



ORIGINAL

5 CANTON ROAD KEARNS SCHOOL RFP AFFORDABLE SENIOR HOUSING

Granby, Connecticut

RESPONSE TO REQUEST FOR
PROPOSAL

**Town of Granby
Abby Kenyon**

**15 North Granby Road
Granby, CT 06035**

**Due: September 27, 2024
by 12pm**

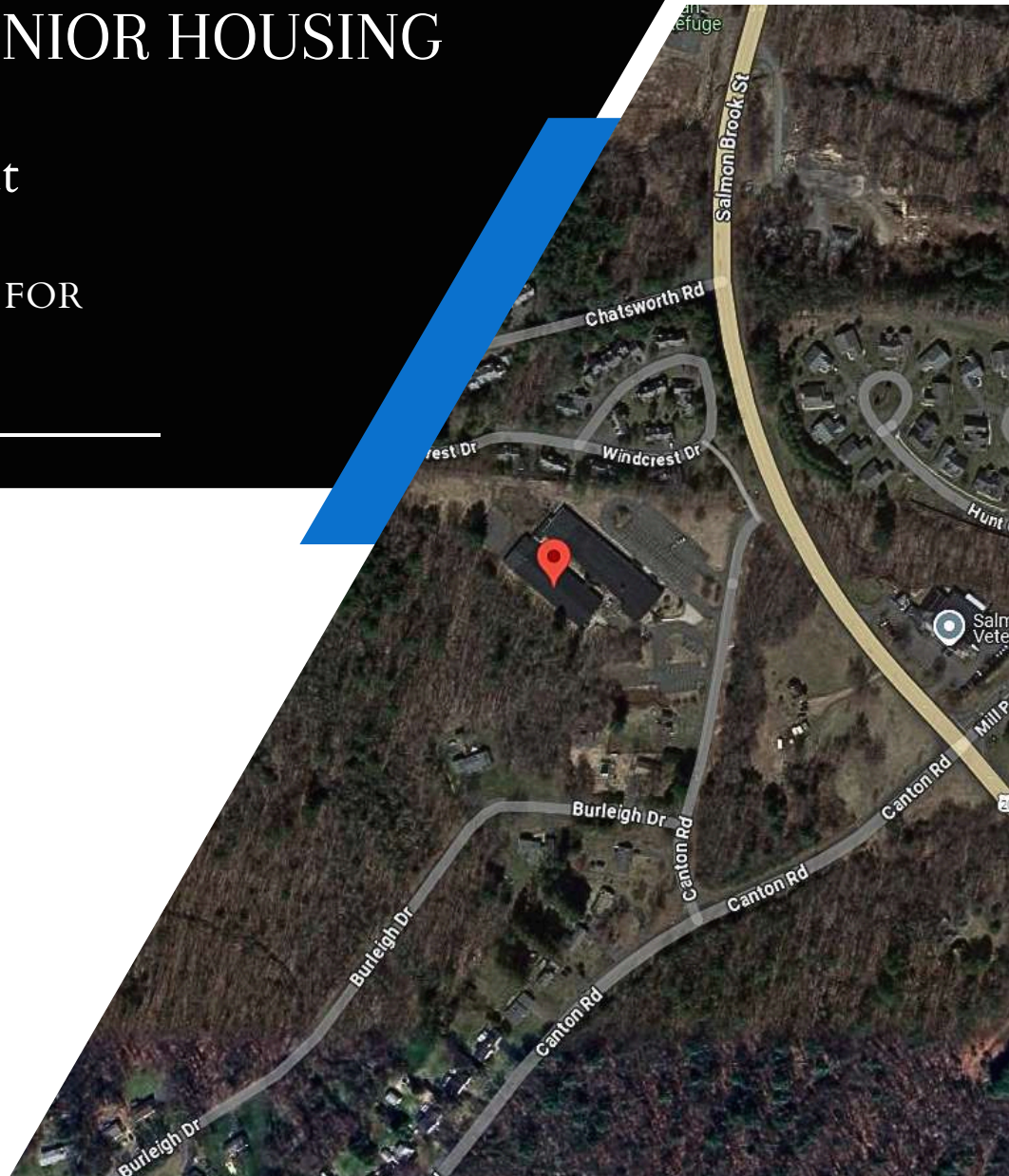


TABLE OF CONTENTS

**SECTION 1: Letter of Interest, Developer
Information & Team Qualifications**

**SECTION 2: Project Vision, Development
Summary & Site Plan**

**SECTION 3: Development Costs, Timeline
& Site Acquisition Price**



SECTION 1

Letter of Interest
Developer Information
Firm Qualifications





September 27, 2024

Town of Granby
Community Development Department
15 North Granby Road
Granby, CT 06035

RE: RFP Affordable Senior Housing, Assisted Living or Congregate Living Facility, 5 Canton Road, Granby

7 Summits Realty, LLC is pleased to present this proposal in response to the Town of Granby's Request for Proposals (RFP) for the development of the 33.8 acre land parcel on 5 Canton Road. With options to provide affordable senior housing, assisted living, or a congregate living facility, this proposed development will address housing needs, promote community integration, generate economic benefits, utilize existing infrastructure, and preserve community character within the Town of Granby.

Due to an aging population, an affordable housing option was proposed for the former F.M. Kearns Primary School. The Board of Selectmen determined senior affordable housing may be an appropriate use of this property with alternate forms of senior housing being considered. This proposal envisions a development that best meets all of these standards and interests of the community. Our team includes 7Summits Realty, Housing Smarts, DeMarco Management Corporation, Freeman Companies, QA+M Architecture, and 7Summits Construction.

The 7 Summits team is excited with our potential role in helping to facilitate this sustained transformation and look forward to a continued progression to create, in partnership with the Town of Granby and the local community, a truly dynamic, livable neighborhood. We have chosen one primary design concept, **Concept 3**, that is discussed further in this proposal. We're proposing to demolish the existing buildings, and construct 120 units of senior housing in two 3-story buildings over two phases. The estimated total development cost (TDC) of the project is \$53,128,248. We expect to start the development process January 2025. We evaluated five options, included in the proposal as Alternative Design Options, that looked at site density, consideration of the nearby wetlands, providing the maximum number of units, quality of living and more. We realize that our design and planning efforts will evolve as we continue this dialogue with the Town and the community, therefore providing a few general concepts that we feel are appropriate to include in the conversation as well.

You have my personal commitment that the goal of 7Summits Realty, and our entire team, is excellence in providing effective, innovative, and cost-effective real estate development solutions in accordance with the Town's infrastructure, economic development, adaptive reuse, housing, and quality-of-life goals. We thank you for this opportunity to present our team's qualifications to partner with you in shaping this important neighborhood and we look forward to receiving an invitation to meet with you in person to more fully articulate our vision, approach, and capabilities.

Please feel free to contact me at any time at freeman@7summitscc.com or (860) 712-7077.

Best wishes,

A handwritten signature in blue ink, appearing to read 'Rohan A. Freeman', with a long horizontal flourish extending to the right.

Rohan A. Freeman, PE, LS
President and CEO

Firm & Team Qualifications

7 Summits Realty, LLC

Mr. Rohan A. Freeman, PE, LS, President and CEO

(860) 756-5577 – Office (860) 712-7077 – Mobile rfreeman@7summitscc.com

7 Summits Realty, LLC is a Hartford-based, Minority-owned Real Estate Development and Advisory Company

Designated Contact for Negotiation: Rohan A. Freeman, PE, LS

Types/Specialties of developments undertaken by the company: Mixed-Use, including Retail, Office, Residential

Length of time in business: Since January 2014 (9 Years)

Additional Members of the Development and Design Team:

Co-Developer - Sheldon Oaks

Ms. Emily Wolfe, Executive Director (860) 952-4807 ewolfe@sheldonoak.org

Architectural Design – QA+M Architecture

Mr. Tom Arcari, President (860) 470-5016 tarcari@qamarch.com

Site Planning & Development (Engineering & Environmental Services) - Freeman Companies, LLC

Mr. Dennis Goderre PLA, AICP, CUD, Project Manager, Landscape Architecture Studio (860) 251-9550

dgoderre@freemancos.com

Long Term Management - DeMarco Management Corporation

Maria DeMarco, President (860) 951-9411

Construction Management - 7 Summits Construction, LLC

Mr. Josh Johnson, Director of Operations (860) 756-5577 jjohnson@7summitscc.com

Mr. Daniel Paquette, Senior Project Manager/Construction Cost Estimator (860) 756-557 dpaquette@7summitscc.com

Please Note: Informational materials on firms comprising the Development and Design Team are attached herein

ORGANIZATIONAL CHART



7 Summits Realty - Co-Developer

Rohan Freeman, PE, LS
President & CEO

7Summits Construction
Construction Management

Josh Johnson

Director of Operations

Daniel Paquette

Project Manager & Estimator

Freeman Companies
Site Planning & Development

Dennis Goderre,
PLA, AICP, CUD

Project Manager, LA Studio

QA+M Architecture
Architectural Design

Tom Arcari

President

DeMarco

Long-term Management

Sheldon Oaks

Co-Developer

Emily Wolfe

Executive Director

Housing Smarts

Financial

Elizabeth Torres

Executive Director

State of Connecticut

Department of Administrative Services

Supplier Diversity Program



This Certifies

Freeman Companies, LLC

As a

36 John Street Hartford CT 06106

Black American

Small/Minority Business Enterprise

June 11, 2024 through June 11, 2026

Owner(s): Rohan A. Freeman, PE, LS

Contact: Paul A. Rodrigues, PE

E-Mail: prodriques@freemancos.com

Telephone: 8602519550 Ext:

FAX:

Web Address: www.freemancos.com

****Affiliate Companies:** 7 Summits Construction, LLC; 7 Summits Realty, LLC

Supplier Diversity

Meg Yetishelsky

Supplier Diversity Director

Monika Fegmoller

Supplier Diversity Specialist

** A contractor awarded a contract or a portion of a contract under the set-aside program shall not subcontract with any person(s) with whom the contractor is affiliated.

Rohan A. Freeman, PE, LS

7 Summits Realty – Principal / Developer



Rohan A. Freeman, PE, LS is President and CEO of Hartford-based, real estate development and advisory service company 7 Summits Realty, LLC. Rohan founded the company as an organic extension of his highly successful multi-disciplinary engineering and environmental enterprise, Freeman Companies. Mr. Freeman, an accomplished mountaineer, founded Freeman Companies in 2009 and 7 Summits Construction in 2014. Mr. Freeman was the first African-American to climb the highest mountains on all seven continents, called the “Seven Summits” and complete the Adventurer’s Grand Slam (the Seven Summits along with both the north and south poles). 7 Summits has thrived since its inception, and the success of the enterprise has enabled it to advance several major social responsibility goals, especially in and around the company’s basecamp of Hartford, where Mr. Freeman was also raised as a young Jamaican émigré.

Years Professional Experience:
37

Founder, 7 Summits Realty, 7 Summits Construction, Freeman Companies

Professional Engineer and Land Surveyor
Connecticut # PEL.0070046

Professional Engineer:
Massachusetts
New York
Rhode Island

Education:
Bachelor of Science in Civil Engineering, University of Connecticut, 1985

Professional and Civic Affiliations:

- American Society of Civil Engineers
- Connecticut Business and Industries Association
- Connecticut Association of Land Surveyors
- Connecticut Landmarks Governor’s Workforce Council (Appointed by Governor Lamont)

Relevant Experience and Qualifications – Representative Work - 7 Summits Realty:

- “Park and Main” Mixed-Use Residential Development, Hartford
- 36 John Street Office Development, Hartford, CT
- Holcomb Redevelopment, Hartford, CT

Additional Mixed-Use and Residential Projects Currently Under Development by 7 Summits Realty:

- 16 Cedar Street Development LLC, Norwich
- 50 Feldspar, LLC (Feldspar Ridge Housing Development), Glastonbury

Relevant Experience and Qualifications – Representative Work – 7 Summits Construction:

- City of Hartford: Department of Public Works: Sisson Avenue Firehouse # 11 Renovations, Hartford
- City of Hartford: Department of Public Works: Batchelder Elementary School Interior and Exterior Improvements, Hartford
- Hartford School Building Committee (HSBC): Burns Latino Studies Academy - Renovation-as-New, Hartford
- HSBC: Dr. Martin Luther King, Jr. High School Campus Improvements - Renovation-as-New, Hartford
- Grace Academy School: Classroom Renovations (2017 and 2020), Hartford
- New South Hartford Boys & Girls Club, Hartford
- The Children’s Museum: Relocation to the City of Hartford, Hartford
- Urban League of Greater Hartford: Building Assessment for Capital Improvement Program, Hartford Yale
- University: Renovation and Expansion of the Peabody Museum of Natural History, New Haven

Relevant Experience and Qualifications – Representative Work – Freeman Companies:

- Housing Authority of the City of Hartford, Pennrose Properties and The Cloud Company: “Village at Park River” (formerly “Redevelopment of Westbrook Village”), Hartford, Connecticut
- Heritage Housing, Inc.: Parking Lot and Sidewalk Improvements at 5 Hartford Housing Sites (Casa Verde, Enfield Magnolia, Sigourney Square, Barbour Gardens and Ninety Five Vine Street Apartments), Hartford, Connecticut
- RMS Companies and the City of Hartford: “North Crossing” (formerly “Dono”) Mixed-Use Development, Hartford, Connecticut
- City of Hartford: Temporary City Engineer, Hartford, Connecticut
- City of Hartford: On-Call Owner’s Representative: Department of Public Works: Staff Augmentation during a Fixed Period of Time, Hartford, Connecticut
- City of Hartford: Department of Development Services – Planning Division: “On-Call” Assistance for Plan Review and Historic Review, Hartford, Connecticut





DENNIS G. GODERRE, PLA, AICP, CUD

Freeman Companies, LLC

Project Manager, Planning & Landscape Architecture Studio

Registered Landscape Architect State of CT #LAR.0000821

Professional Experience: 28

Education: Bachelor of Science, Landscape Architecture, *University of Connecticut*, Associate of Science, Chemical Engineering, *Thames Valley State Technical School*

SUMMARY

Dennis Goderre brings nearly 30 years of expertise in planning, landscape architecture, and site development, with a specialized focus on housing and mixed-use developments. His work encompasses leading large-scale residential projects, including affordable and workforce housing, where he has successfully guided zone changes, master planning, and site design. Dennis is highly experienced in collaborating with municipal governments, architects, and legal teams to secure approvals and permits for development projects. His work on initiatives such as the Mt. Pleasant Village Housing Development and Barbour Street Development demonstrates his capability in driving transformative residential and mixed-use developments that align with municipal and state policies. Dennis's deep understanding of housing policy, public outreach, and sustainability ensures that every development not only meets immediate needs but also contributes to long-term urban growth and revitalization.

