



Serrano & Serrano Construction, Inc

MBE, WBE, DBE Certified - Small Business

Request for Proposals (RFP)

For City of Lawrence-Owned Properties

Published by: Lawrence Redevelopment Authority

502 COMMON STREET



September 13, 2024

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September 13, 2024

Mr. Octavien Spanner, Secretary/Executive Director
Lawrence Redevelopment Authority
225 Common Street
Lawrence, MA 01840
E. Ira@cityoflawrence.com

Title: City of Lawrence- Lawrence Redevelopment Authority
Request for Proposals for
City of Lawrence- Owned Properties

Subject: Serrano & Serrano Construction Inc. - RFP Submission

Dear Mr. Octavien Spanner,

In response to the City of Lawrence and the RFP issued by the Lawrence Redevelopment Authority, Serrano & Serrano Construction Inc. is confirming its interest in submitting a proposal as a General Contractor/Developer for this project.

Serrano & Serrano is delighted in providing the Lawrence Redevelopment Authority with the following: a proposal, a qualification's submission for Serrano & Serrano's team, along with information on our design team, RWH Architect PLLC.

The consolidated information presented demonstrates Serrano & Serrano's vast strengths as a leading General Contractor with the capabilities of developing a multifaceted inclusive urban space that serves the Lawrencian community.

Serrano & Serrano had the wonderful opportunity to see and assist in the growth of the City of Lawrence these past 15 years. With the construction of 215 Canal Street and The JAV (115-125 Essex), Serrano & Serrano has been at the forefront of remodeling our beautiful city, making it a more affordable, equitable, and inclusive environment for all Lawrencians.

Serrano & Serrano is a women owned and operated Construction company that prides itself on our team, our work, and mission. We are beyond elated to have been a part of the changes in Lawrence and are eager to continue taking our city to new heights.

Should there be any questions, please feel free to contact me at (978)-857-1260.

Best regards,

A handwritten signature in blue ink, appearing to read 'Alexandra Serrano', is written over a white background.

Serrano & Serrano Construction Inc.
Alexandra Serrano
President & Owner
978-857-1260

Team Organization Chart



Lawrence Redevelopment Authority



Serrano & Serrano Construction, Inc.

*Contract Holder
Prime Contractor*



RWH Architect, PLLC

*Design Team Lead
Architect of Record*



Philippe Thibault Architect
Architectural Consultant



The Scholarly Siblings
Community Consultant



SFC Engineering Partnership, Inc.
*Civil Engineer
Fire Protection Engineer*



Sofia Piraino
Community Consultant



FIRM PROFILE

Serrano & Serrano Construction Inc.



Serrano & Serrano delivers excellence while building value.

For nearly 20 years, two dedicated project managers developed a deep passion for the craftsmanship of construction, particularly the transformation of concepts into reality. After gaining extensive experience in nearly every role within the construction industry, from laborer to project manager, the dedicated pair decided to channel their passion into building a venture of their own.

In 2007, Alexandra and Alvino Serrano founded Serrano & Serrano Construction, Inc., a minority women-owned small business, in Lawrence, Massachusetts, the city where their journey began. And from then on, Serrano & Serrano became the duo's lifelong legacy— a legacy built on the pillars of family, trust, and integrity.

At the helm of Serrano & Serrano's philosophy to deliver excellence, build value, is the joint vision of what is most important to Alex and Al—the people, our people. Together, the duo has fostered a family-like culture; one that promotes teamwork, camaraderie, and responsible corporate citizenship, with a strong emphasis on leaving lasting impacts on the communities that are served. Alex and Al continue as the heart of Serrano & Serrano, always remaining approachable to their team and clients, ensuring that the principles of their dream is upheld.



1056 Essex St, Lawrence, MA 01841



Serrano & Serrano Construction, Inc.



978.771.0392



Our team, who is delivering on Serrano & Serrano's dream, is made up of dedicated, passionate, and determined professionals with over 20 years of experience working on urban developments, residential projects, and federal contracts. At Serrano & Serrano, we demonstrate our commitment through meticulous attention to detail, efficient project management, and most importantly, the positive impact we leave on our clients.

Starting as a small masonry company and growing into a leading General Contractor in the Commonwealth of Massachusetts, Serrano & Serrano has broadened its scope to encompass all sectors of the construction industry, including federal, residential, and commercial projects. With a strong track record at federal bases like Hanscom, Newport, and Pease, and successful construction of apartment complexes at 215 Canal Street and 115-125 Essex Street both in Lawrence, Serrano & Serrano continues to fulfill its mission as a trusted builder capable of delivering excellence across all projects.

The past decade has been a journey of growth here at Serrano & Serrano. A journey that began with a duo of visionaries and has transformed into something far greater, a family. From the person who answers your call to our in-field professionals, every member at Serrano & Serrano is dedicated to ensuring the success of your project. And this is our greatest pride. Our family here at Serrano & Serrano remains steadfast in our founding roots to deliver excellence, build value.

CORE COMPETENCIES

1. Project Management:

- Comprehensive project planning and scheduling
- Risk management and mitigation
- Safety management and compliance
- Cost estimation and budgeting
- Quality control and assurance

2. Construction Services:

- Design-build services - General contracting
- Construction management
- Pre-construction consulting

3. Specialized Expertise:

- Sustainable and green building practices
- Infrastructure development
- Mechanical, electrical, and plumbing (MEP) services
- Renovation and remodeling
- Heavy civil construction

TECHNICAL CAPABILITIES

Advanced Technologies:

- Building Information Modeling (BIM) for enhanced project visualization and coordination
- Automated construction equipment for increased efficiency and precision
- Real-time project management software for seamless communication and documentation

Skilled Workforce:

- Certified project managers (PMP)
- Experienced site supervisors and foremen
- Licensed engineers and architects
- Skilled tradespeople including electricians, plumbers, and carpenters

Quality and Safety:

- ISO 9001:2015 certified quality management system
- Regular training and development programs for staff
- OSHA-compliant safety protocols
- Robust quality assurance and control processes

215 CANAL STREET

Lawrence, MA
45,000 SF



In a significant enhancement of Lawrence's urban landscape, the groundbreaking mixed-use development seamlessly merges residential and commercial spaces. This architectural milestone, constructed from the ground up, features 30 meticulously designed residential units alongside three versatile commercial spaces, all situated in the heart of Lawrence. The project's design philosophy emphasizes harmony with the surrounding environment, creating a cohesive and complementary addition to the cityscape.

The \$13,188,500 development exemplifies modern urban living by providing a functional and dynamic experience for both residents and businesses. By integrating residential comfort with commercial versatility, this project not only enriches the local real estate market but also strengthens the vibrant community fabric of Lawrence. The thoughtful synthesis of living and working spaces within a single structure reflects a progressive approach to urban development, addressing the evolving needs of the city's diverse population.

The urban multi-residential building offers one, two, or three-bedroom apartments. The modern and convenient apartments are located on the upper floors of a commercial space, which is home to the new Reading Cooperative Bank branch and other future retail tenants.

Designed with high sound attenuation for noise reduction, these apartments feature stainless steel appliances, granite counter-tops, a breakfast bar with charging ports, key fob access, a security system, and more.

The building is centrally located with assigned parking and offers a fantastic view of the city and canals. It is situated in the heart of the city, with easy access to vibrant restaurants, the arts and entertainment scene, within walking distance to the Commuter Rail (MBTA), and just minutes from Interstates 93 and 495.

THE JAV APARTMENTS

Lawrence, MA
32,000 SF



Two vacant contiguous buildings at 115-123 Essex St. and 125 Essex St. in Lawrence are now a new five-story \$7.9 M mixed-use building.

theJAV will consist of 24 two and one bedroom apartments perfectly designed to fit the community and its environment.

Designed with the current culture of the City of Lawrence in mind, theJAV will celebrate the City's food, music and history, all in beautifully designed modern and simplistic spaces.

The first floor commercial space will be the first of its kind in the City, a food hall, where a different kind of living experience comes together.

The units feature high-quality insulation for efficiency and quietness in a building located close to Interstate 495 and the McGovern Center, where the commuter rail train station is located.

The building has an excellent view of the historical Ayer Mill Clock Tower and a rooftop garden is planned.

theJAV is expected to open February 2025.

The buildings previously served as a mix of retail and office uses; 115-123 Essex has been vacant for about five years, and 125 Essex St. has been vacant for over a year.

READING BANK AT 215 CANAL STREET

Lawrence, MA
2,540 SF



On the first floor on the new five-story mixed-use building on Canal Street is Reading Cooperative Bank's newest location.

This project started in 2015 with careful consideration from Reading Cooperative Bank on exactly where the bank would be located and what the environment of bank would be.

Most of Lawrence's banks were on the outer parts of town, so Reading wanted to build a branch in the heart of Lawrence for easy access. They wanted to occupy the prominent first-floor storefront of a large, modern multifamily building. "It is becoming that beacon that we had hoped for," said Gary Sidell of the Bell Tower Commercial Real Estate Group.

Being in a bilingual community, Reading knew they would get a lot of foot traffic and customer inquiring about banking products. The inside of the bank was made inviting for customer to learn, but the offices also provided private for customers who wanted to learn more about the additional financial services the Bank offers.

Serrano & Serrano built private offices, welcoming common room space, and the necessary and updated banking technology amenities required by the bank's design team.

"From concept to completion, we are so excited and proud to see this transformative project for (Lawrence) come to life, with Reading Cooperative Bank being the anchor. What a team effort, from Yopez Properties to City leaders, **Serrano and Serrano Construction**, Tom Chiudina of NES Group Architects and many others," stated Bell Tower Commercial Real Estate Group.

Alexandra Serrano

President



Alexandra is a motivated MBA professional with expertise in project lifecycle management, government compliance, strategic planning, and contract negotiation. She is responsible for providing strategic leadership and direction to ensure the company's success, growth, and profitability. Alexandra is hands-on in all aspects of operations, including business development, project management, client relations, financial management, and team leadership. Additionally, she is skilled in Process Improvement and Optimization, Managing Contractor Relations, Building Strategic Partnerships, Budgeting, and Cross-Functional Leadership within the PMI framework.

POSITION/ROLE	YEARS AT S&S	YEARS OF EXPERIENCE	LICENSES	EDUCATION
Contract Holder POC for City of Lawrence	13	24	Home Improvement Contractor OSHA 30 Hour Certificate USACE, Construction QC Mngmnt	MBA, Global Management University of Phoenix Politics & Intrntnl Affairs, B.A. Emmanuel College

HIGHLIGHTED PROJECTS



215 CANAL STREET LAWRENCE, MA

Lawrence's newest mixed-use building offers one, two, or three-bedroom apartments. Living space is located on the upper floors of a commercial space. Designed with high sound attenuation for noise reduction, it is situated in the heart of the city, with easy access to vibrant restaurants, the arts and entertainment scene, within walking distance to the Commuter Rail (MBTA), and just minutes from Interstates 93 and 495.



THEJAV APARTMENTS LAWRENCE, MA

Two vacant lots will now house a 5 story mixed-use building with the top 4 floors being the JAV residential apartments. Located at 115-125 Essex Street, and is anticipated to open early 2025. The JAV consists of 28 apartments, with the first floor being used as a commercial space for food vendors.



READING COOPERATIVE BANK LAWRENCE, MA

The new branch is located in a new building with dozens of apartments above. Situated on one of the city's busiest intersections, the 45,000 sf building was once a parking lot. The building has an excellent view of the historical Ayer Mill Clock Tower and a rooftop garden is planned.

PARTIAL LIST OF RELEVANT PROJECTS

Naval Operation Center, Bronx, NY • Portsmouth Naval Base, Kittery, ME • Eaton's Neck, Long Island, NY
 • US Air Force, Rome, NY • US Forest Service - White Mountains Administrative Complex, Campton, NH
 • USCG Gasoline Fueling System, USCG Station Menemsha, Martha Vineyard MA • PNSY JOC Projects, Portsmouth Naval Shipyard, Kittery, ME

Alvino Serrano

Lead Project Manager



For more than 24 years, Alvino has played a pivotal role in our commitment to delivering outstanding results to clients in the multi-family and government construction sector. He oversees the completion of projects and works with stakeholders from owners to architects, to subcontractors while providing leadership and fostering positive project morale. Alvino collaborates with the Bid and Estimating teams before construction and continues to work closely with the office team and fellow Project Managers. He leads the creation and implementation of the project schedule, quality control procedures, safety measures, field office setup, temporary utilities, staging areas, equipment, and manpower.

POSITION/ROLE
Lead Project Manager

YEARS AT S&S
13

YEARS OF EXPERIENCE
24

LICENSES
OSHA 30
Lead Manufacturing
First Aid Respondent
Asbestos Operations & Maintenance

HIGHLIGHTED PROJECTS



215 CANAL STREET LAWRENCE, MA

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115-125 ESSEX STREET LAWRENCE, MA

Two vacant contiguous buildings will be converted into a new single five-story mixed-use building. Once redeveloped, the property will include two units of ground-floor commercial space and 24 market-rate apartments on the upper floors. A food hall featuring several restaurants will occupy the larger of the two ground-floor commercial units. Construction is expected to begin July 2023 and is expected to be complete February 2025.



LUXURY HOME RENOVATION STONEHAM, MA

Complete renovation four bedroom/four bathroom 3,154 sf Colonial. Updates include hardwood floors throughout and a sleek kitchen with stainless steel appliances and a walk in pantry. Three of the upstairs bedrooms come with their own private bathrooms. The heated sunroom in the back overlooks a stunning heated inground pool. Located near top restaurants, shops, and major routes like 93 and 128, with easy access to public transport.

PARTIAL LIST OF RELEVANT PROJECTS

DOD USCG Bldg. 8 – Renovation of 5th Floor • USDA – Bathroom Renovation • Rooms Renovation at Motel 6, Lewiston, ME – • J&J Contractors – Punch List Closed Out • Triad Associates – Installation of pavers • IDIQ at Hanscom Air Force Base- Bedford, MA • Reading Bank at 215 Canal Street, Lawrence, MA

Robert Rennie

Superintendent – Quality Control Manager



Robert is an experienced Construction Superintendent with over 30 years managing residential, commercial, and industrial projects. Skilled in overseeing teams, ensuring project timelines, budgets, and quality standards are met. Strong leadership, problem-solving, and communication abilities, with expertise in site safety, regulatory compliance, and blueprint interpretation. OSHA certified and committed to delivering high-quality results while driving project efficiency.

POSITION/ROLE	YEARS AT S&S	YEARS OF EXPERIENCE	LICENSES
Superintendent Quality Control Manager	2	30	<ul style="list-style-type: none"> ▪ MA Contractor License #CS-077621 ▪ OSHA 30 HR ▪ 40 HR NAVFAC Hazard Awareness ▪ Hazard Communication ▪ Construction QC Management for Contractors; USACE ▪ Environmental Compliance Assessment Training ▪ Electrical Safety EM 385-1-1 NFPA 70E ▪ Aerial Scissor Lift Safety and Awareness

HIGHLIGHTED PROJECTS



215 CANAL STREET LAWRENCE, MA

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WHITE MOUNTAIN NTNL FOREST ADMINISTRATION COMPLEX CAMPTON, NH

Opened in the 2009, the 5,477 SF steel structure framed admin, educational and Welcome Center features 16 ft high concrete foundation, intricate wood work throughout the facility, and sustainable design features. The campus-style facility is home to the Forest Supervisor's Office and the Pemigewasset Ranger District.



