

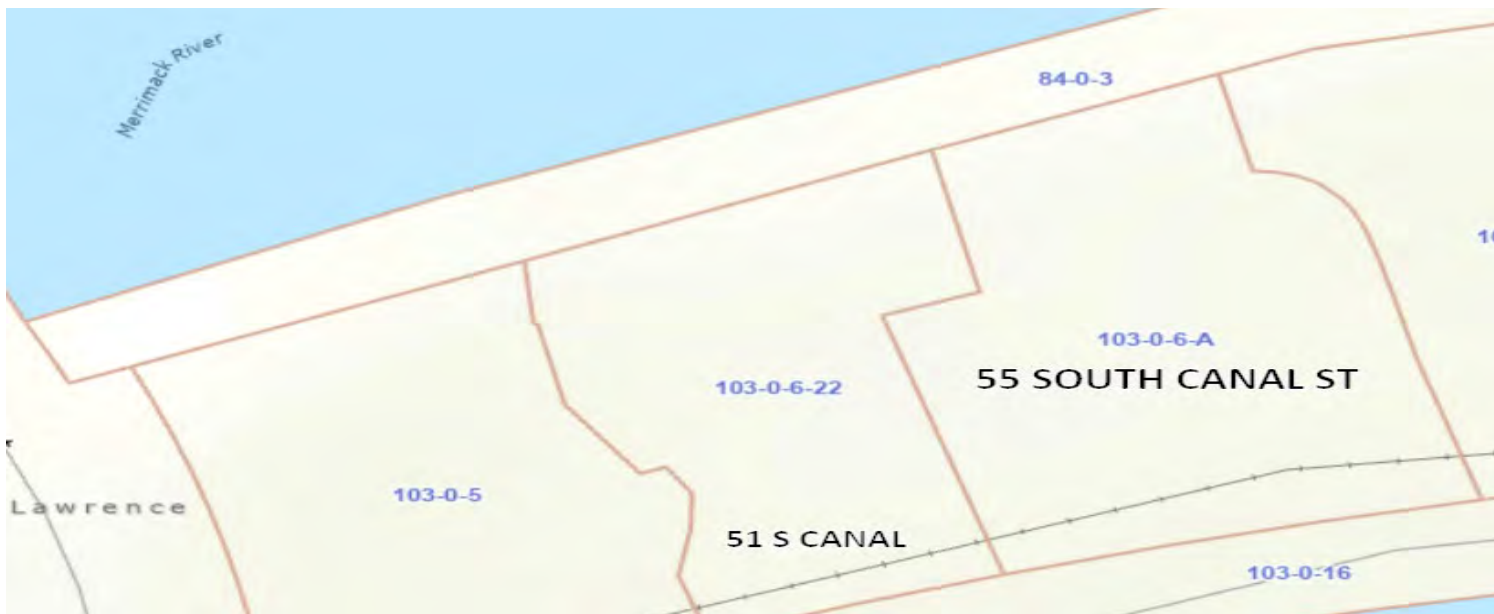
Octavian Spanner
LRA/ Executive Director
200 Common Street
Lawrence MA 01841,

September 11, 2024

Dear Octavian,

Please accept this RFP supporting the Charles Hope Companies' application to develop City-owned land at 55 South Canal Street.

We are pleased to submit our proposal to redevelop this unique site at 55 South Canal Street. We can significantly enhance its value by exploring uses beyond those typically permitted under an I-2 zone and acquiring the abutting lot # 51. (See map below). The site's strategic location and its location near the river make it ideal for ECTOD initiatives. In addition, our development plan aligns with the city's renewal, redevelopment, and equity goals. Shorter-term benefits can accrue to the town by utilizing locally sourced materials, professionals, laborers, and funding



**Request for Proposals (RFP)
For the City of Lawrence
at
55 South Canal Street**

Submitted by
The Charles Hope Companies
September 2024
102-108 Winthrop Ave
Lawrence MA 01841
978-815-4022



CHARLES HOPE Companies LLP
At the crossroads of HOPE and HOME.

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Executive Summary

The Lawrencian ONE Development Proposal

Seeks to alleviate congestion in downtown Lawrence, attract market-rate residents, encourage commercial service tenants, and expand affordable housing in alignment with the Local Redevelopment Authority's (LRA) objectives. Addressing local infrastructure challenges and housing demand, the project proposes a new, well-connected community south of the Merrimack River, offering diverse residential options and essential services. In addition, affordable tenants will be encouraged to own their units. Lawrencian ONE considers architectural renderings and commercial space in each building to provide childcare facilities and access to community rooms and play areas. Lawrencian 1 will also enhance transportation access and improve the area's overall livability. It will also attract market rate non-Lawrencian to relocate and enjoy downtown Lawrence and the benefits that the development offer

In evaluating alternative options like the Essex, Merrimac, and Saunders developments, Lawrencian ONE stands out as the most viable solution due to its land area, strategic location, and broad benefits. The experienced development team, backed by successful past projects and recognition from local officials, further strengthens the proposal's credibility. Financially, the project is sustainable, offering innovative homeownership models such as rent-to-own to ensure long-term viability.

The proposal includes a detailed timeline with clear milestones, ensuring transparency throughout the development process. Supported by community endorsements and external recognitions, stakeholders are encouraged to engage, provide feedback, and collaborate to ensure the success of Lawrencian ONE



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PROPOSED PROJECT OBJECTIVE

This proposal presents a comprehensive strategy to foster growth, attract market-rate residences, and align with the LRA's objectives by addressing the need for affordable housing by:

- Alleviating congestion in the current town center through the development of a new, centralized community south of the Merrimack River.
- The project aims to attract a diverse mix of market-rate residents and tenants from surrounding communities by offering convenient access to transportation and revitalizing the area.
- Key initiatives include innovative homeownership models, such as rent-to-own opportunities, and the inclusion of essential services, ensuring a vibrant and sustainable community for both homeowners and renters



PROPOSED DEVELOPMENT FOR LAWRENCIAN 1

- ARCHITECTURAL RENDERING FOR LAWRENCIAN 1
- SAMPLE OF 3 BEDROOM FOR LAWRENCIAN 1
- LAWRENCIAN 1 RESIDENTIAL PLANS
- LAND PLAN FOR LAWRENCIAN 1

ARCHITECTURAL RENDERING FOR LAWRENCIAN 1



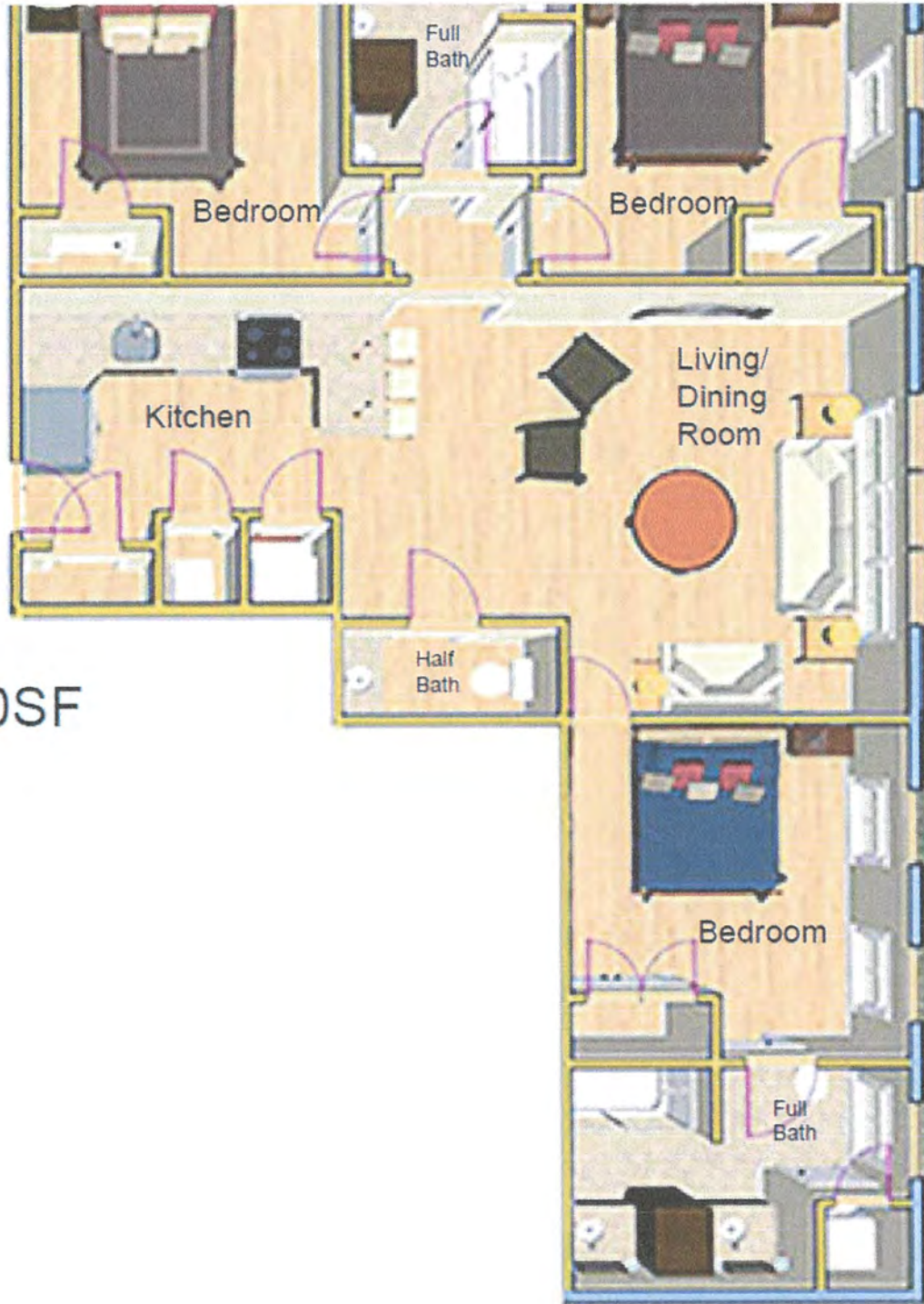
7 & 12 Story

- Possible multiple towers built in phases
- 165'x 66' & 165'x 66' footprint
- 136 Apartments on 6/11 floors
- 85 One bedroom One Bath 550-590sf
- 34 Two bedroom One & 1/2 Bath 915-950sf
- 17 Three bedroom Two & 1/2 Bath 1150sf
- 14 Street Level Commercial/Retail units 450-800sf



