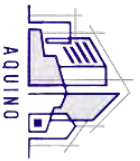




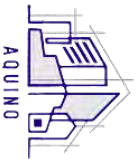












3. Landscape Design

The landscape design will prioritize green spaces, aesthetic appeal, and functionality, creating an inviting urban environment for both residents and visitors.

- **Green Roofs:** Portions of the roof will feature green spaces to reduce heat absorption and promote energy efficiency, while providing residents with shared outdoor areas.
- **Sustainable Landscaping:** Street-level landscaping will include native plant species that require minimal water and maintenance, helping to promote biodiversity and reduce environmental impact.
- **Public Spaces:** Plazas and courtyards will be incorporated into the design to create communal areas for residents and visitors to gather, fostering a sense of community and connection.

4. Sustainability Features

Aquino, LTD is dedicated to sustainable development practices that reduce environmental impact, promote resilience, and reduce operating costs for tenants. Key sustainability features include:

- **Energy Efficiency:** The building will incorporate energy-efficient systems such as LED lighting, high-performance insulation, and energy-efficient HVAC systems.
- **Water Conservation:** Low-flow plumbing fixtures and efficient irrigation systems will be installed to conserve water usage.
- **LEED Certification:** The project will be designed to meet the standards of LEED certification, ensuring that sustainability and environmental responsibility are at the core of the building's design and construction.



Financial Plan

The total project budget is estimated at \$15,000,000 covering land acquisition, design, construction, and marketing. The financial plan includes:

- **Funding Sources:**
 - Private Investor(s)
 - Construction loans from local banks
 - Potential city or state grants for sustainable development and affordable housing
 - Tax incentives from the City of Lawrence (see incentives requested Exhibit C)
- **Pro Forma Financial Statements:**
 - Revenue streams will be generated from the leasing of residential units and retail spaces, with projected annual rental income
 - Operating expenses are estimated annually, including property management, maintenance, and utilities.



Property location 205-223 Essex st. Lawrence, MA
Zoning District B3
Approving units 45 units 10 retail space
Parking spaces 63 spots

Apartment Rental Details	Units	Size
Studios	5	1 X1
Apartments	10	1 X 1
Apartments	20	2 X2
Apartments	5	2 X1
Apartments	5	3 X2
Total	45	
 25% Affordable	 10	

Annual Revenue

Gross Rent (Projected)		\$1,448,100
Less: Vacancy	3%	\$43,443
Parking		466,800
Net Effective Rent		\$1,871,457

Annual Operating Expense

Water and sewer		\$24,000
Waste		\$24,000
Insurance		\$100,000
Property management	4%	\$74,858.28
Maintenance		\$33,600
Common area Electrical		\$30,000
Taxes		\$107,000
Repairs	2%	\$37,429.14
Total Op Expenses		\$430,887

Annual Operating Income

Net Effective Rent		\$1,871,457
Total Op Expenses		\$432,284.00
Net Operating Income		\$1,439,173.00



Annual Debt Services

Acquisition Price				\$0
Construction Loan				\$11,445,700
Contingency		10%		\$1,144,570
Total Loan Amount	Down Payment	Rate	Amortization	\$13,360,743
Debt Service	10%	6.75%	30	\$1,039,890

Annual Cash Flow

Net Operating Income	\$1,439,173
Debt Service	\$1,039,890
Distributable Cash Flow	\$399,283

Startup Cost

Owner Equity (LTD setup)	\$1,484,527
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Timeline for Implementation :

The project is expected to be completed over a period of [insert total timeline] years, following these key milestones:

- **Phase 1: Site selection and land Acquisition (0-3 months)**

- Determine project goal and scope
 - The Aquino group would like to create a building with commercial and residential purposes.

The first floor will accommodate parking needs while having two underground areas for even more parking. The second floor would be dedicated to commercial space that people can rent out and a common area for tenants and others to enjoy a view of the common park. The upper levels will be desiccated to rental properties with 8 apartments each leave with a mix of 2 bedrooms, and 3 bedrooms.