ELEMENTARY SHCOOL EDGARTOWN, MA

Construction on a new two story 50,000 sf K-8 school building began. Additions built in 1956, 1979 and 1986 were demolished to make room for a facility that would accommodate children and meet the needs of today's educational demands. In 2003 a new era in Edgartown School history began as we moved into the new facility with a capacity to house 550 students in its classrooms and 600 students in its core facilities. The project was \$14M.

PARTIAL LIST OF RELEVANT PROJECTS

Thoreau Elementary School, Concord, MA ▪ US Coast Guard - Munroe Hall - CT ▪ NAVFAC - D/B: Repairs to Building 65, PNSY Kittery ME ▪ NAVFAC – Relocate Forge Shop, Building 24 - Boston Navy Yard ▪ NAVFAC – PNSY Logistics Relocation, Portsmouth NH ▪ NAVFAC – D/B Building H-1, Ext. Masonry Repairs – PNSY, Kittery ME ▪ NAVFAC – D/B Building 59, 3rd Floor Renovation, PNSY, Kittery ME

FIRM PROFILE

RWH Architect, PLLC



***At RWH Architect, you are not just hiring an architect,
you are starting a relationship.***

RWH Architect is a collective of architects and designers located in Salem, NH. The team works together to create compelling spaces for government, municipal, non-profit, commercial, hospitality and corporate, and multi-residential clients. The RWH Team possesses the talent and passion to meet our clients' most demanding challenges.

From the testimonials and letters of recommendation from clients, you will see the common theme of quality of drawings, cooperative partnerships, clear communication, and unique problem-solving.

Each project we do is unique and each design is custom, At RWH, we are inspired to transform our clients' visions into spaces that spark functional, inspirational, memorable, fun and productive experiences. Our talents extend beyond architecture into interior design, space planning, studies, and graphic and brand design.

The spirit for our work is motivated by our clients' enthusiasm. From a small fit-up to a large commercial build, we immerse ourselves completely, because, regardless of size, each project has an impact that is important and meaningful.



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What also sets RWH Architect apart is our field construction background. We understand not only the “why” but also the “how” of construction to ensure compliance with building codes, structure longevity, and overall superior quality control. RWH genuinely enjoys being on site and further establishing and stewarding the relationships among the designers and construction team. By RWH effectively monitoring the progress of construction, this maintains schedule, assists in properly assessing the percentage of completion, and ensures the project is on track and within budget. RWH has a track record of quick and creative on-site problem-solving that protects the interest of the client and maintains the design integrity.

RWH can identify the process and quality of work on the construction site. We pride ourselves in our regular site visits which track progress and quality to quickly deter and eliminate deficiencies, defects, and delays. Our timelines for reviews of submittals and RFI’s help maintain schedules while adhering to building codes and preserving the character of the design.

Further, RWH provides the unique advantage of more than 25 years designing facilities that serve a wide range of public agencies. The Commonwealth of Massachusetts, NAVFAV, USACE and Department of Homeland Security have benefited from the problem solving and cost-effective design solutions from the RWH team.

The majority of our client base is from first-hand recommendations and repeat clients which demonstrates the advantage we bring to each project with our vision, project conceptualization, and attention to detail.

Our strong consultant team is built on our reliability, punctuality, cooperation, amiability, and quality of drawings. These relationships help fast-track projects while keeping fees reasonable and budgets attainable.

CONTACT INFORMATION

Mailing and Physical Address:
RWH Architect, PLLC
264 North Broadway
Unit 205
Salem, NH 03079
Telephone Number: 603.458.6903
Email: rob@rwh-architect.com
Website: www.rwh-architect.com



NEW ADULT CARE FACILITY

Haverhill, MA
9,194 SF



Developer Atlantis Investments, known to transform vacant lots and abandoned buildings in inner-city Haverhill, MA, teamed up with RWH Architect to replace a vacant White Street commercial building with a new ground up care facility for those with developmental disabilities.

The neighboring vacant lot was added to the new building site to make room for the new 20-unit Adult Care facility.

Due to special zoning waivers, the lot requires no setbacks, but there is a five feet clearance around the building for emergency exits and exterior maintenance.

Despite the limited lot size, RWH was able to include a parking area for staff.

The 3-story wood-framed building is designed to complement the character of the neighborhood. A full administration space is located on the 1st floor.

Each studio unit will house a bathroom, kitchenette, and storage space.

A shared laundry room is provided on each floor and an administrative office space with an attached bathroom is located on the first floor.

The new building will be occupied by clients of Cambridge-based Vinfen.

“This building . . . brings us one step closer to the revitalization of White Street,” Atlantis Investments stated.

An early 2025 completion date is planned.

HISTORIC RENOVATION OF CARE FACILITY

Lowell, MA
11,010 SF



Located minutes from downtown Lowell, MA, an existing mixed use building is being converted into an Adult Care facility.

The biggest challenge this project presented was converting the building into individual residential units without negatively affecting the historic character of the building. With the original structure being built in 1895, complying with current building codes created further challenges.

Within the footprint, the existing 13 units were renovated to provide 20 total units. The plan includes a fully accessible ADA unit on the ground floor.

Additionally, a 4,000 sf residential style addition is added to the existing building. The ground floor will house administrative space.

All windows will be replaced with metal-clad wood windows with custom profiles. to adhere to historic regulations.

The project retained the original living and dining room spaces, located on the main floor, to uphold the historic character of the building.

The new building will be occupied by clients of Cambridge-based Vinfen.

The finished project will provide housing for individuals with mental health conditions.

Robert W. Hannon, AIA

Principal Architect - Design Team Lead



With more than 300 projects completed over his 26 year long career, Rob has been leading fast-tracked projects, managing teams of design professionals and performing on-site quality assurance. Rob's experience includes lead designer, client liaison, and on-site construction manager for complex, multi-phased facilities. As Designer of Record for state and federal agency projects, Rob is versed in Design/Bid/Build, Design/Build, CM at Risk, Filed Sub-Bid, & designing for environmentally friendly sustainable design features. Rob has successfully been owner/operator of RWH Architect since early 2015. He also the the President of two Salem, NH non-profits: Field of Dreams Park and Playground and the Greater Salem Contractors Association.

POSITION/ROLE	YEARS AT RWH	YEARS OF EXPERIENCE	EDUCATION	REGISTRATION
Architect of Record	9	26	B Arch, Architecture	MA # 20738
Design Team Lead			Wentworth Institute of Technology	NCARB #87204

HIGHLIGHTED PROJECTS



NAVY BASE PAINT, BLAST & RUBBER FACILITY PORTSMOUTH, NH

Recruited for government design/build expertise, this project scope includes the following elements: Construct New Building: 74,249 sf; Renovate 3 Existing Buildings: 52,727 sf; and Demolish 8 Buildings and Portions of 2 Buildings: 73,450 sf. The new building and the portions of the existing buildings will be renovated and will consume far less energy than the current buildings, most of which are decades beyond their useful service life.



MULTI-TENANT RETAIL DVLPMNT BEDFORD, NH

The Client plans to demolish the existing restaurant and replace with a two-story 10,000+/- sf multi-tenant retail development on the 2.34 acre site. The first level will contain one tenant, but the design will make it divisible for up to five tenants. The first floor will also have a common lobby space and a mezzanine that leads to the second floor. The second level will house office spaces. The street side of the structure will have a unifying element that doubles as a covered walkway.



LUXURY CONDOS STONEHAM, MA

An outdated 3-level multi-family built in 1900 was converted into a modern two-unit condominium. The property is within walking distance of local schools, public transportation, stores, and downtown and conveniently near major routes. Both two-level condos offer a bright and spacious floor plan with three bedrooms; three full baths; a large family room; a designer kitchen; hardwood flooring; stylish finishes; two parking spots, and outdoor yard space.

PARTIAL LIST OF RELEVANT PROJECTS

House Doctor Contract - Lowell Housing Authority, MA Lowell, MA ▪ NMCB 27 Facility Reserve Center, Westover Air Reserve Base, Chicopee, MA ▪ Life Safety Improvements, Veterans Administration Medical Center, Brockton, MA ▪ Lemuel Shattuck Hospital, House Doctor Contract, Jamaica Plain, MA ▪ Oliver Ames HS, Additions & Renovations, Easton, MA ▪ Sharon Middle School, Additions & Renovations, Sharon, MA ▪ Westwood HS, Additions & Renovations, Westwood, MA ▪ Easton Middle School, Easton, MA ▪ Westerly Middle School, Westerly, RI ▪ South Kingstown HS Auditorium Renovation, Kingston, RI ▪ Cumberland HS, Science/Café Addition, Cumberland, RI ▪ Foxborough Public Safety Facility, Foxborough, MA

Colin J. McAuley

Architectural Designer



A dynamic Architectural Designer who plays a crucial role in developing high-quality designs, drawings, and documents. With a career start in California, his strength in design and documentation matched with his knowledge of designing for two opposite coasts powers his problem-solving aptitude. With a passion for design as well as creating innovative spaces, Colin is an integral part of the RWH Design Team. On every project, Colin combines his architectural vision with his interest in construction to deliver outstanding results and client satisfaction.

POSITION/ROLE	YEARS AT RWH	YEARS OF EXPERIENCE	EDUCATION
Architectural Designer	1	6	BArch, Architecture California State Polytechnic University-Pomona AA, Communications Long Beach City College

HIGHLIGHTED PROJECTS



TRIPLEX ON LONDON ST LOS ANGELES, CA

The 2021 triplex offers 3 bedrooms, 3.5 baths, and multiple balconies to enjoy the Southern California lifestyle. The open floor plan boasts high ceilings and luxury flooring. The main floor unfolds into a grand great room, seamlessly connecting an open kitchen with a breakfast bar, a dining area, and a large living room. Designs also included a mezzanine double-pane picture windows and balconies.



LUXURY CONDO RESIDENCE LOS ANGELES, CA

Four bed, four bath town home style home boasts a large open floor plan with large windows, bright bedrooms with large closets and built in shelving. Bathrooms have modern fixtures and fully tiled showers. The home is pre-wired for FIOS fiber optic high speed internet. Home features a two car attached garage with security fence and two balconies. The ground floor outdoor space complimented by custom festoon lights.



LELAND WAYFOUR UNIT LOS ANGELES, CA

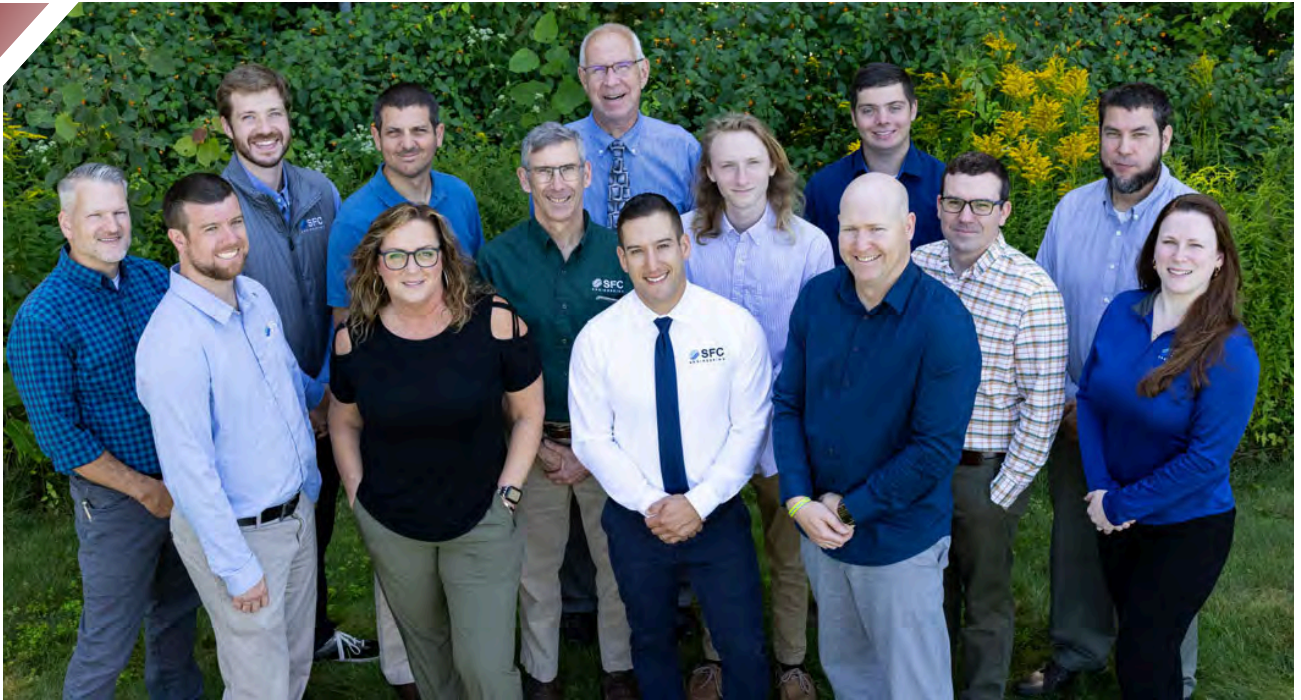
A 2020 newly constructed 4-unit apartment building located in the heart of Hollywood. This multifamily property sits on a 6,643 SF lot and provides 6,384 of rentable SF offering a diverse unit mix of one (1) two bedroom / two bathrooms, one (1) three bedroom / three bathroom, and two (2) four bedrooms / three & half bathrooms, all of which offer a large and spacious floor plan with an abundance of natural light, along with wood flooring and in-unit washer and dryers.

PARTIAL LIST OF RELEVANT PROJECTS

Souza Residence, Chelmsford, MA ▪ Feng Residence, Windham, NH ▪ Kusiv /Clark Residence, Salem, NH
Willis Custom Residence, Salem, NH Old School Restaurant Expansion, Windham, NH ▪ Monteiro Residence, Salem, NH ▪ Oteri Residence, Tewksbury, MA ▪ Eight Modern Home Development, Salem, NH
▪ Kimball Farm Entertainment Complex, Westford, MA ▪ Old School Restaurant Expansion, Windham, NH

FIRM PROFILE

SFC Engineering Partnership, Inc.



SFC is a multi-disciplined engineering consulting firm providing Fire Protection, Civil Engineering and Accessibility Code Review.

SFC Engineering Partnership, Inc., (SFC) is an inter-disciplinary engineering consulting firm conveniently located near I-93 in Windham, New Hampshire. SFC provides fire protection engineering, civil engineering and surveying, retaining wall design, and code and accessibility consultation. We serve the private, commercial, industrial and municipal markets.

SFC employs professionals who are skilled in the practice of fire protection and civil engineering, certified code consultants and retaining wall engineers. Our staff holds registrations in Massachusetts, New Hampshire, Maine, Vermont, Connecticut, New York, and Rhode Island.