RELEVANT EXPERIENCE

Mt. Pleasant Village Housing Development, New Britain, Connecticut

This project is a 250-unit residential affordable housing project owned by the City of New Britain Housing Authority. Mr. Goderre led the project team to draft and recommend zone changes for a new overlay zoning district procedure for whom the City of New Britain was the applicant. Under this new zoning mechanism, the project received Master Plan approval from the City Council in February 2024, an application led by Mr. Goderre. His responsibility also includes detailed site design, collaborating with the client's architect on master planning and landscape amenities, and leading site engineering for roadway and utility design.

Ann Uccello Streetscape/Arrowhead Redevelopment, Hartford, Connecticut

Mr. Goderre is the Project Manager, Lead Designer, and Lead Landscape Architect for this new streetscape project for the adaptive reuse of the historic Flatiron Building and new Arrowhead Building. This mixed-use development included ground floor retail/commercial space with 14 residential units above. The streetscape recaptures a closed street to create a new vibrant public plaza to complement the new development and create a gateway from Hartford's North End to Downtown. This is an important link between Hartford's North End and Dunkin' Stadium.

16 Cedar Street Workforce Housing, Norwich, Connecticut

This project in Norwich, CT is a new 25-unit residential workforce and affordable housing development situated within a national register historic district. Mr. Goderre is the Project Manager responsible for collaborating with the client's architect for site design and permitting. The site was thoughtfully planned to be sensitive to historic and archeological features and respond to reducing impacts upon the surrounding residential neighborhood.

Barbour Street Development, Hartford, Connecticut

Barbour Street is a new 60-unit workforce/affordable housing mixed use development located at a key neighborhood intersection of Hartford's North End. Mr. Goderre was the Project Manager and Lead Landscape Architect responsible for assisting legal counsel with a zone change application and public hearing which enabled the project under a new zoning district. Mr. Goderre also led the application and public hearing process for the full site development under a special permit and site plan process.

PAST RELEVANT EXPERIENCE

Housing Policy; City of New Haven, City of Willimantic, Town of Coventry, Town of Bolton and Various Municipalities

Dennis worked closely with communities in Connecticut to evaluate housing stock, quality, and availability with various socioeconomic demographics. While the focus of these efforts were primarily Intensive Housing Zone Developments opportunities, additional policy and regulatory outcomes were achieved, including design guidelines, low impact development regulations. Public outreach was at the forefront of these initiatives and included neighborhood groups, leadership, and businesses.

Meriden City Center Initiative Master Plan, Meriden, Connecticut

Planner for the development of the Meriden City Center Initiative Master Plan, a comprehensive plan for the redevelopment of the downtown Meriden area. Currently in the initial feasibility study phase, input will be generated from City staff and a variety of groups and individuals representing the varying interests of merchants and residents. The master plan of development and feasibility report will be generated to explore and initiate funding opportunities. Detailed feasibility analysis will include evaluation of critical zoning issues, reviewing existing utilities and infrastructure, initial environmental review and developing a preliminary opinion of total project cost.

CTNext Innovation District: Thames River Reconnection – Waterfront Master Plan, Groton, Connecticut

In 2017, CTNext launched the Innovation Place program, of which Groton and New London is part. As a HUB of nautical innovation, the district received a grant to enhance placemaking for catalyzing redevelopment in the two communities. As Manager, Dennis oversaw the creation of a redevelopment plan along Thames Street, the historic city center of Groton and along the Thames River. The plan explored new zoning, entailed substantial public outreach, traffic engineering, and urban design/placemaking solutions.



Thomas P. Arcari, AIA

Principal-In-Charge

Tom Arcari is a Principal of QA+M Architecture and has more than 30 years of experience designing and building mixed-use developments, municipal buildings, community + senior centers, recreational, public housing, public safety, industrial, educational, commercial, and residential facilities. He brings his considerable skills to the firm as a strategic thinker, team builder, and new business development leader. Tom partners with clients, stakeholders, consultants, and colleagues to achieve practical solutions to complex, program-driven projects that have been set in a variety of context.

SELECT PROJECTS

Education

Bachelor of Architecture
Roger Williams University

Registrations

Licensed Architect: CT, MA
NCARB Certified - #52360

Affiliations

National Council of Architectural
Registration Boards

American Institute of Architects (AIA)

National Association of Housing
& Redevelopment Officials

Connecticut Recreation and
Parks Association

U.S. Green Building Council

Awards

Recipient of the AIA "Scholar Award"

Roger Williams University Award for
"Excellence in Design"

+ **Building Neighborhoods Together (BNT)**
New construction
Bridgeport, CT

+ **Bridgeport Senior Center**
Renovations + additions
Bridgeport, CT

+ **Waltersville Apartments**
Mixed-use development
Revitalization + redevelopment
Bridgeport, CT

+ **NeighborWorks New Horizons Gaffney Place**
Multi-family, new construction, renovation, + historic restoration
[AIA CT Award Winner](#)
Waterbury, CT

+ **The WYSH House**
New affordable homeless youth shelter
[CBC Project Team Award Winner](#)
Meriden, CT

+ **55 Kondraki Lane**
Affordable housing
Rehabilitation + new construction
Wallingford, CT

+ **Jack's Farm**
New affordable housing
Cheshire, CT

+ **Nye Road**
New residential development
Glastonbury, CT

+ **Veteran's Terrace**
New affordable housing
East Hartford, CT

+ **Sarum Village**
New mixed-income residential units
Salisbury, CT

+ **Essex Place**
New senior affordable housing
Essex, CT

+ **Alfred E. Plant**
New senior affordable housing
West Hartford, CT

+ **Linden Street**
Multi-family renovations
Waterbury, CT

+ **Ridge Road**
New multi-family housing complex
[EDIC Award Winner](#)
Wethersfield, CT

+ **Quarry Walk**
New multi-family apartments
[CREW CT Award Winner](#)
Waterbury, CT

+ **Barbour + Westland Street**
New mixed-use affordable housing + commercial space
Hartford, CT

+ **The Goodwin**
New mixed-income apartments
West Hartford, CT

+ **CIFC Mixed-Use Development**
New elderly housing
Danbury, CT

+ **Foran Towers**
Senior affordable housing
Renovations + upgrades
Milford, CT

+ **Lawnhill Terrace**
Affordable housing
Revitalization
Stamford, CT

+ **Center Village**
Senior affordable housing
Additions + renovations
Glastonbury, CT

+ **Lincoln Park**
Elderly housing
Additions + renovations
Preston, CT

+ **LaSalle Road**
Mixed-use development (DD)
Apartments, street front retail + offices, renovations
West Hartford, CT

+ **Main + Williams Mixed-Use Development**
Parking garages, retail + office spaces, apartments, penthouses + community spaces
New construction
Middletown, CT

+ **Canton Mixed-Use Development**
Medical office, retail building + housing complex
Conceptual design
Canton, CT

+ **Ludlow Commons**
44-unit elderly congregate independent living facility
Renovations + upgrades
Norwalk, CT

+ **Derby Mixed-Use Housing**
Revitalization + development
Apartments, shops, restaurants + residential services
Derby, CT

+ **Arlington Road**
New condominium complex
West Hartford, CT

+ **Kingswood Place**
New luxury condominiums
West Hartford, CT

+ **Stonebridge Estates**
New luxury condominiums
West Hartford, CT

Elizabeth (Liz) Torres

Housing Smarts

64 East Brown Street, West Haven, CT • (203) 314-3835 (c)

Senior level executive with more than 20 years' experience in the nonprofit community development and dedication to ending poverty. Demonstrated ability to launch and grow and lead organizations and initiatives in response to community needs. Deep experience with and extensive network in Connecticut's housing sector. Strong financial acumen and knowledge of real estate development and finance. Excels at strategic planning and implementation, team building, cultivating relationships, public relations and fund raising.

EXPERIENCE

Nov 2019 – **Real Estate Development and Project Management Consultant**
current

Builds the capacity of nonprofit organizations to preserve and/or create affordable housing across the State of CT.

- Comprehensive resource for housing developers big and small. Services include project management support from concept to completion including: leading the development team, site assessment and feasibility, community engagement, stakeholder management, financial modeling, and packaging of funding applications.
 - Manage the new construction of a 31-unit Low Income Housing Tax Credit mixed income affordable housing project in Madison working with a regional nonprofit, The Caleb Group and a local partner, Hope Partners. The total development cost is \$12M. Funding provided by CHFA, State of CT, DOH, Federal Home Loan Bank of Boston. This project is currently under construction.
 - Provide real estate development project management support to The Towers in New Haven, CT to preserve a 328 senior housing development. The total development costs exceed \$20 million. Funding provided by HUD, CHFA, State of CT, DOH, and private donors. This project is currently under renovation.
 - Support the San Juan Center in its real estate development efforts and fundraising strategy. Currently, managing a development pipeline of 74 units scattered in 5 projects throughout the City representing \$15M in community investment.
 - Serve as Open Doors' project manager on a 5-unit townhouse style building that will be newly constructed in Norwalk. The total development costs exceeds \$2 million. Fundin is being provided by the State of CT, DOH and private donors.

Nov 2018 – **Women's Institute for Housing and Economic Development, Hartford, CT**
Aug 2019 *Executive Director*

Led real estate development organization working in Connecticut and Massachusetts to produce and manage more than 800 housing units (30 projects) representing \$250M in community investment.

- Improved financial management practices, managed a \$7.5M annual operating budget and an asset base of \$70M.
- Led Board and staff in a strategic planning process that resulted in a 2019 Strategic Plan and goals to provide the organization with a guide, align the team, measure the organization's progress toward ending homeless and attract investment to the organization.
- Orchestrated organizational resources to close on two projects (totaling \$40M of public/private investments).

- Introduced new staff performance and organizational assessment practices to better align staff efforts with organizational priorities, and to develop a growth mindset and supportive organizational culture.
- Secured \$1,000,000 of Connecticut Housing Finance Authority Housing Tax Credit Contribution Program for two projects in Connecticut.
- Created a Fund Development Plan and Communications Plan. Secured a first \$100,000 of new grant revenue to support real estate development activities.

July 2005 – **Bridgeport Neighborhood Trust, Bridgeport, CT**
 Nov 2018 *Chief Executive Officer*

Led this community-based real estate development and services organization from its start-up phase to become a leader in Connecticut's efforts to close the state's housing opportunity gap. Over the years, expanded the capacity of BNT in response to community needs. Worked closely with diverse stakeholders and partners to ensure community support and engagement in the organization and its projects.

- Organization's assets grew from \$14,000 to \$40M. Increased annual operating budget from \$120,000 to \$5,000,000 and number of staff to from one to 26.
- Successfully raised diverse funding resources (at least \$750,000 annually) from HUD, EPA, LISC, Fairfield County Community Foundation, bank foundations, and private individuals.
- Managed all aspects of real estate development initiatives from conception to closings. Included completion of 250 units representing almost \$45M of community investment. Prior to leaving, established a pipeline of new real estate development: 4 major projects consisting of 155 units of new housing. In total these projects will result in \$34.5M of community investment.
- To ensure tenants were successful in housing, expanded BNT's programs to include the property management of 218 units across 25 buildings in Bridgeport. To maintain operational excellence and high-quality housing, established plan and benchmarks for each property and monitored closely using a customized dashboard to highlight areas of opportunity.
- Spearheaded a new healthy homes initiative with a focus on lead remediation. Worked in partnership with the City of Bridgeport Lead Free Families Program and HUD's LEAP to remediate 1,000 lead contaminated units managing more than \$9M of funding made available through HUD.
- Oversaw Homeownership Academy which includes pre-purchase education, foreclosure prevention and other wealth building services serving thousands of clients annually. Since the housing market collapse, 10 years ago, assisted 2500 clients achieve homeownership and 400 avoid foreclosure.
- Designed BNT's Social Enterprise Initiative and started three small businesses including a general construction firm, thrift store and laundromat and put a business plan in place to create a market/café.

Aug. 1995 - **The Community Builders, Inc., New Haven, CT**
 June - 2005 *Project Manager*

First hired as a receptionist in 1995, learned the business, earned multiple promotions and ultimately served the organization as a Project Manager. In this role, supported the redevelopment of 3 projects from concept through construction start consisting of 84 housing units. Managed over \$10M of public financing from multiple sources including Connecticut Housing Finance Authority, US Department of Housing and Urban Development Section 202 Program, Federal Home Loan Bank of Boston and City of New Haven HOME.

EDUCATION

Technical Training: Over twenty years, completed various trainings sponsored by National Development Council, LISC, NeighborWorks, and Connecticut Housing Coalition.