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SAMPLE OF 3 BEDROOM FOR LAWRENCIAN 1

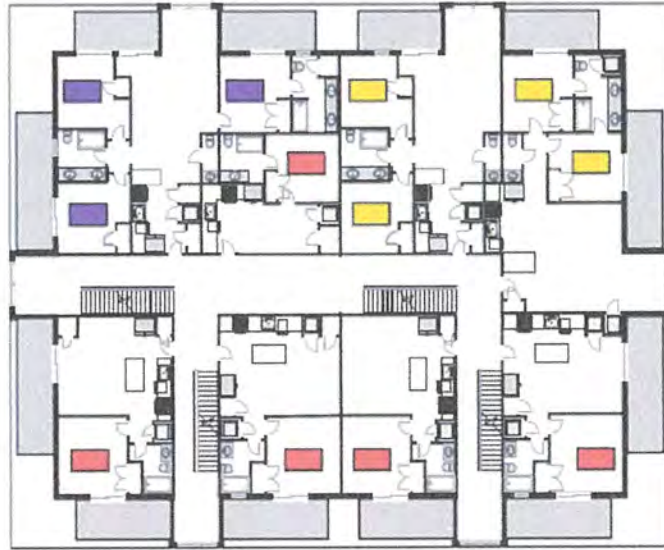


1250SF



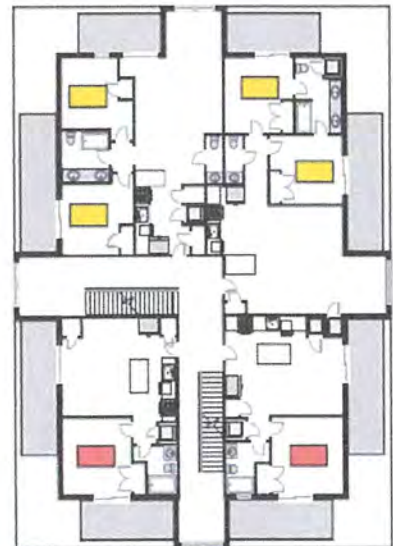
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LAWRENCIAN 1 RESIDENTIAL PLANS



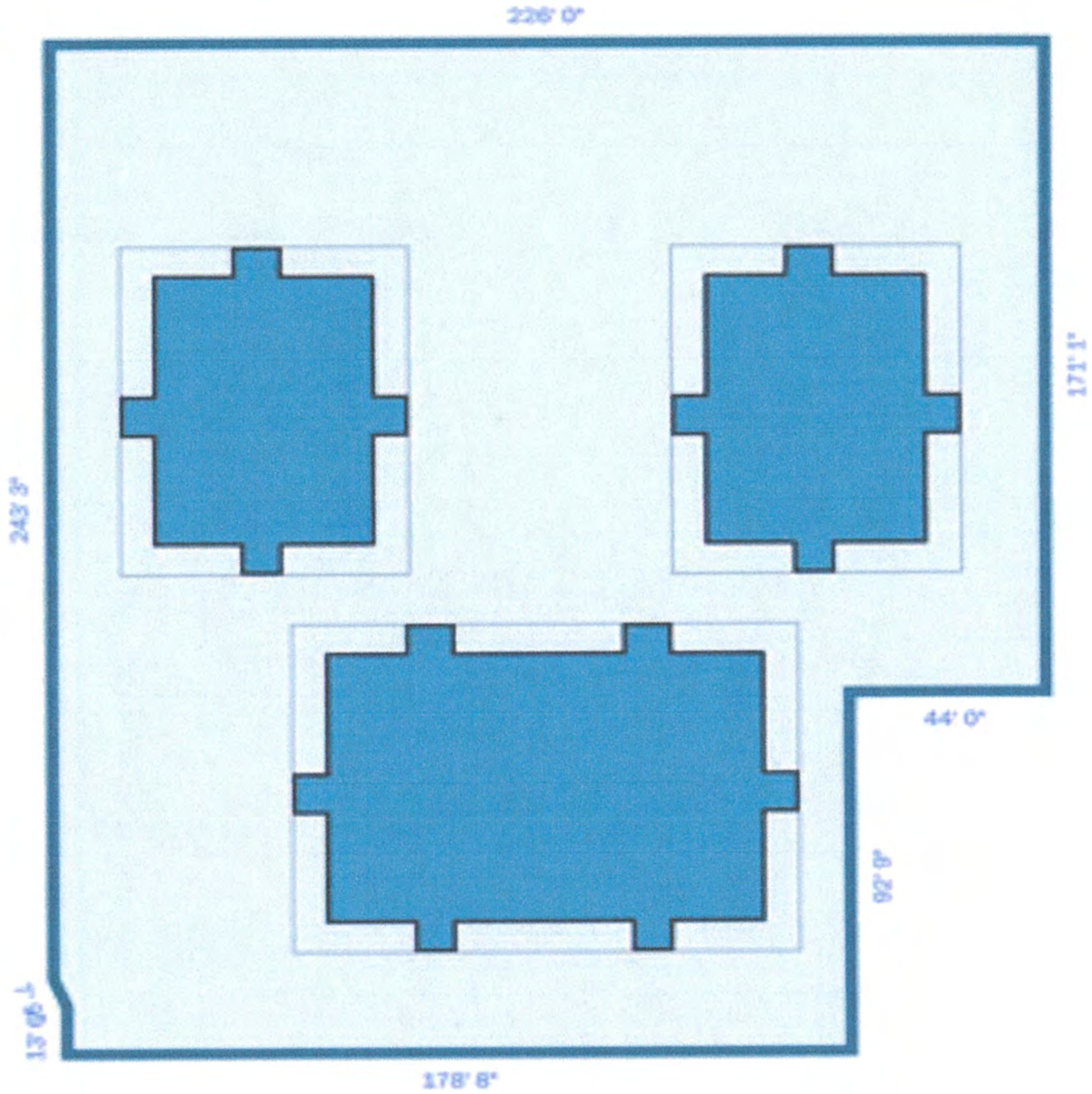
- RESIDENCES KEY**
- 1 Bedroom 1 Bath
 - 2 Bedroom 1 1/2 Bath
 - 2 Bedroom 2 Bath
 - 3 Bedroom 2 Bath
 - 3 Bedroom 2 1/2 Bath

Back Towers Three stories each plan



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LAWRENCIAN 1 LAND PLAN



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DEMONSTRATED EXPERIENCE

- **EXAMPLES OF PROJECTS IN LAWRENCE**
See Appendix 1 for more details
- **FIRMS QUALIFICATIONS**
- **PROJECT TEAM**

EXAMPLES OF PREVIOUS PROJECTS IN LAWRENCE

See Appendix 1, Pages 23-63, for additional information on previous projects, including awards and recognitions.

Since 1985, Alan Hope and the three companies he manages have built new houses managed new construction, and marketed affordable and market-rate residential and commercial developments. Over 45 individual projects have been completed in Lawrence. Past projects and experience include

- Collaborated with nonprofits in developing real estate in Lawrence. Partners included Arlington Trust Trabeljando, Bread and Roses, MHIC, HUD, AGO and Community Development
- Recognized by The Northern Essex Registry of Deeds, Boston Globe, Banker and Tradesmen, Lawrence Eagle Tribune, Lowell Sun, Housing Courts, government, and State semi-private institutions for facilitating positive changes in Gateway Cities.
- Appointed by the Attorney General's Office in 2011 to expedite code compliance for over 45 properties in Lawrence making the City a safer, healthier, and more inclusive community.
- Revitalized parts of Park Street, Eutaw, and Trenton Streets, collaborating with Arlington Community Trabeljando by building new market-rate and accommodation for Section 8 tenants
- Developed major sections of Bromfield Street, Arlington Street, and scattered site projects in the Arlington District
- Supported pilot project selling one side of the duplex to qualified affordable applicants, enabling the owner to rent out the remaining unit on Vine Street
- Responsible for bringing up the rooming house at 77 S Union Street to compliance. Repaired the 73-unit occupied rooming house with personal funding. Bringing the property up to code substantially reduced the number of fire and police calls.
- Collaborated with major developers in acquiring, developing, and marketing the conversion of older mill buildings into affordable and market-rate properties. Including the Cities of Lawrence, Lowell, Fitchburg, and Springfield



FIRM QUALIFICATIONS

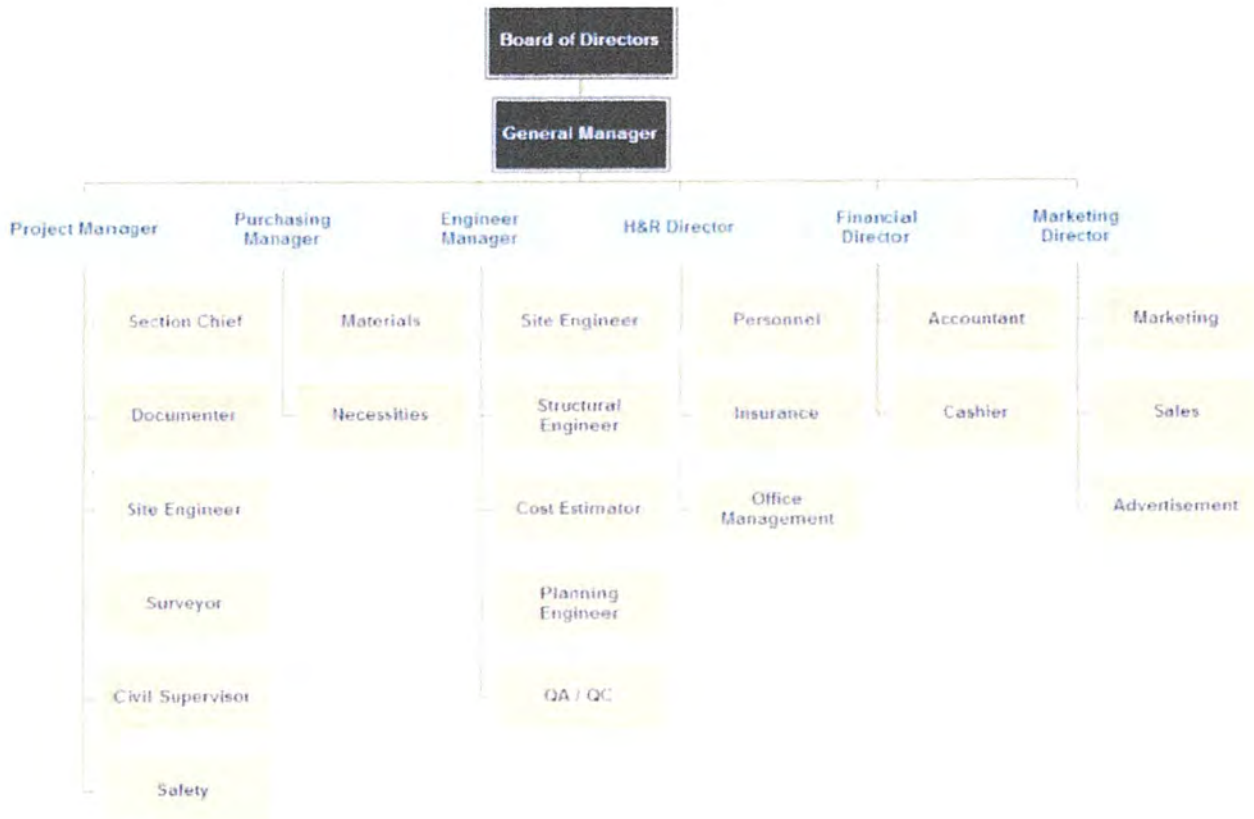
Our team consists of highly qualified project managers, engineers, architects, and financial analysts, collectively bringing decades of experience in successfully delivering complex construction projects on time and within budget. The initial team structure includes: (See Organization structure)