Any member of our team can be called upon to contribute technical expertise or project direction as needed, ensuring that the highest level of engineering experience and knowledge is applied to each project. And because we are a small firm, key personnel do not just oversee the design, permitting and bid administration, we execute it. Our key personnel are on the front line.



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MISSION STATEMENT

Our mission is to be partners in our client’s success. SFC will listen to the ideas and understand the objectives of our clients. With our clients we will anticipate and identify problems and then deliver innovative and effective solutions. Our mission is to provide a safe, quality work environment. SFC will provide our employees with the tools, technology, and training necessary to engage them in challenging work that is interesting, relevant and has long-term socioeconomic value.

Our mission is to be a profitable business. SFC will continue to invest in our commitment to our client’s success, the success of our employees, and the success of our company.

SUMMARY OF SERVICES

- Civil Engineering
- Accessibility Consultation & Design
- Campground Design
- Expert Testimony
- Fire Protection Engineering
- Retaining Wall Design
- Construction Administration
- Code Consulting

INSURANCE

SFC maintains all required insurance policies, including workers’ compensation, general and professional liability, and automobile. Upon award of any project, SFC is prepared to provide required certificates of insurance reflecting coverage limits and liability.

CORPORATE REGISTRATIONS

SFC is a registered corporation in the State of New Hampshire and is in good standing with the Secretary of State. SFC is authorized to practice engineering by the New Hampshire Joint Board of Licensure in accordance with NH RSA 310-A:20. SFC is a small business registered to do work for the United States Government.

FINANCIAL STRENGTH

SFC has the necessary financial resources for the successful performance and final completion of all our projects. SFC is prepared to provide proof of financial resources and/or a statement of financial viability upon request or award of a project.

CONTACT INFORMATION

Mailing and Physical Address:
SFC Engineering Partnership, Inc.
183 Rockingham Road, Unit 3 East
Windham, NH 03087
Telephone Number: 603.647.8700
Email: info@sfceng.com
Website: www.sfceng.com



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Serrano & Serrano Construction, Inc.



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Brooks Properties – Keewaydin Drive Salem, NH

SFC has worked with Brooks Properties for over 25 years for the development and redevelopment of their commercial properties on Keewaydin Drive in Salem NH. Most recently, we worked to subdivide the commercial office property at 23 Keewaydin Drive to create 25 Keewaydin Drive with a commercial building and parking. We are currently working with Brooks Properties to redevelop 15 Keewaydin Drive from a large footprint single story commercial building to a smaller footprint, 4-story commercial building. This redevelopment provides more space and more parking within the Keewaydin Drive commercial campus.



Commercial Change of Use to Residential Project – Nashua, NH

This redevelopment project converted an existing funeral home at 116 Elm Street to a 4-unit multifamily residential development. SFC was an integral part of the design and was responsible for designing the site improvements to have minimal impact to the existing site and representing the development through the city land use permitting process.



Fresenius Kidney Care – Claremont, NH

SFC was retained to redevelop a Rite Aid property at 79 Washington Street to a Fresenius Kidney Care center. Design included redevelopment of the site to accommodate different parking and building access demands, and utility upgrades. The project required field survey, site plan design, and local Planning Board approval. SFC was instrumental in construction support, helping the owner and contractor navigate the challenges of melding the site changes with the existing development features.



Windham Beautification Project - Windham, NH

SFC was hired to complete the design of a new town center. SFC worked with project stakeholders to develop a design that is aesthetically pleasing and recognizes the historical elements of the community. SFC provided surveying services, site design, infrastructure design, and drainage design as part of the town efforts to secure funding. The aboveground fuel storage tank supplying the on-site generator through NHDES.



Wee Care Learning Center - Windham, NH

SFC was hired as the civil engineer to design and permit the site of a new daycare in Windham, New Hampshire.

SFC worked with project stakeholders to develop a difficult site that included steep grades and challenges with site access, drainage and water supply for fire protection. As part of the design, SFC provided surveying services, sitedesign, septic design, public water supply permitting, drainage design, retaining wall design, fire code consulting, land use permitting, and construction support services.



Canobie Lake Park - Salem, NH

SFC has provided civil engineering and fire protection engineering services to the park for over 30 years. Throughout the relationship, SFC has permitted nearly all new attractions. In addition to local land use permitting, SFC works with the park to secure state environmental permits as well as maintain compliance with water protection requirements as the park is located on a protected lake supplying local drinking water.



Litchfield Fire Station - Litchfield, NH

SFC was hired as part of the design team to design and construct a new fire station for the Town of Litchfield, New Hampshire. SFC worked with project stakeholders to develop a site design that was environmentally friendly, fiscally responsible and operationally functional for the fire department. As part of the design, SFC provided surveying services, site design, infrastructure design, drainage design, land use permitting, and construction support services.



Laconia Fire Station - Laconia, NH

SFC was hired as part of the design team to design and construct a new fire station for the Town of Laconia, New Hampshire. SFC worked with project stakeholders to develop a site design that was environmentally friendly, fiscally responsible and operationally functional for the career fire department. As part of the site design, SFC provided surveying services, site design, infrastructure design, drainage design, land use permitting, and construction support services. Additionally, SFC provided code consulting services to the architectural team and permitted the aboveground fuel storage tank supplying the on-site generator through NHDES.

Daniel M. Flores, PE

Vice President of Civil Engineering



With a 20 plus year portfolio in civil engineering design and site development, Dan possesses invaluable leadership and technical skills. As Vice President of Civil Engineering, Dan is responsible for ensuring that all of SFC's designs are consistent with the mission of the firm and the needs of each individual client. Dan specializes in site development, campground design, and federal, state and local land use permitting. Dan has either designed or permitted some of the largest campgrounds in NH, including Westward Shores Cottages and RV Resort in Ossipee, Totem Pole Park in Freedom, and Danforth Bay Camping Resort in Freedom. Dan has had unparalleled success with site designs throughout New England, including residential and commercial developments. Dan enjoys traveling, camping, and hiking with his wife and son.

POSITION/ROLE	YEARS AT SFC	YEARS OF EXPERIENCE	EDUCATION	REGISTRATION
Civil Engineering Lead	9	23	BSET, Civil Engineering Tech. UMASS Lowell AS, Architectural Engineering Tech, NHTINHTI	MA #56928

HIGHLIGHTED PROJECTS



BROOKS PROPERTIES SALEM, NH

Project Manager & Engineer responsible for design and permitting of a new commercial office development at 25 Keewaydin Drive. The property posed many challenges, including an abutting prime wetland, and extending a public road through a right-of-way with a complicated history. Land use permitting included local subdivision approval, state and federal wetland permitting, and Planning Board approval.



HUTTOPIA WHITE MOUNTAINS ALBANY, NH

Project Manager & Engineer for the design and permitting of Huttoopia's first US "glamping" campground. The work included due diligence of the existing campground that would become the resort to final permitting. Design tasks included sewer infrastructure and subsurface disposal fields; stormwater management facilities; and layout of a community center with pool. Dan represented the project through local, state & federal permitting process.



YOGI BEAR'S JELLYSTONE PARK CAMP RESORT – BARTLETT, NH

Project Manager and Engineer for the design and permitting of the expansion of Jellystone Park. Before expansion work began, Dan performed an assessment of the campground septic and water systems. The expansion included 40 new premium campsites and an amenities area with pool, splash pad, bath house, minigolf, and playground. Additional work included the design of sewer collection and water system improvements at existing sites.

PARTIAL LIST OF RELEVANT PROJECTS

Fresenius Kidney Care, Claremont, NH • Rymes Propane & Oil, Pittsfield NH

Steven Southard, PE

Vice President of Fire Protection



With more than 10 years of experience in fire protection engineering and code consulting, Steve is a Licensed Professional Engineer. Steve started his career in the nuclear industry applying risk-based fire protection regulations at operating nuclear facilities throughout the country. As Vice President of Fire Protection, Steve is responsible for overseeing a team of fire protection engineers with projects ranging throughout New England. Steve takes pride in ensuring his clients receive thoughtfully engineering fire protection systems and solutions that bring a high level of safety to buildings at an affordable cost to ownership. Outside of work, Steve can be found skiing, hiking, or otherwise enjoying the outdoors with his family.

POSITION/ROLE	YEARS AT SFC	YEARS OF EXPERIENCE	EDUCATION	REGISTRATION
Fire Protection Lead	1.5	13	M.S. Fire Protection Engineering, MA #51498 B.S. Mechanical Engineering Worcester Polytechnic Institute	

HIGHLIGHTED PROJECTS



YALE NEW HAVEN HEALTH RGNL OPERATIONS CENTER WEST HAVEN, CT

Steve led the automatic sprinkler system design for the 144,000 SF project while balancing cost and future flexibility. The facility consisted of 35 ft high rack storage of plastic commodities, facilities engineering test and setup spaces, and multiple compounding pharmacies. A 2,000 gpm fire pump supplemented the city water supply to protect the challenging storage arrangement without the need for in-rack sprinklers.



SCHOOL OF MUSEUM OF FINE ARTS BOSTON, MA

Steve led a comprehensive life safety evaluation at the Tufts University's Museum of Fine Arts. He then led a multi-discipline engineering team to prioritize and implement building upgrades for code compliance. Steve developed an alternative compliance strategy to provide the level of requisite level of safety in the atrium without the excessive cost of following the prescriptive requirements of Massachusetts building code.



DARTMOUTH HITCHCOCK MEDICAL CENTER DATA CENTER LEBANON, NH

Steve led the design of fire alarm, sprinkler, and clean agent systems. Due to data integrity and reliability concerns, a high level of fire protection engineering design was required. The designs systems were wet sprinkler, preaction sprinkler, NOVEC-1230 clean agent suppression, VESDA aspirating smoke detection, and high sensitivity spot detection. All systems were designed to both NH state building code and Factory Mutual Global standards.

PARTIAL LIST OF RELEVANT PROJECTS

Golden Brook Elementary School – Windham, NH ▪ Tufts University Cummings School of Veterinary Medicine – North Grafton, MA

FIRM PROFILE

PHILIPPE THIBAUT ARCHITECT



Discover the pinnacle of professional architectural services tailored to your needs.

Philippe Thibault Architect, LLC, founded in 2007, is your destination for exceptional architectural solutions tailored for both commercial and residential projects. With over a decade of experience, we bring innovative design and meticulous attention to detail to every endeavor.

From commercial ventures to residential dreams, we are committed to transforming your vision into reality with creativity and precision.

Our firm specializes in delivering exceptional solutions across various domains, including commercial, multi-family, residential, and additions. Whether you're envisioning a new commercial venture, crafting a multi-family development, designing your dream home, or expanding an existing space, our team is poised to assist you at every stage.

With a focus on innovation, functionality, and aesthetics, we're dedicated to realizing your vision with expertise and excellence.



1056 Essex St, Lawrence, MA 01841



Serrano & Serrano Construction, Inc.



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“Know your client first and then provide them their design” is the driving philosophy at Philippe Thibault Architect. This is not a difficult concept to grasp, but it can be hard to hold.

Our design is an interpretation of the client’s desires, only through a collaborative effort can the project be truly successful.

Philippe Thibault Architect offers tailored residential and multi-family architecture services designed to elevate living spaces and communities. With a decade of experience and a commitment to excellence, our team specializes in crafting innovative designs that harmonize functionality, aesthetics, and sustainability.

In the realm of multi-family architecture, we excel in creating dynamic living environments that promote community engagement and enhance quality of life. From apartment complexes to condominium developments, we approach each project with a focus on maximizing space efficiency, optimizing flow, and creating inviting communal areas.

Our commitment to sustainability extends to our residential and multi-family projects, where we integrate eco-friendly practices and materials to minimize environmental impact and enhance energy efficiency.

Whether you’re dreaming of a custom-designed home or envisioning a vibrant multi-family community, Philippe Thibault Architect is dedicated to turning your vision into reality with expertise, creativity, and attention to detail.

SUMMARY OF SERVICES

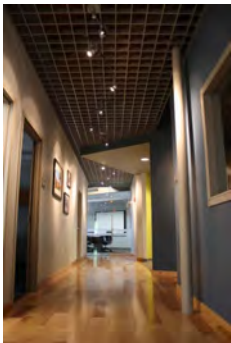
- Experience with Permits and Planning Boards
- Explore Lifestyle vs Investment Build-Outs
- Site Planning/Maximization
- Parking Layouts

SPECIALITIES

- Multi-Residential
- Commercial
- Master Planning
- Additions

CONTACT INFORMATION

Mailing and Physical Address:
Philippe Thibault Architect
1168 Lakeview Ave
Dracut, MA 01826
Telephone Number: 978.455.3072
Email: pt@ptarchitect.com
Website: www.ptarchitect.com



SUFFOLK PLACE

Lowell, MA
36,000 SF



The 36,000 sf Suffolk Place at Market and Suffolk streets in the Acre neighborhood will bring 33 newly constructed condominiums to first-time homebuyers earning at or below 100% area median income.

The Suffolk Place site includes three lots on Market Street and Suffolk Street and contains two buildings that were demolished: one was a long time vacant bar on Suffolk Street and the others were a variety store on the corner of Suffolk and Market, a barber shop and vacant storefront on Market Street.

In addition to the creation of affordable housing, Suffolk Place also includes creation of open space, a sparse asset along Market and Merrimack Streets. The project will also convert the remainder of Suffolk Street into a pocket park and pedestrian walkway along the Western Canal extending the canal-side open space to the walkway between Moody and Merrimack Streets adjacent to the Coalition for a Better Acre's 555 Merrimack Street development.

The mixed- use development will utilize Lowell's MBTA Communities Zoning.

The first floor will house commercial with three floors of residences; 30 one-bedroom residences and 3 two-bedroom residences

The project is estimated at \$17.5M.

7 NEW DRIFTWAY

Scituate, MA
35,000 SF



This new four story multi -residential building features 18 two bedroom and three one-bedroom units.

The building will replace a former outdated, one story brick medical office building.

The new residential building will mimic the character and charm of Scituate. Located on Route 3A, the residence offers quick access to the main highway.

The building is wood construction on structural concrete deck.

The site also offers a below grade parking garage.

The site also offers mature landscaping and pathways for curb appeal and is steps from Scituate's Driftway Multi-Purpose Path which is a 1.5-mile paved bicycle and walking trail.

GREENMONT COMMONS

Dracut, MA
47,000 SF



Located on a 2.45 acre site in Dracut, MA just north of Lowell's Centralville District is the proposed Greenmont Commons.

The multi-family development will feature 28 three-bedroom attached townhouse-style rental units, contained in six separate buildings.

Four buildings contain four units each and two buildings contain six units each.

The units will be an average of 1,850 SF.

Provided parking includes a 72 car lot and a ground floor garage.

Greenmont Commons is also minutes from a Lowell Regional Transit Authority bus stop that has direct access to the MBTA commuter rail in Lowell.

