



LRA RFP APPLICATION

115-139 COMMON STREET
MAP 106, LOTS 74, 75, 76, 77



RFP Application / Proposal
RE: 115-139 Common St,
Map 106, Lots 74,75,76,77
Lawrence MA 01840

September 5, 2024

Mr. Octavien Spanner, LRA Secretary/Executive Director
The Lawrence Redevelopment Authority
225 Essex St #3
Lawrence, MA 01840

Dear Mr. Spanner,

It is with immense pleasure that we formally submit this response to the LRA's Request for Proposals to develop the site located at 115-139 Common Street (MAP 106, Lots 74, 75, 76, 77).

We believe our unique proposal has some tremendous community benefits and meets some long-term objectives for the Lawrence of the future. We believe this proposal can be a powerful vehicle for economic empowerment, social transformation and brings us a step closer to the continued revitalization of Lawrence.

Jowamar Companies is ready to answer any questions you may have regarding this proposal, and we are looking forward to working in partnership with the City of Lawrence and the Redevelopment Authority.

A handwritten signature in black ink, appearing to read "Johan N. Lopez".

Johan N Lopez, Co-founder

A handwritten signature in black ink, appearing to read "Walkiria Manzueta".

Walkiria Manzueta, Co-founder

Jowamar Companies, LLC
271 Broadway, Suite 103
Methuen, MA 01844
978-655-3016



FIRM & TEAM PROFILE
AND EXPERIENCE



September 5, 2024

Lawrence Redevelopment Authority

RE: RFP for 115-139 Essex St, Lawrence

Developer's Profile, Qualification and Experience

Jowamar Companies LLC is the operator and developer for the company's portfolio, which includes over 100,000 sq. ft. of mixed-use space. The company has experience with adaptive reuse (Marbella Lofts, 5 Hampshire St, Methuen), renovation (Marbella Park Place, 271 Broadway, Methuen), and ground-up construction. Most recently completed a ground-up 28-market rate unit project (The Millex, 136 Essex St, Lawrence) has a 25-unit mixed-use ground-up development (the JAV, 125 Essex St, Lawrence), and currently under development ICONO, 61 Units (71-75 Common St., Lawrence).

Johan Lopez serves as president and founder of the company and has over 20 years of local real estate experience consisting of sales, brokerage, management, project management and development. Mr. Lopez experience in construction extends to the development of affordable housing through the CAP agency - Greater Lawrence Community Action Council (GLCAC) (a local non-profit serving over 30,000 clients a year in an array of different services, including affordable housing) where he serves as Chair/President of the agency and the general oversight of Jowamar Companies operations.

Similarly in real estate experience, Walkiria Manzueta serves as Director of Business Development and Operations. Ms. Manzueta has a strong grasp on markets trends, project planning and financial oversight of completed projects. Ms. Manzueta is also the founder of the Downtown Lawrence Association, a grassroots effort to implement beautification efforts and community activation in the downtown area, particularly Essex Street.

Ms. Manzueta and Mr. Lopez both have experience in land acquisition, construction management, scheduling and budget management. They also belong to a small network of developers from all over the country called Building Small, where information and development support is shared by members to help each other grow.

Both are also active members of LEADS MA, a cross-sectoral network of professionals from across the Commonwealth who actively engage in conversations around housing and development. This is where the overall idea of making downtown Lawrence better through new housing opportunities, business growth and beautification efforts was born.

Comprehensive and professional management is provided by Home Shop Properties, Inc. for all properties, providing expertise, and a consistent approach to operational performance and productivity.

The company's portfolio includes operations and entities in commercial real estate, property management, construction management and hospitality.

Over the years, Jowamar Companies has developed a team of professionals to ensure exceptional projects. Key staff assigned to this project includes the following:

Jowamar Companies, LLC - *Developer-Operator*

Serrano & Serrano Construction, Inc - *General Contractor*

Goldstein / Milano - *Structural Engineer*

Halliwell Engineering Associates - *Mechanical Engineering*

Lagrasse Yanowitz & Feyl - *Architects*

JM Design Studio - *Professional Design Team*

Home Shop Properties, Inc. - *Property Management*

Kenneth R. Feyl, AIA NCARB

Registered Architect, MA LIC #20010 NCARB Certificate #56332
Registered Architect, FL LIC #AR10279

Career Overview

Over 35 years of wide-ranging experiences in a variety of building and construction types. A reputation for uniquely skilled leadership, combining courage, business savvy, strategic thinking, effective team building, hands-on problem solving and thoughtful development of individual team members. Exceptional track record of outstanding results in diverse settings.

- Gilbane Building Company's Excellence Award for demonstrating the six core values of their company - Integrity. Tough-mindedness. Teamwork. Dedication to Excellence. Loyalty. Discipline.
- Founding Partner of CUBE 3 Studio (30-person national architectural firm) - 3rd construction related and 104th overall fastest growing company on the INC 500 list – 2009
- Managing Senior Architect – JD LaGrasse & Associates
- Owner/Principal of LYF Architects – 2020 ownership transition of JD LaGrasse & Associates

Experience

LaGrasse Yanowitz & Feyl Architects (LYF Architects) Andover, MA 2020 – Present

Owner / Principal (Ownership transition with JDL)

- Business Development and foster key strategic relationships
- Identify, develop and implement core business strategies
- Oversee Office management and staffing
- Develop strategies for strengthening industry sectors served
- Lead and Develop commercial architecture firm brand awareness
- Executive Project Manage selected projects in office

JD LaGrasse & Associates Inc (JDL) Andover, MA 2014 - 2020

Sr. Managing Architect

- Business Development and foster key strategic relationships
- Identify, develop and implement key business strategies
- Lead and Develop commercial architecture business
- Executive Project Manage selected projects in office

KBS Enterprises LLC Andover, MA 2010 - 2014

President/Founder

- Network, develop and foster key strategic relationships to sell business concepts and investment opportunity
- Identify key business opportunities in the consumer debt industry.
- Develop and implement business strategies.
- Raise and negotiate capital and debt financing.

CUBE 3 Studio LLC Lawrence, MA 2004 –2010

Founding Partner

- Overall responsibility for the development and on-time delivery of all construction documentation.
- Overall responsibility for architectural oversight of projects in construction.
- Management of architectural and interiors personnel (30 person office in 2009).
- Work closely with contractor project managers, super's, and engineers to coordinate construction with design documents – review and answer RFI's, review requisitions and change orders providing comments to owner and contractor on very tight time constraints.
- Mentoring of junior design staff.
- Managed and led internal and consultant project teams.
- Developed and maintained key strategic client relationships.
- Clientele ranging from large corporate, health care, and multi-family residential clients to smaller local clients.



ADD Inc Boston, MA 1993 –2004

Sr. Designer/Manager

- Independently and as part of a team, developed construction documentation from design development through construction for large corporate clients. Highlight projects ranged from 900,000 SF retail centers to large, complex, steel framed multi-family residential and corporate office building projects. Lead Project Architect for high rise multi-family Longview Place project (Waltham, MA), Brighton Landing Hi-Bred Parking Garage with integrated retail space. Project and On-Site Architect for EMC corporate office building and EMC Executive Office Suite interior fit up (Hopkinton, MA)
- Passed Architectural Licensing Exam – March 2003 (MA LIC #20010)
- Employee of the Year - 1999
- Managed firm softball team 1997 – 2003

Edgewater Group Architects Port Chester, NY 1984 –1993

Draftsman/Intern Architect

- Developed construction related documentation for small residential and commercial clients with oversight by project architect.
- General office manager responsibilities.

Education

Clemson University Clemson, SC 1987 –1993

- Master of Architecture (1993)
- BS Design (1991)
- Cum Laude
- Tau Sigma Delta (School of Architecture Honor Society)
- Golden Key National Honor Society

Continuing Education

Keith Cunningham’s Executive Mentoring Program Austin, TX 2011

- Intensive executive coaching from nationally recognized business leader and entrepreneur

Bartmann Business Institute Tulsa, OK 2010

- Distressed Debt Industry –Intensive Introductory and Advanced Courses (Consumer Credit Card)

Peak Potentials British Columbia, Canada 2008 - 2011

- Variety of Business, Leadership, Personal Development Courses

Life Experiences

Andover Rotary International Member Andover, MA 2012 - Present

President (current) and Vice President (former), Parent Association Community Effort (PACE) 2011 - 2015

Andover School of Montessori Andover, MA

Board Member Andover School of Montessori Andover, MA 2015 - 2020



JOSE MELO

c. 978-902-1152

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e-mail: Melo@jmdesignstd.com

ABOUT

Committed to high quality design of various styles and purposes, with a strong foundation of design principles and specializing in modern designs in urban settings. Versatile in material selections and a commitment to sustainable products. Experience in project coordination and software proficiency.