- **Project Manager:** Our Project Manager, a PMP-certified professional, has a proven track record of managing projects exceeding \$10 million, consistently delivering them on time and within budget. I will work closely with the Project Manager daily, applying my academic expertise (MA, MBA) and over 37 years of real estate development experience.
- **Lead Engineer:** The Lead Engineer, equipped with a Master's degree in Civil Engineering and 15 years of field
- **0experience,** ensures technical precision and efficient resource allocation throughout the project.
- **Financial Analyst:** Our Financial Analyst, sourced from a specialized accounting firm, is an expert in cost control. With a history of optimizing project budgets by up to \$15 million, they play a critical role in minimizing financial risks.
- **Additional Resources:** Further resources will be drawn from within the company and supplemented with outsourcing strategies as needed to ensure optimal project execution.

By harnessing these expert qualifications, we implement rigorous schedule management, precise cost-tracking systems, and robust contingency plans, ensuring the project is delivered on time and within budget. Below is our basic organization chart, which will be refined as the project progresses.



PROJECT TEAM



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PROJECT VISION FOR LAWRENCIAN 1

1. Visionary Development Plan:

- **Gateway City Transformation:** Our proposal aims to transform the designated land into a vibrant mixed-use development that catalyzes economic growth and community revitalization. This project will blend residential, commercial, and public spaces to create a dynamic urban environment that meets the needs of the city's diverse population.
- **Commitment to Community Needs:** We recognize the unique challenges and opportunities of gateway cities. Our development plan is rooted in a deep understanding of the local context, ensuring that our project aligns with the community's aspirations and enhances its cultural and economic fabric.

2. Comprehensive Housing Strategy:

- **Affordable Housing Integration:** We propose a significant allocation of affordable housing units, focusing on meeting the needs of low- and moderate-income families. We will leverage state and federal tax credits, as well as public-private partnerships, to ensure the long-term affordability and sustainability of these units.
- **Diverse Housing Options:** Our project will include a mix of housing types—from micro-units to larger family-sized apartments—to cater to various demographics, including young professionals, families, and seniors. This approach ensures a diverse and inclusive community that reflects the broader population of the city.
- **Inclusive Planning Process:** We will engage the local community through public consultations and participatory design workshops. This ensures that the development reflects the needs and preferences of current residents, fostering a sense of ownership and inclusion.

3. Mixed-Use Development Focus:

- **Integrated Community Spaces:** Our proposal includes retail, commercial, and recreational spaces designed to create a lively, 24-hour neighborhood. By integrating these elements, we will foster economic activity, job creation, and a vibrant street life that benefits both residents and the wider community.
- **Public Amenities:** We plan to incorporate essential public amenities such as childcare facilities, fitness centers, and community meeting spaces. These amenities will cater to a wide range of residents and contribute to the overall quality of life in the development.



4. Sustainable and Innovative Design:

- **LEED Certification and Green Building Practices:** Our commitment to sustainability includes pursuing LEED Gold certification for all buildings within the development. We will incorporate energy-efficient systems, green roofs, and renewable energy sources to minimize environmental impact and reduce operating costs for residents.
- **Architectural Excellence:** We will collaborate with leading architects to create a visually striking and cohesive development that enhances the city's skyline. The design
 - will prioritize aesthetic coherence, historical context, and contemporary innovation, ensuring that the project becomes a landmark in the city.
- **Green Spaces and Public Areas:** The development will feature well-maintained green spaces, pedestrian-friendly walkways, and communal gardens. These spaces will encourage social interaction, promote physical well-being, and serve as central gathering points for the community.

5. Economic and Social Impact:

- **Job Creation and Local Economic Growth:** Our project will generate substantial employment opportunities, both during the construction phase and in the long-term operation of the commercial and retail spaces. We will prioritize local hiring and collaborate with local educational institutions to provide training programs that prepare residents for jobs in emerging industries.
- **Increased Tax Revenue and Financial Sustainability:** The development will significantly boost the city's tax base, providing funds for further infrastructure improvements and public services. We will ensure that the project is financially sustainable, contributing to the city's long-term fiscal health.
- **Social Equity and Quality of Life Improvements:** Our development plan aligns with broader social goals, including reducing inequality, enhancing access to public services, and fostering community cohesion. We will improve transportation links and road access to ensure that residents can easily access healthcare, education, and employment opportunities.



6. Strong Financial Backing and Execution Plan:

- **Secured Financing and Investment:** Our proposal is backed by a consortium of experienced investors who have successfully completed similar projects in Massachusetts and beyond. We have secured the necessary financing and are prepared to begin development immediately upon approval.
- **Realistic and Efficient Timeline:** We have developed a detailed project timeline that outlines each phase of development, from planning and permitting to construction and occupancy. This ensures that the project will be completed on schedule, delivering benefits to the community without delay

7. Long-Term Commitment to Community Development:

- **Ongoing Community Engagement:** Post-construction, we will continue to engage with the community through regular meetings and feedback sessions. This ensures that the development remains responsive to the evolving needs of residents for decades to come.
- **Maintenance and Management:** We commit to the long-term maintenance and management of the development, ensuring that it remains a safe, attractive, and desirable place to live for decades to come.



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FINANCIAL CAPACITY FOR LAWRENCIAN 1

Since 1985, we have consistently demonstrated the capacity and financial strength to complete projects on time and under budget, ensuring successful delivery while maintaining stringent cost controls and efficiency. Below is a list of banks, financial institutions, and credit unions, some of which have been acquired. In contrast, others have consolidated their positions, partnered with other financial institutions, or discontinued their services in Lawrence. We utilize many financial, operational, and statistical tools and techniques in determining the proposed funding plan.

- Arlington Trust
- Shawmut Bank
- North Mark Bank
- Lawrence Savings Bank
- North Reading Cooperative Bank
- Salem Five
- Bank of New England
- Enterprise Bank
- TD Bank
- Santander Bank
- Bank of America
- Sovereign Bank
- Chase
- Digital Credit Union
- S bank
- Coastal Heritage Bank
- Private Equity funding
- Partnership funding
- Self-Funding
- HUD funding
- MHP funding



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REFERENCES

- FROM INTERNAL CITY OF LAWRENCE SOURCES
- FROM EXTERNAL SOURCES

INTERNAL REFERENCES FROM CITY OF LAWRENCE OFFICIALS

- Peter Blanchette Building Commissioner
978-620-3131
- Dan McCarthy Planning Director
978-620-3505
- Jorge Jimenez DPW Director
978-620-3350
- Eileen Bernal City Clerk
978-620-3230
- Alexey Vega Chief Assessor
978-620-3190
- Jeovanny Rodriguez City Council President
978-620-3215
- Efrain Roland Executive Director LHA
978-685-3811
- Tim Houten City Attorney
978-620-3036
- Victor Betance Health Director
978-620-3260
- Dr Joel Gorin MD Director BOH
978 620-3262



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At the crossroads of HOPE and HOME.

EXTERNAL REFERENCES

TOWN	MAYOR/ADMIN/ TOWN MANAGER	BUILDING COMMISSIONER	HEALTH DIRECTOR	COMMUNITY DEVELOPMENT	TOWN/CITY SOLICITOR
SALEM MA	Kimberley Driscoll 978-619-5600	Tom St. Pierre 978-745-5640	Larry Ramdin 978-741-1800	Lynn Duncan 978-745-9595	Victoria Caldwell 978-619-5634
STONEHAM	David Ragucci 781-279-2600	Cheryl Noble 781-279-2670	John Fralick 781-279-2621	n/a	Bill Solomon 781-438-4543
HAVERHILL	James Fionetini 978-374-2300	Dick Osborne 978-374-2338	Bonnie Dufresne 978-374-2325	Andrew Herlihy 978-374-2330	Bill Cox 978-373-2360
METHUEN	Stephen Zanni 978-983-8505	John Gibney 978-983-8625	Heidi Conlon 978-983-8659	William Buckley 978-983-8565	Anne Randazzo 978-983-8576
DRACUT	James Duggan 978-452-1227	Dan McLaughlin 978-454-0603	Tom Bomil 978-453-8162	Glen Edwards 978-453-4557	Jim P Hall 978-250-4255
LOWELL	Kevin Murphy 978-674-1000	Shaun Shanahan 978-970-4036	Frank Singleton 978-674-4010	Eric Slagle 978-674-4144	Eliot Veloso 978-674-4060
FITCHBURG	Lisa Wong 978-829-1801	Robert Lanciani 978-829-1880	Jeffrey Stephens 978-829-1874	Stephen Curry 978-829-1871	Mark Goldstein 978-632-1236



CHARLES HOPE Companies, LLP
At the crossroads of HOPE and HOME.

TIMELINE FOR LAWRENCIAN 1

Developing an effective timeline will depend on the project, size, scope, and funding and will include the following standard construction project guidelines.