Philippe R. Thibault, AIA, LEED AP BD+C

Architectural Consultant



Philippe has been practicing Architecture for over 33 years. His career provides a wealth of knowledge and experience. Having worked in both a small and medium sized firm in Andover and Cambridge MA, Philippe excels in diverse projects for multi-family housing, retail and office design, hospitality, restaurant, industrial, religious, institutional, and local, state, and federal government. Philippe is very active within his community of Dracut and has volunteered as Chairman of the Planning Board and Master Plan Committee, Member of the Permanent Building Committee, and Councilor to the Northern Middlesex Council of Governments.

POSITION/ROLE	YEARS AT PTA	YEARS OF EXPERIENCE	EDUCATION	REGISTRATION
Architectural Consultant	17	33	B Arch, Architecture Wentworth Institute of Technology	MA # 9622 NCARB #50437

HIGHLIGHTED PROJECTS



SEAGRASS CONDOMINIUMS SALISBURY, MA

Renovation of an eight unit oceanfront apartment complex into a five unit condominium. Project started with deconstruction of old structures and complete remodeling of buildings and building systems. Each unit features a modern kitchen with granite countertops and stainless steel appliances; central air conditioning; FHA heat; gas on demand hot water; cathedral ceilings; loft space storage; and and ocean views.



LAND PORT OF ENTRY HAMLIN, ME

The new Land Port of Entry (LPOE) was for the Department of Homeland Security in Hamlin Maine replaced the former outdated and smaller facility. This building has been designed to aid in the protection of the border crossing between Canada and the United States of America. The building was designed to be thermally efficient by the use of proper cold climate and LEED design principals.



ASSISTED LIVING FACILITY DRACUT, MA

Renovation of a 34,000 sf office building to a 100,000 sf Green Tree senior assisted living facility. Full service facility with dining and activity center for residents. The facility offers one and two bedroom units and memory care wing. Project was valued at \$16M.

PARTIAL LIST OF RELEVANT PROJECTS

Guaranteed Aluminum & Vinyl Building, Lowell, MA ▪ Exterior Building Envelope Renovations, Abington, MA ▪ Exterior Building Envelope Renovations, Brockton, MA ▪ Indoor Dynamic Firing Range, Fort Story, VA ▪ Training Galley Simulator, New London, CT ▪ P&S Corporate Headquarters, North Chelmsford, MA ▪ Submarine Learning Center HQ, New London, CT

FIRM PROFILE

THE SCHOLARLY SIBLINGS



***Cultivating a vibrant community of scholars, artists, and entrepreneurs
who are eager to explore new horizons.***

The Mission of Scholarly Siblings is rooted in the belief that access to educational resources is a fundamental right, particularly for low-income first-generation and immigrant students. These individuals often face barriers that hinder their academic and professional aspirations, including a lack of information about scholarships, fellowships, and other opportunities that can facilitate their educational journeys. By providing comprehensive resources tailored to their unique needs, Scholarly Siblings aims to empower these motivated students to navigate the complexities of higher education and career development.

In addition to informing students about financial aid opportunities, our organization emphasizes financial literacy as a crucial component of personal and academic success. Understanding how to manage finances effectively can significantly reduce stressors associated with higher education costs. Furthermore, we encourage students to engage in creative pursuits by supporting their artistic inclinations. This holistic approach not only fosters academic achievement but also nurtures personal growth and self-expression.

By equipping teens and young adults with the necessary tools and knowledge, we help them define their paths in life—paths that may have previously seemed unattainable due to socioeconomic barriers. Ultimately, the mission of Scholarly Siblings is not just about providing resources; it is about fostering resilience and ambition in a generation poised for change.



To Whom It May Concern,

We, the Scholarly Siblings—Anabel, Daniel, and Daniela Reyes—are writing to express our full support for Serrano & Serrano Construction Inc.'s proposal to build a multi-purpose community center in Lawrence, MA. As lifelong residents of Lawrence and community consultants for Serrano & Serrano Construction, we believe in the profound impact this center will have on the youth and the broader community. Our deep roots in Lawrence and extensive involvement in various youth and community programs have shown us firsthand the importance of having spaces that foster growth, learning, and unity.

Having known the Serrano family for over a decade, we are confident in their commitment to the community and their ability to deliver on this important project. As individuals who have both benefited from and contributed to community-focused initiatives, we know that this proposed youth center will provide much-needed resources and opportunities for Lawrence students, including homework help, academic advising, and access to educational and career opportunities. This project is essential for the long-term growth and prosperity of our city.

Our Story:

As siblings, we have always understood the importance of giving back to our community. Our personal experiences as Lawrence youth have shaped our commitment to this cause:

Anabel Reyes: I emigrated from the Dominican Republic to Lawrence 20 years ago and began my journey as a student at the Guilmette School, where I developed my English skills through ESL courses. I later attended Lawrence High School, where I dedicated myself to community service by teaching water conservation and circuit curriculum at the Esperanza Academy, serving as a Sunday school teacher at the First Spanish Free Methodist Church, and working as a Junior Editor for GLEC's Literacy Magazine to amplify local voices. My academic achievements earned me scholarships to Phillips Academy and Harvard summer programs, where I learned the value of having access to educational resources. Despite challenges, such as the state takeover of the public school system in 2012, I persevered as a student representative and graduated as the valedictorian of my class. These experiences inspired me to give back even more, organizing workshops for parents on educational involvement and creating scholarship opportunities with Let's Get Ready. My journey led me to become a national Posse Scholar and a Coca-Cola Scholar, which allowed me to attend Union College. After college, I continued to serve my community locally and internationally, working with educational and human rights organizations in Brazil, Ethiopia, Mongolia, and Greece. In my day-to-day, I am a public servant at the Department of State working to ensure that the American public's privacy is safeguarded but I continue to mentor students from diverse backgrounds and volunteer my time to create opportunities for others.



Daniela Reyes: My educational journey also began at the Guilmette Elementary & Middle School, where I excelled academically and always sought to push myself further. In sixth grade, I joined the Youth Development Organization (YDO), a non-profit that provides high-quality educational resources to underserved youth in Lawrence. Through YDO, I received mentorship, resources, and opportunities that broadened my horizons, helping me secure a full scholarship to Brooks School for high school. Although Brooks offered opportunities not readily available in Lawrence, I remained committed to my community, working to bring the same level of support and opportunity back home. I was a peer tutor at the Lawrence Boys & Girls Club, taught art classes to students at YDO, and volunteered as a pediatric assistant at the Lawrence General Hospital. I continued working with youth throughout my college career as a QuestBridge Scholar at Williams College. Currently, I am a Fulbright grantee in Ischia, Italy, working as an English Teaching Assistant to underserved high school students. My experiences have taught me the value of youth-focused community centers, and I am passionate about creating spaces where all Lawrence youth can thrive.

Daniel Reyes: Like my sisters, I attended Guilmette Elementary & Middle School, where I developed a love for the arts through school theater performances. My involvement with YDO began in third grade, and it led me to discover my passion for music, particularly classical piano, through their partnership with another Lawrence non-profit, the Performing Project. This passion continued to grow, and I pursued both academics and music at Brooks School, later giving back as the music director for summer theater productions at YDO and the Performing Project. Now a sophomore at Williams College as a Questbridge National Match Scholar, I continue to serve my community by working with local schools and playing piano at Community Bible Church in Williamstown. These experiences have reinforced my belief in the power of community spaces to nurture talent and foster a sense of belonging.

Our Vision:

We believe that the proposed multi-purpose community center by Serrano & Serrano Construction Inc. will be a transformative project for Lawrence. It will provide a safe, supportive environment where youth can receive academic support, mentorship, and access to life-changing opportunities. We are confident that this center will become a hub of growth and development, promoting positive outcomes for the youth of Lawrence and the community as a whole.

In conclusion, we fully endorse Serrano & Serrano Construction Inc.'s proposal for a community center in Lawrence. This initiative aligns perfectly with our values and our vision for a stronger, more vibrant Lawrence. We are proud to support this project and look forward to seeing the positive impact it will have on future generations.

Thank you for considering our letter of support.

Sincerely,

Anabel Reyes, Daniela Reyes, and Daniel Reyes
The Scholarly Siblings
Lawrence, MA



Daniela Reyes

Community Consultant



Privacy Analyst with 7 years of project management and liaison experience in the federal government. Co-founder of the educational consultancy, Scholarly Siblings. Assignments have included working within the Bureau of Consular Affairs (CA), the Office of Overseas Citizen Services, the Office of Children’s Issues (Western Hemisphere, Caribbean Branch), the Washington Passport Agency (CA), and the Privacy Office (Administration Bureau).

POSITION/ROLE	YEARS AT SS	YEARS OF EXPERIENCE	EDUCATION
Community Consultant	2	7	Bachelor of Arts in Psychology and Studio Art Williams College

HIGHLIGHTED EXPERINCE

Youth Development Organization| Lawrence, MA July 2017 - Aug 2024
ART INSTRUCTOR/ YOUTH PROGRAMMING INTERN

Center for Learning in Action| Williamstown, MA Sept 2021 - May 2022
CLASSROOM HELPER

Forest Foundation (FF) Scholar at CultureHouse (CH) Urban Design | Boston, MA June 2022 - Aug 2022
INTERN

Merrimack Valley YMCA| Lawrence, MA June 2021- May 2022
SCHOOLAGE GROUP LEADER

PROFESSIONAL DEVELOPMENT PROGRAMS

Harvard Business School Summer Venture in Management Program June 2024
SCHOLAR

Prague Summer Schools | Prague, Czech Republic July 2024
SCHOLAR

Google BOLD Immersion July 2022 - Aug 2022
PARTICIPANT

COMMUNITY ENGAGEMENT AND LEADERSHIP

Scholarly Siblings 2022 - Present
CO-FOUNDER

Liceo Alessi | Perugia, Italy Jan 2023 - April 2023
ENGLISH TUTOR

Re.Leg.Art| Perugia, Italy Jan 2023 - April 2023
MARKETING PHOTOGRAPHER

Anabel Reyes-Ovalles

Community Consultant



Anabel co-founded Scholarly Siblings, an educational consultancy aimed at enhancing academic success among students. This initiative reflects her commitment to education and empowerment through knowledge dissemination. By integrating her experiences in public service with educational outreach, Reyes exemplifies how professionals can leverage their skills for broader societal impact. Daniela Reyes is a seasoned privacy analyst with an extensive background in project management and liaison roles within the federal government, spanning over seven years.

POSITION/ROLE	YEARS AT SS	YEARS OF EXPERIENCE	EDUCATION
Community Consultant	2	7	Master of Science in Terrorism & Homeland Security American University School of Public Affairs Bachelor of Arts in Political Science & Latin American and Caribbean Studies Union College

HIGHLIGHTED EXPERIENCE

U.S. Department of State (A/GIS/PRV) Washington, DC PROGRAM ANALYST	Jan 2021- Present
U.S. Department of State (CA/PPT/WN) Washington, DC PASSPORT SPECIALIST	Sept 2019- Jan 2021
U.S. Department of State (CA/OCS/CI/WHA) Washington, DC ACTING COUNTRY OFFICER	March 2019— June 2019
U.S. Department of State (CA/OCS/CI/WHA) Washington, DC CASE ASSISTANT	Aug 2018— May 2019

LEADERSHIP AND VOLUNTEER EXPERIENCE

Scholarly Siblings CO-FOUNDER	2022-Present
Global Community College Transfers (GCCT) Mentor Remote MENTOR AND COACH	June 2021- Present
The Women in International Affairs Network Remote/ London, England APPRENTICESHIP	Jan 2021- Present
American Councils for International Education Remote/Washington, DC CRITICAL LANGUAGE SENIOR ALUMNI AMBASSADOR, PORTUGUESE / SCHOLARSHIP EVALUATOR	Jan 2020- Present
Esperanza Fund Remote/Washington, DC SCHOLARSHIP EVALUATOR; CAREER PANELIST	Jan 2019- Present
Posse Scholarship Foundation Remote/Boston, MA RESUME AND WRITING COACH; DYNAMIC ASSESSMENT EVALUATOR	Jan 2018- Present

Daniel Reyes

Community Consultant



Daniel is an exemplary figure in the Lawrence community, emerging as a dedicated advocate for the betterment of local teens and young adults. His commitment to enhancing educational opportunities and personal development for youth has positioned him as a vital resource within the community. In addition to his tutoring efforts, Reyes actively engages in youth development programs that promote life skills essential for success beyond the classroom. He organizes workshops that focus on critical thinking, leadership, and interpersonal skills.

POSITION/ROLE	YEARS AT SS	YEARS OF EXPERIENCE	EDUCATION
Community Consultant	2	4	Brooks School, North Andover Williams College, Williamstown, MA <i>Expected Graduation June 2027</i>

HIGHLIGHTED EXPERINCE

Forest Foundation Summer Internship INTERN	May 2024 - Present
Williams College Children's Center/ Williamstown Elementary Williamstown, MA ASSISTANT TEACHER / TUTOR	Sept 2023 - Present
Harvard Secondary Summer School Program STUDENT	June 2022 - Aug 2022
Notre Dame Summer Scholar Remote SCHOLAR	July 2021 - Aug 2021
ACT Lawrence Lawrence, MA SCHOLAR	July 2020 - Aug 2020
Youth Development Organization Lawrence, MA MATH TEACHER	July 2019 - Aug 2023

SCHOLARSHIPS

Questbridge National College Match Scholar	2023
Hispanic Scholarship Fund Scholar	2023
Elks Scholar	2023
The Experiment International Exchange Alumni Network	2020
Davis Foundation Scholar	2019
A Better Chance Scholar	2018



Sofia Piraino

Community Consultant



Sofia Piraino, an undergraduate student at Dartmouth College, exemplifies a commitment to enhancing the lives of her peers through active engagement and community service. Her leadership journey began in Tempe, Arizona, where she served as Vice President of the Mayor's Youth Advisory Commission. This role provided Sofia with a platform to advocate for youth empowerment and develop programs designed to increase access to vital resources for adolescents. By focusing on the needs of young people, she has demonstrated her dedication to fostering an inclusive environment that encourages personal and professional growth among her peers.