EXPERIENCE

JM Design Studio 2022- PRESENT

Architectural Drafter/Designer

- Prepare conceptual design renderings for clients for development and renovation of commercial and residential projects.
- Prepare detailed design drawings alongside engineers for municipal approval.
- Research cost effective, sustainable and energy efficient building materials.
- Assist with construction administration and general contractor deadlines.

Walker Consultants 2016 - PRESENT

Senior Designer - Project Manager

- Part of a leading consultant team in the United States offering planning, engineering, architecture, forensics, restoration and building envelope services.
- Collaborate on designing parking structural systems that are attractive, functional and sustainable.
- Take part in team driven strategies to provide ultimate design solutions for clients.

EDUCATION

2005 - 2009 | UASD

BACHELOR OF ARCHITECTURE

AIA ASSOCIATE MEMBER

SKILLS

- AutoCAD
- Adobe Creative Suite
- REVIT
- Commercial Building Design
- Residential Building Design
- Building Code Compliance
- OSHA Compliance

LANGUAGES

- English
- Spanish

FIRM OVERVIEW

LAGRASSE YANOWITZ & FEYL

is a collaborative team dedicated to bringing your architectural vision to life. We provide professional services in the disciplines of architecture, interior design, engineering, land planning and project management to the greater Boston area and beyond.

Formerly J.D. LaGrasse & Associates, founded in 1982, the firm's professional practice has established an extensive portfolio and experience in a diverse range of building and development sectors. Our firm has been recognized for our expertise in commercial, residential, mixed-use, and light industrial projects, ranging from multi-family neighborhoods, office complexes, and retail establishments to shopping centers, hospitality and entertainment facilities.

Key to the firm's success is an active communication with our clients to facilitate and realize innovative design solutions while understanding client budgets, objectives, and schedules. We pride ourselves on our dedication to core values of continued evolution and creativity, learning, and adaptability, as part of a dynamic profession in the 21st century.

Located north of Boston in Andover, Ma, some of our projects of note include the APEX Entertainment Center located in Marlborough, Ma, Cornerstone Square in Westford, MA, and the newly completed Signature Commons retail development in North Andover.

CLIENT-FOCUSED PHILOSOPHY

We listen to our clients to deliver valued expertise and timely deliverables throughout the duration of the project.

The Firm was founded on the principal of delivering high quality architecture and services to its clients with a guiding principle of a commitment to a cooperative, team-driven approach to projects. This intentional and fostered collaborative approach builds and supports all team members making for a smooth, on-time, on-budget project that every client deserves and expects.





CORE VALUES

Pursuit of Quality and Innovation

Incorporating vision, experience, and drive to creatively solve problems and complete projects that successfully meet client needs every time.

Deep Domain Expertise

Applying expertise from a comprehensive and broad array of design, development and construction-related experience.

Team Synergy Fundamentals

Creating and supporting collaborative, client-oriented project teams through effective communication and team leadership.

Cross-Discipline Proficiency

Strong, multi-disciplinary skills create opportunities for efficiency during all phases of our projects.

CLIENT FOCUSED PHILOSOPHY

We will work with you to provide

SMART SPACES with the

FLEXIBILITY to accommodate

current **SOCIAL-DISTANCE**

practices as well as **FUTURE** norms

CORE SERVICES

Architecture

Our experienced LYF team provides the full range of architectural services, from schematic and conceptual design through construction documents and construction administration on all types of commercial, residential, and light industrial projects. We are also able to provide additional services including feasibility studies, architectural programming, project management and consulting.



AT-A-GLANCE

Project Intent

- 52 Units (mixed use)

Highlights

- 3 Levels Residential
- Office Space
- All 1 Bedroom Units
- Separate enclosed parking garages

Services

Architecture

Interior Design

Project Management

Scope

61,000 sf total

Completion

2023 Est. (Under Construction)

100 PLANK ST | Bedford, MA

The architecture of the building is considered “modern rustic” which is a theme that is brought into the interior design of the units and common areas. This multifamily development of all 1 bedroom units have balconies in a majority of units. The exterior has a complimentary mix of clapboard lap siding, vertical siding and standing seam metal roof and stone base accents.

Amenities include tenant bike storage, fitness area and on site office management. Additional tenant storage and covered parking is provided at 2 separate garage buildings as part of the development.



AT-A-GLANCE

Project Intent

- 18 Units over Retail

Highlights

- Mixed Use Retail/Residential
- Lake Views
- Gateway Site to Downtown Area

Services

Architecture

Interior Design

Project Management

Scope

4,327 sf retail @ ground floor

7,805 sf residential / floor (typ)

30,717 sf total (including retail)

Completion

Planning/Zoning Approvals in Progress

681 MAIN | Melrose, MA

Currently under Planning and Zoning review, this project replaces an aging, existing 1 story retail building. The developers for this project wanted a mixed use building to provide a landmark to signify the entry to the Melrose downtown. The unique shape of the site allowed the opportunity for large architectural facade elements that are accented with unit balconies and contrasting materials.

Tower elements on either end of the building provide book ends to the building that faces Main Street. Both tower elements provide access to the proposed roof deck with views of the lake across the street.

The mix of 2 bedroom and 1 bedroom units are market rate with 9'0" ceilings and 15% of the units will be designated affordable.



AT-A-GLANCE

Project Intent

- 44 Units over Retail

Highlights

- Mixed Use Retail/Residential
- Near Downtown Area
- At Grade Parking below Residential

Services

Architecture

Interior Design

Project Management

Scope

6,000 sf retail @ ground floor

74,000 sf total (include retail)

Completion

2015

NORTH RIVER | Salem, Ma

This project along the North River in Salem MA sparked the redevelopment in this area of Salem - just outside the downtown area. The architectural elements of the building design compliments the surrounding architectural context of Salem which includes the mansard roof, bay windows and clapboard siding and trim boards.

The retail spaces have large storefront windows and the large panel boards provide a base for the building. Amenities included in the residential common areas include a fitness center, community room and additional residential storage.



AT-A-GLANCE

Project Intent

- 67 Units (mixed use)
- 2-3 Retail Units

Highlights

- Retail w/ 5 Levels Residential Above
- Enclosed Parking Garage
- Basement Tenant Storage
- Roof Deck Amenity Space