1. Construction site survey and plan design — A professional study of the project site is performed, and the civil engineer drafts the site plan. The project team then identifies and works through potential issues, including zoning, stormwater management, DNR-designated mapped wetlands, and DNR-designated wetland indicator soils. Any setback requirements and achievable grade elevation issues could result in modifications and reconsiderations to the building design.

2. Preliminary project plans — The contractor and owner work together to create plans that allow the contractor to start communicating and coordinating with subcontractors. The project team will begin to gather preliminary costs from contractors and vendors. In addition, the site plan design will be sent to the local municipality for site plan approval. The process and timeline for site plan approval may vary per municipality

3. Construction documents — The contractor and owner iron out the project's finer details. The goal is to create a final set of construction documents that will be utilized to finalize the project cost. These documents will also be submitted to local and state approval authorities for permits before beginning construction

4. State and local project plan approval timeline — Project plans are submitted to state and local governments. The review times can vary based on municipality and state workload and your location. On rare occasions, state or local reviewers may require revisions to the project's design, in which case the plans will need to be revised and resubmitted

5. Procurement — The contractor gathers subcontractor bids and material pricing for the project and qualifies the quotes. The contractor and owner discuss prospective subcontractors and select the most qualified for the project.

6. Building permits & construction mobilization — Once the project has acquired state and local approval, local building permit applications are submitted and permits obtained. The general contractor and subcontractors begin mobilizing the equipment. Safety and site management (fencing, barriers, erosion control, etc.) are implemented. Groundbreaking events are coordinated and held during this phase.



APPENDIX 1 Pages 23-62

COMPLETED PROJECTS IN LAWRENCE Pages 24-42

Collaborated with

- Arlington Trust Trabeljando on Park, Trenton, and Eutaw Streets
- Commonwealth of Massachusetts (HUD) Vine Street
- Citizens Housing and Planning Association (CHAPA) Margin Street
- Habitat for Humanities-Winthrop Avenue
- Attorney General's Office (AGO) -Butler Street

RECOGNITIONS Pages 43-51

Received from

- Mayor of Lawrence
- Registry of Deeds
- Mayor of Methuen
- City Council of Lowell

ACKNOWLEDGMENTS Pages 52-57

Reported by

- Boston Globe
- Bankers and Tradesmen
- Lawrence Eagle Tribune
- Rumbo

OTHER PROJECTS Pages 58--62

Located at

- South Union Street
- Winthrop Avenue
- Prospect Street
- Westford Street



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COMPLETED PROJECTS IN LAWRENCE

Collaborated with

- Arlington Trust Trabeljando on Park, Trenton, Eutaw Streets
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- Attorney General's Office (AGO) -Butler Street

COMPLETED PROJECTS IN LAWRENCE

Collaborated with

- Arlington Trust Trabeljando on Park, Trenton, and Eutaw Streets

The affordable housing units by Arlington Community Trabajando and Charles Hope Companies of North Andover is the first project between the non profit group and the home builders.



A group prepares to cut a ribbon to conclude a ground-breaking ceremony for the home being built at 116-118 Park St. Lawrence, The affordable housing units by Arlington Community Trabajando and Charles Hope Companies of North Andover is the first project between the non profit group and the home builders. From left to right: Sen. Barry Finegold, D-Andover; Mill Carpenter, Vice President of the Merrimack Valley Chamber of Commerce; State Rep. Marcos Devers, D-Lawrence; Frank Moran, Lawrence City Council President; Ana Luna, Executive Director of Arlington Community Trabajando; April Lyskowsky of Youth Build; Mayor William Lantigua; Alan Hope, Manager of the Charles Hope Companies, LLC, and his wife, Debbie Hope of North Andover; Patrick Blanchette, Director of Economic Development for the City of Lawrence; and Tim Lattrell, owner of Newell Farm Builders, Newbury.

Tim Lattrell photo
The Early Institute

PARK, EUTAW AND TRENTON STREETS





FOR IMMEDIATE RELEASE
March 18, 2013

CONTACT:
Ana Luna
599 Canal St., 5 West
Lawrence, MA 01840
(978) 852-7906

ARLINGTON COMMUNITY TRABAJANDO AND THE CHARLES HOPE COMPANIES ANNOUNCE AFFORDABLE HOUSING LOTTERY

Lawrence, MA, March 18, 2013 - Arlington Community Trabajando (ACT) and The Charles Hope Companies, LLC announce affordable housing lottery being held at 105-107 Park Street on Monday March 25th, 2013 at 10 AM. The community at large is invited to attend the official ribbon-cutting event and witness the lottery process.

Four new affordable housing units were built in the Arlington Neighborhood as the first project to be implemented under an innovative, multi-faceted long-term collaboration between ACT and the Hope Companies. The partnership is known as "HOPE to ACT". With the participation of Massachusetts DHCD, City of Lawrence, and its Community Development Department, the partnership was lucky to receive an NSP grant that allowed us to build these homes. The homes will be sold and rented to families who meet income eligibility requirements. We think that the owner occupied two-family model has

great benefits for the future owner and the tenant as well as for the neighborhood.

Mayor William L. Lantigua will lead the drawing to select the winners of one of these two affordable homes. "I am forever grateful for those who work to bring more homeownership, neighborhood pride and collaboration of resources to our great City of Lawrence," stated Mayor Lantigua. "This is a great partnership between two organizations that have long been invested in our community. I look forward to more ribbons to cut and more winners to announce", Lantigua further commented.

Alan Hope, the managing director affirmed, "I like to look at this first project representing a ground breaker for many more that will follow. This small project shows how cities, non-profits and for profits can coordinate all their different resources to produce accommodation for a very deserving part of their community. We have learnt a great deal from this first project and hope that we will be given the opportunity to participate in larger ones in the future."

Ana Luna, ACT's Executive Director, said, "our organization is thrilled to successfully increase affordable housing in our community. Having the ability to build top quality, energy efficient homes with so many amenities make this project even better! We thank the City of

Lawrence's Community Development Department for their support and technical assistance."

Arlington Community Trabajando is a non-profit 501 c (3) community development corporation, founded in 1996 and dedicated to the revitalization of the Arlington neighborhood. Over the years, ACT has assisted over 1100 families through numerous efforts including homebuyer workshops, foreclosure prevention, financial literacy, and business development and youth activities. ACT programs help families avoid foreclosure, educate first time homebuyers and prepare our youth with leadership skills for our future.

The Charles Hope Companies LLC has been active in building new houses as well as rehabilitating existing houses since 1985. Recently, the Company completed two affordable housing projects in Lawrence. In addition, the North East Housing Court has appointed the Charles Hope Companies LLC, a receiver. Hope has recently rehabilitated many abandoned and foreclosed houses in the Merrimack Valley.

#

COMPLETED PROJECTS IN LAWRENCE

Collaborated with

- Commonwealth of Massachusetts (HUD) Vine Street

Home ownership dream becomes a reality for two lottery winners

By JILL HARMACINSKI
jharmacinski@eagletribune.com

LAWRENCE — Luck of the draw put Rafael and Yadira Sanchez one step closer to the American dream this week.

The couple and their two children now live on Summer Street in an apartment. But Monday, due to a collaboration between a developer, the city and the state, the family won a lottery to purchase one of two townhouses on Vine Street for \$215,000.

Yadira Sanchez, accompanied by her two children, burst into tears as her name was read as a lottery winner.

The family will live on one side of the four-story building while renting the other half to defray mortgage and other property costs, said Alan Hope of the Charles Hope development company. Previously a city-owned vacant lot, Hope purchased the property from the city and



JILL HARMACINSKI/Staff photo

Mayor William Lantigua, center, selects lottery winners during a ceremony Monday in Lawrence.

developed the townhouse units. Still smelling of fresh paint, each townhouse unit features 2,000-square-feet of living space with energy efficient heating/water systems.

Utility bills for each unit will average \$400 annually, said Alan Hope. Also selected in the lottery to purchase a townhouse duplex was local resident Rodervin Urena, who was unable to make Monday's ceremony.

Mayor William Lantigua

praised Hope's efforts and noted as a private developer he could be making more money on other projects. Hope said he hopes to develop similar houses in the city. Lantigua picked the winners out of a gift bag, selecting the Sanchez family and Urena, and four others who will go on a waiting list. Applicants were required to meet income eligibility requirements, submit a formal application, complete a buyer training class and obtain a mortgage.

46-54 VINE STREET

WITH 5% DOWN, OWNER OCCUPANT OF THIS DUPLEX CAN LIVE HERE FOR \$456 PER MONTH



BECAUSE OF ENERGY EFFICIENCY, THE HEATING COSTS ARE ESTIMATED AT \$100 PER MONTH



COMPLETED PROJECTS IN LAWRENCE

Collaborated with

- Citizens Housing and Planning Association (CHAPA) Margin Street

MARGIN STREET



Citizens' Housing and
Planning Association, Inc.

President
Vince O'Donnell

June 10, 2009

Vice Presidents
Jack Cooper
Jeanne Pirado

Alan Hope
Charles Housing Companies, LLP
370 Great Pond Road
North Andover, MA 01845

Treasurer
Joseph Flattery

Clerk
Susan Schlesinger

Dear Alan:

Executive Director
Aaron Gornstein

On behalf of Citizens' Housing and Planning Association, I want to thank you for responding to our Request for Qualifications for the Massachusetts Foreclosed Properties Initiative. I am very pleased to inform you that your organization has been selected to participate in this important program.

In order to participate in the program, there are a few items that your organization will need to do:

1. **Memorandum of Understanding:** We have enclosed two copies of a memorandum of understanding, which specifies the roles and responsibilities of your organization and CHAPA. We ask that you sign the MOU and return one copy by June 22nd to:

Geeta Rao
Citizens' Housing and Planning Association
18 Tremont Street, Suite 401
Boston, MA 02108

2. **National Community Stabilization Trust Questionnaire:** CHAPA is working in collaboration with the National Community Stabilization Trust (Trust). The Trust has been working with lenders to provide property listings to CHAPA and the Program's qualified purchasers. The Trust requires that the enclosed survey be completed before receiving property listings. Please send the completed questionnaire to Geeta Rao by June 22nd (grao@chapa.org or 617-742-3953 (fax)).
3. **Training:** CHAPA is holding a training for participants on Wednesday, July 15th at CHAPA (18 Tremont Street, Suite 401, Boston) from 10:00-Noon. Your attendance at this meeting will be important to ensure that you have a thorough understanding of how the program will work and the roles and responsibilities of CHAPA and the Trust. Please RSVP to grao@chapa.org. Please limit 2 people per organization.