Gateway Technical Community College: *Business Administration*

National Youth Challenge Program: *Obtained General Equivalency Diploma 1995*

Programs and Certificates:

- [Community Leadership Program](#) (New Haven) 2017 - 2018
- Fairfield County's Community Foundation [Executive Leadership Program](#) 2014 – 2018
- Leadership Development Roundtable ([LDR](#)): 2008

RECENT ACTIVITIES and COMMUNITY LEADERSHIP

- Leviticus Fund, *2017 - Present*
- Bridgeport Regional Business Council, *2016 – 2018*
- Connecticut Housing Coalition, Board of Directors, *2013 – 2019*
- East End and South End Neighborhood Revitalization Zone, Board of Directors, *2010 - 2018*
- CT Trust for Historic Preservation, *2012 - 2014*
- Ten Year Plan to End Homelessness in Bridgeport, Co-chair Housing Committee, *2010 - 2014*
- CT Association of Nonprofits, *2012 – 2014*
- Vice President, New Haven Board of Education, Chairperson of the Administration and Finance Committee and Secretary of City-Wide Building Committee, *2009 – 2013*
- Other interests include: traveling, hiking the Appalachian Trail (1,000 miles so far) , and reading self-help books and memoirs

Reference Available Upon Request

Joshua Johnson

DIRECTOR OF OPERATIONS

Years of Professional Experience: 24

Education: Bachelors Degree in Industrial Technology,
Major: Construction Management – Central Connecticut
State University



SUMMARY

As Director of Operations, Josh holds ultimate accountability for client satisfaction at 7 Summits Construction. He oversees both preconstruction and construction services, making sure that both departments are adequately staffed, and our client's cost, schedule and quality needs are met. He works closely with the CEO and CFO, assuring that our financial objectives are achieved corporately and, on each project, and that high-quality staff members are hired to build out teams. He is a constant resource to these project teams, providing input and advice on all of 7 Summits projects from project set-up through closeout. He works with the Director of Business Development to make sure that opportunities align with internal resources and supports the business development effort with technical resources. In addition, he is responsible for hiring and onboarding new employees and maintaining appropriate technology for company and project efficiency.

PROFESSIONAL CERTIFICATIONS AND TRAINING

- Grace Works, Formal Presentation Training (2005)
- LEED Accredited Professional, U.S. Green Building Council (2009)
- Licensed CT Real Estate Agent (2023)
- OSHA 30

EXPERIENCE

- East Hartford Senior Center: Renovations & Site Development – East Hartford, CT, \$8M
- McClean Homes: Renovations of Assisted Living Facility – Simsbury, CT, \$2.4M
- Station Square: New 2-Building Retail/Residential Complex – Madison, CT, \$3.8M
- Common Ground High School: Construction and Sustainability Services – New Haven, CT, \$14M
- Carl M. Small VOAG Facility, Southington High School: Construction, Sitework and Utilities Services – Southington, CT, \$17M
- The Loomis Chaffee School – Windsor, CT
 - Campus Center & Dining Hall: Renovate Like New, Additions & Site Development – \$23M
 - NEO Theater & Arts Building: Renovate Like New, Additions & Site Development – \$9M
 - Palmer Hall Dormitory: Dormitory Renovations – \$6.5M
 - Promenade Restorations: Historic Masonry & Limestone Restoration – \$1.8M
 - Campus Way Project: Site Development, Roadway & Utilities – \$2.3M
 - Brush Library 1st Floor: Renovate Existing Library Space – \$250K
 - Brush Library 2nd & 3rd Floors: Renovate Existing Library Space – \$300K
 - Meadows Access Project: Site Development & Utilities – \$350K
 - Boys Baseball Dugouts: New Dugouts & Athletic Field Renovation – \$150K
 - Girls Softball Dugouts: New Dugouts & Athletic Field Renovation – \$175K
- CREC Reggio Magnet School: New School Facility & Site Development – Avon, CT, – \$23M



- Common Ground High School: New Academic Building & Site Improvements – New Haven, CT, \$14M
- DePaolo Middle School: Renovate Like New with Additions & Site Development – Southington, CT, \$40M
- Kennedy Middle School: Renovate Like New with Additions & Site Development – Southington, CT, \$40M
- Coleytown Elementary School: Renovations & Site Development – Westport, CT, \$27M
- New London High School: Renovate Like New with Additions & Site Development – New London, CT, \$80M
- ACES at Leeder Hill School: Renovate Like New with Additions & Site Development – Hamden, CT, \$41M
- Police Athletic League - Quirk Bldg, Hartford, CT: Renovations to Existing Community Facility – \$3.4M
- Wickham Library, East Hartford, CT: Renovations, Addition & Site Development – \$3.5M
- Community Health Center, Meriden CT: Renovations, Addition & Site Development – \$4.1M
- Wheeler Clinic, Plainville, CT: Renovations of Outpatient Medical Facility – \$750K
- JFK High School, Waterbury, CT: New Academic Building & Site Improvements – \$17M
- Columbus Elementary School, Bridgeport, CT: Academic Building Addition & Renovations – \$10M
- AF Barnum Academy, Bridgeport, CT: Academic Building Addition & Renovations – \$3.8M
- Southend Elementary, Southington, CT: New Academic Building & Site Development – \$13.5 Million
- Plantsville Elementary, Southington, CT: Renovate Like New Academic Building & Site Improvements – \$12M
- Ponus Ridge Middle School, Norwalk, CT: Extensive Renovations & Code Upgrades – \$6M
- Nathan Hale Middle School, Norwalk, CT: Extensive Renovations & Code Upgrades – \$7M
- Pepperidge Farms Inc, Norwalk, CT: Corporate Office Addition & Site Improvements – \$1.6M
- Church Hill & Queen LLC, Newtown, CT: New 3-Building Retail Complex – \$3M
- Residential Recycling Facility, New Britain, CT: New Recycling Facility & Site Development – \$1.5M
- Physical Services Plant, Wethersfield, CT: Renovate Existing Office & Shop Space – \$500k
- Carl M. Small VOAG Facility, Southington, CT: New Academic Building & Site Improvements – \$17M
- Silas Deane Middle School, Wethersfield, CT: Renovate Like New with Additions & Site Development – \$21M
- Stillman Board of Ed Building, Wethersfield, CT: Renovate Like New Office Space & Site Improvements – \$8M
- Webb Elementary School, Wethersfield, CT: Renovations & Site Improvements – \$4.8M
- AAA CT Motor club, Danbury, CT: New Office Building & Site Development – \$8M
- Greater Hartford Jaycees Boathouse, Hartford, CT: New Boathouse on CT River & Site Development – \$12M

Daniel Paquette

ESTIMATOR

Years of Professional Experience: 37

Education: Bachelor of Science in Civil Engineering,
Northeastern University

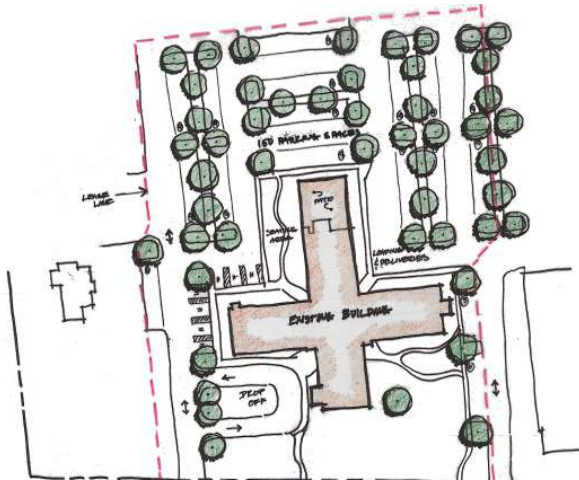


SUMMARY

Mr. Paquette is a seasoned construction management professional with 37 years of experience, leading numerous high-profile projects to successful completion. His effective management and strategic oversight have consistently delivered projects on time and within budget, enhancing his reputation as a trusted leader in the industry.

EXPERIENCE

- City of Hartford: "Albany & Woodland Place" Mixed-Use Development – 80,000 sf, 50 residential units, office and retail space, Hartford, Connecticut
- Hartford School Building Committee: Renovation-as-New, Dr. Martin Luther King, Jr., High School Campus Improvements – Hartford, CT, \$86.5M
- Burns Latino Studies Academy: Preconstruction Services – Hartford, CT (2022), \$47 Million
- Grace Academy School, Hartford, CT (Projects in 2017 and 2020): Construction Estimation Services – Hartford, CT
- Blue Hills Recreation Center (June 2023 - Present): Construction Estimation, Lump Sum Bid, and Project Management Services – Hartford, CT, \$1.74 Million
- New South Hartford Boys & Girls Club: Cost Estimation, Budget Planning for New Construction – Hartford, CT (2021), \$15 Million
- Blue Hills Civic Association: Office Renovation and Addition (Redevelopment of 410 Homestead Avenue) – Hartford, CT
- City of Hartford: Fire House No.2 – Structural Repairs – Hartford, CT
- City of Hartford: "Park and Main" Mixed-Use Development – Hartford, CT
- City of Hartford: "Albany & Woodland Place" Mixed-Use Development – Hartford, CT
- Urban League of Greater Hartford: 140 Woodland Street Office Building Improvements – Hartford, CT
- The Children's Museum, Relocation – West Hartford, CT
- Town of Cromwell: Construction Oversight Services as Clerk of the Works for the Renovation and Expansion of the Belden Public Library – Cromwell, CT
- Town of Cromwell: Construction Oversight Services as Clerk of the Works for the New Design-Build Public Works Garage and WPCF Offices – Cromwell, CT



7Summits Realty is a full-service real estate firm providing comprehensive property solutions for residential, commercial, and investment clients. As the sister company to 7 Summits Construction, a trusted Hartford-based construction firm, we offer a unique blend of real estate expertise combined with construction knowledge. This partnership allows us to provide a 360-degree approach, from property acquisition through development and management.

We are committed to delivering excellence in every interaction. Guided by the core values of transparency, integrity, and teamwork, we prioritize building trusted relationships with our clients. Whether you are buying, selling, or investing, our experienced team delivers personalized strategies to meet your specific goals.

At 7Summits Realty, we leverage our deep market insights and close collaboration with 7 Summits Construction to provide tailored real estate solutions that fit your needs. Whether you're exploring opportunities for development or looking for the perfect property, we are here to guide you every step of the way.



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7 Summits Realty, LLC

Completed Development Projects



“Park and Main” Mixed-Use Residential Development, Hartford

Located at the northwest and southwest corners of the highly visible Park Street and Main Street intersection, the project involves the redevelopment of 2 parcels, designated as A and B, representing approximately 11.8 acres in the City's South Green Neighborhood. Parcel A consisted of four vacant properties totaling 1.652 acres, is within two zoning districts, the MS-1 and DT-3 zones, and benefits from frontage along Main Street, Park Street and John Street and is adjacent to, but not within, the South Green National Historic District. The topography of the site is flat and a utility easement traverses the properties from John Street to Main Street. Parcel B consisted of nine vacant properties totaling 0.604 acres, and is within one zoning district, the MS-1 zone. These parcels are important to achieve the objectives of the redevelopment and are a catalytic development opportunity to facilitate additional future investments while anchoring the local neighborhoods. Site and architectural design focus on

a mixed-use development scenario, with active street uses on the ground floors and office or residential space above. The use program is mixed use with the intent to place “feet-on-the-street” and increase activity in the area. Residential use is also included with density and style shaped not only by zoning, but also market demands, financing requirements and pro-forma. Park and Main's architectural styles, features, and site design are influenced by the City's new form-based zoning code, as well as the neighborhood's historic context. The code emphasizes high-quality design and materials, with buildings located along the street lines to reinforce established building walls and contribute to the overall streetscape. Mr. Freeman acted as Co-Developer on this project with Spinnaker Real Estate Partners. The development was funded by \$16 million in bank financing and \$8.4 million in loans from the quasi-public Capital Region Development Authority (CRDA). Other financing involved \$1.6 million in equity and a deferred \$900,000 developer fee.

Freeman Companies, 7 Summits Construction and 7 Summits Realty Office, Hartford

On the occasion of its fifth anniversary in 2014, Freeman Companies, and “sister companies” 7 Summits Construction and 7 Summits Realty moved to a new, permanent office location in the South Green neighborhood of Hartford – at 36 John Street. 36 John Street was designed by renowned Hartford architects Whiton & McMahon in 1920. Beginning its useful life as the Fire Department's original Equipment Maintenance Shop, the facility served the HFD until its obsolescence in the 1980s when it was shuttered.

In 1989, 36 John Street – and its neighbor Engine Company 1 at 197 Main Street – were both placed on the National Register of Historic Places “for their high levels of integrity of design, materials, setting and associated historic context with the Hartford Fire Department”. Prior to the company relocation, the building served for over a decade as the studio and residence of Linda Cheverton Wick and Walter Wick, creators of the popular iSpy “Can You See What I See?” book series. 7 Summits' alterations to the historic building have a light touch, retaining the unique architectural characteristics of the distinguished Neo-Classical, stone-trimmed brick façade and spacious, open-plan interior. Building area totals 12,168 square feet and accommodates sixty employees.



16 Cedar Street, Multi-Unit Housing Development

Norwich, Connecticut



Years Services Provided: 2022-Present

Project Owner: 16 Cedar Street, LLC

Services: Civil Engineering, Landscape Architecture, Land Surveying, Environmental Sciences, Traffic Engineering

This project in Norwich, CT is a new multi-unit residential workforce and affordable housing development situated within a National Register Historic District. The rich history and background of this property and surrounding area encompasses historic events including the Underground Railroad, Prudence Crandall's School, the prominent journalist for black and mainstream publications James Spelman, and anti-slavery efforts. The site was thoughtfully planned to be sensitive to historic and archaeological features and respond to reducing impacts upon the surrounding residential neighborhood. The previous details of the site at 16 Cedar Street extend back to the 1830s when it was the former location of the Norwich Jail that was later demolished in the 1950s.



The proposed development includes high-rise multi-family housing consisting of one four-story building with 27 units and associated improvements to the site and proposed buildings including: drainage, parking lot, landscape, and recreation space. Site work for this property required the removal of some existing walls from the structural remains of the former jail. Survey was conducted to identify significant buried archaeological resources related to the former jail and archaeological resources associated with the former Spelman house in the development area so they can be avoided or mitigated prior to construction.

Our sister company, Freeman Companies provided Land Surveying, Civil Engineering, Landscape Architecture, Traffic Engineering, and Environmental Sciences for this project. Our team's responsibilities for this project included: Phase I ESA, Traffic Analysis, Preliminary Investigation, Design Development Phase, Permitting, Construction Documents, Bidding Assistance, Construction Administration, and supplemental services.