POSITION/ROLE

Community Consultant

YEARS OF EXPERIENCE

2

EDUCATION

Peggy Payne Academy at McClintock High School
Dartmouth College, Hanover, NH
Expected Graduation June 2027

HIGHLIGHTED EXPERINCE

Class of 1964 Policy Research Shop - The Nelson A. Rockefeller Center for Public Policy Hanover, NH POLICY RESEARCHER	Oct 203 - April 2024
United States Senator Maggie Hassan Manchester, NH INTERN	June 2024 - Aug 2024
The Arizona Democratic Party - Mission for Arizona Mesa, AZ INTERN & VOLUNTEER	Aug 2020 - Aug 2022
Southwest Speech and Debate Institute Tempe, AZ LAB LEADER	July 2023

EXTRA CURRICULAR EXPERIENCE

Dartmouth Law Journal Hanover, NH ASSOCIATE EDITOR	Sept 2023 - Present
Dartmouth Prison Justice Initiative Hanover, NH MEMBER	May 2023 - Present
The Dartmouth Newspaper - The D-Brief Podcast Hanover, NH PODCAST MEMBER	April 2023 - Present
Dartmouth Forensic Union Hanover, NH POLICY DEBATER	Aug 2023 - May 2024

AWARDS & RECOGNITION

The Rockefeller Center Judicial Fellow	May 2024
2023 Arizona State Champion - Lincoln-Douglas Debate	Feb 2023
City of Tempe Changemaker of the Year	May 2022



Mr. Octavien Spanner, Secretary/Executive Director
Lawrence Redevelopment Authority
225 Essex Street
Lawrence, MA 01840
lra@cityoflawrence.com

September 13, 2024

Subject: Consultant for the Development of the Teen Center at Serrano & Serrano Construction

Mr. Octavien Spanner and the Selection Committee;

I want to express my full support for the Serrano & Serrano Construction Inc. application and plan to develop a community center for young adults in Lawrence, Massachusetts. As a consultant for Serrano and Serrano Construction, who focuses on ensuring this project is responsive to local needs, I wish to speak about the benefits of a young adult community center for your community. As a young teen, I served as Vice President of Tempe, Arizona's Mayor's Youth Advisory Commission. In this role, I worked to empower youth and have experience developing programs to provide access to crucial resources for this demographic.

The Serrano community center offers significant benefits for young adults by providing a dedicated space for personal growth, social interaction, and skill development. It serves as a hub where young adults can access educational programs, career development workshops, and recreational activities that may otherwise be out of reach or financially inaccessible. Additionally, this center intends to provide child care, further supporting young parents and workers. The center also encourages civic engagement by offering opportunities to participate in community initiatives and leadership activities, empowering young adults to contribute to Lawrence more actively. Through these resources, the Serrano community center plays a pivotal role in supporting young adults as they transition into independent and successful members of society and democracy.

I am especially impressed by the Serrano family's proposal to include and support a version of a youth commission in their community center. Providing a method for direct feedback from youth and ensuring their voices are heard goes a long way to creating a sense of belonging for young people. Many surrounding communities, like Lexington and Northampton, have already supported a youth commission, which shows the possibilities for this program. During my time in the Mayor's Youth Advisory Commission, we sponsored events for young adults to network and meet community leaders, hosted conversations on the budget process, and connected students with local universities for projects.



I believe that this community center will align well with the Lawrence Redevelopment Authority's goal of improving quality of life for residents and promoting both social and economic growth. A community center for young adults would enhance quality of life in Lawrence by providing access to educational, recreational, and career resources, fostering personal development and stronger community ties. By empowering young adults with skills and opportunities, the center would stimulate social cohesion and economic growth, creating a more vibrant and engaged local workforce.

In closing, I want to reiterate my support for Serrano & Serrano Construction's application and plan to develop a community center for young adults in Lawrence. As a consultant for Serrano & Serrano Construction, my job is to ensure that the welfare of the community is at the forefront of the development. Through this youth center, Serrano is delivering on its mission of making an impact. Developers are responsible for considering the community effects of their projects and ensuring the surrounding community's growth and quality of life. This development meets that goal. I am confident in the long-term, unique value of this proposal.

Sincerely,

Sofia Piraino
Dartmouth College
sofia.m.piraino.27@dartmouth.edu
Phone: (480) 487-1271

PROJECT APPROACH & METHODOLOGY

Design Motivation



A vacant lot on one of Lawrence's most popular streets is getting the revival it deserves with 502 Common Street Building and an adjacent community outdoor park space.

The number 502 is a powerful number in numerology; it symbolizes change and transition. This building is more than just a structure; it signifies the neighborhood's commitment to embrace and celebrate its culture, history, art, business and people.

The intention driving the design is building for the future with thoughtful spaces and experiences. Much like the city itself, this building empowers perseverance by bringing life and intention back to the once forgotten about lot.

502 Common Street offers active services for residential and retail needs. Walkability is increased with the on-site daycare and teen center. The rejuvenation of 502 Common Street is now a desired destination.

With living spaces to accommodate single working professionals to active families, 502 Common provides affordable living for a wide range of lifestyles.

Lawrence is in its renaissance with the introduction of striking architecture, thriving small businesses, lively entertainment scene and education and innovation offerings.

502 Common offers its residents and guests an active, lively community instilled with longevity - which echoes the unique identity of the city of Lawrence.

The proposed 502 Common Street meets the proposed aimed initiatives outlined by The Lawrence Redevelopment Authority.

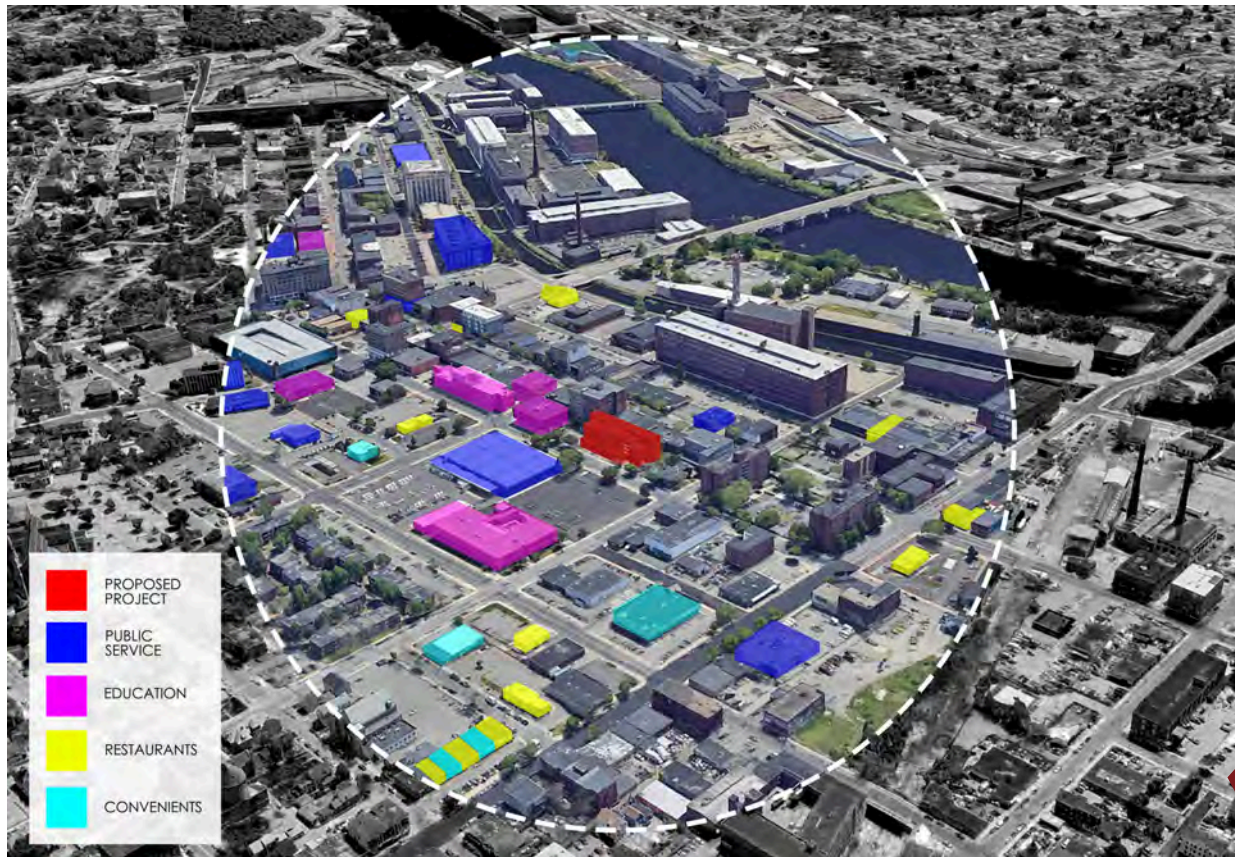
- *Revitalize Downtown*
- *Enhance Urban Environment*
- *Promote Mixed-Use Development*
 - *Increase Housing*
- *Support Economic and Social Goals*

Adhering To The Lawrence TBD Urban Renewal Plan (URP)

Lawrence Urban Renewal Plan

Understanding the importance of the creation of an urban renewal plan under Massachusetts General Laws, Chapter 121B and the regulatory requirements of 760 CMR 12.00, promulgated by the Department of Housing and Community Development (DHCD), 502 Common Street was methodically selected and designed to advance the four key goals:

- **Economic Development** – 502 Common Street will help the neighborhood grow by supporting local infrastructure
- **Job Creation** – Commercial space on first floor and Daycare Center will provide employment opportunities
- **Improved Quality of Life**– The on-site childcare, function space and fitness center; rooftop garden; local employment opportunities; neighboring community college; the building safety; assigned parking; adjacent park all improve quality of life.
- **Fiscal Stability**: The overall redevelopment of the vacant lot will bring revenue to the City of Lawrence/ As seen in the graphic, residents and visitors to 502 Common Street will be visiting local small businesses and /or working at the local businesses within the neighborhood.





Equitable Compact Transit-Oriented Development (ECTOD)

The selection and design of 502 Common Street was made based on meeting the requirements of the Equitable Compact Transit-Oriented Development (ECTOD):



- **Increase Mobility:** The location of 502 Common Street helps residents be more mobile and less reliant on cars.
- **Revitalize Neighborhoods:** 502 Common Street will revitalize the neighborhood and create new economic opportunities for residents with the first floor commercial space.
- **Ensure Equity:** 502 Common Street has more than 10 MBTA bus stops within .3 miles and is 1.1 miles away from the McGovern Transportation Center train Station.
- **Reduce Displacement:** 502 Common Street makes use of vacant lot by offering 33 units to the Lawrence Community. The added childcare and teen center create a community for the residents.
- **Create Affordable Housing:** 502 Common Street offers various unit styles that appeal to many lifestyles.
- **Center Racial Equity:** 502 Common Street offers an attractive design, amenities and features that inspire residents and guests of the building. Being close to Northern Essex Community College, public transportation and retail stores, 502 Common provides the work/life balance to live a fulfilled life.

502 Common Street is aimed to promote an equitable, compact, and ECTOD scheme that will stimulate economic growth, create jobs, and enhance residents' quality of life.

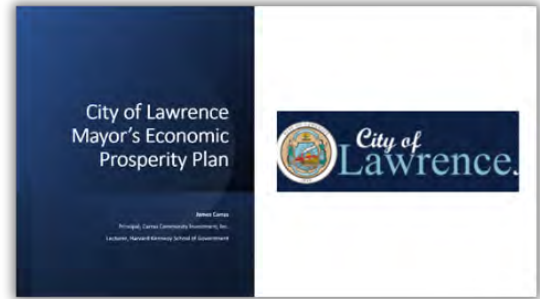


Lawrence Economic Prosperity Plan (LEPP)

Further, the ECTOD supports the City's Lawrence Economic Prosperity Plan (LEPP). The LEPP lists housing and redevelopment as part of its investment playbook.

502 Common Street will help build the vitality of the downtown core through the creation of 502 Common Street with its housing and commercial offerings. This will strengthen the neighborhood and improve connections between and among the City's many economic generators.

As LEPP states, *"Lawrence can master this moment if it boldly focus on the fundamentals that drive prosperity and innovate without restraint or limit."*



Detailed Development Plan

Welcome to 502 Common Street – Lawrence's newest multi-family mixed use destination.

Curb appeal is enhanced by the mix of exterior materials which creates visual interest and a memorable impact on all of those who walk by. Large windows on the first floor show a lively retail community that anchors the building.

Upon entering the expansive, glazed lobby, is appropriately sized for the mix of activities the building will generate. The large mailroom's door is positioned away from the front door for safety and offers ample space for packages.

The Leasing Office – which is seen from the exterior – is by the entrance to welcome interested retail and residential space inquiries.

The east side of the building leads to the on-site daycare offering child care services to building tenants and the surrounding community. The daycare will be open to the public and includes an engaging and stimulating outdoor play area with a synthetic rubber play surface.

In the back center of the building is a rentable function space, primarily for use by the residents. The space can be used for functions, meetings, or even a pop-up art gallery.

The west side of the building houses a Teen Center. The space provides a safe, clean, protected and enriching place for young adults to do homework, socialize, play, and unwind after school.

The lobby elevator will contain access controls and will be programmed with multiple functions. Residents will have access to travel to their floor, the lobby, and the parking level. Visitors to the building will only be able to access the lobby and the parking level; providing a heightened level of security for our residents.

The three residential floors offer a mix of one-, two- and three-bedroom units.; floors two and three have 12 units and the fourth floor have nine units. The units make use of natural sunlight through oversized window units. Several living units have patios which offer indoor/outdoor living opportunities.



Located on the fourth floor is an outdoor rooftop area with raised garden beds and plants that cascade along the roof edge. Also on this floor is a fitness room with an adjacent patio. The patio will include an artificial turf; perfect for private yoga lessons. These two areas increase the value and overall living experience for the residents.

The urban park located near the daycare will further increase the appeal of 502 Common Street. Ornamental trees, custom sculpture, an environmentally conscious rain garden, tiered plantings, and inviting benches will be delicately draped along the natural flow of traffic offering a pleasant pause in pedestrian travels.

Safe and secure public parking is found below grade. Residents and first floor tenants are assigned space numbers and with a designated area for public parking. Cars are not only protected from New England weather; this feature creates a clean look for the building.

Sustainability should no longer be an amenity, but rather standard in design. Sustainability features are found throughout 502 Common Street:

- Rain runoff from roofs will be directed to a rain garden located in the Urban Park and underground storage containment to hydrate the park's vegetation
- Proximity to MBTA bus stations and train station reduces (CO₂) emissions from cars
- The third-floor garden decrease associated air pollution and greenhouse gases
- Install high efficiency (HE) appliances and mechanical systems
- LED Lighting with automatic sensors and controls throughout the building
- Provisions for solar panels on the roof
- High performance exterior envelope (insulation)
- Maximize natural light with oversized windows and oversized glass panes





Proposed Approach To The 502 Common Street Project

See following 11 drawings sheets



Detailed Financial Plan

Pro-Forma Income Statement for Serrano & Serrano Construction Inc.

For the Year Ending December 31, 2025

Revenue	Amount (in \$)
Total Revenue from Contracts (Projected)	\$25,000,000
Change Orders and Additions	\$800,000
Total Revenue	\$5,300,000
Expenses	Amount (in \$)
Cost of Goods Sold (Materials, Labor)	\$3,200,000
Subcontractor Expenses	\$600,000
Equipment and Tool Costs	\$200,000
Total Cost of Revenue	\$4,000,000

| **Gross Profit** | **\$1,300,000** |

Operating Expenses	Amount (in \$)
Salaries and Wages (Administrative)	\$300,000
Rent and Utilities	\$50,000
Marketing and Business Development	\$30,000
Insurance (General Liability, Workers' Comp)	\$40,000
Office Supplies and Other Admin Costs	\$20,000
Total Operating Expenses	\$440,000

| **Operating Income** | **\$860,000** |

Other Income/Expenses	Amount (in \$)
Interest Expenses on Loans	\$50,000
Miscellaneous Income	\$10,000
Net Other Expenses	\$40,000

| **Net Income Before Taxes** | **\$820,000** |

| **Taxes (25%)** | **\$205,000** |

| **Net Income** | **\$615,000** |



Implementation Plan

This document outlines the 10-month project implementation timeline for the design build at 422-502 Common Street. This document explains the process for designing the project. Construction begins after this phase has been completed. This is NOT a construction plan.