18 Tremont Street • Suite 401 • Boston, MA 02108 • Telephone (617) 742-0820 • Fax (617) 742-3953
Website: www.chapa.org



112-114 MARGIN STREET DEVELOPMENT

<p>CURRENT CONDITION</p> <p>LEGEND</p> <ul style="list-style-type: none"> Currently Under Receivership City Owned Land Privately Owned Land 	<p>PHASE 1</p> <p>LEGEND</p> <ul style="list-style-type: none"> Rehabilitated Receivership Property Currently Under Receivership
<p>PHASE 2</p> <p>LEGEND</p> <ul style="list-style-type: none"> Develop City Owned Land 	<p>PHASE 3</p> <p>LEGEND</p> <ul style="list-style-type: none"> Develop City and Private Owned Land
<p>PHASE 4</p> <p>Initial Restructuring of a City Block</p>	

BEFORE



The Charles Hope Companies, LLP

DURING



AFTER



COMPLETED PROJECTS IN LAWRENCE

Collaborated with

- Habitat for Humanities-Winthrop Avenue

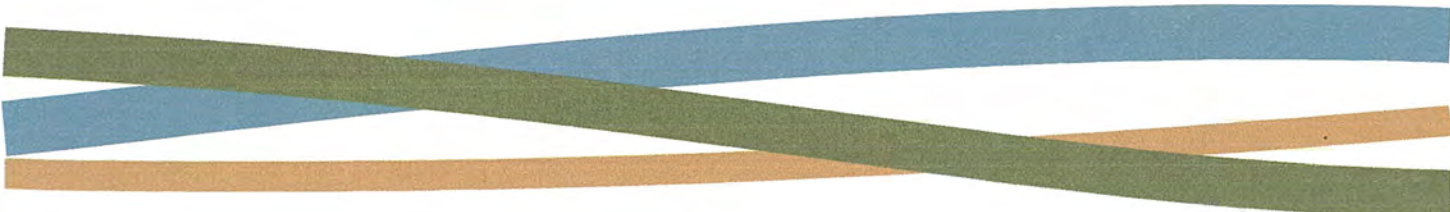


The Charles Hope Companies, LLP

**PROPOSAL
TO PROVIDE
AFFORDABLE HOUSING
FOR THE
MERRIMACK VALLEY
HABITAT FOR HUMANITY**

**THE CHARLES HOPE COMPANIES, LLP
DAN BUMAGIN, PROJECT COORDINATOR
JULY 15, 2015**

WINTHROP AVE



COMPLETED PROJECTS IN LAWRENCE

Collaborated with

- Attorney General's Office (AGO) -Butler Street

BUTLER STREET

58 BUTLER STREET

Redeveloped By:
The Charles Hope Companies
978-557-0030

This project made possible through the offices of:
Attorney General Martha Coakley
William Lantigua Mayor of the City of Lawrence



APPENDIX 1

RECOGNITIONS

Received from

- Mayor of Lawrence
- Registry of Deeds
- Mayor of Methuen
- City Council of Lowell

RECOGNITIONS

Received from

- Mayor of Lawrence

COMMUNITY WORKS



MAYOR RIVERA PRIORITIZES HOUSING LOCAL HOUSING
DEVELOPMENT PARTNERSHIPS MEAN OVER 500 UNITS

RECOGNITIONS

Received from

- Registry of Deeds

Commonwealth of Massachusetts

Northern Essex Registry of Deeds

Congratulates



Alan Hope

OF

Charles Hope Companies, LLP

Transforming Houses into Homes in Neighborhoods

Throughout The Merrimack Valley

Handwritten signature of M. Paul Iannuccillo in blue ink.

M. Paul Iannuccillo
Register of Deeds

October 15, 2015

Date

RECOGNITIONS

Received from

- Mayor of Methuen

ACKNOWLEDGED FOR INCREASING THE SUPPLY OF HOUSING



Hope did it again!

Charles and Deborah Hope, founders of the Charles Hope Companies, LLP received a proclamation from M. Paul Iannuccillo – Registry of Deeds Northern Essex District for bringing another neglected house into the Methuen tax rolls. Witnessing the moment is Methuen Mayor Stephen Zanni, center, among others.

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RECOGNITIONS

Received from

- City Council of Lowell

For many municipalities, the economic downturn has resulted in an increase in the number of abandoned and neglected properties that threaten the quality of life in their communities.

The Charles Hope Companies specializes in receivership, which can be a highly effective tool to tackle the problem of troubled properties that repeatedly violate safety and sanitary codes. Receivership is a viable alternative when a property has been condemned or when the property owner is unable—or unwilling—to make the necessary repairs.

As a court-appointed Receiver, our focus is on managing all aspects of receivership, including notifying all interested parties, relocating tenants, bringing properties into code compliance, and managing the disposition of those properties. With extensive experience in repairs, financing, and project planning, we offer a one-stop-shopping approach that allows towns and cities to reap the benefits of renewal without requiring additional financing or staffing.

Key benefits of receivership programs through The Charles Hope Companies:

- The city is paid first for any outstanding liens
- Can be implemented at no additional cost to the city or town
- Does not place an extra burden on city employees
- Brings in additional tax revenues when buildings are sold
- Increases the good standing of officials in the community
- Provides tenants, property owners, and communities with safe and compliant buildings
- Improves and rebuilds local communities
- Reduces vagrancy and vandalism
- Results in fewer police and fire calls



THE SUN
lowell[sun].com

October 30, 2011

"The receivership program is a "win-win" for the city and its neighborhoods. It is a way to be proactive and use non-city funds to rehab properties and improve neighborhoods."

KEVIN BRODERICK, CITY COUNCILOR,
LOWELL, MA



APPENDIX 1

ACKNOWLEDGMENTS

Reported by

- Boston Globe
- Bankers and Tradesmen
- Lawrence Eagle Tribune
- Rumbo

In fight against urban blight, Lowell adds tool to arsenal

By John Laidler
GLOBE CORRESPONDENT

A once-dilapidated Lowell house has been rehabilitated and put on the market through the city's use of a state tool that allows abandoned properties to be placed into receivership.

City officials Tuesday held a ribbon cutting ceremony to highlight the completed upgrade to the home at 128 6th St. and the process that enabled them to accomplish it.

Using the model of state Attorney General Martha Coakley's Abandoned Housing Initiative, Lowell tapped a state law that enables the court to appoint receivers for properties whose owners fail to rectify sanitary code violations.

A receiver appointed by the court at Lowell's request last August overhauled the building in about four months of renovations. After initiating foreclosure proceedings, the re-

ceiver purchased the property at auction on April 23 and recently placed it on the market. The property is the first that Lowell has brought through receivership in recent history, according to city officials, who hope to replicate the effort with other properties.

"This program is an excellent tool for changing the momentum in a neighborhood by taking a building that is a blighting influence on its neighbors and turning it into a model that can inspire others to improve their properties as well," Mayor Patrick Murphy said in a prepared statement. "We've already started to see this positive impact on 6th Street."

Through the abandoned housing initiative, Coakley's office, working with the local municipality, uses enforcement of the state sanitary code and receivership to address abandoned properties that are in poor condition, according to Emalie Gaaney, a spokeswoman for the office.

Since the AG's office expanded the program in 2009, 14 receiverships have been completed and 85 cases have been closed after properties were repaired in response to pressure from the office.

The Lowell case is not included because the city handled it on its own, using the AG's model.

The AG's office has 198 active cases in the program, 16 of them in some stage of receivership. The active cases are in 29 cities and towns, including Chelsea, Everett, Haverhill, Lawrence, Lynn, Medford, Methuen, Revere, Salisbury, Saugus, and Somerville.

"Receivership is a particularly attractive way to address



This rehabbed house at 128 6th St. in Lowell is for sale.

ment fee.

The renovations included removing the illegal units and repairing or replacing walls, fixtures, the roof, and other key structures.

The bank that held a mortgage on the property had the option to acquire it by paying Charles Hope \$265,000 to cover the court-approved budget. But the bank opted not to do so, and Charles Hope exercised its right to initiate foreclosure proceedings against the owner. That resulted in the auction, at which Charles Hope acquired the property with a successful bid of \$265,000.

When the property is sold, the first \$24,000 of the proceeds will go to the city to cover the unpaid taxes, and the balance will go to Charles Hope to cover some or all of the \$265,000 in development costs, including its fee.

Should the sale price fall short of \$289,000, Hope would not receive full compensation for the development costs, according to Daniel Bumagin, a consultant to the firm.

Alan Hope said receivers do not always end up with a net profit for their work. But he said for him, it is still worthwhile.

"I've seen how neighborhoods have been devastated. I can see what a small dent I can make in improving them, not only socially but economically," he said, noting that through his projects he has been able to provide work for teens as well as ex-offenders.

"I think it's a good system for everybody," he said, noting that receivership not only generates new tax revenues for communities, but results in properties "that are no longer boarded up, that no longer de-grade the entire area."

tions of the house.

On Aug. 8, 2011, Judge David D. Kerman granted the petition for receivership, and at the city's request appointed the Charles Hope Companies to serve as receiver.

Located in Lawrence and North Andover, Charles Hope is a development firm that has been receiver for five Lawrence properties, according to Alan Hope, its managing partner.

Hope said when he first entered the house, he found it in very poor condition.

"There were five units" in what is legally a two-unit house, he said. "There were all kinds of code violations, everything from toilets not working to deficient lighting, mold in the basement, and rain coming through the ceilings and the roof."

Following the procedure provided in the law, Charles Hope secured approval from the court for a repairs budget. That budget, which after several revisions was finalized at \$265,000, includes about \$30,000 to cover the firm's overhead costs and its develop-

problem properties in a time of tight municipal budgets and limited grant resources," Lowell city manager Bernard Lynch said in a statement.

"The program allows communities to compel positive change with little to no public expense."

City inspectors in 2010 found that the 6th Street home was in significant disrepair, and had safety problems as well as illegal apartments in the attic and basement, and squatters in residence.

The city boarded up the property to keep squatters out and to prevent further deterioration, according to Kendra Amaral, deputy director of the city's Department of Planning and Development.