Feldspar Ridge Housing Subdivision

Glastonbury, Connecticut



Years Services Provided: 2022-Present

Project Owner: Feldspar, LLC

Client: Feldspar, LLC

Services: Land Surveying, Civil Engineering, Landscape Architecture, Environmental Sciences

Prime or Sub: Prime

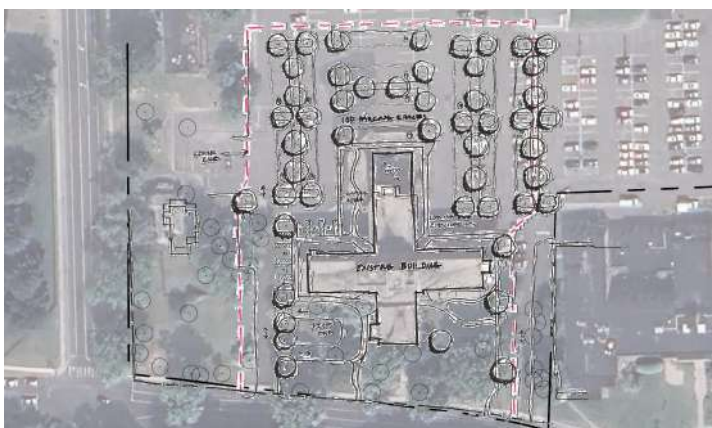
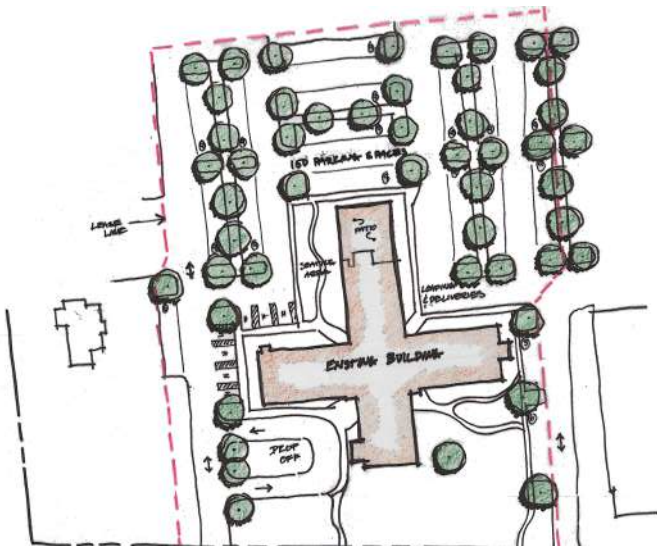
This project consists of the construction of over 100 new residential units with 20% of these units being made into affordable housing. The site is approximately 25 acres of land and located south of Uplands Way and Feldspar Ridge off the New London Turnpike in Glastonbury, Connecticut. The site had previously been used extensively as a fruit orchard so it was determined that the site soil likely was contaminated and impacted by pesticides and metals including lead and arsenic. A preliminary investigation and concept plans study was proposed since this site was being made into residential developments.

Our sister company, Freeman Companies is providing Land Surveying, Civil Engineering, Landscape Architecture, and Environmental Sciences services for the Feldspar Ridge Housing Development in Glastonbury, Connecticut. Our Environmental Sciences team performed soil sampling to assess the vertical distribution of metals and pesticides on the subject site. This sampling was collected and analyzed for total lead, total arsenic, and organochlorine pesticides at a state certified laboratory. Our Site Design team preliminary investigation includes a site visit, conceptual site plan, zoning, and utility investigation.



Holcomb Redevelopment

Hartford, Connecticut



Years Services Provided: December 2023-Present

Project Owner: City of Hartford

Client: City of Hartford

Services: Redevelopment and adaptive reuse of 2 Holcomb Street, including design, engineering, and construction management

Prime or Sub: Prime

The Holcomb Street Redevelopment project focuses on the redevelopment and adaptive reuse of the Holcomb Street property in the City of Hartford. This project will reconstruct the historic property to fit within the city's infrastructure, economic development, and quality-of-life goals. The proposed development includes design, engineering, and construction management services. 7 Summits Realty, LLC is leading this project as a prime developer, leveraging their extensive experience in adaptive reuse and community revitalization within the City of Hartford.

The scope of services provided by 7 Summits Realty includes developing a preliminary adaptive reuse plan, financial feasibility, project scheduling, and a disposition proposal for the site. In addition, the project will include public benefits such as job creation and community engagement.

Reference:

Mr. William Diaz

City of Hartford

Department of Development Services

260 Constitutional Plaza – 1st Floor

Hartford, Connecticut 06103





HousingSmarts

RAISING THE ROOF

PROJECTS IN CONSTRUCTION

Arrowhead Café and Beyond: The Arrowhead Café and Beyond Project will consist of the renovation of 45 units of housing and approximately 13,000 sq. ft. of ground floor retail space in 3 buildings situated within the Downtown North National Historic District, adjacent to the Dunkin Donuts Stadium, Keney Memorial Clock Tower and immediately north of I-84. The construction of I-84 cut off the North End from Downtown, creating radical economic, social, and demographic changes, and perpetuating inequity that still persists today. The parcels are made up of two vacant mixed-use buildings, one 6 unit occupied building, vacant lots fronting Main Street and Ann Uccello Street, and the Ann Uccello Street, itself. The properties include:



Rendering of proposed Arrowhead Café and Flatiron Building

- ✓ 1355 Main Street has been vacant for several years and was once home to the Arrowhead Cafe. The Italianate-style building is 4 stories high, 5 bays wide, and 4 bays deep with a flat roof. Its last uses were a restaurant on the first floor and living units, with shared bathrooms down the hall, on the second, third, and fourth floors.
- ✓ 529 Ann Uccello Street is known as the Comstock Building, after Frederick R. Comstock, its architect. It is also known as the Flatiron Building. Standing four stories, it was constructed in 1896 in a Neo-Classical Revival style. It was damaged by a fire in 2004.
- ✓ 506 Ann Uccello Street was constructed in 1890. It is a 2-story brick Queen Anne cross-shaped double house with truncated hipped roof.

In collaboration with the City of Hartford and co-developers, San Juan Center and Carabetta Development LLC, HousingSmarts has supported the redevelopment of the Arrowhead Cafe and the adjacent parcels since 2021. The partnership has made great strides in the redevelopment of this project which includes:

- ✓ Design and Engineering Plan
- ✓ Environmental Assessments and Remediation Plan
- ✓ Planning and Zoning Approvals
- ✓ Local Historic Commission Approvals
- ✓ State of CT, SHPO Approval of both Part 1 and Part 2 for all three buildings
- ✓ National Park Service Approval for all three buildings

- ✓ Financing Commitments from Liberty Bank, CRDA, State of CT, DECD, City of Hartford, and investors

The total development costs of the project will be \$19 million. This project is currently in construction.

Wellington at Madison: Wellington at Madison is a 31-unit multi-family development led by co-developers, The Caleb Foundation and HOPE Partnership. Located in Madison, CT, this mixed income development will provide high quality, newly constructed rental housing to families with a range of incomes up to 60% of AMI in a high opportunity area. This development seeks to create a neighborhood feel for families by utilizing its current barn and developing condominium-style buildings clustered throughout the site and adjoined by walking paths.

The project site for development is located at 131 Cottage Road Madison, Connecticut off of Route 1, and close to I 95. This property currently includes four completed and occupied rental units in one structure, a vacant, partially renovated historic farmhouse/ barn, and a completed foundation for a 3-unit structure.

The location of the site is within walking distance (.5 miles) to public transit and Madison commercial district, which includes a grocery store and other neighborhood amenities. The site is near the coast and the Connecticut River. It is near opportunities for open space and recreation, as well as Madison's historic art district for cultural opportunities. The site is in close proximity to Hammonasset Beach State Park, Town Center, train station, Clinton Crossing, and Salt Meadow Park.



Rendering of proposed Wellington at Madison

HousingSmarts has been instrumental in the pre-development planning activities of this extensive project. These activities include:

- ✓ Obtaining pre-development funding to support the costs associated with early development activities.
- ✓ Assist in the selection and contracting of all project professionals required to complete the project such as an architect, engineer, environmental testing firm, surveyor, attorney and general contractor.
- ✓ Determine the scope of the project, estimated costs and timing of the work proposed for the project in conjunction with project professionals.

The total development costs of the project will be approximately \$7 million and funded by the Connecticut Housing Finance Authority using Low Income Housing Tax Credits and

Housing Tax Credit Contribution Program, the State of Connecticut, Department of Housing and Federal Home Loan Bank of Boston. This project is nearly complete. Lease-up will take place mid-October.

The Towers at Tower Lane: The Towers at Tower Lane has been the main home for Greater New Haven's low-income minority seniors since 1971, when it opened its doors. At any given time, it houses approximately 328 older adults. The average age in our community is 83 and the average annual income falls between \$15,000 and \$20,000. 70% of our population requires assistance with acts of daily living and 75% of our population is subsidized. While the two buildings that make up the Towers have been very well maintained, they have not had major renovation in over 30 years.



Rendering of proposed Towers at Tower Lane

Due to this, many of the mechanical systems began to fall and space that no longer met the current need and emerging need of generations of seniors. The three critical components of the renovation projects are: 1) Renovation of 15 existing housing units. 2) Address major building systems, i.e. energy efficiency, surveillance, elevator, fire suppression and other mechanical systems that have reached stage of life so we may continue to provide decent, safe, and affordable housing. 3) Reimagine the 30,000 sq. ft. of ground floor common area and program spaces, making them reflective of the population being served and its shifting and growing needs. This transformation will allow the Tower residents to age in place more successfully with services and spaces that match their current and future needs.

The total development costs of the project will be approximately \$30 million and is funded by the State of CT, Department of Housing and private grants. The second phase is currently under renovation.

COMPLETED PROJECTS

East End Scattered Sites: Restoration of 5 scattered throughout the neighborhood including: 84 Holly Street, 1998 Seaview Avenue, 1534 Seaview, 1755 Stratford Avenue and 1841 Stratford Avenue totaling 33 units.

All units were renovated to “like new” condition, replacement of damaged GWB ceilings and walls, new bathrooms, new kitchens, new flooring in the sleeping, dining, kitchen and living rooms, ceramic tile (walls and floors) in bathroom. New windows and entry doors were required. Furnaces, Hot Water Heater and baseboard heaters will be replaced. New roof and electrical upgraded to meet code.

The total development costs exceeded \$6,000,000 which was funding by the State of Connecticut, Department of Housing, Connecticut Housing Finance Authority HTCC, and Capital for Change. All units were completed by 2022.





273-301 West Avenue: This newly constructed townhouse style building is a gem. It includes 18 resident units. The total development costs of the project is approximately \$4.4M. Funding was provided by the State of CT Department of Housing, Federal Home Loan Bank of Boston, People's United Bank. The building itself is a 3-story wood stud framed structure constructed of stone tiles, fiber cement siding and trim in a townhouse-over-flat configuration and includes 21 parking spaces with a total project square footage of 20,000 sq ft. In an effort to reduce the pervious surfaces, permeable pavers were used in a portion of the parking and walking areas.

Additionally, to eliminate run-off, the project features a natural rain garden to hold and treat storm water. All building materials were purchased from regional manufacturers/suppliers.

The proposed development provides newer units with modern amenities and an established rent structure that is affordable to residents so that they are paying approximately 30% of their income. Located adjacent to Downtown Bridgeport, this location is highly marketable to individuals and families that are looking for urban living with proximity to the greater Bridgeport region and lower Fairfield County. This project was completed February 2021.

515 West Avenue: Newly constructed five-story building at 515 West Avenue consisting of 48 apartments and two small ground floor retails spaces on the western edge of Downtown Bridgeport, a block away from Gateway 570. Housing for residents that need it most, including very low-income families and homeless veterans, in a walkable, transit-oriented neighborhood. Support services will be provided by Operation Hope.

The total development cost exceeded \$12 million funded by the Low-Income Housing Tax Credit Program administered by the Connecticut Housing Finance Authority (CHFA), State of Connecticut Bond Funds, City of Bridgeport HOME funds and private financing provided by Citibank and the Community Capital Fund. The project was completed in 2018.



Milestone Apartments: Assembled four vacant lots, with a full block of street frontage on Stratford Avenue, lying between

Freeman Street and Bishop Avenue. This new construction mixed-use, integrated permanent supportive affordable housing development targeting adults with special needs, specifically Veterans, and provides 30 one bedroom units. In addition, this building provides 9,000 sq. ft of commercial space which is home to a new early learning center operated by ABCD.

Unlike typical affordable housing, the East End Project combines supportive affordable housing units with market rate housing targeting adults with special needs. 20 units are reserved for individuals earning less than 50% of AMI occupants, of which 8 are for veterans ineligible for VASH and 7 for the chronically homeless or at risk of being homeless population. 10 units are reserved for individuals earning less than 80% of AMI occupants.

The building consists of a three-story building with 30 one-bedroom units, commercial space on the first floor and community, common and management space on the first and second floors. The total gross square footage of the building is 41,496 with approximately 9,000 square feet designated as commercial leasable space and each upper floor (2nd and 3rd) consist of 14,335 square feet on each floor. Each residential unit is approximately 800 square feet which consists of one bedroom, kitchen, living room and a full bath. All housing units are handicap adaptable and 3 units are fit up to be fully accessible. The site consists of four contiguous parcels which extend along Stratford Avenue from Freeman Street to Bishop Avenue making up the entire frontage of the block on Stratford Avenue. The site is completely vacant with direct access to all utilities along Stratford Avenue. The construction of this development was completed in December 2016.

The total development cost exceeded \$9 million funded by the State of Connecticut Bond Funds and City of Bridgeport HOME funds. The project was completed in 2018.