- Preliminary due diligence
- Feasibility study
- Preliminary development budget and financial analysis
- Evaluate capital markets & development financing
- Purchase contract negotiation and signature

- **Phase 2: Pre-development (2-3 months)**

- Site evaluation
- Assemble your real estate development team
- Site plan & construction drawings
- Land entitlement requirements
- Construction drawings review & site plan approval
- Architectural drawings and building plan review
- Pre-leasing (if necessary)
- Building permits & land entitlement
- Finalize development budget
- Finalize debt and equity financing



- **Phase 3: Development and Construction (18 months)**
 - Development & pre-construction meeting
 - Preparatory site work & earthwork
 - Site utilities
 - Building pad & foundation
 - Parking & landscaping - hard & softscape
 - Building construction
 - Interior buildout
 - Construction management

- **Phase 4: Post Construction (1-3 months)**
 - Construction closeout
 - Final construction inspections
 - Certificate of occupancy
 - Leasing & property stabilization
 - Loan conversion
 - Property Management

- **Weather Conditions:** Adverse weather can cause delays, particularly during exterior work.
- **Permit and Inspection Delays:** Approval times can vary based on local regulations and any additional requirements.
- **Construction Challenges:** Unexpected issues, such as supply chain disruptions, labor shortages, and unfavorable site conditions can impact the schedule.
- **Complexity of Design:** The mix of apartment layouts and any custom features can affect the construction timeline.



7. Strategies for Sustainable and Resilient Development

Aquino LTD's redevelopment strategy focuses on creating a resilient and sustainable urban environment that can adapt to future challenges, such as climate change and economic shifts.

Key strategies include:

- **Disaster Resilience:** Building materials will be selected to withstand extreme weather conditions, and backup power systems will be installed to ensure operational continuity during outages.
- **Flexibility in Design:** Retail and residential spaces will be designed to be flexible, allowing for future adaptations in use, such as coworking spaces or community areas.
- **Economic Resilience:** The development will promote economic diversity by including affordable housing and supporting local businesses, ensuring long-term stability for the community.

Requested City Incentives - To ensure the project's success, Aquino LTD requests the following city incentives:

- **Tax Increment Financing (TIF) & TIE:** A request for property tax relief over a 10-year period to support the financial viability of the project.
- **Affordable Housing Grants:** City grants to offset costs associated with creating affordable housing units within the development.
- **Permit Fee Waivers:** A request for waivers on building permit and inspection fees to facilitate timely project execution.
- **Public Infrastructure Improvements:** Collaboration with the city for street improvements,
- **Revitalization** - Enhancing neglected areas through real estate projects can significantly improve the quality of life for residents, businesses, and visitors alike
- **Parking Investment:** Partnership in parking preservation and expansion 35% of project cost.

Community Benefits

This redevelopment will provide significant benefits to the Lawrence community, including:

- **Empowerment of Latina Women:** The project serves as a model for empowering Latina women in the real estate industry, fostering entrepreneurship, and creating lasting legacies within the community.
- **Affordable Housing:** A portion of the residential units will be allocated for affordable housing, supporting local residents and promoting diversity.



- **Job Creation:** The project will generate numerous construction and permanent jobs, prioritizing local hires and empowering minority and women-owned businesses in the area.
- **Economic Growth:** The retail space will attract new businesses, increase foot traffic, and contribute to the vibrancy of downtown Lawrence, while the residential units will add to the area's housing stock.
- **Sustainability Leadership:** The project's sustainable features will set a standard for future developments in the city, promoting environmentally responsible practices.
- **Community Involvement:** We are committed to engaging the community in the development of this project. Our plans include collaborating with local youth and artists to create a mural on the building that represents the story of Anacaona, reflecting her legacy and significance.



Financial Capability:

September 11, 2024

RE: Reference for Mr. Brian Reese
Acquisition of land in Lawrence, MA

To whom it may concern,

Mr. Reese has requested a prequalification letter from our Bank as it relates to the acquisition of the land referenced above. Although Enterprise does not provide prequalification letters for investment properties, please accept this as a letter of reference for Mr. Reese and his relationship with our Bank.

Mr. Reese has been a valued customer of Enterprise Bank since 2023. During this period, he has maintained a deposit account with our Bank that has been handled as agreed with no overdraft activity. In addition, during this period, he has been a commercial borrower of our Bank and likewise payments on his commercial loans have been handled as agreed with all payments received as agreed and on time. Thank You.