Amaral said that after trying unsuccessfully to contact the property owner, the city petitioned the state Housing Court to appoint a receiver. She said the owner, who also owed the city about \$24,000 in back taxes, contacted the city at that point, but did not contest the petition and later left the state without remedying the condi-

MESSAGE RECEIVED

Lenders Put On The Receiving End Of Foreclosures

Why Receivership Is Gaining Popularity In Massachusetts As Towns Fight Blight

Aug 13, 2012 | [Reprints](#) | [Unlock Link](#) | [Print](#)



"Man forecloses on bank" may beat out the proverbial "man bites dog" in a shocking headline contest – but that's just what some local contractors have been able to do, with the help of an obscure housing law on receivership.

The law is meant as a cattle-prod for owners of distressed properties – often lenders, these days – so they don't fall into neglect, spurring neighborhood blight. If a property falls into disrepair such that it no longer meets health and safety codes for habitability, anyone can apply in court to become a receiver for that property, pledging to repair it and make it livable again.

In order to recoup the costs of the repair, receivers are authorized to collect rent from tenants or bill the owners – and if the owner doesn't pony up, they're entitled to foreclose on the property themselves, with their lien taking precedence over any existing mortgage, though not over any city or state tax liens. Judges supervise the receivership to make sure repair costs aren't inflated and that contractors are licensed to perform the required work.

A Fresh Look

"The bank can either agree to pay the cost of rehabbing the property or not. In our cases, the bank has always declined," said Alan Hope, managing partner of the Charles Hope Cos. in North Andover, whose firm has completed eight such receiverships and has several more in process. "In which case, we foreclose on the bank. We have an auction, and if [no third-party bids at auction], we take it back," and sell it.

Turning eyesores back to homes

Receivership program brings improvements, opportunities

By DOUGLAS MOSER
dmoser@eagletribune.com

METHUEN — A most-wanted list of abandoned and run-down properties in the city once more than 100 long has been more than cut in half over the last year after the city aggressively pushed owners to clean up the properties or have court-appointed receivers do it for them.

Many of the properties were houses in foreclosure, or sometimes in probate, where ownership was unclear and no one checked on or maintained the structures. Water pipes burst, thieves broke in and helped themselves to the copper inside and out, grass grew waist high and shabby exteriors became nuisances.

William Buckley, director of economic and community development, said the list of offenders has dropped from between 110 and 120 in 2012 to about 40 now. Several factors have contributed to that reduction, but the push to put offending properties into receivership is the most successful tool the city has used.

"We have aggressively utilized the receivership program and its paid dividends for us in many ways," Buckley said. "Homes are being successfully put back in productive use."

The city petitioned the Housing Court to appoint receivers to more than a dozen properties around the city. A few of those properties have sold, one will be auctioned in early December and several others are under renovation.

Vacant properties violating local and state health codes or with unresponsive, uncooperative or hostile owners can be taken to Housing Court for receivership. Once appointed, that receiver, who can be an individual or a company, has the power to enter and modify the structure and land to bring it up to code. The receiver then sells the property, typically at

Lawrence Eagle
Tribune
November 30, 2014

Once the Housing Court judge appoints a receiver, the person or company must present a budget for approval and check in with the court every month on both the progress of the renovation and on the status of the b

HOMES: Receivership gives long vacant properties chance to

Continued from Page A1

auCTION, and keeps the costs associated with receivership and renovation. Any money left over is given to the previous owner.

Officials went after those dozen-plus properties starting in 2012, getting a judge in Housing Court to appoint receivers. In two cases, the city – working without the Housing Court – demolished buildings and put a lien on the property for the costs incurred. That lien must be paid, either by the current or a prospective owner, before the property can be sold.

Once the city had several properties put into receivership, Buckley said a number of other property owners brought their buildings up to code.

“Another benefit of the receiver program is the threat of receivership has resulted in several banks and mortgage companies taking the necessary actions to bring the properties into code compliance,” he said. “Not only have we put 14 or 15 homes under receivership, it’s another dozen or so that the threat has resulted in positive change.”

Opportunities

The Charles Hope Cos., a North Andover firm, is renovating six properties and has one completed and awaiting auction. Alan Hope, a partner with Charles Hope, said the company has been a receiver in Lawrence, Haverhill, Lowell, Dracut, Lynn and Salem.

Standing inside a house at 4 Ranger Road, Hope said properties left vacant over a long period of time develop serious problems like mold, which grows after pipes burst in the winter, and attract vandals, copper thieves and drinkers or drug users.

“We stripped this to the



Courtesy photo

Alan Hope, a receiver appointed by a judge, is renovating a vacant house at 4 Ranger Road that had fallen into disrepair. He hopes to have the work completed and the property auctioned within a couple months. The house had significant mold damage.

studs,” he said while standing in the living room, which had a newly renovated fireplace and a few new appliances that had not yet been installed.

Once the Housing Court judge appoints a receiver, the person or company must present a budget for approval and check in with the court every month on both the progress of the renovation and on the status of the budget. Hope said his company generally restores what had been there before and does not add new amenities.

“What we find is what we rebuild,” Hope said. “If a dishwasher wasn’t in, we don’t add one. We’re constrained by the budget, and the judge will ask why we’re putting one in.”

Charles Hope Cos. also renovated a house at 2 W. Bedford St., which will be auctioned in December, complete with new appliances and new hardwood floors. An in-ground pool and gazebo in the yard were not touched, Hope said.

“It’s a luxury,” he said. “We work on the code violations.”

Deborah Reed, a neighbor

on West Bedford Street, said she knew of at least two break-ins there where people took copper pipes and wires out of the wall.

“I’m glad they’re doing something with it,” she said.

Aside from receivership, the recovering economy is helping as fewer homeowners are foreclosed upon and auctions or bank sales can happen more quickly.

The two properties the city demolished since last year were a former dry cleaners at 45 Haverhill St. and a home at 48 Meriline Ave.

A new single family home stands on Meriline Avenue and neighbors of the former dry cleaners are considering using the lot at 45 Haverhill St. for parking, Buckley said.

Most of the list of targeted properties, which peaked in length in 2012, deteriorated after banks foreclosed upon owners who fell behind on mortgages.

Follow Douglas Moser on Twitter @EagleEyeMoser. To comment on stories and see what others are saying, log on to eagletribune.com.



Alan Hope, a receiver for this residence at 4 Ranger Road in room of the property.

Charles Hope Companies - Restaurando viviendas en Lawrence

Las Empresas Charles Hope, LLC aprobados por el Tribunal de Vivienda del Distrito Noreste como receptor tuvo la satisfacción de celebrar un evento de corte de cinta por la renovación de tres viviendas terminadas en el marco del programa de administración judicial.

"Fue un honor para mí introducir al público y a todos los que ayudaron a llevar estos proyectos a buen término, su renovación completa", dijo Hope.

La intención del programa de "receptor" es ayudar a restaurar propiedades abandonadas y deterioradas, a las condiciones de habitabilidad y uso en última instancia productiva. La propiedad fue rehabilitada mediante la compra de una cantidad sustancial de los materiales a nivel local, así como el uso de contratistas

locales.

El 22 de julio, otra casa fue inaugurada en el 161-163 Foster St, Lawrence y el 7 de agosto en el 10 de Bourque St., Lawrence. El evento más reciente de inauguración se llevó a cabo a 94 Summer St., Lawrence, el 12 de agosto de 2014.

Los miembros del personal de la Alcaldía y el Concejo Municipal de Lawrence han asistido a algunos de los eventos. Por otra parte, el Concejal Marc Laplante ofreció algunas observaciones y ayudó con la ceremonia de corte de cinta en uno de ellos, así como Michael Bevilacqua, Wil Carpenter y Joe Bevilacqua, Presidente/CEO de la Cámara de Comercio.

Hubo aperitivos y refrescos después de que se completó la ceremonia formal.



From the left are Charles Hope, Joe Bevilacqua, President/CEO of the Chamber of Commerce and Michael Becilacqua. Behind, Joe Levis of Levin So., Inc. whose company did all the construction and on the right, Manuel Matias de Matias Enterprises, LLC general contractor.



August 7 at 10 Bourque Street, Lawrence, with the assistance of Councilor Eileen O'Connor Bernal.

Charles Hope Companies - Restoring homes in Lawrence

The Charles Hope Companies, LLC approved by the North East District Housing Court as receiver was delighted to host a ribbon-cutting event for the renovation of three homes completed under the receivership program.

"It was an honor to introduce to the public and all of those who helped bring these projects to fruition, their completed renovation," said Mr. Hope.

The intention of the "receivership" program is to help restore deteriorated, abandoned properties to habitable conditions and ultimately productive use. The property was rehabilitated by purchasing a substantial amount of the materials locally, as well as using local contractors.


On July 22, another home was

inaugurated at 161-163 Foster St, Lawrence and on August 7 at 10 Bourque Street Lawrence.

The most recent ribbon-cutting event took place at 94 Summer St., Lawrence, on August 12, 2014.

Members of the Mayor's staff and the Lawrence City Council have attended some of the events. Furthermore, City Councilor Marc Laplante offered a few remarks and assisted with the ribbon cutting ceremony at one of them as well as Wil Carpenter, Michael Bevilacqua and Joe Bevilacqua, President/CEO of the Chamber of Commerce

There were appetizers and refreshments to follow after the formal ceremony was completed.



When You're Ready to Quit. We're Ready to Help.

You don't have to quit smoking on your own. Call the American Cancer Society anytime, day or night, at 1-800-ACS-2345. We are here to help.

Bienvenida Familia

(Welcome Family)

¿Tiene preguntas?
¿Necesita consejos?




Bienvenida Familia (Welcome Family) ofrece a las madres y sus recién nacidos una visita individual de una enfermera sin ningún costo. Obtenga respuestas, recursos y apoyo.

Aprenda más y haga una cita.
Por favor llamar al departamento de referidos.