Services

Architecture

Interior Design

Project Management

Scope

98,000 sf total

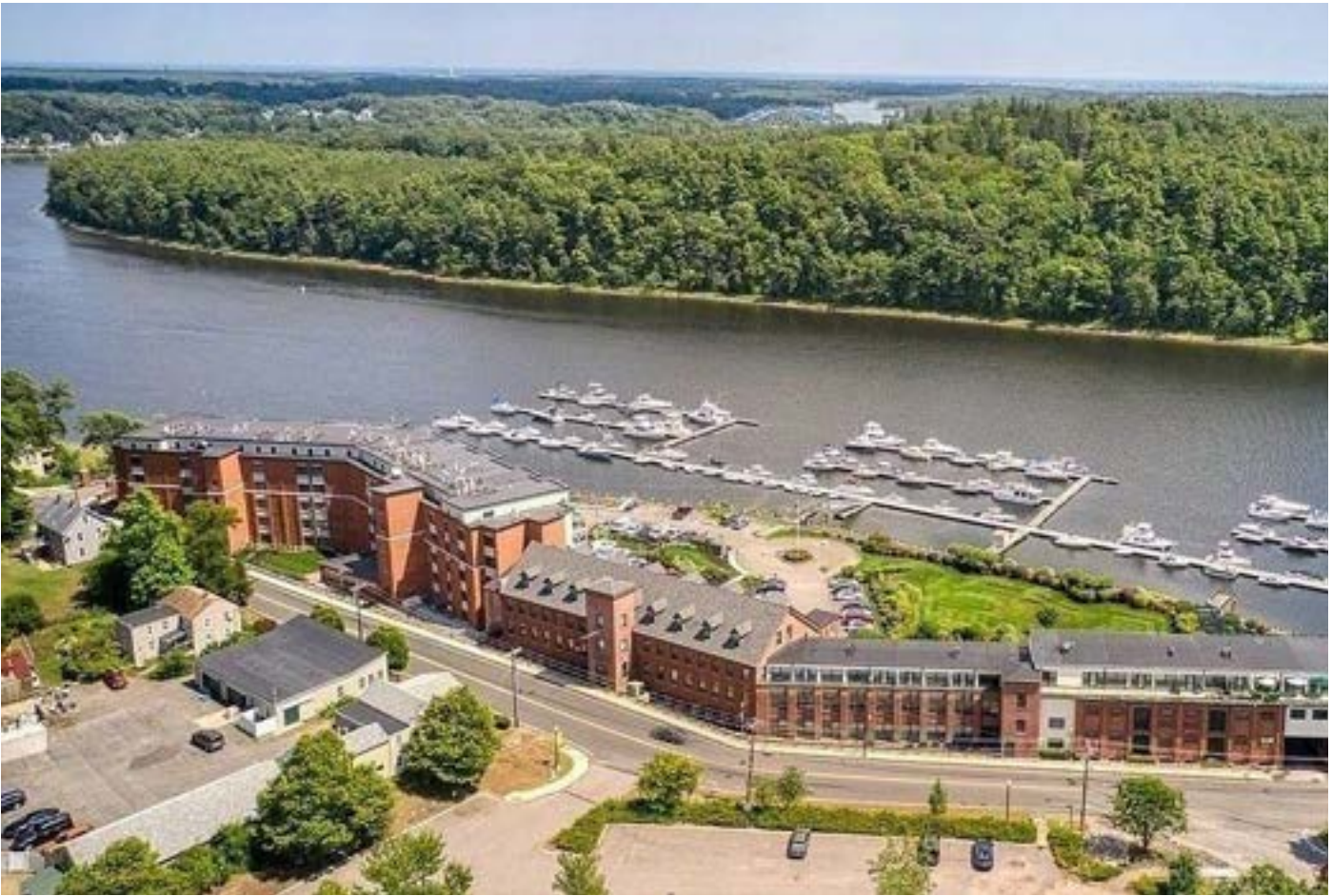
Completion

Special Permit Received

E ON MAIN | Marlborough, MA

A downtown infill project with 67 condominium units with a mix of 1- and 2-bedroom units. Ground floor retail provides street level continuity to the main street context. A complicated project, the structure is built into a hillside that required the relocation of an existing public way stairway connecting downtown to the adjacent upper level residential neighborhood. An enclosed underground parking garage provides parking for 75% of the units. Tenant storage and building utility rooms are located in the lower basement below the garage.

The building architecture was developed to compliment the existing Main Street architecture by incorporating a stone two level base, and a brick facade above with a stone accent band and window lintels. Large windows as infill panels, large architectural accents and clean lines provide a modern aesthetic to the building. The roof level has resident access with amenity spaces to capitalize on the panoramic views afforded at that building height.



AT-A-GLANCE

Project Intent

- 45 Units (Condominiums)

Highlights

- 5 over 1 Podium Project
- Over 55+ Development
- Along Merrimack River
- Enclosed at grade parking

Services

Architecture

Interior Design

Project Management

Scope

120,000 sf total (include garage)

Completion

2018 & 2019 Phased Construction

HATTERS POINT | Amesbury, MA

Hatters Point Condominiums multifamily project was an addition to a previously completed mill renovation along the Merrimack River. All 2- and 1-bedroom units have river views and balconies overlooking Maudslay State Park. The upper level units have a mezzanine overlooking their main living areas, allowing for soaring 19'0" ceilings.

The architecture of the new addition to the existing mill (on the left in the image above) continues the brick mill aesthetic. The shape of the building responds to the river bank and provides a shaded interior courtyard that is accessed through the community room amenity provided.

Challenges for the site included phased construction and the coordination of earth retention system with the building design which included retaining a 30' cut just off Merrimac Street.



AT-A-GLANCE

Project Intent

- renovate lobby & cafe of existing building to be more dynamic & modern

Highlights

- large, linear materials
- digital displays
- grand installations
- defined seating arrangements

Services

Interior Design

Scope

4,452 sf Lobby @ ground floor

20,495 sf Cafe/Amenities @ second floor

Completion

On Hold

2000 CROWN COLONY | Quincy, MA

In 2020, LYF was awarded the project to design a new lobby and café for The Flatley Company's 2000 Crown Colony building in Quincy. The building's transition from a single tenant building to a multi-tenant building prompted the need for a renovation of the building's common and core elements. We looked to capitalize on the existing 2-story atrium lobby by utilizing design strategies that both promoted movement through the lobby as well as informal gathering. Large, grand movements of materials in conjunction with defined seating and digital displays helped achieve this goal.

In addition to designing the 2-story lobby, we also designed the building's café, lounge and fitness center. As with the lobby, our primary objective was movement. By employing the strategic use of lighting and material changes on both the floor and ceiling, we were able to define and differentiate areas of movement and access throughout the program.



Ken Feyl,
AIA, NCARB
Principal

Intended Project Role

Principal-In-Charge

Profile

Ken has over 30 years of commercial architectural experience and has been licensed and worked on projects in various locations from NH to LA. Through the years, he has served as the lead project architect on a diverse range of projects, from large ground-up corporate office buildings to mixed-use projects, medical office buildings, and retail developments, along with many corporate office and commercial interior projects. During the course of his career, he has been a key member of many master planning, university and commercial development works.

Education

- Masters of Architecture (Cum Laude), 1993
Clemson University

Registrations/Affiliations

- American Institute of Architects
- Boston Society of Architects
- Andover Rotary International Member
- Board Member of Andover School of Montessori



Mark Yanowitz,
LEED AP,
ASSOC. AIA
Principal

Intended Project Role

Principal, Design & Budget Coordination

Profile

Mark has over 37 years of experience in architectural design, construction management, and development, focusing on commercial, residential, and mixed-use projects. Fueled by a love of art and grounded by the pragmatism of his design-build background, he blends creativity with budget accountability on all of his projects. To further strengthen his diverse background, Mark is powered by sustainable design principles to build collaborative teams, respect our environmental stewardship, and discover optimal design solutions.

Education

- B.S. Architecture (Cum Laude), 1985
University of Maryland
- B.A. International Affairs, 1981
University of Colorado

Registrations/Affiliations

- American Institute of Architects - Associate
- Boston Society of Architects
- US Green Building Council LEED AP
- Northeast Sustainable Energy Association
- Unrestricted Construction Supervisors License
- Board of Trustees Memorial Hall Library - Andover



Tom Galvin,
AIA, NCARB,
MCPPO
Senior Architect



Sean Carey
Architectural
Project Manager

Intended Project Role

Project Architect

Profile

Tom has over 25 years experience working on all phases of architectural design for both private and public client projects. Tom's domain expertise includes all aspects of architectural design, construction documents, project management, and a high proficiency with International and Mass. Building Codes and municipal projects. Tom's diverse experience includes ground-up designs and additions/renovations to existing facilities. He has an extensive record of working with different structural systems and construction types. Tom's strong project management skills, varied construction experience, and building code expertise contribute depth and value to the Firm's client project teams.

Education

- Wentworth Institute of Technology, 1992
B. Architecture

Registrations/Affiliations

- American Institute of Architects
- Boston Society of Architects
- National Council of Architectural Registration Boards Member

Intended Project Role

Project Designer

Profile

Sean is the design lead for LYF's restaurant projects. He is the primary client contact for the 110 Grill, Evviva Trattoria and Oar & Iron Restaurants. He has gained respect from all team members and continues to build strong client relationships for LYF.

Sean brings 10 years of experience, providing exceptionally strong and thoughtful design leadership. His extensive work experience consists of company branding, master planning, restaurants, and commercial projects. Sean plays a key role in defining concepts that inform the design direction of a project. He is responsible for coordinating clients, design teams, and consultants, ensuring that designs adhere to the client's vision, and project goals. He seeks to maintain high project standards from concept to construction

Education

- B. Architecture, 2015
Boston Architectural College



Crystal
Kittredge,
NCIDQ
Senior Interior
Designer



Phil Tarabelsi,
AIA, NCARB
Architect

Intended Project Role

Senior Interior Designer

Profile

Crystal harnesses her extensive experience as the lead interior designer for workplace corporate technology clients. She is the client's primary contact on projects ranging in size from 1,000 sf to 2,000,000 sf. She is responsible for coordinating clients, design teams, and consultants, ensuring that designs adhere to corporate standards and achieve the organizational vision.