Sincerely Yours,

Cameron Novotny

Cameron Novotny
Commercial Lending Officer, AVP





September 12, 2024

Oneida Aquino
32 Sutherland St
Andover, MA 01810

RE: Construction loan request at 205-223 Essex St., Lawrence, MA

Dear Ms. Aquino,

Reading Cooperative Bank (the "Lender") is pleased to provide you with a preliminary outline of major terms and conditions for the Construction to Permanent Commercial Real Estate loan request for a property located in Lawrence, MA. As such, a Construction to Permanent Commercial Real Estate Mortgage loan would be subject to the following terms and conditions.

However, please be advised that this letter is for informational and discussion purposes only. It is not a commitment to lend, nor does it reflect any inclination or decision by the bank to proceed with this or any similar transaction. These terms represent average conditions if the bank were to consider a deal of this nature, but no such consideration has been made at this time.

Borrower: SPE TBD

Guarantor(s): Unlimited Guaranty provided by Oneida Aquino, Brian Reese, Valerie Hernandez, Chanel Hernandez and every person with a greater than 20% ownership in the entity TBD.

Amount: TBD

Purpose: Finance the purchase up to 75% the "as is" and "as permitted" appraised value, and construction costs of up to 100% of hard costs construction based on a "as-completed" appraised value.

Allocation of Funds: At closing, 75% of the purchase price or appraised value, whichever is lower, will be advanced. Prior to or at closing, an amount to be determined for the interest reserve account, intended to cover payments during the interest-only period, will be fully funded by the borrower. The remaining balance, up to 100% of the hard construction costs, will be held in reserve to cover those expenses.

Type: Construction to Permanent Commercial Real Estate Mortgage Loan.

Term: 25 Years

Amortization: Interest only monthly payments for the first 12 to 24 months, then amortizing over the remaining term.

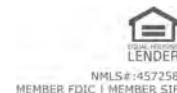
Interest Rate: 7.500% for 5 years, FHLB 5 -year Classic Advance Rate + 2.500% thereafter.

Commitment Fee: TBD and based on the final approved amount.

Other Fees: All customary closing costs to be paid by the Borrower.

Payments: Payments of interest only on the outstanding balance shall be due monthly for the interest only period. Then after the interest only period, payments of principal and interest shall be due monthly payable for the remaining amortization period with a balloon payment at maturity. Interest shall accrue daily in arrears for the actual number of days elapsed assuming a 360-day year, (365/360).

180 Haven St., Reading, MA 01860 | tel 781.942.5000 | fax 781.942.4860 | readingcoop.com



- Deposit Relationship:** The Borrower should establish an operating account for the subject property with Reading Cooperative Bank, for the life of the loan.
- Late Charge:** Any payment not made within ten (10) days after its due date shall be subject to a late charge equal to five percent (5.00%) of the amount of such payment.
- Financial Covenants:** The Borrower(s) shall be responsible for maintaining the following financial covenants at all times:
- Cash flow, as measured at year end sufficient to provide a proforma 1.25x Standalone Debt Service Coverage Ratio (DSCR) (waived for first two years) and 1.00x Globally Debt Service Coverage Ratio (DSCR) upon stabilization.
 - Loan To Value (LTV) not to exceed 75% "As-Is" and 75% "As Complete".
- Special Conditions:** Approval and closing of this type of loans, would be subject to receipt and acceptance by the Bank of the following:
- Receipt/review of acceptable Appraisal Reports for the subject properties with a maximum LTV of "75% "As-Is" and 75% "As Complete".
 - Receipt and Review of a Satisfactory Environmental Data Reports, to be ordered by RCB.
 - Subject to a third-party site inspection required prior to the closing for any incurred hard construction costs to be reimbursed to borrower at closing.
 - Subject to a third-party structural engineer assessment report acceptable to the Bank.
 - Satisfactory construction site inspection required prior to closing for any incurred hard construction costs to be reimbursed to borrower at closing.
 - Evidence of all permits and approvals prior to advance of construction funds.
- Financial Reporting:** The Borrower shall provide updated financial statements and property income and expense data on an annual basis. Such information shall be as follows:
- Corporate, partnership and/or trust tax returns annually.
 - After the interest only period and stabilization, submission of annual rent roll.
 - Any other financial information as the Bank may from time-to-time request
- Guarantors to provide the following updated financials annually.
- Personal tax returns and personal financial statement annually on or before May 30th.
 - Personal Financial Statement for all guarantors.
- Security:** For this type of credit facility, the Borrower(s) shall provide the following as collateral to Reading Cooperative Bank:
- A first mortgage on the Borrower's fee simple interest in the subject property (the "Mortgage Premises"). The Bank and its counsel must approve the final legal description of the Mortgaged Premises.
 - A collateral assignment of leases, rents, tenancies, occupancy agreements and contracts relating to Mortgaged Premises.
 - A first lien on all building materials and components delivered to the Mortgaged Premises, whether or not incorporated in a unit/building and a first lien on all furniture, furnishings, inventory, appliances, machinery and equipment, accounts and contract rights presently owned or hereafter acquired by the Borrower and used in the construction, operation, maintenance or occupation of the Mortgaged Premises.