1-800-333-4799  **Home Health VNA**
The Leader in Home Health Care

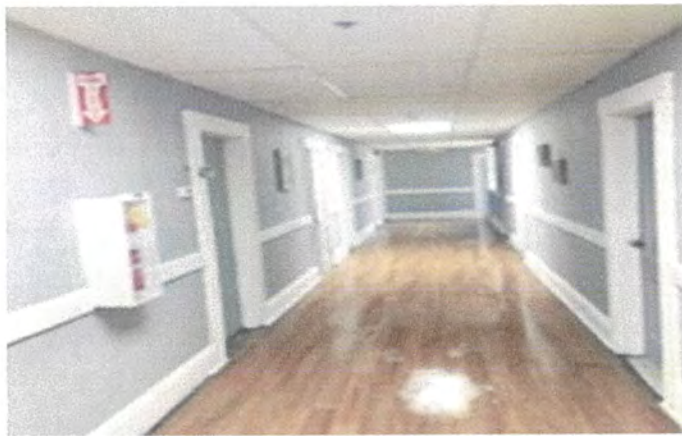
APPENDIX 1

OTHER PROJECTS

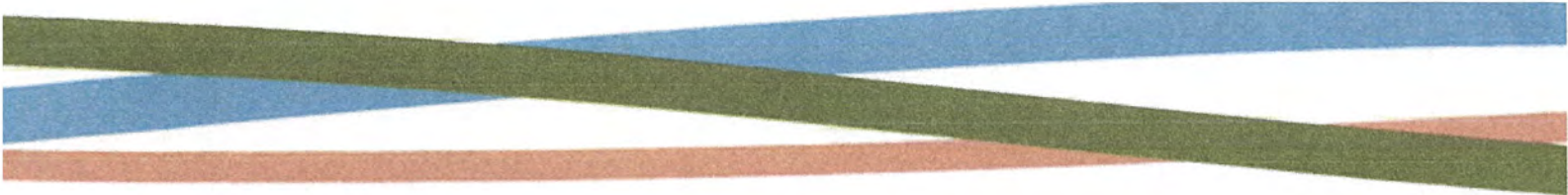
Located at

- South Union Street
- Winthrop Avenue
- Prospect Street
- Westford Street

SOUTH UNION STREET



WINTHROP AVENUE



PROSPECT STREET



WESTFORD STREET



APPENDIX 11

APPENDIX 11 Pages 64-77

PROPOSED VIABLE OPTIONS TO LAWRENCIAN ONE

- ESSEX DEVELOPMENT OPTION
- MERRIMAC DEVELOPMENT OPTION
- SAUNDERS DEVELOPMENT OPTION



CHARLES HOPE Companies,LLP
At the crossroads of **HOPE** and **HOME**.

APPENDIX 11

PROPOSED VIABLE OPTIONS TO LAWRENCIAN 1

- **ESSEX DEVELOPMENT**



Essex 7-Story

225'x 66' footprint

48 Apartments on 6 floors

18 One bedroom One Bath 550-590sf

12 Two bedroom One & 1/2 Bath 915-950sf

6 Two bedroom Two Bath 915-950sf

6 Three bedroom Two Bath 1225sf

6 Three bedroom Two & 1/2 Bath 1315sf

12 Street Level Commercial/Retail units 450-800sf



CHARLES HOPE Companies LLP

*At the crossroads of **HOPE** and **HOME***



Essex Residences

All six stories identical

RESIDENCES KEY

- 1 Bedroom 1 Bath
- 2 Bedroom 1 1/2 Bath
- 2 Bedroom 2 Bath
- 3 Bedroom 2 Bath
- 3 Bedroom 2 1/2 Bath

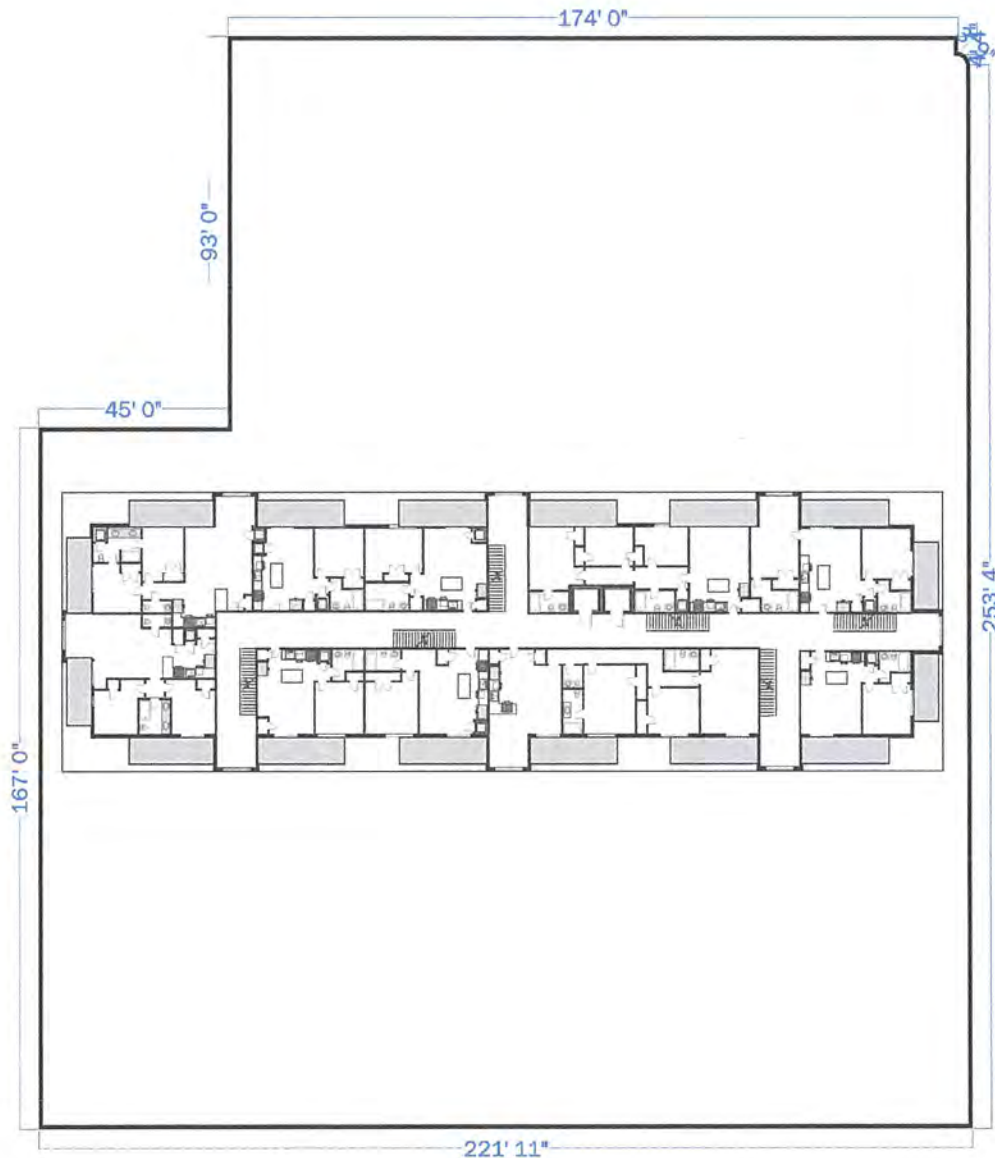


CHARLES HOPE Companies LLP

*At the crossroads of **HOPE** and **HOME***

Essex Land Plan

55 South Canal St, Lawrence 103-0-6-A



CHARLES HOPE Companies LLP
*At the crossroads of **HOPE** and **HOME***

APPENDIX 11

PROPOSED VIABLE OPTIONS TO LAWRENCIAN 1

- MERRIMAC DEVELOPMENT



Merrimac 19-Story

165'x 66' footprint

144 Apartments on 18 floors

90 One bedroom One Bath 550-590sf

36 Two bedroom One & 1/2 Bath 915-950sf

18 Three bedroom Two & 1/2 Bath 1315sf

10 Street Level Commercial/Retail units 450-800sf

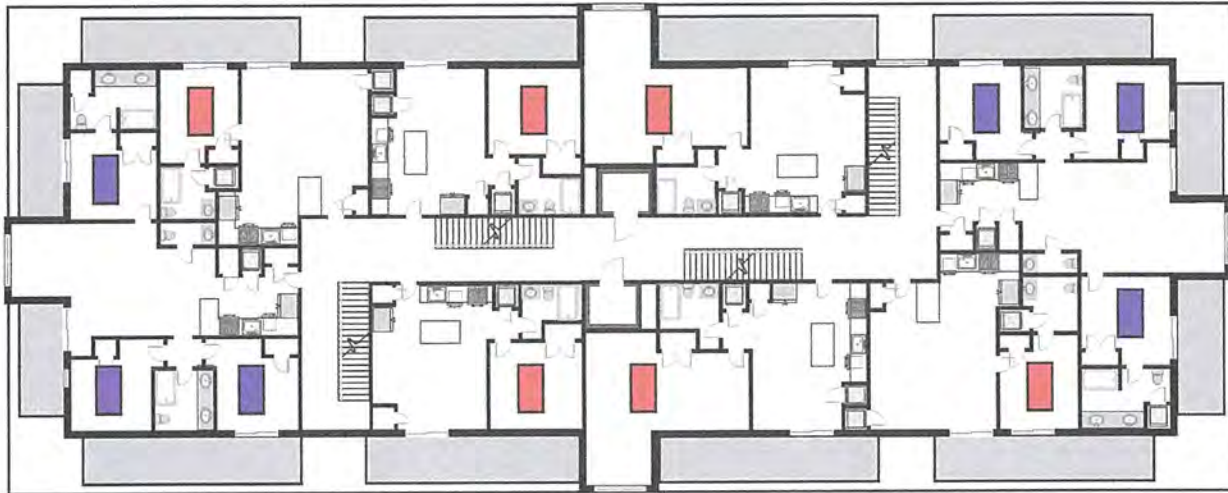


CHARLES HOPE Companies LLP

*At the crossroads of **HOPE** and **HOME***

Merrimac Residences

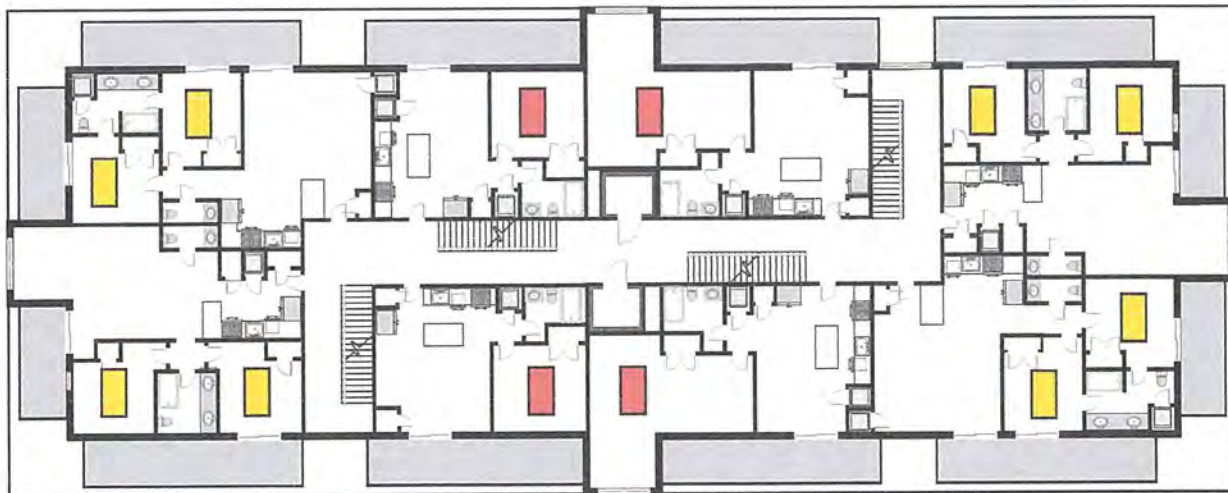
Odd Number Levels



RESIDENCES KEY

- 1 Bedroom 1 Bath
- 2 Bedroom 1 1/2 Bath
- 2 Bedroom 2 Bath
- 3 Bedroom 2 Bath
- 3 Bedroom 2 1/2 Bath