Gateway at 570: 30 one-bedroom unit, mixed use building in Downtown Bridgeport completed on May 2014. The total development cost was approximately \$7.2 million funded by the Connecticut Housing Finance Authority (CHFA) on funding provided by the Interagency Committee for Supportive Housing to construct a building on 570 State Street, Bridgeport, CT. The Interagency Committee for Supportive Housing includes the State of Connecticut Office of Policy and Management, CHFA, State of Connecticut Judicial Branch, Department of Children and Families, Department of Correction, Department of Economic and Community Development, Department of Mental Health and Services and Department of Social Services.

The ground floor is home to Bridgeport Neighborhood Trust corporate office. The building consists of 7 units specifically for young people transitioning out of DCF custody, 3 for the at risk of being homeless population, 10 affordable and 10 market rate. The building has an elevator and designed to accommodate physically challenged people. The apartments vary in sizes from 600 sq. ft. – 700 sq. ft. Supportive services is provided by Operation Hope. This project was completed in 2015.



Sheldon Oak

RELEVANT PROJECT EXPERIENCE

MARTIN LUTHER KING APARTMENTS



SOC partnered with Vesta Corporation to redevelop MLK Apartments, a 1960's 64-unit public housing-style townhouse community in Hartford's Sheldon /Charter Oak Neighborhood. The joint venture has secured financing to demolish the buildings and replace them with 155 modern, energy-efficient townhouses and an elevator building to allow long-time residents to age in place. Families were temporarily relocated and will be offered the opportunity to return when construction is completed in 2026.

BACON CONGREGATE



SOC converted the historic Bacon Bottling Factory into 23 units of congregate housing for low-income elderly. Residents live in comfortable, one-bedroom apartments and are provided with social and recreational services by a full-time on-site staff. The site is conveniently located within walking distance of public transportation, the Hartford Hospital campus, and the Park Street retail corridor. SOC is undertaking a major renovation of the building systems and unit interiors in late 2024.

PHILLIPS METROPOLITAN APARTMENTS



In honor of Ida B. Wells

In collaboration with the social services arm of Phillips Metropolitan CME Church, **SOC** acquired a vacant lot in Hartford's North End that was adjacent to a senior center and secured financing to build 40 units of affordable housing for low-income seniors, known as Ida B. Wells Apartments.



SHELDON OAK
A Non-Profit Housing Development Corporation

Sheldon Oak

RELEVANT PROJECT EXPERIENCE

RICE HEIGHTS



SOC partnered with Habitat for Humanity to build 44 single family homes on the site of the demolished Rice Heights public housing project in Hartford's Southwest neighborhood. SOC worked with the relocated tenants on credit repair and homeownership to prepare those who wished to purchase the homes.

4-40 VINE STREET HOUSING



SOC acquired nine historic buildings on Vine Street in Hartford and worked with the community to develop plans to rehabilitate the buildings into 74 spacious amenity-rich apartments, including 23 units set aside for low-income seniors. What was a blighted and semi-abandoned block is now a fully occupied and thriving mixed-income rental community.

NORTHEAST HARTFORD AFFORDABLE HOUSING



In the 2000's, **SOC** created Northeast Hartford Affordable Housing (NHAH), a seven-building, 68-unit scattered site development of small apartment buildings and townhouses. NHAH includes a neighborhood resource center and management office at 127 Martin Street.

SOC is currently refinancing and restructuring its properties in Northeast Hartford, including NHAH, and two other buildings into one 78-unit tax credit-financed development, with construction scheduled to begin in Summer 2024.



SHELDON OAK
A Non-Profit Housing Development Corporation

CENTER VILLAGE SENIOR AFFORDABLE HOUSING

Glastonbury, Connecticut



COST: \$17.7 million

COMPLETION: 2018

This 74-unit residential community in Glastonbury Center is helping the town achieve its housing diversity goals and filling a big gap in Glastonbury's affordable housing stock.

The new 38-unit, two-story building was constructed on a prominent corner in Glastonbury. The project also included the renovation and expansion of 34 units within six buildings dating back to 1975. The units were expanded from 350 to 650-SF.

The project has changed the look of Center Village, helps it fit in more with the downtown center, and brings a more modern affordable housing program to the Glastonbury community.

ESSEX PLACE

SENIOR AFFORDABLE HOUSING

Essex, Connecticut



COST: \$6.4 million

COMPLETION: July 2017

After seven years of planning, design, and construction, Essex Place, a senior and affordable housing development in Centerbrook, celebrated its grand opening in July 2017.

Essex Place provides 18 one-bedroom apartments and 4 two-bedroom apartments. Three of the units are fully handicap-accessible and the other units may be adapted for handicapped tenants. All the doors are sized to accommodate wheelchairs, and handrails line the walls in the hallways.

The complex has a community room on the first floor, as well as a library and kitchen on the second floor. Each apartment also has an individual kitchen. Other groups within Essex are welcome to reserve the community room for use.

The project is a collaboration between Essex Elderly and Affordable Housing (EEAH) and the Women's Institute for Housing and Development (WIHD). Funding for the project came from about 10 different sources, including the Connecticut Department of Housing and the Connecticut Housing Authority.

ALFRED E. PLANT SENIOR AFFORDABLE HOUSING

West Hartford, Connecticut



COST: \$16 million

COMPLETION: 2012

The 42 new units at the Alfred E. Plant Housing Complex broaden the town of West Hartford's ability to meet the regional need for affordable elderly housing.

A three-story, 30,000-SF building, the structure provides a new image for the facility. The new units are a mix of affordable and market rate elderly units, offer open-plan living, and some are handicap accessible. The existing 95 unit renovations include upgraded bathrooms, finishes, and ADA accessibility. Outdoor site upgrades include a measured walking path and cultivated lawn for recreation and entertainment. Energy efficiency was increased by replacing the existing exterior window system and inefficient boilers.

The driving force behind the project was the housing authority's desire to take control of the property. The design and development team worked with the Owner to file the demolition/disposition of the units from HUD control, and worked with CHFA to acquire funding.

JACK'S FARM

AFFORDABLE HOUSING

Cheshire, Connecticut



COST: \$12 million

COMPLETION: Spring 2026

Jack's Farm in Cheshire, Connecticut is an affordable housing project featuring 45 units of studios, one, two and three-bedroom options. Of the four buildings on the property, one of them will be the community center which will feature administration office space and a residential lounge.

The conceptual / schematic design phase is complete and funding is in place for the new construction of this 52,000-SF barn and farmhouse-style residential living estimated to be completed in the Spring of 2026.

DeMarco Management Corporation Overview

DeMarco Management Corporation is a full-service residential and commercial property management company. The company was formed in 1993 by Maria DeMarco and Rose Miles and is designated as a Woman Owned Business Enterprise.

CORPORATE HEADQUARTERS

Our corporate headquarters are located at 117 Murphy Road, Hartford, CT 06114. We also maintain satellite offices in Middletown and several other locations throughout the state.

ORGANIZATIONAL COMMITMENT

We have a strong commitment to providing quality service to our clients. Teamwork and partnership best describe our interaction with owners, vendors, and funders to coordinate the most appropriate combination of quality and cost in the delivery of our services. It is our goal to thoroughly understand the immediate and strategic needs of our clients as well as the communities they service and support.

CORPORATE PHILOSOPHY

DeMarco Management Corporation is a full-service property management company employing 116 Connecticut Residents. We specialize in managing facilities for municipalities, the State of Connecticut, not-for-profit businesses, and publicly traded corporations. We are committed to providing superior service utilizing our most valuable resources- our people.

Our services are extremely comprehensive, thereby allowing you; our client, to concentrate on your business. We handle all the details and present you with options and suggestions so that you can make informed decisions. We accomplish this strategy by becoming intimately involved in all aspects of your facility by gaining a sound working knowledge of your operations, tenant's needs, your staffing plans, policies and regulations. Adhering to this philosophy creates an environment whereby DeMarco Management Corporation staff is an extension of your staff.

BACKGROUND AND EXPERIENCE

DeMarco Management Corporation is a full-service residential and commercial property management company. Ms. DeMarco formed the company in 1993, which has seen steady and continued growth since its inception. DeMarco Management Corporation has a wealth of experience providing property services to residential and commercial property owners throughout the State of Connecticut. DeMarco Management Corporation's services include residential apartment communities, co-ops, condominiums, mixed use, commercial office and retail. We have significant experience with Federal, State and local agencies including CHFA, DOH, HUD, FHLB and local and municipal housing authorities.

Our firm is known for its retention of properties through proactive measures that minimize the escalation of expenditures even during times of inflation and skyrocketing costs associated with liability insurance, de-regulation of utilities, increased costs associated with employee fringe benefits, and increases associated with contracted services. DeMarco Management Corporation has a strong commitment to providing not only quality service but also timely and customer-friendly service. Teamwork and partnership clearly depict how DeMarco Management Corporation employees interact with owners, tenants and vendors to coordinate the most appropriate combination of quality and cost-effective services. It is our goal to understand the immediate and strategic needs of our clients, as well as that of the community.

HOUSING PORTFOLIO

As reflected in the enclosed Portfolio listing, we currently manage 57 housing communities throughout the State of Connecticut with a total of 2545 residential units. Within our Portfolio, 25 of these communities are HUD Funded developments which includes of 794 units. Our entire housing Portfolio consists of HUD funded PRAC 811, PRAC 202 and Multi-Family housing; Low Income Housing Tax Credit; Congregate, Supportive, Affordable Housing, Co-operative and individual unit ownership. (*See attached Exhibit A: DeMarco Management Property and Client Listing*).

We manage the portfolios of the following Municipal Housing Authorities: Essex, Berlin, Bridgeport, Plymouth (financial operations only), Cheshire, Manchester, Shelton, Windsor, and Windsor Locks. These properties were developed with multiple funding resources which include CHFA Tax Credits, DOH, State E-Rap and ACC subsidy and are comprised of a mix of Elderly, Disabled and Family properties.

We work with several non-profit agencies that develop subsidized housing. The bulk of our residential portfolio consists of State and Federal funded housing, including mixed income, family, elderly, supportive, congregate and low-income housing tax credit projects. In addition, we manage several market rate developments and subsidized housing owned by for profit corporations, which gives us a solid benchmark in the industry to make sure we remain competitive and progressive for our owners and residents.

DeMarco Management Corporation has been in the business of managing affordable housing communities for over twenty years. As Managing Agent, we are familiar with all rules, regulations, and applicable state and federal laws of managing affordable housing sites. We follow all rules and regulations of HUD, CHFA, DOH, and Section 42 governing the managing of Low-Income Housing Tax Credit affordable housing.

SENIOR MANAGEMENT STAFF

The Senior Management Team consists of excellent trained professionals who bring a wealth of knowledge in the real estate management, property management, and financial management. The blending of all these resources not only brings a willing and energetic team, but one that provides state of the art property management services designed to address the unique needs of each client. DeMarco Management Corporation's management team is comprised of individuals with

a firm belief and commitment to teamwork. The management team includes the following individuals:

Maria DeMarco formed DeMarco Management Corporation in 1993 and is the President of the Corporation. Maria has over thirty years of facilities management experience supporting a major financial institution with a focus on property, construction, capital improvements, leasing and building operations as well as management functions. Maria specializes in setting the company's strategic direction; marketing our services to new clients and ensuring that our current client's retention goals are achieved.

Matthew Fontaine serves as Controller for DeMarco Management Corporation. Matthew oversees the financial reporting requirements for our clients. Matthew has a great deal of experience as a Financial Analyst, Senior Auditor and Controller. In addition, Matthew is also a Certified Public Accountant.

Sherrie Garner is the Vice President of Operations for DeMarco Management Corporation. Sherrie has close to 20 years affordable housing experience and provides day to day operational oversight of all property management functions. Sherrie works with both the Property Management and Compliance Departments in setting up management controls for all our properties as well as with new business development. Sherrie has significant experience in the property management field and has extensive knowledge in affordable housing funded by various government agencies.

Paul Cote joined DeMarco Management in 2018 and serves as Director of Facilities. In this role, Paul our Property Maintenance staff and personnel. Paul has experience with managing the State of Connecticut properties and private owner properties. Paul's portfolio includes several major DeMarco Management Corporation commercial accounts including Trinity College, United Way and the People's Bank assignments. Paul is instrumental in overseeing major construction or renovation projects.

PROPERTY MANAGEMENT

DeMarco Management Corporation believes that the strength of its operation is at the site level, which is evidenced by its commitment to a decentralized approach to property management, wherein the primary focus is on the delivery of services at the site level. Supervisory staff spends more time "in the field" than in the main office to ensure that systems and procedures are carried out effectively and efficiently at the site level. On site personnel will be supported by the Compliance and Human Resources Departments located at DeMarco Management's corporate office located in Hartford, CT. Human Resource is responsible for all hiring of new personnel to staff the site Development.

Our property management team is comprised of Regional Property Managers, on-site Property Managers, Maintenance Technicians and when applicable a Resident Services Coordinator. Property managers are experienced and well trained in all aspects of day-to-day property management. They may be responsible for one large property or for two to four smaller properties administered by on-site Property Managers. Our Property Managers provide daily supervision and support where it is most needed—at the site level.

DeMarco Management Corporation prepares a staffing plan for each property it manages that optimizes the delivery of management services within the constraints of the property's operating budget. We routinely recruit and extend employment opportunities to neighborhood residents in the communities where we provide management services. It is advantageous to have staff that live close to the properties for a variety of reasons, including their ability to respond to off-hour emergencies quickly, their knowledge of the community and its residents, services, vendors, etc., and their acceptance by residents

Our key staffing roles consists of a fully staffed Property Management department accountable to maximize occupancy levels and property values with solid performance in the basics of property management services. These include, coordinating maintenance services, accounting and record keeping, resident selection, responses to resident requests, rent collection and eviction policies and procedures, regulatory compliance, managing operating budgets, and dispute resolution.