Environmental
Due diligence:

The Borrower(s) shall provide any updates to the environmental condition of the subject property for review and approval by the Bank and/or its consultant, should conditions exist that include but are not limited to the clean-up or removal of soils, USTs, ASTs, etc. (IF AVAILABLE)

Real Estate Tax
Escrow:

The Bank will not escrow real estate taxes on a monthly basis, until project is completed and stabilized. However, we reserve the right to verify if such taxes are current and pay according if they are not.

As we gather more information, additional substantive conditions may be required, and the terms outlined may be modified or supplemented. In the course of our review, we will also request updated financial information from the guarantors and any other relevant parties involved in the project to ensure a comprehensive assessment.

To reiterate, please note that this letter is for general discussion purposes only and does not constitute a commitment to lend. It is not intended to create any binding obligation between the parties. We would like to reiterate that all loan terms stated herein are subject to Reading Cooperative Bank's standard underwriting guidelines and final approval by our Loan Committee. Should the loan be approved, this term sheet will be superseded by a formal commitment letter.

We appreciate the opportunity to review this transaction. Please feel free to contact me at (781)670-1583 at your earliest convenience to discuss further.

Sincerely,

READING COOPERATIVE BANK



Jose H. Cruz
Senior Vice President
Commercial Team Leader



Legal and Compliance Information:**TEC**

- LEED Accredited Professional (AP)
- OSHA 10-Hour Certification
- Professional Engineer: MA(#47850),CT (#36624),ME (PE13538)
-

Serrano & Serrano

- ISO 9001:2015
- LEED
- Construction Quality Control Management for Contractors (US Army Corps of Engineers)
- OSHA
- NAVFAC Hazard Awareness Training (40 Hours)
- Environmental Compliance Assessment training System
- Electrical Safety EM 385-1-1 NFPA 70E
- Hazard Communication Training
- Aerial Scissor Lift Safety and Awareness training
- Drug Recognition & Workplace safety
- Massachusetts Unrestricted builder's License



1. REFERENCES

Serrano & Serrano™ Built on the cornerstones of hard work, integrity, and Craftsmanship. Serrano & Serrano's Constructions was founded in 2006 with a dream of bringing Construction wants to a reality. And with this dream in mind, here is Serrano's we understand that the importance of a successful company is the people; our team. Therefore, over the decade Serrano's has been able to cultivate a team here in the office, in the field, and with subcontractors-who feel more like a family-a family that encourages teamwork, camaraderie, and good corporate citizenship. Here at serrano's, we focus on the construction, but more importantly the people both within our own team as well as our clients.

Similar projects:

- Yepez Properties at 215 Canal street, Lawrence MA: 4 story building with 36 apartments and commercial spaces.
- JAV Apartments 112-125 Essex Street, Lawrence MA: 4 Story building with 28 Apartments and Commercial Space.
- Reading Bank at 215 Canal Street, Lawrence, Ma.

BellTower - Gary Sidell

Gary Sidell is the owner and founder of Bell Tower Commercial Real Estate Group. His professional career started in Lawrence in 1993 when he joined his late father's women's clothing company, KGR. During that time, he learned not only every aspect of the manufacturing industry, but more importantly what it meant to take care of their people and the community at large. In 2001, after his father and he decided to close the apparel company, they then focused on real estate by repurposing existing buildings formerly used by the apparel company. Since that time, his business has been focused on restoring historic, under-utilized buildings and repositioning them as thriving commercial properties throughout the region, including medical, office and retail uses, with the most enjoyable part being the relationships formed with his clients and tenants. The company manages hundreds of thousands of square feet of space in the Merrimack Valley and is poised to grow extensively in the future.