Crystal teaches the latest developments in sustainable materials, universal design, and wellness strategy as an adjunct professor at Endicott College. She draws on her creative, driven, and people-oriented nature to ensure successful project designs and enhances client relationships.

Education

- Master of Arts in Interior Architecture & Sustainable Design, 1994 Endicott College
- Bachelor of Science in Interior Design, 2015 Endicott College

Registrations/Affiliations

- NCIDQ Certified
Council for Interior Design Qualification (CDIQ)
- Certified Interior Designer, ME

Intended Project Role

Architect

Profile

Philip Tarabelsi, AIA NCARB, as a Project Architect, has over 10 years' experience working on all phases of architectural design. Phil's domain expertise includes all aspects of architectural design, construction documents, project management, and a high proficiency with International and Massachusetts Building Codes.

Phil's diverse corporate experience includes ground-up commercial buildings and corporate interior fit-ups. His strong client communication, project management, and design skills coupled with developing construction domain expertise make him a valuable contributing member for LYF client project teams. Phil will be available in a Project Architect Role for this project working closely with the interior design firm and coordinating the MEP/FP engineers.

Education

- Masters of Architecture, 2010
BS Architecture, concentration Design & Research
Wentworth Institute of Technology

Registrations/Affiliations

- American Institute of Architects



Bethani
Shilladay
Interior
Designer

Intended Project Role

Interior Designer

Profile

As one of LYF's Interior Designers, Bethani is responsible for construction documents production and has experience in conceptual space planning, ADA and code compliance, specifications, shop drawings, and submittals. Through her experience she has developed excellent Revit technical drawing skills.

Her primary responsibilities include selecting interior finishes and furniture, reviewing interior spaces to ensure their compliance with local codes, conducting test-fit plan studies, and collaborating with engineers to advance design cohesion.

Bethani emphasizes the utilization of environmentally friendly materials when selecting and specifying finishes and furnishings.

Education

- B.S. in Interior Design, 2022
Wentworth Institute of Technology



RELEVANT EXPERIENCE

RELEVANT EXPERIENCE IN URBAN REDEVELOPMENT PROJECTS LAWRENCE, MA



THE MILLEX

- 6 STORY TYPE 3-A PODIUM, GROUND UP CONSTRUCTION WITH COVERED GARAGE UNDER
- 28 LUXURY APARTMENTS
- FULLY LEASED 2022
- CONSTRUCTION DURATION: 18 MONTHS



THE JAV

- 5 STORY TYPE 3A PODIUM, GROUND UP CONSTRUCTION
- 24 HIGH END APARTMENTS
- 3,800 SQ. FT. COMMERCIAL SPACE
- 95 % Completed (*as date of application*)
- *Expected completion: December 2024*
- *17 months construction duration*



ICONO

- 7 STORY, 2 STORY GARAGE
- 60 RESIDENTIAL UNITS
- 98 PARKING SPOT GARAGE
- 2,400 SQ. FT. COMMERCIAL
- UNDER DEVELOPMENT



JOWAMAR

COMPANIES

THE MILLEX

THE JAV

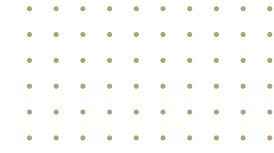
SAINT Republic HOTEL

ICONO





PROJECT APPROACH & METHODOLOGY



EXISTING SITE VIEW

Currently 139 Common Street houses a public parking facility with an occasional parking attendant at the entrance gate. In most days, the lot is self-service. The parking lot can accommodate 32 vehicles and it is accessible from Jackson Street and Common Street. The existing site is approximately 5 minutes to 495.





OUR VISION

- To create an inviting and welcoming boutique hotel with an unmatched community flare and focus.
- To add value to the community by erecting the first of it's kind boutique hotel in the city.

An architectural rendering of a modern, multi-story hotel building. The building features a mix of light-colored stone or concrete panels and dark grey or black accents. It has multiple levels of balconies with glass railings and some greenery. The ground floor appears to be a parking area with several cars parked. In the foreground, there are people walking on a sidewalk, a few trees, and a clear blue sky. The overall style is contemporary and urban.

SAINT Republic HOTEL

SAINT Republic HOTEL



Project Name

Project Address
Common St, Lawrence, MA
Client Name
XXXXXXXXXX

Proposed 60-Room Boutique Hotel

T EAMS

LOCUS PLAN VIEW

SHEET LIST

SHEET LIST		
Sheet Number	Sheet Name	Revision
01-General	Cover Sheet	
04-Architectural		
A-105	Architectural 3er Floor Plan	
A-106	Architectural Typical Floor Plan	
A-300	Building Elevation View	
A-318	3D views	
A-319	3D views	



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1-ALL DIMENSIONS AND CONDITIONS MUST BE CHECKED AND VERIFIED BY THE CONTRACTOR AND SUB-CONTRACTORS. THE PROJECT OWNER SHALL BE NOTIFIED IN WRITING OF ANY DISCREPANCIES PRIOR TO PROCEEDING WITH THE WORK.

Date: 1/10/2022 Scale: 3/4" = 1'-0"

Design by: JRM

G-001

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- Room Unit | 290 to 310 +-SF (15 Unit Total)
- Room Unit | 340 to 350 +-SF (15 Unit Total)
- Room Unit | 355 to 385 +-SF (24 Unit Total)
- Room Unit | 500 to 550 +-SF (6 Unit Total)

Legend 1
1/4" = 1'-0"

Level						
Ground					27 Stall	Bikes & MEP Rooms
Second					33 Stall	MEP Rooms
Third				6 Unit		
Fourth	5 Unit	5 Unit	8 Unit			Mechanical Room
Fifth	5 Unit	5 Unit	8 Unit			Mechanical Room
Sixth	5 Unit	5 Unit	8 Unit			Mechanical Room
Roof						Hotel Pool Gym Restaurant
Total	15 Unit	15 Unit	24 Unit	6 Unit	60 Stall	

Total : Total Rooms Unit 60

1 3er LEVEL -ARCHITECT



	Room Unit 290 to 310 +-SF (15 Unit Total)
	Room Unit 340 to 350 +-SF (15 Unit Total)
	Room Unit 355 to 385 +-SF (24 Unit Total)
	Room Unit 500 to 550 +-SF (6 Unit Total)

Legend 1
1/4" = 1'-0"

Level	290 to 310 +-SF	310 to 350 +-SF	355 to 385 +-SF	500 to 550 +-SF	Stair	SP	Community Space	MEP Rooms
Ground								Bikes & MEP Rooms
Second								MEP Rooms
Third				6 Unit			Hotel Reception	Hotel Office/Commercial
Fourth	5 Unit	5 Unit	8 Unit					Mechanical Room
Fifth	5 Unit	5 Unit	8 Unit					Mechanical Room
Sixth	5 Unit	5 Unit	8 Unit					Mechanical Room
Roof							Hotel Pool	Gym Restaurant
Total	15 Unit	15 Unit	24 Unit	6 Unit	60 Stall			

Total : Total Rooms Unit 60

1 05-Fourth Level -Proposed





2 PROPOSED SOUTH ELEVATION -Colored



September 5, 2024

Re: 115-139 Common St, Lawrence, MA – Saint REPUBLIC Hotel
RFP Application

Project Narrative and Sustainability Features:

This commercial project consists of the construction of a new 7-story building on Common Street, one of the main streets in Lawrence, MA. The project program is to provide a two-level parking garage on the first two floors of the construction (60 parking spaces). The main level will consist of a entrance lobby, parking garage entrance and exit, a 25-bike storage rack, trash room, water room, electrical room, and mail/package room. *Saint REPUBLIC Hotel* as the project is called, will feature attractive amenities for the guests to enjoy such as a large lobby on the 3rd floor with check-in counters, walk-out courtyard, shared workspace area and a one-of-a-kind rooftop restaurant with patio overlooking the downtown.

The total number of suites units to be provided is 60; with a unit mix ranging from 325 - 549 SF. The overall building footprint is 155'x 90' with a gross floor area of approx. 13,950 SF, per residential floor. The overall project will be a total of proximalty 96,200 SF (including the parking garage).

Two elevators will be provided to serve all floors including the garage floors. In addition, (2) egress stairs will be provided serving all floors including the garage. Energy efficient windows will be provided throughout the building and the building will meet or exceed the current energy code requirements.

The project construction type will be Type 3-A construction with floor-to-floor heights of 11'-0" providing approximately 9' ceiling heights. The ground floor will have approximately 13' ceiling heights. The overall building height will be 85' which meets requirements of a high-rise development and will incorporate the building code requirements for high-rises such as 2hr rated fire command center, standpipes and voice capable fire alarm devices.