To provide maximum technical and supervisory support, each property is assigned a Regional Property Manager who works under the supervision of the Vice President of Operations. The Regional Property Manager communicates directly with the owner about policy issues and keeps the owner apprised of both the fiscal and physical health of the property. A Regional Property Manager's role is critical in satisfying the DeMarco Management Corporation's contractual obligations to provide property management services at all properties. While supervising the Property Manager, the Regional Manager plans, directs, and coordinates the leasing, remains up to date with all state and federal housing regulatory changes and governance activities of commercial, industrial or residential real estate properties.

Our management team completes an intensive training program in all aspects of property management including physical plant, resident relations, property accounting, budgeting, legal and agency regulations. A key to our commitment of service is ongoing education that includes Fair Housing Training, State and Federal regulatory training and certifications, and Safe Work Practice workshops. The management staff is supported by an Accounting Manager, the Compliance Department which provides ongoing compliance training and support for site staff in various monitoring programs and report, and our IT department which provides both hardware and software support for all computers and phones as well as a file back-up service for redundancy and to eliminate any disruptions on the site due to electronic equipment.

RESOURCE MANAGEMENT

- **Emergency Services:** Our firm provides 24-hour emergency services as a matter of course. This immediate response time includes first level of response to off-hour emergencies. All our lead personnel carry cell phones and are expected to respond to off-hour situations. We also maintain a network of third-party vendors who will respond to off-hour emergencies as well. These vendors provide a working relationship with DeMarco Management Corporation that ensures emergency requests are handled quickly and efficiently.
- **Snow Removal and Landscape Maintenance:** DeMarco Management Corporation will prepare seasonal specifications, identify quality vendors and oversee the standard bidding process to ensure that client requirements and needs are met and satisfied. There will be no DeMarco Management Corporation mark-ups for contacted services.
- **Trash Removal and Recycling:** We will match the client's anticipated trash and recycling needs with the proper program data and prepare specifications for bidding, conduct formal bid process and implement a process that meets the client's and States requirements.
- **Security:** Whether on-site security personnel or remote security monitoring is required, DeMarco Management Corporation will define the need, develop security options and implement appropriate security measures to meet the client's expressed requirements.
- **Environmentally Responsible Management:** DeMarco Management Corporation is dedicated to creating healthier environments in which to live. In order to create cleaner, healthier environments within the living and working spaces for residents as well as energy efficiency in the building systems, we have designed "green" procedures of property management for our properties. Such procedures include:

Energy use and efficiency
Green materials and practices
Promoting resident awareness

Lighting systems
HVAC maintenance practices
Preventative Maintenance

CONTROL BUILDING OPERATON EXPENSES

DeMarco Management Corporation works to minimize building operating costs subject to the appropriate level of services as determined by the client. Areas of focus include:

- Evaluating the service level expectations of the client and tenants.
- Maintaining service response levels on a timely and effective basis.
- Auditing of service contacts and benchmarking analyses to evaluate vendor costs and performance.
- Maintaining high satisfaction levels through client/tenant surveys.
- Evaluating allocated staffing levels.
- Evaluating energy consumption and energy management systems.

- Evaluating budgets by line item.
- Maintaining and enhancing customer service.
- Preserving a work environment that is functional and attractive.

SERVICES & HOUSING EXPERIENCE

- | | |
|--|----------------------------|
| - Housing Authorities | - State of Connecticut DOH |
| - HUD Section 202 | - Cooperatives |
| - Rural Development Section 515 | - Multi- Family |
| - HUD Section 811 | - Condominiums |
| - HUD Project Based | - Renovations |
| - CHFA Next Steps & Supportive Housing | - Relocations |
| - CHFA Financed | - Property Reorganization |
| - HUD Section 8 | - Project Management |
| - State Congregate Facilities | - Court Appointed Receiver |
| - Low Income Housing/Tax Credit | - State of CT 8-30g |
| - Assisted Living Facilities | |



CONSTRUCTION MANAGEMENT
PROGRAM MANAGEMENT
GENERAL CONTRACTING
DESIGN BUILD

ELEVATE YOUR EXPECTATIONS

We anticipate, manage, and overcome challenges to ensure each project's success.

7 Summits Construction

7 Summits Construction is a unique construction services firm. By looking at construction as a subset of the entire project's lifecycle, we provide 360-degree project navigation from concept to operations through a custom-tailored approach. Beginning with concept and feasibility, advising on financing and legal support, developing project and construction budgets, providing preconstruction and construction services, and finally supporting your in-house team with operations for project success. 7 Summits delivers this approach through listening, teamwork, and transparent communication leading to trust, and open problem solving. Then, we execute with precision.

7 Summits Construction is a full-service, Hartford-based, minority owned construction company. We are committed to excellence in our offerings of Construction Management, Owner's Project Management, General Contracting and Project Feasibility services. With our staff's collective experience that exceeds \$1B in project costs, we can execute any project type, size or complexity. Our work includes new buildings, renovations and historic rehabilitations for public and private clients. We look forward to working with you and elevating your expectations.

For more information, please contact our Director Strategy & Business Development Diana Colcord - (860) 990-2198 | dcolcord@7summitscc.com

Who We Are

SERVICES PROVIDED

- Construction Management
- Owner's Project Management
- General Contracting
- Design Build

PROJECT SIZE


- \$1-100M

DIVERSITY AND RELIABILITY


- MBE Ownership
- CT Major Contractors License

CORE VALUES

We design solutions to the challenges posed by the built environment. We believe in saying what you mean and meaning what you say – which results in trusted relationships. We are in this together.

 36 John St
Hartford, CT 06106

Contact Us

 860.756.5577

 www.7summitscc.com



NON-PROFIT

- Blue Hills Civic Association
- Children's Museum West Hartford
- Union League of Greater Hartford
- South Hartford Boys & Girls Club
- LaPenta Boys & Girls Club NW
- Blue Hill Recreation Center
- Bethel Church Community Center
- Faith 7th Day Adventist Church
- San Juan Center
- CT Association of School Based Health Centers

ADAPTIVE REUSE/COMMERCIAL

- Park & Main Mixed-Use Development
- 36 John Street
- LaSalle Road Mixed Use
- Mission Escape
- Howard K Funeral Home
- Albany & Woodland Place
- Feldspar Ridge
- Ardent Displays

HEALTHCARE

- Hartford Healthcare Corp.

ACADEMIC

- Trinity College
- Burns Elementary School
- Grace Academy
- Yale Peabody Museum
- Batchelder Elementary School Montessori
- Dr. Martin Luther King Campus Renovation
- Windham High School
- Vernon Vo-Ag Program Aquaculture Lab

MUNICIPAL

- Hartford Fire House #2
- Hartford Fire House #11
- Hartford Housing Authority
- Belden Library
- Hartford Sidewalk Replacement Program
- Cromwell DPW Garage and Offices
- Rocky Hill Water Pollution Control Facility
- New Haven Air Rights Garage
- Town of Hamden Youth and Arts Center

GOVERNMENT

- 7 Summits has done for the Federal Government and the following states:
 - CT, RI, NY, MA



Contact Us



860.756.5577



www.7summitscc.com

7 Summits Construction

Relevant Renovation and Construction Management Experience

Urban League of Greater Hartford: 140 Woodland Street Office Building Improvements, Hartford

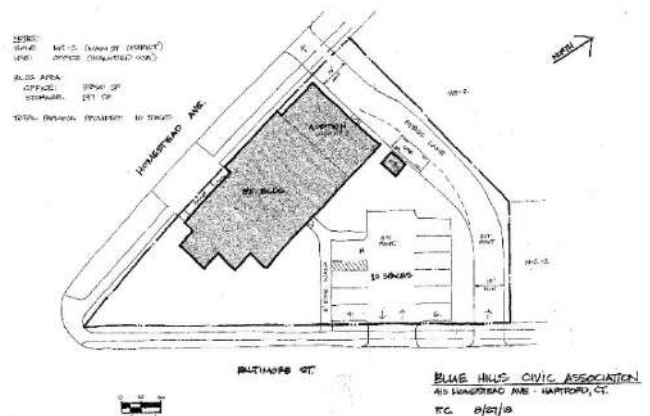
Owner/Client Reference: Mr. David J. Hopkins, President and Chief Executive Officer (860) 541-1719-Direct dhopkins@ulgh.org

Since 2019, 7 Summits Construction has been collaborating with the Executive Director and staff of the Urban League regarding improvements to their multi-story office building. For years, several challenges with the building have emerged and 7 Summits Construction was called in to evaluate the structure, identify the priority repairs needed and to provide construction cost estimates for these items. These items included Mechanical Systems, Roofing, Site Drainage and Pavement Repair. 7 Summits Construction has also provided the Urban League with assistance in preparing a House Bond Request application to receive funding from the state for the proposed repairs.



Blue Hills Civic Association: Office and Training Center (Redevelopment of 410 Homestead Avenue), Hartford

Owner/Client Reference: Vicki Gallon-Clark, MPA, Executive Director 860-560-7360 x 303 clarkv@bluehillscivic.org



New South Hartford Boys & Girls Club, Hartford

Owner/Client Reference: Mr. Samuel S. Gray, Jr., Chief Executive Officer, Boys & Girls Clubs of Hartford, Inc. (860) 929-7660 sgray@bgchartford.org

The Boys and Girls Club of Hartford, Inc. is a volunteer-centered program that fosters community, good citizenship, and safe environments. With the new location, the BGCH hopes to serve over 1,500 youth annually, offering various services, programs, and activities, with the goals to increase high school graduation rates, reduce substance abuse and other crimes, and decrease teen pregnancy rates. The new 26,000 square foot Club consists of a Teen Center, Technical Center, Game Room, and Craft Room, while the field house will hold a full size Basketball Court, Video and Sound Recording Studio, Kitchen, Storage, Locker Rooms, and various staff offices. Scope of work for 7 Summits Construction included management of site selection and acquisition, building committee meetings, and architect and design team selection process, as well as preparation and updating of several conceptual budget estimates and total project cost reports for new construction and associated site work. The new South Hartford Club opened to great anticipation in 2021 at a cost of \$ 10.5 million.

7 Summits Construction has been working with the Blue Hills Civic Association since 2018 on the acquisition due diligence, conceptual building renovation and expansion, site planning, and preparation of a comprehensive and successful March 2019 House Bond Request Application. The firm was selected as Construction Manager in 2020. The improved Office and Training Center is estimated to cost \$ 2.3 million to construct with a total project cost estimated at \$ 2.8 million. 410 Homestead Avenue, the former Webster Bank branch, was donated to Blue Hills Civic Association to be used as its corporate office and training center. This is a central location for the BHCA, where the organization can effectively deliver programming and training services to the community. The existing building is approximately 6,000 square feet, and a new 1,500 square foot addition and full renovation of the facility was required to make it operable. The parking lot and driveways are expanded and renovated. The

intent of this project and its improvements will not only revitalize the neighborhood, but will also provide extensive services with an emphasis on Workforce Development, Small Business Training, Life Skill Training Classes, Comprehensive Family Resources, pertaining to financial, education and health related issues, and Housing Assistance to help owners in gaining access to important programs to help maintain a home, which in return, will help grow the city's tax base. The BHCA Training Center has made a positive impact in the Blue Hills and surrounding community by providing such services. The project also benefits residents from the North Hartford Promise Zone and other low-income residents from Hartford. Full due diligence including programming, conceptual architectural drawings, site plan, site survey, environmental testing, and construction overview and estimating have been completed. The newly renovated and expanded facility will be open to the public in late 2023.

City of Hartford: Department of Public Works: Sisson Avenue Firehouse # 11 Renovations, Hartford

Owner/Client Reference: Mr. Frank Dellaripa, PE, City Engineer, Department of Public Works, City of Hartford (860) 757-9975 Frank.Dellaripa@hartford.gov

This \$ 2.5 million City of Hartford Capital Improvement Project was awarded to 7 Summits Construction in 2021 and was recently completed in 2023. Work involved renovation of fire house abatement/selective demolition, replacement of windows, sitework masonry, miscellaneous metals, door, frames, hardware, tile flooring, ceilings, and painting. The project includes repaving the parking lot at the Fire House 11, making drainage improvements, increasing the main driveway width to the rear of the property, adding ADA ramps for ingress/egress, and creating a storage area for the roll-out garbage and recycling containers. 7 Summits also analyzed the ability for adding another driveway on the northern side of the building for passenger cars. 7 Summits collaborated closely with the City's Department of Public Works and Fire Department to mitigate lingering pandemic supply chain and subcontractor/skilled labor concerns to keep the schedule and budget on track.

City of Hartford: Department of Public Works: Batchelder Elementary School Interior and Exterior Improvements, Hartford

Owner/Client Reference: Mr. Frank Dellaripa, PE, City Engineer, Department of Public Works, City of Hartford (860) 757-9975 Frank.Dellaripa@hartford.gov

7 Summits Construction completed \$ 935,000 of renovation work to seventeen classrooms, four restrooms, the Main Office, Nurse's Office, staff lounge, gymnasium, and auditorium, all while the school was occupied. The project also included exterior repair to egress stair on the north side of the building. All interior work occurred during second shift and required close coordination with both the school's administration and custodial staff. During the project, a maximum of only two classrooms were available for construction at any given time. In the classrooms, renovation involved the removal of existing millwork and associated plumbing and electrical to accommodate the installation of new millwork with child and adult sinks, ADA compliant dishwasher, and ADA compliant refrigerator. Construction work in the restrooms involved the removal of existing toilets, urinals and lavatories, along with installation of associated grab bars and toilet accessories to accommodate the new plumbing fixtures and accessories appropriate for small children. The Batchelder school was originally built in 1958.