Even Number Levels

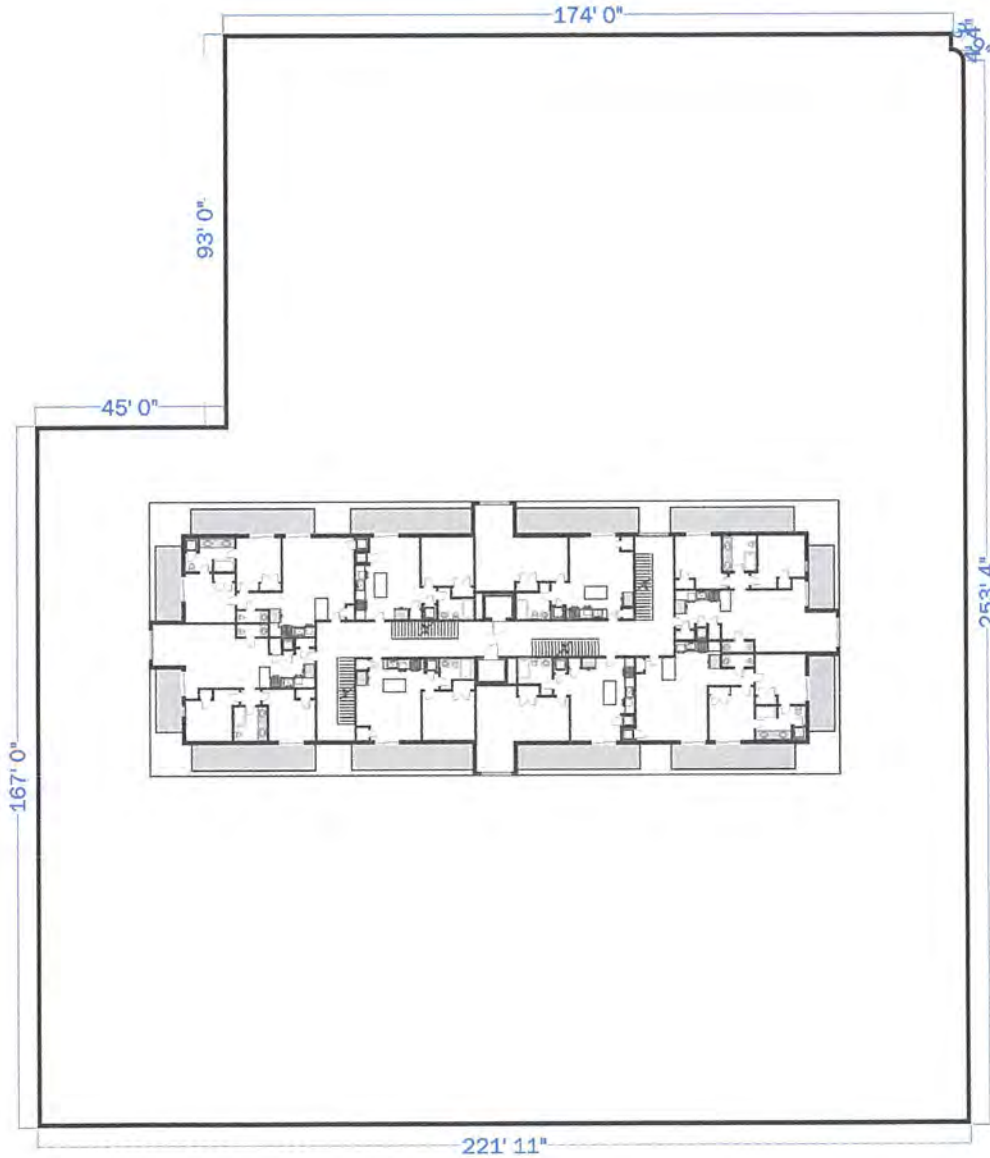


CHARLES HOPE Companies LLP

*At the crossroads of **HOPE** and **HOME***

Merrimac Land Plan

55 South Canal St, Lawrence 103-0-6-A



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*At the crossroads of **HOPE** and **HOME***

APPENDIX 11

PROPOSED VIABLE OPTIONS TO LAWRENCIAN 1

- SAUNDERS DEVELOPMENT



Saunders 19-Story

Possible multiple towers built in phases

85'x 66' footprint

72 Apartments on 18 floors

45 One bedroom One Bath 550-590sf

18 Two bedroom One & 1/2 Bath 915-950sf

9 Three bedroom Two & 1/2 Bath 1150sf

4 Street Level Commercial/Retail units 450-800sf



CHARLES HOPE Companies LLP

*At the crossroads of **HOPE** and **HOME***

Saunders Residences



Odd Number Levels

- RESIDENCES KEY
- 1 Bedroom 1 Bath
 - 2 Bedroom 1 1/2 Bath
 - 2 Bedroom 2 Bath
 - 3 Bedroom 2 Bath
 - 3 Bedroom 2 1/2 Bath

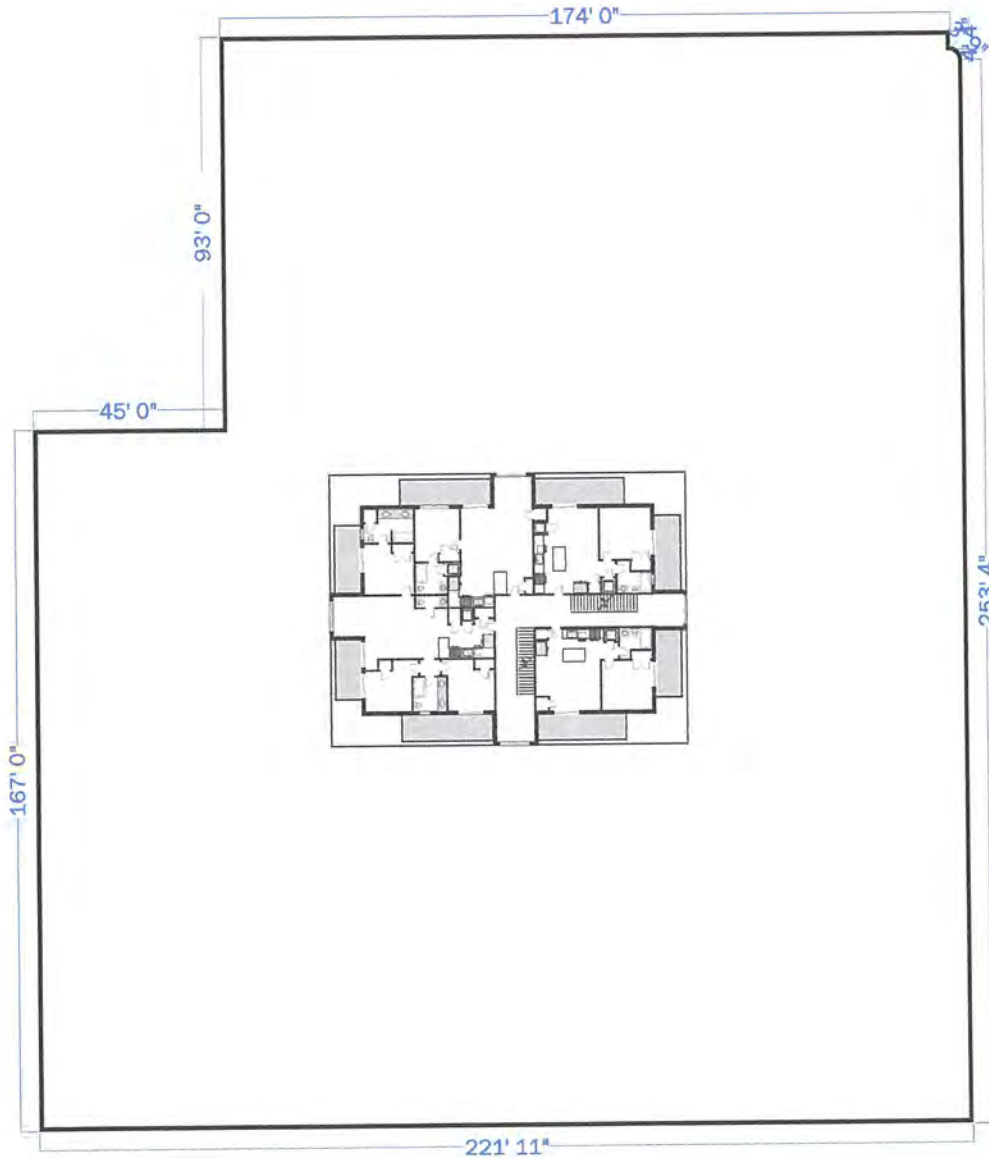
Even Number Levels



CHARLES HOPE Companies LLP
 At the crossroads of **HOPE** and **HOME**

Saunders Land Plan

55 South Canal St, Lawrence 103-0-6-A



CHARLES HOPE Companies LLP
*At the crossroads of **HOPE** and **HOME***