Project Sustainability Goals:

Sustainability goals for the project are to exceed the current MA Energy Code requirements. The project looks to achieve Energy Star Certification Level 3 or higher, which is approximately 30% above and beyond code requirements.

The project will also attempt to incorporate the following sustainability elements:

SOLAR PANELIZATION

The project team is incorporating solar panels at the roof level on the available roof area left after mechanical equipment placement for the units. There will be a 75 KW AC system to offset all the building's "house" meter energy consumption.

EV CHARGING STATIONS

The project will comply with the state's requirement of charging station for residential new construction multifamily.

LOW EMITTING MATERIALS

These materials are to be integrated to reduce concentrations of chemical contaminants that can damage air quality, human health, productivity, and the environment. Some of these building materials are as follows:

- **Paints and Coatings**
 - At least 75% of all paints and coatings, by volume or surface area, are to meet the VOC emissions evaluation AND 100% meet the VOC content evaluation.
- **Adhesives and Sealants**
 - At least 75% of all adhesives and sealants, by volume or surface area, are to meet the VOC emissions evaluation AND 100% meet the VOC content evaluation.
- **Flooring**
 - At least 90% of all flooring materials (carpet, ceramic, vinyl, rubber, engineered, solid wood, laminates), by cost or surface area, is to meet the VOC emissions evaluation OR inherently non emitting sources criteria, OR salvaged and reused materials criteria.

INSULATION

- **Exterior Walls**
 - Closed cell spray foam plus EPS Rigid insulation to achieve RV 37 or higher
- **Between Floors**
 - Mineral wool insulation
- **Flat Roof Deck**
 - Open cell spray foam R60
 -

ENVIRONMENTALLY PREFERABLE PRODUCTS

At least 70% of each new compliant building component (floor covering, insulation, framing/structural systems, drywall, doors cabinets, countertops and/or interior trim), by weight or volume, will aim to meet one of the requirements below:

- The product contains at least 25% reclaimed material, including salvaged, refurbished, or reused materials. For renovation projects, existing components are considered reclaimed. Wood by-products can be counted as reclaimed material.

WATER USE REDUCTION

The project will seek to reduce aggregate water consumption by 20% from the baseline for each new fixture (toilets, showerheads, dishwashers, etc.)

MINIMUM ENERGY PERFORMANCE

For dwelling units, heating and cooling systems will look to meet the following equipment selection sizing guidelines, or next nominal size:

- Cooling Equipment:
 - Single-Speed Compressor: 90-130% of total heat gain
 - Two-Speed Compressor: 90-140% of total heat gain
 - Variable-Speed Compressor: 90-160% of total heat gain
- Heating Equipment:
 - 100-140% of total heat loss AND energy performance compliance.
 - Heat Pumps

APPLIANCES

The project will utilize Energy Star Rated and high performance, energy efficient appliances.



COMMUNITY BENEFITS &
ECONOMIC IMPACT

The St. Republic Hotel – Establishing a need

The growing City of Lawrence is in a solid position to welcome its first, modern day boutique hotel, The St. Republic.

A well geographically positioned city, Lawrence has a desirable location to host a boutique hotel in the center of its downtown neighborhood, 139 Common Street (MAP 106, Lots 74, 75, 76, 77). As the home of international brands, such as New Balance, large regional employers such as the GEM Group, its own regional airport and one of the area's largest hospitals, Lawrence General Hospital, the city is host to a large number of yearly visitors that include business professionals and executives, hospital patients and their family members, and extended family members who visit Lawrence for major life events, milestones and for the occasional family visits. Having a top-notch lodging facility opens other opportunities to host seminars and conferences, opening more opportunities for local businesses. This type of internal tourism, if you will, are just a few of the reasons Lawrence sees many visitors on a yearly basis.

The nearest hotel is located around 3.4 miles from the Downtown in an isolated area of the city, that offers great access to the major routes and highways but does not offer “the Lawrence Experience”. This is a missed opportunity for businesses whose services and goods are not accessible to these visitors resulting in lost revenue to the community. According to Master Card Data Services the average daily spending per traveler in the US is \$289 in food, lodging and transportation. The St. Republic will help businesses flourish as travelers spending dollars will remain locally.

The St. Republic will consist of 60 rooms, a 2-story garage, comfortable floor plans and bed mix, desirable features, and accessible pricing that doesn't sacrifice a quality stay.

The St. Republic Hotel – Community benefits

The backbone of The St. Republic Hotel will be its community focused identity and Jowamar Companies believes that's where the success of this project lies. Modern travelers seek a more authentic and culturally immersive experience that reflects the unique character of their destination. For that reason, there has been an increase production in hotels catering to this growing market. With major hotel chains such as Marriot operating this type of hotels under their Autograph Collection and the Hilton Hotels operating this segment under their Curio Collection. These types of hotels have a local flare that is unmatched. As a result, they create a sense of pride in the residents and serve as the showcase of the community.

What is more unique than the city of Lawrence with its rich history and its lively community? Jowamar Companies pictures tourists hoping on guided tour trolleys traveling along our historic streets and sights and learning about what Lawrence once *was* to stopping at one of our local restaurants and grabbing an *empanada*, and tasting what Lawrence now *is*.

Job creation helps create economic stability and personal growth. By partnering with our local community college Jowamar Companies plans to hire local talent to keep young professionals right here at home. When built The St. Republic Hotel will not only create construction jobs, but it will also offer employment opportunities that can be a steppingstone to a career in a very stable and rewarding industry.

In implementing authenticity to the design of this project, careful consideration has been placed on the amenities to be offered. When it comes to dining options, the St. Republic will pay tribute to Common Street's rich Italian history and will house the first formal Italian restaurant in the city where visitors can enjoy a great locally prepared meal and enjoy views of the city.

The St. Republic will be positioned in the "Extended Stay" segment of the hotel industry. Lawrence's diverse population brings in visitors from all parts of the world for an array of different reasons. Jowamar Companies believes that suite style hotel rooms are the best design option to service our community. The Lawrence community is built on the element of gathering and spending time together with friends and family. The typical Lawrence visitor does not travel alone. The suites will be equipped with all the amenities desired by modern day lodgers. From comfortable furniture to creating layouts that promote ease of movement and relaxation to onsite parking and food and beverage options, all in an elevated, modern design that celebrates history and enhances our community.



RFP Application

**RE: 115-139 Common St,
Map 106, Lots 74,75,76,77
Lawrence MA 01840**

September 5, 2024

RE: Ongoing commitment to LOCAL and M/WBE

With over 20 years of real estate experience, The Jowamar Companies, a 100% minority owned development and holding company, understands firsthand and is proactively trying to address the challenges of fair and equitable housing in our community, not only for our residents, but by employing Local M/WBE in all aspects of our business, whenever possible.

In the past, over 75% of all construction contracts have been awarded to either Local or M/WBE. For the proposed project we anticipate this number will remain the same, if not higher, since we have formed new relationships with outstanding Local and M/WBE in our area that share our vision for our community.

In the leasing front of our business model, we have made an ongoing commitment to address housing challenges in the historically underserved community of Lawrence in the following ways:

- Provide reasonable market rate apartments accessible to all
- Provide clean, safe and quality housing for all our residents

For the proposed project, it has already been established that the general contract for the construction will be awarded to a Lawrence based company.

We look forward to continuing this commitment with this and other projects to come.

OUR HOTEL VISITOR

 1,058+

Potential Monthly Visitors
to the City of Lawrence



KEY PROPOSED AMENITIES



Suite Style Rooms



Formal Dining



Stylish Design



Retail & Services



On site Parking



Meeting Space

The image shows a modern interior space, possibly a lounge or office, with a dark overlay. The background features a wall with a textured, golden-brown pattern, a large potted plant, and a window with a view of a city. In the foreground, there are several armchairs and a table. The text "FINANCIAL CAPABILITY" is centered in a white, serif font. Two white diagonal lines cross the dark overlay, one from the top-left and one from the bottom-right.