Phase 1: Project Initiation (Duration 2 Months)

- Design Build: Kick-off Meeting:
 - Initial Serrano & Serrano Construction meeting to define objectives, project scope, and key roles.
 - Deliverables: project scope, and define objectives.

Phase 2: Schematic Design (Duration 2 Months)

- Design and Financial Meeting:
 - Review design and approval of documents by RWH
 - Deliverables: Feasibility Study, Design Documents.

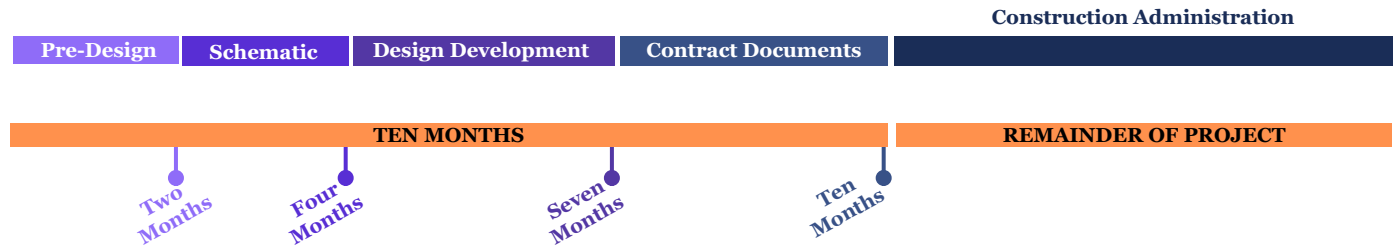
Phase 3: Design Development (Duration 3 Months)

- Procurement and MEPs:
 - Selection of mechanical, electrical, structural, civil, and fire protection engineers.
 - Deliverables: Procurement of engineers and their signed contracts.

Phase 4: Contract Documents (Duration 3 Months)

- Procurement of Subcontractors:
 - RWH will issue construction documents to Serrano’s for subcontractors bidding.
 - Select contractors, secure resources, finalize procurement.
 - Deliverables: Signed Contracts Procurement Documentation, Resource Allocation Plan.
 - For a construction schedule with all phases, please refer to the document titled “construction plan.”

Design Phase Timeline





Construction Plan

Phase 1: Pre-Construction (1-2 Months)

Objective: Complete all necessary preparations before starting construction.

- Finalize RWH architectural designs and blueprints.
- Secure all required permits and approvals.
- Develop a detailed budget and project schedule.
- Confirm subcontractor agreements and material procurement strategies.
- Conduct a site survey and prepare for mobilization.

Phase 3: Structural Construction (5-9 Months)

Objective: Build the main structure and exterior.

- Erect steel or wooden framework.
- Install the roof, exterior walls, and windows.
 - Begin installation of plumbing, HVAC, and electrical systems.
- Install fire protection systems and sprinklers.

Results:

- Structural framing completed.
- Building weatherproofed.

Phase 5: Finishing Work (13-16 Months)

Objective: Complete interior and exterior finishing touches.

- Finish carpentry, painting, and other interior details.
- Finalize installation of fixtures and systems (lighting, plumbing).
- Complete landscaping and external work.
 - Conduct inspections and address any outstanding issues.

Results:

- Interior and exterior finishes are complete.
- Major systems (plumbing, electrical, HVAC) fully operational.

Phase 2: Site Preparation and Foundation Work (2-4 Months)

Objective: Ready the site and establish the building's foundation.

- Demolish any existing structures (concrete).
 - Perform grading and excavation for subterranean parking.
- Install temporary utilities (sewer, water, electrical).
- Pour in the concrete foundation.

Phase 4: Internal System Installation (10-12 Months)

Objective: Install essential internal systems and infrastructure.

- Install drywall and begin internal framing.
- Complete rough-in work for plumbing, electrical, and HVAC.
- Install insulation and soundproofing.
- Start work on flooring, tiles, and ceilings.

Results:

- Internal system rough-ins completed.
- Drywall and flooring installed.

Phase 6: Final Inspections and Handover (17-18 Months)

Objective: Conduct final inspections and transfer the project to the client.

- Perform walkthroughs with the client and inspectors.
- Test all major systems (plumbing, electrical, HVAC, fire protection).
- Correct any deficiencies identified during inspections.
- Final cleaning and preparation for opening ceremony.

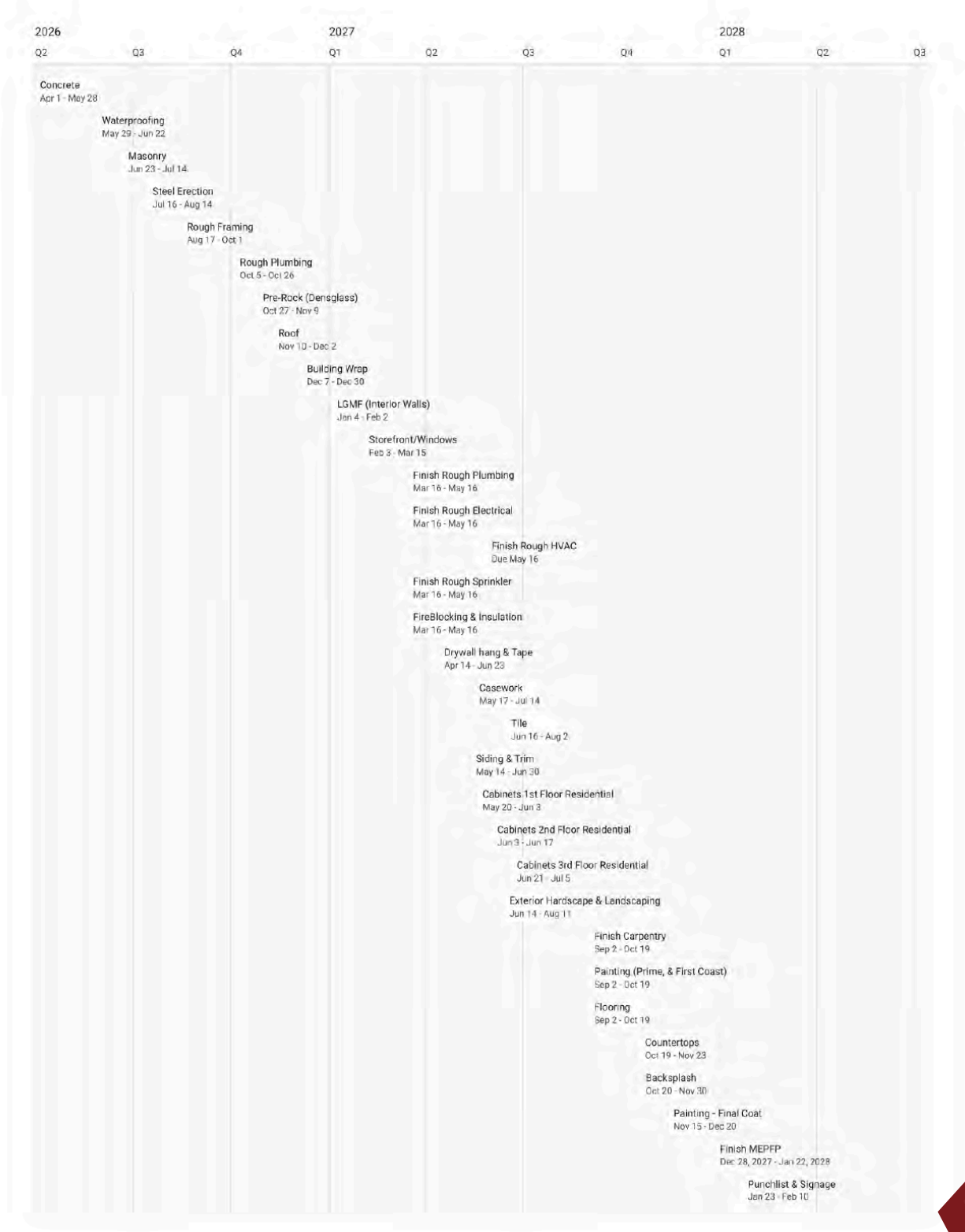
Results:

- All inspections passed.
- Project officially opened and now operational.



Timeline

Construction





Sustainable And Resilient Development

The proposed 502 Common Street not only services an immediate redevelopment needs, but is adaptable for future use. 502 Common Street will be sustainable and resilient by having the innate characteristic that is flexible and can be optimized for future and different uses. This promotes economic, social and environmental health of the community.

The first-floor commercial space can serve a wide range of commercial tenants. With flexible floor plans, tenants can be modified based on the needs and trends of the current neighborhood environment.

The residential floors can easily be converted into hotel rooms or extended stay unit.

Additionally, if Northern Essex Community College expands its campus and offerings, 502 Common Street makes an ideal dormitory for students.

Conversely, the units can transition into office space if the area now has an urgency for corporate space.

The thoughtful design and intention today will prevent the vacancy and underuse of tomorrow.

City Incentives

Serrano & Serrano Construction would be honored to be part of Lawrence's newest legacy, 502 Common Street.

The team purposes the following financial incentives and assistance:

- The Lawrence Tax Incentive
- The Commonwealth of Massachusetts Tax Incentive
- The Commonwealth of Massachusetts Opportunity Zones

Community Benefits

The intent of 502 Common Street is to ensure that the City of Lawrence continues to grow in a sustainable, equitable, healthy, and inclusive manner, and capture vital public community benefits that are responsive to neighborhood needs.

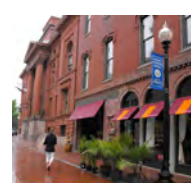
- **Economic:** 502 Common Street will help create jobs, revitalize the business climate, and increase property values.
- **Environmental:** 502 Common Street can help reduce land disturbance, tree clearing, and the need for new resources to manufacture materials. They can also provide water quality treatment and flood control.
- **Quality of Life:** 502 Commons Street will improve the quality of life for residents by allowing them to live closer to work and reduce commuting time along with being close to stores, services, recreation and entertainment. Even more, increased activity in the area can also help reduce crime.
- **Community Pride:** By repurposing the vacant lot, it will generate activity and community pride.
- **Multigenerational Social Cohesion:** 502 Common Street will produce multigenerational social cohesion.



1056 Essex St, Lawrence, MA 01841



Serrano & Serrano Construction, Inc.



978.771.0392

FINANCIAL CAPABILITY



September 9, 2024

Re: Serrano & Serrano Construction, Inc.

To Whom It May Concern:

We, at LCW CPAs, have been providing accounting and tax preparation services for Serrano & Serrano Construction Inc located at 1056 Essex St, Lawrence, MA 01841, and Alexandra & Alvino Serrano since January 1, 2012.

Please call us at 978-689-8822 if you need any further information.

Regards,



Mark J. Alaimo
LCW CPA's

CPA License #26161

303 Canal Street, Suite 200
Lawrence, MA 01840

lcwcpas.com



FINANCIAL CAPABILITY



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,

It is with great pleasure that I write this reference for Serrano and Serrano Construction Inc.

Our relationship with Serrano and Serrano Construction Inc. began in 2020, when they were entrusted with constructing our branch at 215 Canal Street, along with the entire building in which the branch is located. This project was instrumental in establishing our bank's presence in the city and laid the groundwork for our ongoing collaboration.

Currently, Serrano and Serrano Construction Inc. is the general contractor for a mixed-use development at 115 Essex Street, a project financed by Reading Co-Operative Bank. This development, nearing completion, includes 24 residential units and a distinctive first-floor commercial space—a food hall that represents a new and exciting addition to the city's landscape.

Over the course of our partnership, Serrano and Serrano Construction Inc. has consistently demonstrated excellent business judgment and a high level of professionalism. They have also fostered strong connections with key stakeholders in the area, including legal, financial, and construction professionals, all of whom have contributed significantly to the success of our projects.

Additionally, Serrano and Serrano Construction Inc. is actively engaged in other projects with us, including the renovation of one of our locations in Lynn. Their commitment to the growth and development of the local community aligns perfectly with our values as a community bank.

Sincerely,

Jose Cruz
Senior Vice President
Commercial Team Leader

180 Haven Street, Reading, MA 01867 | tel 781.942.5000 | fax 781.942.4860 | readingcoop.com





LEGAL & COMPLIANCE INFORMATION



ISO 9001:2015
LEED Certification
OSHA Certification
Disadvantaged Business Enterprise (DBE)
Minority Business Enterprise (MBE)
Women-Owned Businesses (WBE)
DCAMM Certification
Cage Code: 5V0G9

Alexandra Serrano, President
MA Licensed Contractor# 183502
OSHA 30 Hour
Certificate US Army Corps of Engineers,
Construction Quality Control Management

Alvino Serrano, Lead Project Manager
MA Licensed Contractor# 174193
OSHA 30
Lead Manufacturing
First Aid Respondent
Asbestos Operations & Maintenance

Robert Rennie, Superintendent – Quality Control Manager
Construction Quality Control Management for Contractors. US Army Corps of Engineer
OSHA 30 Hour
2009 NAVFAC Hazard Awareness, training 40 hrs.
Environmental Compliance Assessment Training System
Electrical Safety EM 385-1-1 NFPA 70E
Hazard Communication Training
Aerial Scissor Lift Safety and Awareness Training
Drug Recognitions & Workplace Safety
Massachusetts Unrestricted Builder's License# CS-077621



Robert W. Hannon, AIA, Design Lead, Architect of Record
MA Licensed Architect # 20738
American Institute of Architects #30177974
National Council of Architectural Registration Boards #87204
MSBA Certification / School Project Designers & Owner's Project Managers



LEGAL & COMPLIANCE INFORMATION



Daniel M. Flores, PE, Vice President of Civil Engineering

MA Licensed Professional Engineer #56928
Stormwater Management Certification, UNH

Steven Southard, PE, Vice President of Fire Protection

MA Licensed Professional Fire Protection Engineer #51498
National Fire Protection Association, Member
Society of Fire Protection Engineers, Professional Member



Philippe R. Thibault, AIA, LEED AP BD+C

MA Licensed Architect # 9622
LEED AP BD+C Credential #10293998-AP-BD+C
American Institute of Architects #30089557
National Council of Architectural Registration Boards #50437



DISCLOSURE OF ANY LEGAL OR REGULATORY ISSUES

There are no current or pending legal and/or regulatory issues against/for:

Serrano & Serrano Construction, Inc.

RWH Architect, PLLC

SFC Engineering Partnership, Inc.