Hartford School Building Committee: Burns Latino Studies Academy - Renovation-as-New, Hartford

Owner Reference: Mr. John Motley, Former Chairman, Hartford School Building Committee (860) 707-5158 John@motleyconsulting.com

A major, occupied renovation to "as-new" condition is proposed for the Burns Latino Studies Academy. Phase 1 consisted of renovation of four existing PreK Magnet classrooms and was completed in 2021. Phase 2 is being executed by the Construction Manager, in partnership with 7 Summits Construction as a 10-phase, 36-month occupied renovation consisting of hazardous materials abatement, demolition, and renovation, including sitework, building envelope, interiors, programmatic changes, ADA accessibility issues, structural systems, food service, science labs,

library/media center, nursing/health services, and new mechanical, electrical, and plumbing systems. Completion is required for the start of the 2023-2024 academic year, at which time the school will be able to accommodate 496 PreK-8 students. The program involves 110,000 square feet and is currently estimated at \$ 55.4 million total project cost. 7 Summits Construction has been preparing quantity takeoffs, reviewing



technical specifications, and preparing multiple MWBE "breakout" bid packages. The team is providing consistent leadership from kick-off to final closeout, including commitment to providing significant opportunities for MWBE enterprises as evidenced by the Burns Latino Studies Academy project, where the team attained over 35% City of Hartford set-aside participation on \$ 37.35 million of awarded trade contracts. The City of Hartford requirements exceeds most State of Connecticut standards and are considered one of the most stringent. Breaking down the project into 39 separate

bid packages - specifically targeting MWBE participation - was a major focus of 7 Summits Construction's preconstruction effort.



Hartford School Building Committee: Dr. Martin Luther King, Jr. High School Campus Improvements - Renovation-as-New, Hartford

Owner Reference: Mr. John Motley, Former Chairman, Hartford School Building Committee (860) 707-5158 John@motleyconsulting.com

Renovation-as-New of the Dr. Martin Luther King, Jr., High School and improvements to the campus for the Hartford School Building Committee was a fast-track multiple-phased project incorporating the existing Dr. Martin Luther King, Jr. Middle School and existing Breakthrough North Magnet Elementary into one campus. The project team's task was to reimagine and renovate-as-new the unoccupied facility into a unified 11.5 acre PreK-8 Campus. The project involved 140,000 square foot renovation and 34,000 square feet new

construction. Completion occurred in 2020 and the total project cost was \$ 111 million. 7 Summits Construction provided multiple construction management services, including pre-construction services, cost estimating, scheduling and full-time, on-site field project engineering, and compliance monitoring. “MLK” has been the winner of several awards for design and construction excellence, including an Award of Merit from Preservation Connecticut and the Project Team Award for K-12 Schools (Large) from the Connecticut Building Congress. The original 175,000 square foot building was constructed as the first Thomas Snell Weaver High School, and was completed in 1922.



The Children’s Museum: Relocation to the City of Hartford, Hartford

Owner/Client Reference: Dr. Michael J. Werle, PhD, Executive Director, The Children’s Museum Group (860) 231-2830 x 600
mwerle@thechildrensmuseumct.org

7 Summits Construction has assisted The Children’s Museum since August 2020 in site selection, due diligence, feasibility, construction cost estimating, and conceptual planning for the institution’s relocation of its West Hartford facilities back into Hartford where it originally began operations in 1927. TCM must move its museum and preschool from their current leased location (which is being sold by its Owner), or else close operations and numerous ongoing programs for the underserved communities of Connecticut. The Children’s Museum Relocation has been in the planning stage for several months and was enabled by a grant-in-aid from the State of Connecticut Department of Economic Community Development (CT DECD). The total project cost is anticipated to be approximately \$ 20 million, with funds coming from both public and private sources. This proposed project will include two major new elements: 1. A *Net-Zero Energy-Use* flagship demonstration, learning and training center - the first such public space in the State of Connecticut. 2. Start-up of the *Center for STEAM Advancement*—a collaborative initiative providing Science, Technology, Engineering, Arts and Math education and learning enrichment opportunities to children from kindergarten through college. As Owner’s Representative to the Relocation Committee, 7 Summits Construction was responsible for the identification, thorough investigation, evaluation, and presentation of seven sites for consideration, including both ground up and/or existing properties to be renovated. In collaboration with the Relocation Committee, 7 Summits Construction measured each site against very specific selection criteria, including but not limited to: Property Availability / Potential to Acquire; Site Suitability to Accommodate TCM Program and Future Expansion; Overall Site Characteristics; Location / Traffic and Access; Neighborhood / NRZ Support; Historical Significance; Zoning Regulations and Regulatory Process; Potential Environmental Concerns; Proximity to Competing / Complimentary Venues; Identity and Branding; Development Costs; and Development Schedule. The site selection feasibility process clearly revealed that three of the seven sites studied had the highest potential to relocate The Children’s Museum Campus to Hartford in a timely, effective and cost efficient manner. A combination of factors determined the rejection of the other sites – those not able to best accommodate TCM’s desired program, those involving a high cost of development (including acquisition and construction), and those whose development schedules would be prohibitive to a successful relocation. Evidence of determinations were provided in summary findings for each studied site. In addition to the evaluation and site shortlist, 7 Summits Construction also managed the development of preliminary concepts, schematic designs and construction cost estimating. Both indoor and outdoor areas were programmed



to include Preschool space, a Wildlife Sanctuary, Maintenance/Storage and other related spaces, featuring a major 20,000 square foot courtyard. It was further understood that the project would include a new Museum Building with a footprint area of approximately 30,000 square feet, and a new Preschool Building with a footprint area of approximately 3,000 to 4,000 square feet. Construction cost estimating accounted for the special characteristics of Hartford’s varved clay soil relative to foundation design and the thickness and consolidation properties required. It was assumed that the clay soil beneath the foundations would need to be stiffened using a ground improvement method such as aggregate piers, thereby enhancing bearing capacity and reducing settlement. Cost estimates also included interior features such as special exhibit and museum collection areas.

Town of Cromwell: Construction Oversight Services as Clerk of the Works for the Renovation and Expansion of the Belden Public Library and the new WPCA/Public Works Facility, Cromwell

Owner/Client References: Mr. Jon Harriman, PE, Town Engineer, Town of Cromwell 860-632-3465 jharriman@cromwellct.com
Ms. Kara S. Canney, Director, Cromwell Belden Public Library, Town of Cromwell 860-632-3463 mkcanney@cromwellct.com

7 Summits Construction was engaged by the Town of Cromwell to provide Construction Oversight Services as Clerk of the Works for the 3,500 square foot expansion and 13,542 square foot renovation of the Belden Public Library, located in the Town of Cromwell’s Town Hall Complex. In this role, 7 Summits Construction performed part-time, on-site construction observation during the active construction phase necessary to determine if progress and quality of the work was completed in conformance with the Contract Documents and



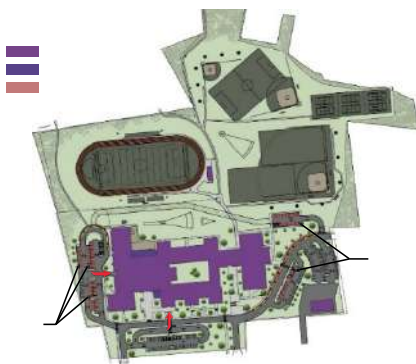
expectations of the Town. 7 Summits Construction acted as the Owner’s “eyes and ears” in the field and collaborated extremely closely with the Town Engineer and the Library Director. Because the Town Hall Complex included both the library and senior center, as well as town offices, site safety in the form of pedestrian and vehicular circulation plans, coordinated construction logistics, strategic phasing of the work, noise and dust mitigation, for example, were important among the project’s many priorities. The work was completed in late 2019. Of 7 Summits Construction’s performance, Town of Cromwell Town Engineer Jon Harriman, PE has said “As clerk of the works, Seven Summits has performed beyond our expectations. We were so pleased with their

performance as clerk on the Library Project that we hired them again to clerk the Public Works Facility project. We found Dan Paquette to be a valuable resource and very knowledgeable in all phases of building construction and rehabilitation.” As a result of 7 Summits Construction’s successful performance on the Belden Library project, the firm was awarded a similar Clerk of the Works contract in 2019 to perform construction oversight services for Cromwell’s combined Department of Public Works and Cromwell Water Pollution Control Authority Facility. This Design-Build project involved new construction of 25,500 square feet for the main garage, another 7,600 square feet for mechanic’s space and a truck wash facility, 5,850 square feet for office space, and additional space for proposed future expansion, sited on a 13-acre campus at the County Line Industrial Park. The cost was \$ 9.3 million and completion was (on-schedule) in late 2020. The project also involved the relocation of the Town’s existing transfer station to the property.

Town of Windham: Windham High School and Board of Education Offices – Renovation-as-New, Windham

Client Reference: Mr. David N. Patrick, Project Executive, Downes Construction Company (860) 229-3755 dpatrick@downesco.com

The Town of Windham is renovating to “as-new” condition the existing High School and adding to their Early Childhood Center. As part of these renovations and new additions, there will be modifications to their current Early Childhood Center and a newly relocated Central Office for the Town Board of Education, both of which will also be within the footprint of the newly renovated facility. The existing building is a two-story masonry building, constructed in 1970 and consists of roughly 225,000 square feet. The project involves an occupied,



multiple-phase renovation to avoid any disruption of the operations of the school, Early Childhood Center, or BOE offices. Renovation work starts with the conversion of the existing Natatorium into the new Central Offices space, followed by modifications to accommodate the new Early Childhood Center components, and then the

balance of the High School. A new stairwell will be added near the school’s front entrance and portions of the exterior façade overhangs will also be modified to address structural framing concerns. Interior areas are being modified with the intention of updating the classrooms, all support spaces (Admin Offices, Auditorium, Gymnasiums, and Cafeteria). Technology and MEP upgrades are also being made, as are improvements to the existing 41-acre campus involving all existing parking areas, along with the creation of new access drives and parking., as well as upgrades to athletic fields. The total project cost is \$ 112.3 million and is slated for completion in 2024. 7 Summits Construction has partnered with the Construction Manager to provide full-time, on-site field project engineering services, as well as construction cost estimating and scheduling.

Grace Academy School: Classroom Renovations (2017 and 2020), Hartford

Owner/Client Reference: Mr. Matthew Fitzsimons, Headmaster, Grace Academy 860-263-7535 mfitzsimons@graceacademyhartford.org

Grace Academy is an urban, hardscape campus for young women comprised of grades 5-8. In 2017, 7 Summits Construction was awarded to provide Construction Management services for the renovation of an existing basement storage area into offices and a classroom. Nestled on Main Street, the construction team worked carefully not to disrupt the existing dense campus for the renovation. Responsibilities included selective demolition with complete cleanup of job site, construction of drywall partitions and door openings, wall painting, and installation of insulation, gypsum board, an unfinished single wood door with a glass insert, an unfinished solid core “non fire rated” door with wood

framing, electrical, and a drop ceiling. Due to the success of the 2017 renovation project, Grace Academy again hired 7 Summits Construction in 2020 to provide Construction Management services for a major new initiative – additional improvements to the basement as well as renovation of the Second Floor and Third Floor of the existing 4-Story Central Baptist Church - located at 455-457 Main Street in Hartford. Renovation has allowed Grace Academy the space needed for its new Intermediate School. 7 Summits Construction has managed all interior renovation work as well as improvements to exterior spaces for parking and student pick-up and drop-off.

UConn: Toscano Family Ice Forum, Storrs Campus

Client Reference: Mr. Joseph P Diiorio, Manager, Turner Construction Company (203) 712-8250 – Office jdiiorio@tcco.com



The new, state-of-the-art 2,600-seat arena is located adjacent to the current Freitas Ice Arena in the Athletics District on Jim Calhoun Way and has been built to stir fan interest, improve recruiting and propel the hockey program to new heights. Construction of the new arena stems from the university’s decision to join Hockey East in 2013, as the conference requires schools to have an on-campus

arena that seats at least 4,000 people. (As the school explored options for how to comply with that stipulation, UConn was permitted to hold games at the XL Center and ultimately negotiated down the on-campus facility seating requirement to 2,500.) Team facilities include full Division I training and support for the women’s and men’s teams; team lounges; dry locker area and locker rooms with video displays; locker rooms for the visiting teams; training space with a hydrotherapy area; strength and conditioning room; and other areas such as coaches’ offices, a press box, dining area, ice plant and spaces for support services. The new facility also enjoys a large, center-hung display scoreboard with perimeter ribbon boards, designed to create an outstanding fan experience with state-of-the-art sound and lighting features. The new 97,300 square foot arena has been designed to meet all NCAA Division I ice hockey requirements and all Hockey East regulations (which the existing Freitas Ice Forum did not). The budget for the new, on-campus hockey arena was \$ 70 million (comprised of university funds, revenue bonds and private donations) and completion will occur in late 2022. In collaboration with the Construction Manager, 7 Summits Construction provided full-time, on-site project field engineering services.

REFERENCES

The following client references can attest to the high quality of work our team consistently provides its clients.



- + **"Park & Main" Mixed-Use Residential Development**
7Summits Realty, Freeman Companies, and 7Summits Construction Clay Fowler, Chairman & CEO | Spinnaker Real Estate Partners, LLC
P: 203.354.1550
- + **Holcomb Street Redevelopment**
7Summits Realty
William Diaz, City of Hartford | 260 Constitutional Plaza - 1st Floor, Hartford, CT | P: 860.757.9311 | diazw003@hartford.gov
- + **NeighborWorks New Horizons**
QA+M Architecture
Tom Cruess, President & CEO | 203 Willow Street, Waterbury, CT 06710 P: 203.562.4514 |tom@nwnh.net
- + **John D'Amelia & Associates, LLC**
QA+M Architecture
John D'Amelia, President | 37 Brookside Road, Waterbury, CT 06708
P: 203.757.1138 | jdamelia@jdamelia.com
- + **Glastonbury Housing Authority**
QA+M Architecture
Neil Griffin, Housing Authority Director | 25 Risley Rd, Glastonbury, CT 06033 P: 860.652.7570 | ngriffin@glastha.org

SECTION 2

Project Vision
Development Summary
Site Plan



Project Vision & Development Summary



Introduction

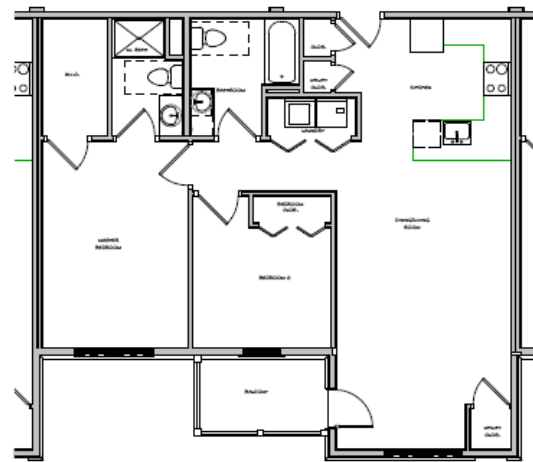
The proposed Granby Senior Housing Community is set to create expanded living opportunities tailored for the town's active adult population, specifically those aged 62 and older. Envisioned as a vibrant "lifestyle center," this new neighborhood will be conveniently located directly across from the Stop and Shop Plaza, within walking distance of over two dozen essential stores and services, including a grocery store, fitness center, auto shop, urgent care center, restaurants, pet shop, liquor store, and a day spa. While we have created numerous concept options, we are presenting our Concept 3 option shown here.