FINANCIAL CAPABILITY

FUNDING SOURCES

RE: 115-139 Common Street, MAP 106, Lots 74, 7574, 75, 6, 77

Projected Construction Cost: \$20,000,000

<i>Source</i>	<i>Type of Financing</i>	<i>Amount</i>
<i>Local Bank</i>	<i>Conventional Loan</i>	<i>50%</i>
<i>SBA 504 Loan-through a Certified Development Company (CDC)</i>	<i>Small Business Loan</i>	<i>35%</i>
<i>*Developer's Equity</i>		<i>15%</i>

**Developer (Jowamar Companies) holds a net equity of real estate owned in the Merrimack Valley area valued at \$32 million with a current loan liability of under \$20 million.*

***Developer's CPA prepared balance sheet, income statement and 5-year projection available upon request.*

REQUESTED CITY INCENTIVES

The developer intends to seek a TIF (Tax Increment Financing) for the development of this project to offset some of the real estate tax increment and make the project more financially sustainable.

DETAILED BUDGET (Hard Costs) - Saint REPUBLIC Hotel**Hard Costs**

BUILDING DEMOLITION	\$ 25,000
SITE WORK (water lines, digging, pump, oil separator)	\$ 400,000
FOUNDATION/SLABS (labor, material, concrete, slabs)	\$ 1,400,000
FOUNDATION / insulation, waterproofing	\$ 75,000
MASONARY (cmu walls, stairs shaft)	\$ 200,000
MASONARY (elevator shaft)	\$ 200,000
METALS - STRUCTURAL (steel frame)	\$ 1,500,000
METALS - MICELLANEOUS (stairs handrails, balconies rails,)	\$ 200,000
FRAMING - LABOR, Residential - lumber	\$ 500,000
FRAMING - LABOR, Commecial - metal	\$ 80,000
FRAMING - LUMBER & Metal Studs	\$ 1,200,000
GYPCRETE (interior floor insulation/cement)	\$ 125,000
FINISH CARPENTRY (baseboard, trim)	\$ 400,000
INTERIOR INSULATION	\$ 250,000
FIREPROOFING, steel	\$ 75,000
EXTERIOR SIDING/PANELS (metal panel, EIFS, cement board)	\$ 500,000
ROOFING (roof)	\$ 200,000
DOORS, FRAMES, HARDWARE (exterior/interior)	\$ 300,000
GLAZING/,windows	\$ 250,000
GLAZING/STOREFRONTS, interior glass	\$ 100,000
GLAZING , entrance canopies	\$ 25,000
GLAZING/storefronts, garage doors	\$ 50,000
DRYWALL/PLASTER (drywall/plaster)	\$ 500,000
CEILING SYSTEMS/EQUIPMENT (drop cealings)	\$ 125,000
APPLIANCES (fridge, stove, dishwasher, microwave, w&d)	\$ 200,000
CABINETS (kitchen & Baths)	\$ 200,000
COUNTERTOPS, hardware	\$ 150,000
ACCESSORIES (grab bars, mirrors, shades, blinds)	\$ 75,000
FLOORING LABOR	\$ 200,000
FLOORING MATERIALS (carpet, tile, vinyl planks)	\$ 250,000
PAINTING (interior)	\$ 200,000
ELEVATOR (6 stops)	\$ 500,000
SPRINKLER (NFPA 13 system)	\$ 350,000
PLUMBING (fixtures)	\$ 250,000
PLUMBING (labor & materials)	\$ 700,000
PLUMBING IMPACT FEE - City of Lawrence	\$ 50,000
HVAC (furnaces, fresh air unit)	\$ 1,000,000
ELECTRICAL (materials, fixtures)	\$ 450,000
ELECTRICAL LABOR	\$ 600,000
SOLAR PANEL SYSTEM	\$ 150,000
FIRE ALARM (fire protection, alarms, panel)	\$ 100,000
CONTINGENCY (5% of construction cost)	\$ 750,000
GC/ PROJECT STAFFING/MANAGEMENT (construction management, fee)	\$ 1,250,000
GENERAL JOB REQUIREMENT (rentals, Police Detail, fence, trash removal)	\$ 250,000
Developer's fee / Staff	\$ 500,000

Soft Costs

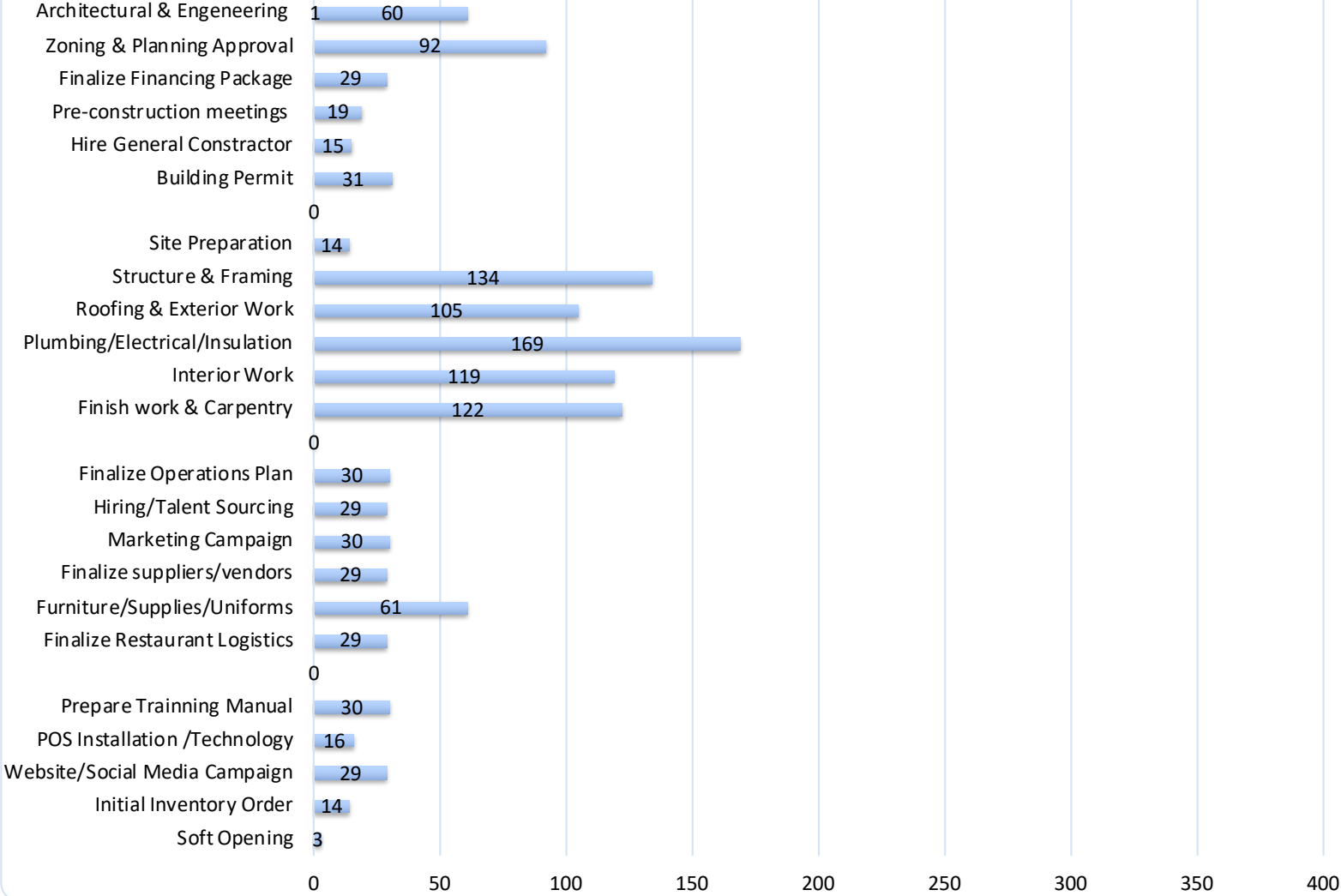
Geotech Services	\$ 15,000
Consulting Services	\$ 75,000
Construction Permit	\$ 100,000
Architects & Engineering	\$ 500,000
Insurance	\$ 100,000
Furniture / Decoration	\$ 1,500,000