Philippe Thibault Architect

REFERENCES



Roland Hartz
Manager, Contracts
66 ABG/CEOES
120 Grenier St. Bldg 1810
Hanscom AFB, MA. 01731



September 13, 2024

Mr. Octavien Spanner, Secretary/Executive Director
Lawrence Redevelopment Authority
225 Essex Street
Lawrence, MA 01840
ira@cityoflawrence.com

RE: Serrano & Serrano Construction Inc. - 422-502 Common Street Lawrence

Mr. Octavien Spanner:

I am pleased to offer my full recommendation for Serrano & Serrano Construction Inc. as a trusted contractor and developer, both within the federal sector and across New England. And with this recommendation, I hope to simply add to the many reasons why Serrano & Serrano Construction Inc. should be given lot 422-502 Common Street in Lawrence, Massachusetts.

In 2016, Serrano & Serrano Construction was awarded its first project at Hanscom Air Force Base, which marked the beginning of my professional relationship with Alexandra Serrano. My role requires me to uphold the Department of Defense's highest standards, so my expectations are always rigorous, and I'm not easily impressed—especially with new contractors. But, Serrano's is not any conventional contractor. They quickly established their reputation here at Hanscom with a remarkable project outcome and a seamless process that continues to this day.

It has been gratifying to watch Serrano & Serrano evolve from a small company into a multi-faceted general contractor, building an exceptional reputation along the way. They have become a benchmark for excellence and a formidable competitor on base.

Every success Serrano's has achieved has been earned through their own determination and hard work. Alex and Al take great pride in their team, their craft, and their mission, and this is reflected in the quality of their work. They are outstanding and honorable leaders who remain actively involved in every project.



As someone who has witnessed the caliber of Serrano's work firsthand, I am confident in urging you, Mr. Spanner, and the committee to award this project to Serrano & Serrano Construction Inc. Choosing them will not only serve the best interests of the City of Lawrence but also bring a fresh perspective from visionary contractors who are deeply committed to the community. Just as they have done at Hanscom, Serrano's will undoubtedly leave a lasting and positive impact, and I know Lawrence will benefit from their continued success.

With utmost confidence, I, Roland Hartz, submit this letter in support of Serrano & Serrano Construction as the perfect choice for your city's future.

If you have any questions, please don't hesitate to reach out.

Sincerely,

**HARTZ.ROL
AND.LEE.13
87083711** Digitally signed by
HARTZ.ROLAND.LEE.
1387083711
Date: 2024.09.09
11:30:52 -04'00'

Roland Hartz
Manager, Contracts
66 ABG/CEOES
120 Grenier St. Bldg 1810
Hanscom AFB, MA. 01731
roland.hartz.1@us.af.mil



REFERENCES



TRINITY MANAGEMENT

September 13, 2024

Mr. Octavien Spanner, Secretary/Executive Director
Lawrence Redevelopment Authority
225 Essex Street
Lawrence, MA 01840
E. Ira@cityoflawrence.com

Subject: Serrano & Serrano's Construction Inc. - Reference

Mr. Octavien Spanner and Members of the Selection Committee;

I, Nancy Weinstein, am pleased to recommend Serrano & Serrano Construction Inc. as a trusted builder and developer in the Commonwealth of Massachusetts. With this letter, I aim to highlight the benefits the City of Lawrence will gain by granting Serrano & Serrano Construction Inc. the property they are seeking.

Six years ago, as Director of Operations for Trinity Management, I was in search of a reliable, resilient, and determined construction company. This search led me to Alexandra, President of Serrano & Serrano Construction. And in this meeting, Alexandra's words left a lasting impact: "I just need one chance to show you how Serrano's delivers excellence." Ever since, Serrano's has consistently lived up to that promise.

Their work at Trinity has made an enduring impact, not just as builders but as highly professional partners—something that is not often found at their scale. Despite their growth both at Trinity and across the Commonwealth of Massachusetts, one thing remains unwavering: their commitment to their mission.





TRINITY MANAGEMENT

Alexandra and Al are the driving force behind their company, and their passion is evident in the quality of their work. By granting Serrano's the opportunity to take on this project, as I did six years ago, you are opening the door to a future of outstanding results that will impress all who witness their efforts.

I have no doubt that Serrano & Serrano Construction Inc. is an exceptional developer and builder. From my firsthand experience, I can personally vouch for their achievements here in Boston, and I am confident that Serrano's has earned its well-deserved reputation in the City of Lawrence.

With the utmost confidence, I highly recommend Serrano & Serrano Construction Inc. to you, Mr. Octavien Spinner, and the esteemed members of the Selection Committee.

Warm regards,

A handwritten signature in black ink, appearing to read 'Nancy Weinstein'.

Nancy Weinstein

Director of Operations, Trinity Management

nweinstein@trinitymanagementcompany.com

50 Centre St • Brockton, MA 02301 • Telephone (508)434-4072 TDD Telephone (800) 545-1833 ext. 945



REFERENCES



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

To All It May Concern,

I am pleased to write this letter of recommendation for Serrano and Serrano Construction, Inc. I was fortunate to meet Alvino Serrano over 20 years ago when I made the fantastic decision to hire him to work for me at 3M Touch Systems. From the outset, Alvino demonstrated remarkable potential, quickly establishing himself as my go-to supervisor on the production line. His exceptional work ethic and meticulous attention to detail made him an invaluable asset to our team.

When I left 3M to pursue my own ventures, I was confident that our paths would intersect again. True to my expectations, Alvino and his wife Alexandra eventually embarked on their own business journey and founded Serrano and Serrano Construction, Inc. Their venture has flourished, a testament to their dedication, exceptional craftsmanship, and their ability to deliver projects on time and within budget.

I have personally experienced their outstanding work on several occasions. Serrano and Serrano Construction, Inc. managed several construction projects at my former home in Andover, MA. More notably, when my wife and I decided to build a custom home from the ground up in 2017, Serrano and Serrano were integral to the development planning and build out. The quality of their workmanship was exemplary and my wife and I continue to receive compliments to this day on the home's design and finish work, all of which were meticulously overseen by Serrano and Serrano.

When Al and Alexandra spoke to me about their desire to become developers in the City of Lawrence I couldn't imagine two people more suited to make a difference. Al and Alexandra have deep roots in Lawrence, having lived there for many years. Their profound understanding of the city's neighborhoods and their commitment to the community make them exceptionally well-suited to oversee revitalization projects in the area. Their local knowledge, coupled with their proven track record of excellence in construction, positions them as ideal candidates for any such endeavors.

I wholeheartedly recommend Serrano and Serrano Construction, Inc. for any construction or renovation projects. Their professionalism, personal integrity, skill, and dedication ensure outstanding results and satisfaction for their clients. They have earned my trust both personally and professionally and much like what I experienced years ago when we first met, I am certain partnering with Alvino and Alexandra would be a tremendous asset to the City of Lawrence.

Sincerely,



Keith Corcoran
Licensed Realtor MA, NH
(978) 809-8497



REFERENCES



September 13, 2024

Mr. Octavien Spanner, Secretary/Executive Director
Lawrence Redevelopment Authority
225 Essex Street
Lawrence, MA 01840
ira@cityoflawrence.com

RE: 422-502 Common Street Lawrence ; Serrano & Serrano Construction Inc.

The Selection Committee and Mr. Octavien Spanner,

On behalf of my brother, Juan Yopez, and myself, I am honored to provide my highest recommendation to Serrano & Serrano Construction Inc. as a general contractor and developer for the City of Lawrence. We sincerely hope the city grants them this opportunity, as their outstanding work has proven them to be a trusted partner and an asset to the community.

Before constructing our property at 215 Canal Street, I had the privilege of forming a personal connection with Alex and Alvino, the owners of Serrano & Serrano. As fellow Ecuadorians living in New England, we bonded over our shared commitment to giving back to our roots, particularly through supporting underprivileged youth in Ecuador. This experience deepened our friendship and built a foundation of trust, which has been mirrored in their approach to their professional work—marked by compassion, responsibility, and a drive to make a lasting impact.

When Juan and I began our project at 215 Canal Street, we knew selecting the right team was key to its success. We needed professionals who not only possessed extensive construction knowledge but also aligned with our values of trust, transparency, and respect. Having worked with Alex and Alvino on previous projects, including One Union Street and 12 Methuen Street, we were confident in their

REFERENCES

high standards of quality, timely delivery, and attention to detail. Entrusting them with such an important undertaking was an easy decision.

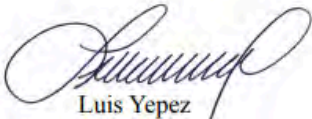
Throughout the project, Serrano & Serrano exceeded our expectations, managing every aspect with professionalism and care. From project management to craftsmanship, their team demonstrated a deep understanding of construction and an unwavering commitment to excellence.

What truly sets them apart, however, is their dedication to client satisfaction and relationship-building. They were always available to address concerns, and their open communication ensured we were aligned at every step. Their willingness to go above and beyond made them invaluable partners.

Today, 215 Canal Street stands as a testament to the skills and work ethic of Serrano & Serrano Construction Inc. Mr. Spanner and members of the Selection Committee, we believe Serrano & Serrano's contribution to the City of Lawrence would be transformative. Their work is only a glimpse of their potential, and we are confident they will continue to drive growth and enrich the community. Serrano & Serrano's dedication to quality, community, and client satisfaction makes them the ideal partner for shaping the future of Lawrence.

If you have any questions, please don't hesitate to contact me.

Best regards,



Luis Yopez

Chief Operating Officer; Mainstream Global

luis.yopez@mainstream-global.com

REFERENCES



Mr. Octavien Spanner, Secretary/Executive Director
Lawrence Redevelopment Authority
225 Essex Street
Lawrence, MA 01840
lra@cityoflawrence.com

September 13, 2024

RE: Recommendation for Serrano and Serrano Construction

Mr. Octavien Spanner and the Selection Committee;

It is with the utmost confidence and enthusiasm that I endorse Serrano & Serrano Construction Inc. as an ideal choice for a builder and developer for the City of Lawrence. Their well-established reputation as a trusted and respected contractor speaks for itself, but I would like to take this opportunity to further explain why Serrano & Serrano is uniquely positioned to lead this development and continue to serve as a vital asset to our community.

Over the last decade, I had worked with Alex and Al Serrano on some occasional office renovations for some of the Lawrence properties owned by Luis and Juan Yopez. But in 2020, we embarked on the design of a brand new, mixed-use building at 215 Canal Street and invited Serrano and Serrano to bid on the construction portion. At that time, this was considered to be a larger scale project than they had been used to, given the complexity and size of the project. However, Luis and Juan recognized what is often most important in selecting a contractor—potential and integrity. They saw in Serrano & Serrano a contractor with the technical skill, work ethic, and, most importantly, the trustworthiness needed to execute such a significant project.

As you well know, there is a special kind of satisfaction that comes from giving opportunities to rising talent—those who, with the right support and guidance, have the potential to excel beyond expectations. And so began Serrano & Serrano's journey with the Canal Street project. What started as an ambitious undertaking soon became a testament to their ability to deliver exceptional results under challenging conditions.

Serrano & Serrano undertook our project with precision and unwavering commitment. Their ability to quickly adapt to the intricacies of a multi-use development, manage complex timelines, and maintain a focus on quality craftsmanship was truly impressive. Over the course of the project, they not only met but exceeded our expectations and we are all so proud of the results.

But what truly sets Serrano & Serrano apart goes beyond their technical capabilities. Their dedication to building strong relationships with their clients, partners, and the Lawrence community is unparalleled. They understand the importance of community engagement and take pride in contributing to the growth and prosperity of the city. As a minority and women-owned business, Serrano & Serrano brings diversity and a fresh perspective to the construction



industry—qualities that align with the values of inclusion and progress that we truly value in Lawrence.

The successful completion of 215 Canal Street marked a turning point for Serrano & Serrano, solidifying their reputation as a premier contractor capable of handling large-scale projects with precision and care. And it is due to their excellence that I proudly recommended Serrano and Serrano to my friend, Mr. Johan Lopez, for his latest development at 115-125 Essex Street.

Given their proven track record, their deep roots in the community, and their commitment to hard work and precision, I have no doubt that Serrano & Serrano Construction would be an excellent choice to lead the development of this city-owned lot and I would highly recommend them for this development opportunity.

Sincerely,



Gary Sidell
President



REFERENCES



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,

It is with great pleasure that I write this reference for Serrano and Serrano Construction Inc.

Our relationship with Serrano and Serrano Construction Inc. began in 2020, when they were entrusted with constructing our branch at 215 Canal Street, along with the entire building in which the branch is located. This project was instrumental in establishing our bank's presence in the city and laid the groundwork for our ongoing collaboration.

Currently, Serrano and Serrano Construction Inc. is the general contractor for a mixed-use development at 115 Essex Street, a project financed by Reading Co-Operative Bank. This development, nearing completion, includes 24 residential units and a distinctive first-floor commercial space—a food hall that represents a new and exciting addition to the city's landscape.

Over the course of our partnership, Serrano and Serrano Construction Inc. has consistently demonstrated excellent business judgment and a high level of professionalism. They have also fostered strong connections with key stakeholders in the area, including legal, financial, and construction professionals, all of whom have contributed significantly to the success of our projects.

Additionally, Serrano and Serrano Construction Inc. is actively engaged in other projects with us, including the renovation of one of our locations in Lynn. Their commitment to the growth and development of the local community aligns perfectly with our values as a community bank.

Sincerely,

Jose Cruz
Senior Vice President
Commercial Team Leader

REFERENCES



9-10-23

Letter of Reference: RWH Architects

From: Jason Settineri

To whom may be considering RWH Architects as their design and quality control firm:

Over the last twenty years I have been fortunate to operate four businesses in two different industries. The resonating similarity in business has been and will always be people. Specifically the desire for people to not only excel, but take pride in how they excelled.

Rob's passion and choice to excel is a direct result of the pride he takes in his work. Working with RWH Architects on projects in both MA and NH, from conceptual design to project close outs, his firm's attention to detail and quality control throughout the project is omnipresent.

I have worked with hundreds of architects/designers and performed projects in our great country from MI to MO to ME and SC. The majority of the architectural firms and design consultants we work with were taught to understand the critical relationship between input and output on a two and three dimensional scale. Seldom can they visualize the reality of components translating from two to three dimensions.

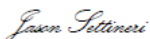
RWH Architects, and specifically Rob Hannon can. I feel his 'in field' construction background should be a prerequisite of any design professional. Having a design consultant understand 'what' the project should represent is key. Having RWH Architects understand all pieces and how they ARE installed by human hand is paramount and is their business.

Why and how do I know? Thousands of projects from new construction to boring interior fitouts. Then, most recently I had the pleasure to work RWH to participate in design and build of a performance arts pavilion in Salem NH. A COMPLETELY custom fabricated project. No rectangular box to be confined to, no industry suggested layout for boilerplate details. The project is visually beautiful, however the time and thought process of how stuff works was a blessing to have RWH as everything worked. Rob's 'from scratch' design and support throughout always provided a common sense, team oriented solution.

I am happy to share more information on why you need to work with RWH Architects and if it has been a while since you have experienced what pride looks and feels like, call Rob.