- Family Services of the Merrimack Valley – Board President and Big Friends Little Friends Mentor
- Lawrence Partnership LEADS Graduate (Program built through the Lawrence Partnership and Harvard Business School) – Founding Board Member and Executive Committee Member
- Lawrence History Center, Groundwork Lawrence, Lawrence – Supporter
- CommunityWorks, Essex Art Center and other organizations – Member
- Entrepreneurship for All – Former Member and Mentor





Rick Friberg, PE, LEED AP

PRINCIPAL

Years of Experience

TEC: Since 2004

Total: Since 2004

Education

Bachelor of Science in Civil Engineering, University of New Hampshire

Professional Registrations

Professional Engineer:
MA (#47850), CT (#36624),
ME (PE13538)

Certifications

LEED Accredited
Professional (AP)

OSHA 10-Hour
Certification

PROFILE

Rick is a Principal and Chief Strategy Officer at TEC with over 20 years of experience overseeing and advising large-scale public and private infrastructure projects. He helps clients identify project objectives, synthesizing them into a plan and assembling a team of experts to execute the plan and achieve the project objectives.

Rick will leverage his development experience, local knowledge of the City's infrastructure, his experience with grant assistance/administration, and his team of experts to help craft a project that will further the goals of the City and create a valuable project that will contribute to the vibrancy of the downtown. Rick especially looks forward to working with a local development team to advance the goals of the project including creating parking to support the downtown, providing event space to serve as a draw for new visitors and creating new housing opportunities.

RELEVANT PROJECT EXPERIENCE

Riverwalk Complex Renovation & PUD – Lawrence, MA

3,600,000 SF historic mill adaptive re-use with a exciting new construction infill.

Haverhill Heights – Haverhill, MA

10-story new construction mixed-use building on the Merrimack River in the downtown.

King Street Commons - Littleton, MA

780 new apartments, community green spaces, pedestrian promenade within a new retail district and adaptive re-use of existing buildings.

Riverwalk Pavilion – Lawrence, MA

80,000 SF mixed-use end cap building attached to a 1,200 car multi-level parking structure with recreational athletic fields on the roof including sidewalks, pathways and public parks.

Hamilton Canal Parcels 1 - 5 – Lowell, MA

200 apartments with supporting restaurants and an 8-story parking garage.

Hampton Beach Casino Redevelopment – Hampton, NH

Beachfront resort-style masterplan for one of seacoast New Hampshire's most valuable and recognizable assets.

Common Intersección-Movilidad, Acceso, Sostenibilidad (CI-MAS) - Lawrence, MA

Conceptual design and grant assistance for multi-modal transportation infrastructure improvements within a 250-acre area in the heart of Lawrence to connect amenities and services in the downtown area and make them more accessible, safe, and user friendly with all mores of transportation.

www.TheEngineeringCorp.com





Firm Profile

Established in 2002, TEC is an award-winning, full service engineering firm that provides transportation, civil, and structural engineering and construction administration services to municipalities, public agencies, and private entities throughout New England. **Headquartered in Lawrence** with additional offices in Worcester, MA and Hampton, NH, we have over 80 planning, permitting, design, and construction professionals, who are available to deliver professional engineering services efficiently and effectively. Additionally, our hands-on working principals are actively involved in all of our projects to ensure that our clients receive a high-level of service.

TEC At-a-Glance	
80+	Employees
3	Office Locations in New England
22	Years in Business
31	Licensed Engineers

TEC has over 20 years of proven experience in leading some of the most ambitious development projects in New England. We specialize in fostering a partnership between land owners and community leaders to develop a shared vision for development projects and executing on that vision to create high-quality projects that serve as valuable, long-lasting community assets.

We provide a wide range of services including visioning, due diligence, conceptual plans, grant assistance, site plans, permitting, public engagement and construction administration services. A small sampling of recent and relevant projects are shown below.



Pavilion at Riverwalk - Lawrence



Hampton Beach Casino Redevelopment



King Street Commons - Littleton



Hamilton Canal - Lowell



Haverhill Heights



Station Crossing - Lawrence



District Square - Haverhill



Riverwalk PUD - Lawrence