Total Projected Construction Budget**\$ 19,145,000**

Saint REPUBLIC Hotel - Construction Schedule

TASK NAME	START DATE	END DATE	DURATION* (WORK DAYS)
Pre-Construction Phase			
Architectural & Engeneering	1/1/25	3/2/25	60
Zoning & Planning Approval	3/15/25	6/15/25	92
Finalize Financing Package	6/16/25	7/15/25	29
Pre-construction meetings	7/1/25	7/20/25	19
Hire General Constructor	7/10/25	7/25/25	15
Building Permit	8/1/25	9/1/25	31
Construction Phase			
Site Preparation	10/1/25	10/15/25	14
Structure & Framing	10/16/25	2/27/26	134
Roofing & Exterior Work	3/2/26	6/15/26	105
Plumbing/Electrical/Insulation	7/15/26	12/31/26	169
Interior Work	1/1/27	4/30/27	119
Finish work & Carpentry	5/1/27	8/31/27	122
Post Construction Phase			
Finalize Operations Plan	3/1/27	3/31/27	30
Hiring/Talent Sourcing	4/1/27	4/30/27	29
Marketing Campaign	5/1/27	5/31/27	30
Finalize suppliers/vendors	6/1/27	6/30/27	29
Furniture/Supplies/Uniforms	7/1/27	8/31/27	61
Finalize Restaurant Logistics	9/1/27	9/30/27	29
Opening			
Prepare Training Manual	10/1/27	10/31/27	30
POS Installation /Technology	10/15/27	10/31/27	16
Website/Social Media Campaign	11/1/27	11/30/27	29
Initial Inventory Order	12/1/27	12/15/27	14
Soft Opening	12/17/27	12/20/27	3
Grand Opening	12/20/27	12/21/27	1

Timeline in Days



Hotel Revenue Projection - ST. REPUBLIC

Hotel	Rooms	Days open	Room Nights		
Hotel information	60	365	21,900		
	Year 1	Year 2	Year 3	Year 4	Year 5
Occupancy					
Occupancy rate	60.0%	65.0%	70.0%	75.0%	80.0%
Room nights occupied	13,140	14,235	15,330	16,425	16,936
Revenue					
Average daily room rate	\$ 150	\$ 160	\$ 165	\$ 170	\$ 175
Total room revenue	\$ 1,971,000	\$ 2,277,600	\$ 2,529,450	\$ 2,792,250	\$ 2,963,800
Other Income					
Food & Beverage	\$ 492,750	\$ 569,400	\$ 632,363	\$ 698,063	\$ 740,950
Parking	\$ 120,000	\$ 120,000	\$ 120,000	\$ 120,000	\$ 120,000
Total other revenue	\$ 612,750	\$ 689,400	\$ 752,363	\$ 818,063	\$ 860,950
Total revenue	\$ 2,583,750	\$ 2,967,000	\$ 3,281,813	\$ 3,610,313	\$ 3,824,750
Operating Expense (80%)	\$ 2,067,000	\$ 2,373,600	\$ 2,625,450	\$ 2,888,250	\$ 3,059,800
Expenses					
Utilities	\$ 186,030	\$ 195,332	\$ 205,098	\$ 215,353	\$ 226,121
Housing Keeping & Landscaping	\$ 248,040	\$ 260,442	\$ 273,464	\$ 287,137	\$ 301,494
Staff Wages	\$ 764,790	\$ 803,030	\$ 843,181	\$ 885,340	\$ 929,607
Insurance	\$ 35,000	\$ 36,750	\$ 38,588	\$ 40,517	\$ 42,543
legal Fees	\$ 5,000	\$ 5,250	\$ 5,513	\$ 5,788	\$ 6,078
Advertising / Marketing	\$ 144,690	\$ 151,925	\$ 159,521	\$ 167,497	\$ 175,872
Trash Removal	\$ 15,000	\$ 15,750	\$ 16,538	\$ 17,364	\$ 18,233
Supplies	\$ 124,020	\$ 130,221	\$ 136,732	\$ 143,569	\$ 150,747
Mortgage Payment + taxes	\$ 960,000	\$ 1,008,000	\$ 1,058,400	\$ 1,111,320	\$ 1,166,886
			\$ -	\$ -	\$ -
Expense Total	\$ 2,482,570	\$ 2,606,699	\$ 2,737,033	\$ 2,873,885	\$ 3,017,579
PROFIT / LOSS (YEAR 1-5)	\$ 101,180	\$ 360,302	\$ 544,779	\$ 736,427	\$ 807,171



LEGAL & COMPLIANCE



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Corporations Division

Business Entity Summary

ID Number: 001047128

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Summary for: JOWAMAR COMPANIES LLC

The exact name of the Domestic Limited Liability Company (LLC): JOWAMAR COMPANIES LLC		
The name was changed from: RENOV8 HOMES LLC on 08-12-2020		
Entity type: Domestic Limited Liability Company (LLC)		
Identification Number: 001047128		
Date of Organization in Massachusetts: 02-24-2011		Date of Revival:
Last date certain:		
The location or address where the records are maintained (A PO box is not a valid location or address):		
Address: 271 BROADWAY, SUITE 103		
City or town, State, Zip code, Country: METHUEN, MA 01844 USA		
The name and address of the Resident Agent:		
Name: JOHAN LOPEZ		
Address: 271 BROADWAY, SUITE 103		
City or town, State, Zip code, Country: METHUEN, MA 01844 USA		
The name and business address of each Manager:		
Title	Individual name	Address
MANAGER	JOHAN LOPEZ	300 BROADWAY METHUEN, MA 01844 USA
MANAGER	JOHAN LOPEZ	300 BROADWAY METHUEN, MA 01844 USA
In addition to the manager(s), the name and business address of the person(s) authorized to execute documents to be filed with the Corporations Division:		
Title	Individual name	Address
SOC SIGNATORY	JOHAN LOPEZ	300 BROADWAY METHUEN, MA 01844 USA
SOC SIGNATORY	JOHAN LOPEZ	300 BROADWAY METHUEN, MA 01844 USA

The name and business address of the person(s) authorized to execute, acknowledge, deliver, and record any recordable instrument purporting to affect an interest in real property:



REFERENCES & LETTERS OF SUPPORT



Lawrence Redevelopment Authority
c/c Octavian Spanner
225 Essex Street, #3
Lawrence, MA 01840

RE: Purchase of Common Street Lot, Lawrence, MA

Dear Mr. Spanner,

I am pleased to provide this reference on behalf of Jowamar Companies LLC.

Since 2019, Jowamar Companies LLC and Reading Co-Operative Bank have maintained a strong banking relationship. Our initial collaboration began with the financing of The Millex, a 28-unit residential building, which marked the successful completion of our first project together and served as the foundation of our partnership.

Our second project, currently nearing completion, is the mixed-use development known as the JAV. This project consists of 24 residential units and features a unique first-floor commercial space—a food hall that stands as the first of its kind in the city.

Throughout our partnership, Jowamar Companies LLC has consistently demonstrated strong financial acumen. They have also developed lasting relationships with key professionals, including attorneys, accountants, construction companies, and insurance agents, all of whom have been integral to the success of our financing processes.

Additionally, Jowamar Companies LLC has shown an unwavering commitment to the Lawrence community, with over 20 years of experience in both commercial and residential real estate. As a community bank, we greatly value and appreciate this dedication to local development.

Sincerely,

A handwritten signature in black ink, appearing to read "Jose Cruz", is written over a large, light-colored oval shape.

Jose Cruz
Senior Vice President
Commercial Team Leader



City of Methuen, Massachusetts

Office of The City Council

The Searles Building, 41 Pleasant Street

Methuen, Massachusetts 01844

Telephone (978) 983-8510 Fax (978) 794-7500

September 9th, 2024

Lawrence Redevelopment Authority
c/o Octavian Spanner
225 Essex Street, #3
Lawrence, MA 01840

RE: 115-139 Common Street Lawrence, MA

Dear Mr. Spanner,

I hope this letter finds you well. I'm writing to you not only as a colleague but as a friend who has had the pleasure of working alongside Jowamar Companies LLC for many years. From our time together in the real estate office to our work as founding board members of the Boston Chapter of The National Association of Hispanic Real Estate Professionals (NAHREP), I've seen firsthand the passion and dedication they bring to every project.

Together, we've worked to elevate real estate professionals and promote sustainable homeownership for minority communities—a cause close to both of our hearts. This deep commitment to community involvement, coupled with their extensive market knowledge and strong relationships at the local and state levels, makes them an ideal candidate for this exciting opportunity in Lawrence.

As a City Councilor for the East District of Methuen, I've had the privilege of witnessing their positive impact on our community. Their investment in the well-being and growth of our city is truly commendable, and I have no doubt they will bring the same level of dedication and excellence to Lawrence.

I kindly ask that you give their application your full consideration.