Sincerely

Jason Settineri



REFERENCES



General Contractors - Construction Managers - Design Builders

Charters Brothers Construction, LLC
27 Main Street
Danville, NH 03079

6-13-22

RECOMMENDATION FOR ROBERT WILLIAM HANNON ARCHITECT

I am extremely pleased to recommend Robert William Hannon Architect "RWH" for any project that you may have. We have had the pleasure of working with Robert and his team on both the Hype Agency in Salem, NH and Enterprise Bank's newest branch in Londonderry, NH. Each of these projects had very successful outcomes and I would welcome the opportunity to team with RWH again.

Our firm is fortunate to have built numerous Enterprise Bank branches over the years, working with a multitude of design firms along the way. After working with RWH on the Enterprise Bank in Londonderry it is obvious that their design work is among the best that we have seen to date.

As a Construction Manager we often see incomplete design documents, a trend that seems to be getting worse. This is not the case with RWH. RWH and their team produced an extremely thorough well thought out, detailed set of design documents which afforded our firm the opportunity to provide a complete and competitive proposal for the Owner with minimal changes. Their thorough design allowed us to construct the project on schedule and on budget, high priorities for our firm.

Rob and his team are great to work with and it is refreshing. They were always available to answer questions. They provided timely review of submittals and RFI's which was key to maintaining our project schedule. Their design provided the construction details needed to execute the work and produce a final product that met RWH and the Owner's vision. They were open to discussing alternate constructability methods, provided constructive feedback and it was clear that they listened.

I sincerely hope that you choose to work with Robert William Hannon Architect, I do not think you will be disappointed.

Sincerely,



Bradford W. Charters, Principal
Charters Brothers Construction, LLC

27 Main Street | Danville, NH 03819 | Tel: 603-382-0279 Fax: 603-262-1062
www.ChartersBrothers.com

REFERENCES



Karl Dubay, Owner - The Dubay Group, Inc.
603.247.8766 | karl@thedubaygroup.com

Jocelyn Maroun, Owner - Sevmar Mediterranean Bistro
978.609.6090 | jocelyn@sevmarbistro.com

Adam Charters, Principal - Charters Brothers Construction
603.369.4796 | acharters@chartersbrothers.com

Mike Provost, Director of Construction - Kimball Farm
603.858.5948

Jason Settineri, Owner - Build-It Construction
603.974.1798 | jason@builditinc.com

James Tomacchio, Owner - Par28
978.361.7931 | jim@par28.com

Wayne Pilla, Owner - Ski Haus - NOTB Snowboards - Patio Place
wayne@skihaus.com | 603.401.9083

REFERENCES



Eric Brooks, Principal Owner & CEO - Brooks Properties
603.894.1104 | ebrooks@brooksproperties.com

Darren Hamilton, Owner - Inside Out Painting and Remodeling, LLC
(Commercial Change of Use to Residential Project – Nashua, NH)
781.844.3432 | darren@insideoutpaintandremodel.com

Point of Contact: Jonathan Escarza, CFO - FRONTIER Companies
(Fresenius Kidney Care – Claremont, NH)
305.692.9992 | jescarza@frontiercompanies.com

Mark Samsel, Windham, NH Board of Selectmen - Windham Beautification Project
603.965.1201 | mark.samsel@lincolnfinancial.com

Windham, NH
Diane Lemenager, Owner - Wee Care Learning Center
603.824.9691 | weecarewindham@gmail.com

Brooke Farr, Director - Canobie Lake Park
603.893.3506

Frank Fraitzl, Chief of Operations - Litchfield Fire Station
603.487.2500 | f.fraitzl@newbostonnh.gov

Kirk Beattie, City Manager - Laconia, NH (Laconia Fire Station)
603.527.1270 | citymanager@laconianh.gov



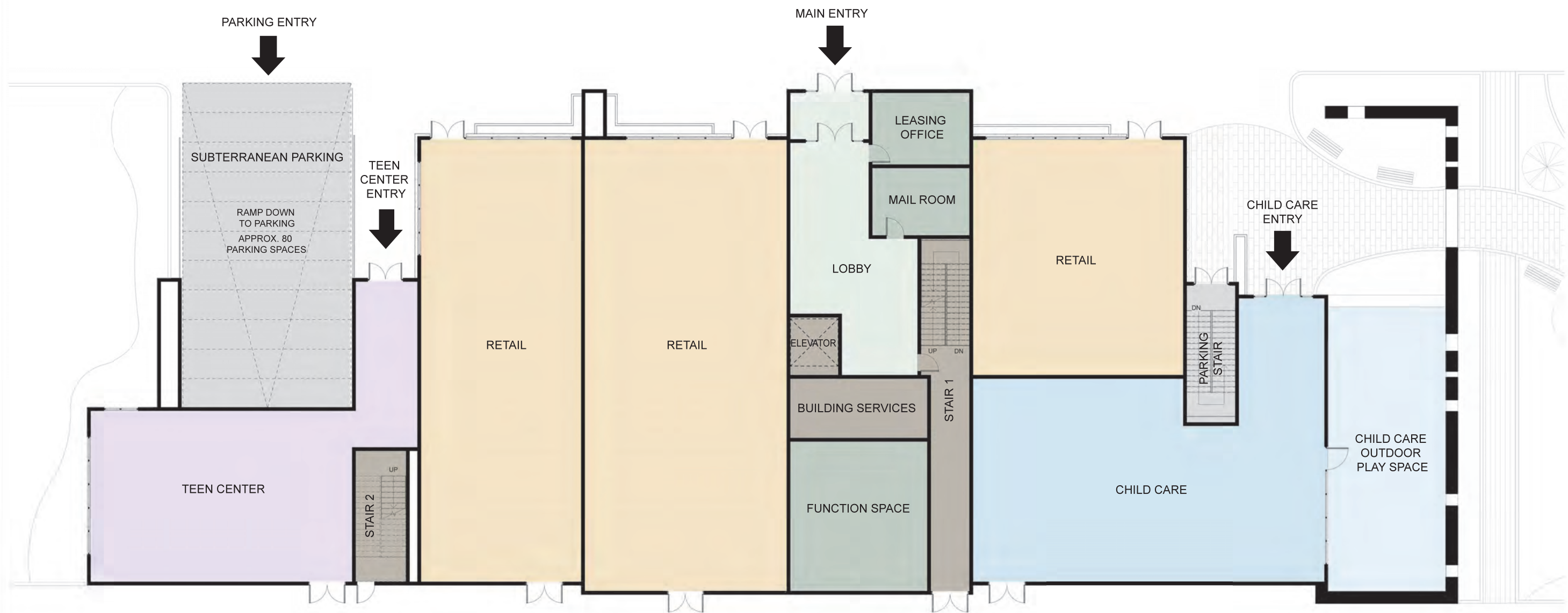
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William Harvey, Owner - William Harvey Law
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Peter Hingorani, President - Trust Construction Corp.
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Michael Costa, Asset Manager - RAVentures, LLC
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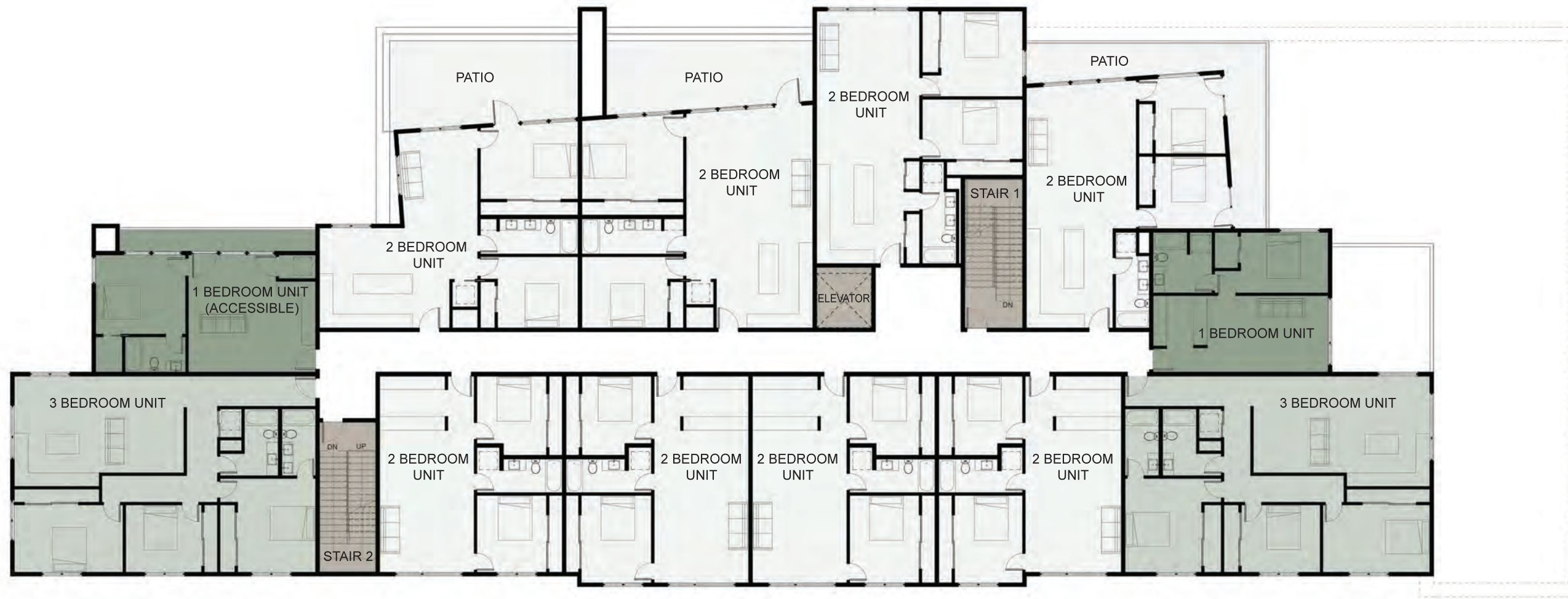
SQUARE FOOTAGE	
GROUND FLOOR:	13,325 GROSS SF
SECOND FLOOR:	14,310 GROSS SF
THIRD FLOOR:	13,300 GROSS SF
FOURTH FLOOR:	13,452 GROSS SF

502 COMMON STREET
LAWRENCE, MA

GROUND FLOOR PLAN
09/12/2024
1/8" = 1'-0"



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SQUARE FOOTAGE	
GROUND FLOOR:	13,325 GROSS SF
SECOND FLOOR:	14,310 GROSS SF
THIRD FLOOR:	13,300 GROSS SF
FOURTH FLOOR:	13,452 GROSS SF

502 COMMON STREET
LAWRENCE, MA

SECOND & THIRD LEVEL FLOOR PLAN

09/12/2024

1/8" = 1'-0"



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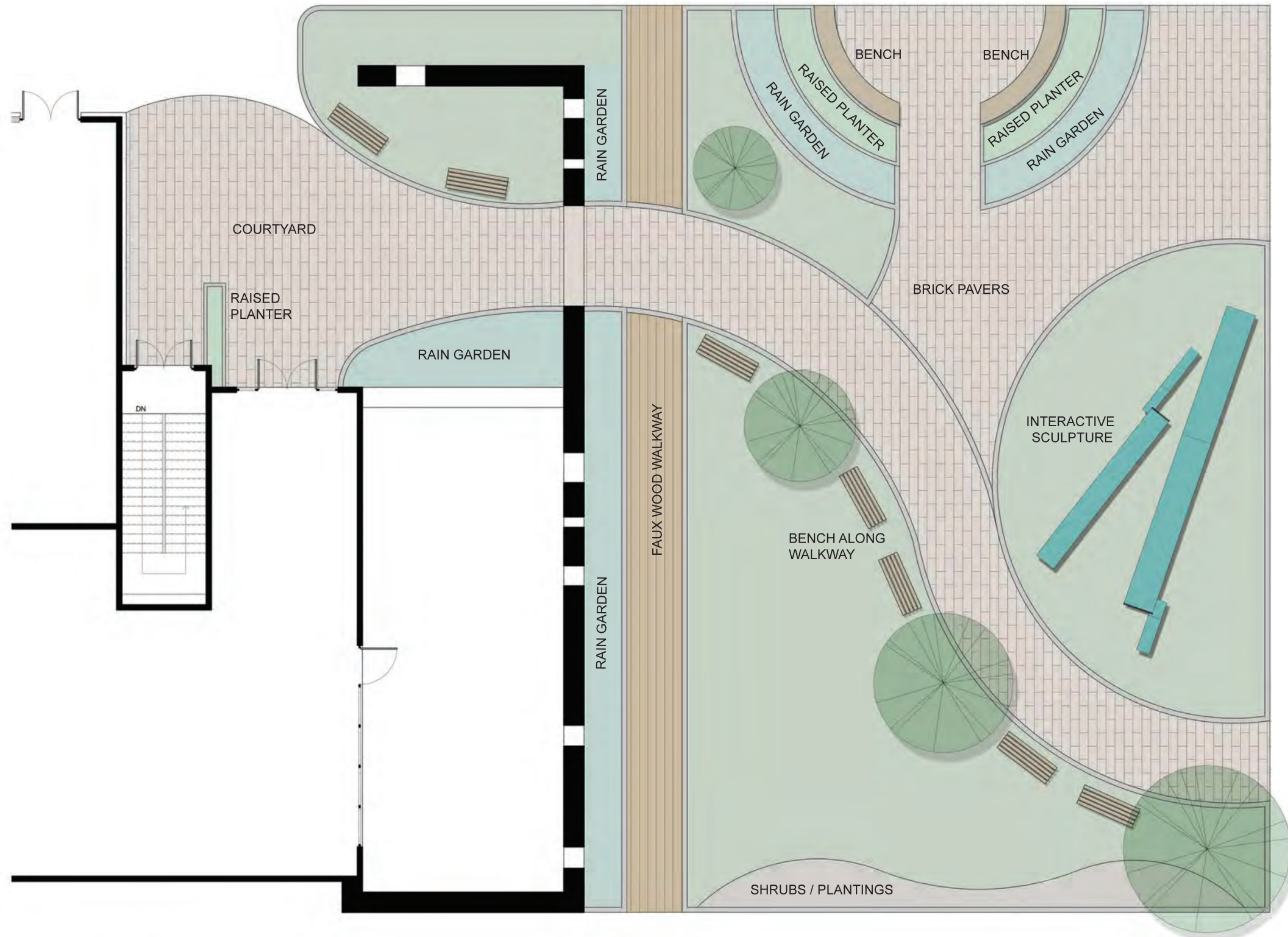
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502 COMMON STREET
LAWRENCE, MA

FOURTH FLOOR
09/12/2024
1/8" = 1'-0"



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502 COMMON STREET
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URBAN PARK PLAN
09/12/2024
3/16" = 1'-0"



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North
3/32" = 1'-0" 1
S105



South
3/32" = 1'-0" 2
S105

502 COMMON STREET
LAWRENCE MA,

ELEVATIONS
09/12/24
3/32" = 1'-0"





East
3/32" = 1'-0" 1
S106



West
3/32" = 1'-0" 2
S106

502 COMMON STREET
LAWRENCE MA,

ELEVATIONS
09/12/24
3/32" = 1'-0"





502 COMMON STREET
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RENDER 1
09/12/24



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