Warm regards,

Neily Soto

East District Methuen City Councilor

COPANI, TARLOW & CRANNEY

ATTORNEYS AT LAW

265 Broadway (Route 28)
Methuen, MA 01844

Tel: (978) 686-0010 • Fax: (978) 686-9473
E-Mail: dantarlow@ctclegal.com

PARALEGALS
MARGARET A. NORTON
MAUREEN WINSHIP
JULIE A. SOWINSKI
DONNA L. COPANI

ANTHONY A. COPANI, ESQ.
DANIEL P. TARLOW, ESQ.
TED CRANNEY, ESQ.

September 12, 2024

Lawrence Redevelopment Authority
c/o Octavian Spanner
225 Essex Street, #3
Lawrence, MA 01840

RE: 115-139 Common Street Lawrence, MA

Dear Mr. Spanner:

It is my pleasure to write this letter of recommendation on behalf of the developer, Jowamar Companies LLC, as it seeks to acquire an underutilized parcel in Lawrence.

I have known Johan Lopez, the principal of Jowamar Companies, LLC, as a client and friend for almost 20 years. In my many dealings with Johan/ Jowamar Companies I have known him to be nothing but an honorable businessman and person. One need only look at the projects he has conceptualized and completed to understand the quality of his buildings.

Johan is an asset to the City of Lawrence and a substantial contributor to the City's growth and I suggest that the project at 115-139 Common Street Lawrence, MA would be a welcome addition to the City of Lawrence

Yours Truly,



Daniel P. Tarlow



DUNS: 793890018
CAGE #: 5V0G9

August 29th, 2024

Lawrence Redevelopment Authority
c/o Octavian Spanner
225 Essex Street, #3
Lawrence, MA 01840

RE: 115-139 Common Street Lawrence, MA

Mr. Spanner:

Serrano & Serrano Construction Inc, is pleased to recommend Jowamar Companies as the developer seeks to acquire the property mentioned above.

As a Massachusetts General Contractor, we've had the pleasure of working with Jowamar Companies for the ground up construction of the prominent mixed used development of the JAV, located at 125 Essex Street in Lawrence. Throughout this process Jowamar Companies has demonstrated an extensive knowledge of construction scheduling, sub-contractor relationship management and financial literacy of construction budget and pro-forma. The developer has a team centric mentality constantly seeking prompt, and proactive solutions to any issues that may arise as part of any construction process.

Based on our working relationship with the developer, we are confident that Jowamar Companies has the capacity to execute their plans for this site. They are equipped with the right amount of market knowledge, experience and their commitment to the Lawrence community is evident in the projects they develop. We kindly ask for your consideration on behalf of the developer and their team.

Sincerely,

A handwritten signature in blue ink, appearing to read "Alexandra Serrano", is written over a horizontal line.

Alexandra Serrano, President

Evelyn Friedman
16 Copley Street
Boston MA 02119

September 8th, 2024

Lawrence Redevelopment Authority
c/o Octavian Spanner
225 Essex Street, #3
Lawrence, MA 01840

RE: 115-139 Common Street Lawrence, MA

Dear Mr. Spanner,

I am delighted to recommend developer, Jowamar Companies LLC, as they seek to acquire an underutilized parcel at 115-139 Common Street in Lawrence.

Jowamar Companies has completed a successful project at 136 Essex Street known as the Millex and a second nearby which is under construction at 125 Essex Street known as the JAV. Both have been created with the utmost design care and both promote a modern esthetic for the downtown area. They are also a model for knitting the fabric of the downtown area together while providing greatly needed housing.

Moreover, Johan Lopez, a principal of Jowamar Companies, has been a board member of the Greater Lawrence Community Action Council for many years and is currently board president. As such he has contributed many hours of community service to Lawrence and its residents and businesses demonstrating that he is more than a developer. As someone who grew up in Lawrence he understands well and cares deeply about the needs of the city.

Over time Johan has developed relationships with local and state entities as well as investors and lenders that will serve the company well in providing the funding required to complete a project at this location.

I hope that the LRA will look favorably on Jowamar Companies' request. Please feel free to contact me should you have any questions.

Thank you so much for your consideration.

Evelyn Friedman
Former Executive Director of GLCAC





Store # 3282
541 South Broadway
Salem, NH 03079

September 10th, 2024

Lawrence Redevelopment Authority
c/o Octavian Spanner
225 Essex Street, #3
Lawrence, MA 01840

RE: 115-139 Common Street Lawrence, MA

Dear Mr. Spanner,

LOWE'S is one of America's largest home improvement stores. At the core of the company are community values and a civic responsibility to the communities we service. We have found Jowamar Companies to be one of those local partners that enhances our mission and delivers a quality product to the end user using a variety of our building products to meet their standards.

Jowamar Companies is a valued customer and can count on the continued support from our store's team to fulfill their building supplies needs for any future project, including the one proposed at this location.

We have a strong working relationship with the company and the rest of the team. They are fully engaged and responsive. The company has fulfilled their financial responsibilities in our ordering process diligently.

Jowamar Companies has been a great community partner to do business with and have our full business support.


Thank you,



Ultra Paint Pros
300 Brickstone Square, Suite 201
Andover, MA 01810

September 5th, 2024

Lawrence Redevelopment Authority
c/o Octavian Spanner
225 Essex Street, #3
Lawrence, MA 01840

To Whom It May Concern,

I am writing to express my strong recommendation for Jowamar Companies LLC. Having worked with Jowamar as a painting contractor for several years, I have had the opportunity to complete a variety of large and small jobs for the company, all marked by professionalism and high-quality workmanship.

One notable project involved Millex, where Jowamar Companies showcased exceptional attention to detail and a commitment to excellence. Their ability to meet deadlines while ensuring top-notch results has significantly contributed to our collaborative success.

Under Johan Lopez's leadership, Jowamar Companies has been deeply involved in our community. As president of Greater Lawrence Community Action, Johan has spearheaded initiatives that not only uplift local residents but also foster a sense of unity and support within the community. Their projects, such as the affordable housing development in downtown Lawrence, have made a significant positive impact, and I am confident they will continue to enhance the City of Lawrence, one site at a time.

I wholeheartedly recommend Jowamar Companies LLC for the underutilized parcel at 115-139 Common Street, Lawrence, MA. With Johan Lopez's dedication to community action and the commitment of his team, I am certain they will bring the same level of excellence to this project as they have in our previous collaborations.

Sincerely,

Ruben Santana



60 Island St., Suite 201 | Lawrence, MA 01840
(781)-513-4554

September 5th, 2024

Lawrence Redevelopment Authority

C/O Octavian Spanner
225 Essex Street, #3
Lawrence, MA 01840

RE: 115-139 Common Street Lawrence, MA

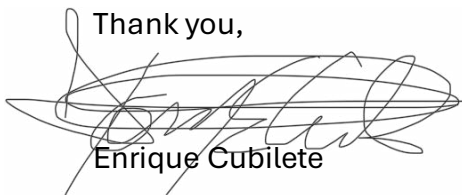
Dr. Mr. Spanner,

Atoro is a Lawrence based, minority owned and operated HVAC company. We recently had the opportunity to partner with another local, minority-owned and operated company, JOWAMAR COMPANIES, for their latest project on Essex Street, the JAV. As well as providing ongoing necessary maintenance to their other properties.

It has been a pleasure to work with the team and be part of the changes happening in the city of Lawrence. It has also been a pleasure to work with other minority owned sub-contractors at this site. JOWAMAR COMPANIES prides itself in providing opportunities to local businesses as much as possible, whenever possible. It is part of what the company stands for and I have witnessed this firsthand.

In closing, if given the opportunity I'm confident that JOWAMAR COMPANIES will execute the proposed project to the best of the capabilities.

Thank you,



Enrique Cubilete



M. Davila Properties Maintenance LLC
8 Walnut Street
Methuen, Ma 01844
(978) 390-2273

September 1st, 2024

Lawrence Redevelopment Authority
c/o Octavian Spanner
225 Essex Street, #3
Lawrence, MA 01840

RE: 115-139 Common Street Lawrence, MA

Mr. Spanner,

M. Davila Properties Maintenance LLC has been providing quality property care to JOWAMAR COMPANIES LLC for nearly 10 years. During this time the company has demonstrated the highest level of professionalism, reliability, and ethics. We have worked with the team in many different capacities and roles from property maintenance to landscaping, snow removal and ongoing property care.

Jowamar Companies is highly invested in their portfolio and the care of their premises. We are pleased to recommend Jowamar Companies as a highly capable and equipped company to transform the above-mentioned lot. Should you decide to consider Jowamar Companies for this acquisition, we believe you will be very pleased with the transformative results.

Mayquel Davila
M. Properties Maintenance LLC

CONTACT US

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