Development Overview

This multi-phased project will feature state-of-the-art one- and two-bedroom apartments, designed to provide the comforts and amenities of luxury living. Residents will enjoy:

- Spacious, Open-Plan Living: Each unit will be designed to maximize natural light and space, creating an inviting atmosphere.
- Large Bedrooms with Walk-In Closets: Generous bedroom sizes and storage options ensure comfort and convenience.
- Modern Bathrooms: All apartments will feature spacious bathrooms equipped with walk-in showers, promoting ease of use.
- Granite-Clad Kitchens: Stylish kitchens will include stainless-steel appliances and ample storage, perfect for both cooking and entertaining.

Importantly, all apartments will comply with the Americans with Disabilities Act (ADA), ensuring accessibility and support for aging in place.



TYPICAL 2 BEDROOM UNIT
SCALE: 1/4" = 1'-0"

2

Community Amenities

The Granby Senior Housing Community will also offer a variety of shared amenities to enhance residents' quality of life, including:

- Common Areas: A community room and kitchen will foster social interaction and engagement.
- Exercise Facilities: An on-site exercise room will promote health and wellness.
- Meeting and Game Spaces: Designated areas for activities and gatherings will encourage community building.
- Work-from-Home Offices: Communal office spaces will support residents who work remotely.

Outdoor amenities will complement the indoor features, providing residents with opportunities for recreation and relaxation, such as:

- Walking Trails: Scenic paths for leisurely strolls or brisk walks.

- **Exercise Lawn:** A dedicated space for fitness activities and classes.
- **Dog Park/Run:** An enclosed area for pets to socialize and play.
- **Pavilion:** A gathering space for community events and outdoor activities.



Inclusivity and Affordability

This development will operate as a mixed-income project, ensuring affordability for Granby residents of all backgrounds. By providing “senior affordable rental” options, we aim to create a diverse community that supports individuals from various economic levels. Upon completion, the Granby Senior Housing Community will offer homes for more than 100 residents, fostering a sense of belonging and connection.

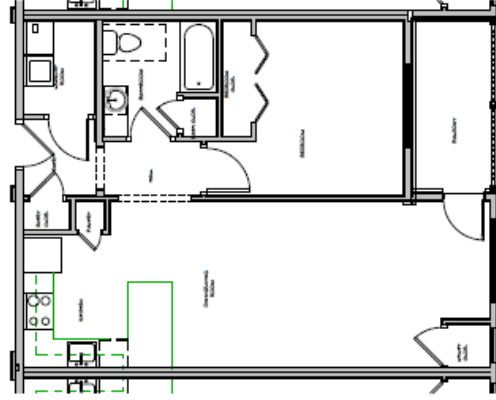
Anticipated Costs

Details regarding rental costs for the housing units will be outlined in the “Development Costs and Timeline” section of this proposal, ensuring transparency and clarity for all stakeholders involved.

This proposal aims to not only meet the housing needs of Granby’s seniors but also to enhance their overall quality of life through thoughtfully designed spaces and community-oriented amenities. We are excited about the potential of this project to transform the Granby community and support its valued residents.

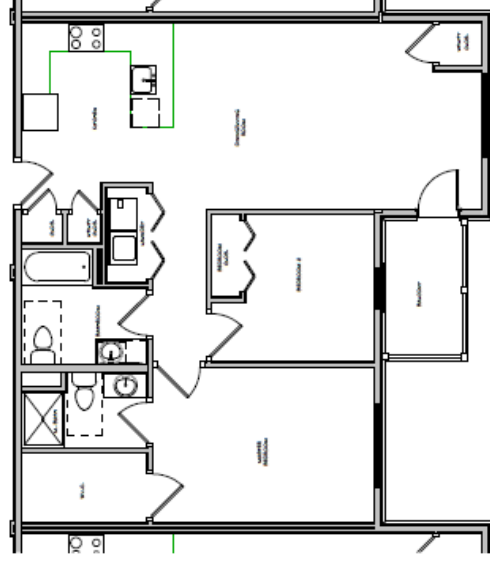






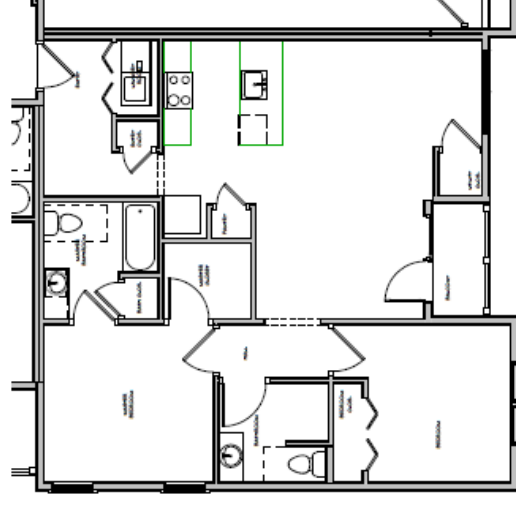
TYPICAL 1 BEDROOM UNIT
SCALE: 1/4" = 1'-0"

1



TYPICAL 2 BEDROOM UNIT
SCALE: 1/4" = 1'-0"

2



TYPICAL 2 BEDROOM CORNER UNIT
SCALE: 1/4" = 1'-0"

3

RENDERINGS

5 CANTON ROAD | GRANBY, CT



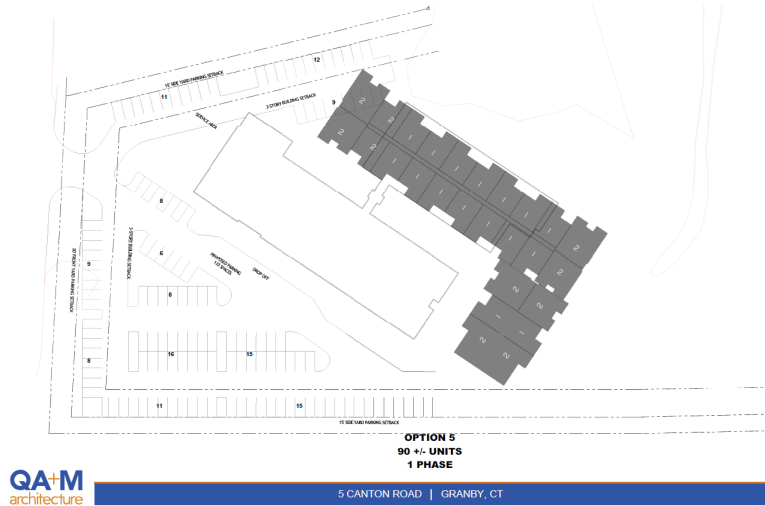
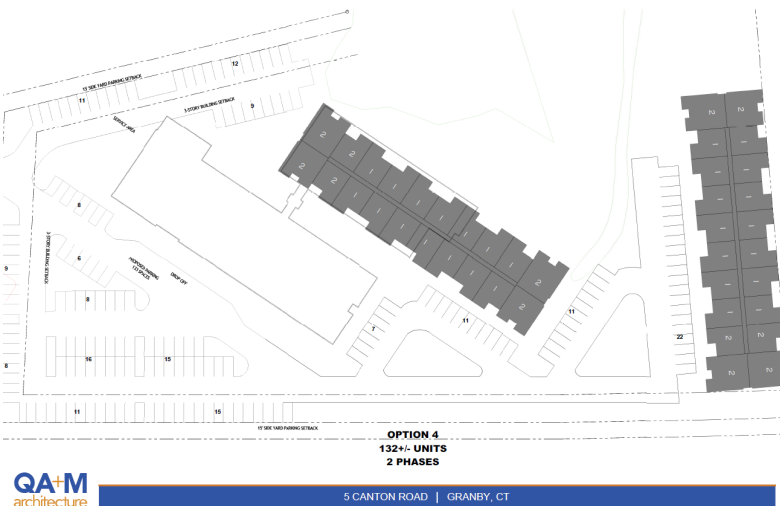
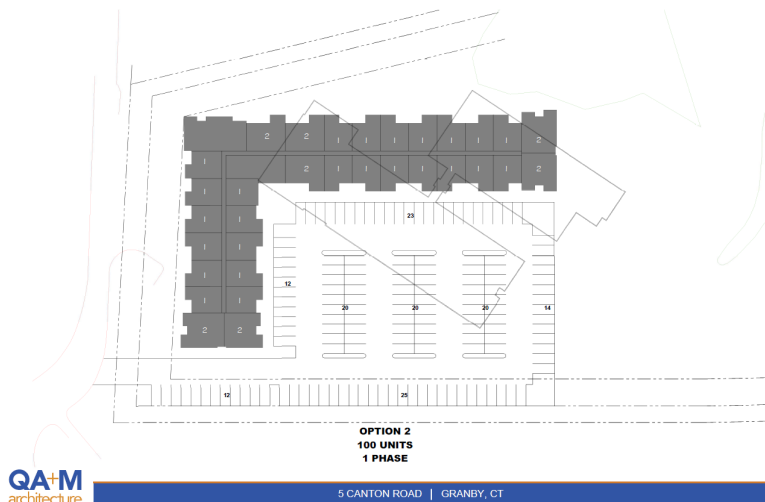
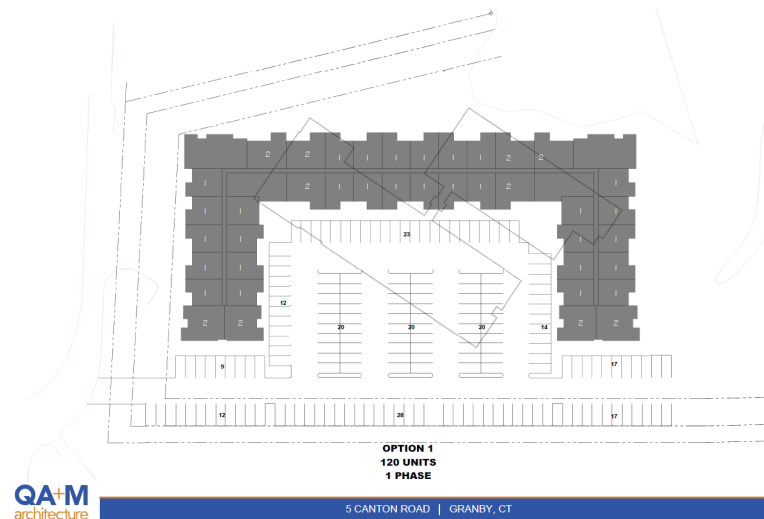


RENDERINGS

5 CANTON ROAD | GRANBY, CT

Alternative Design Options

7Summits Realty, and our team is committed to ensuring that this Senior Housing Development for the Town of Granby meets the diverse needs of the community. As part of our due diligence we have developed and presented several alternative concept plans that explore various layouts, amenities, and service models. These option reflect our dedication to creating a vibrant, supportive environment for seniors while also considering factors such as sustainability, accessibility, and community integration. By providing these alternatives we aim to enable stakeholders in meaningful discussions ensuring that the final design not only aligns with community values, but also enhances the overall quality of life for residents



SECTION 3

Development Costs

Timeline

Site Acquisition Price



Development Costs and Timeline

Project Budget

7Summits Realty proposes to redevelop the former Kearns School into a mixed income, affordable housing development for seniors ages 62 years of age or older. The proposed 120-unit housing complex will serve individuals with a range of incomes. See breakdown below:

| % of AMI | Units | # of Bdrms | Rent | Annual Income |
|----------|-------|------------|---------|---------------|
| 50% | 31 | 1 | \$1,142 | \$42,650 |
| 60% | 4 | 1 | \$1,371 | \$51,180 |
| Market | 4 | 1 | \$1,392 | \$51,181+ |
| 50% | 5 | 2 | \$1,371 | \$48,750 |
| 60% | 8 | 2 | \$1,645 | \$58,500 |
| Market | 8 | 2 | \$2,139 | \$58,501+ |

The estimated total development cost (TDC) of the project is \$53,128,248. The total hard costs including contingency are estimated to be \$43,427,994. The remainder of the TDC is comprised of architecture & engineering fees, surveying, environmental engineering, legal fees, financing costs, real estate taxes & insurance, and other soft costs. Key assumptions include:

Rent calculation

1. Affordable units align with DOH Rent Limits by income band.
2. Market rate units are calculated at 130% of the fair market rent.

Operating Expenses

1. \$9,666 per unit
2. 2 Part-Time Employees
3. 5% Management Fees
4. Utilities included in rent
5. Outsource contracts
6. Real estate taxes are calculated at \$2,100 per unit
7. \$400 per unit in reserves
8. 1.25 DSC

Capital Costs

1. \$442,735 per unit
2. Construction Costs (Res): \$344 per sq. ft.
3. Construction Contingency: 5%
4. Architect and Engineering Fees: 6% of construction
5. Legal: \$13,300 per source
6. CHFA/DOH Legal Fees: \$25,000
7. Developer Fee: 7.8%
8. 8. Acquisition: \$0



Below is a summary of the sources and uses.

| Uses | Amount | Sources | Amount |
|---------------------------------|----------------------|--|----------------------|
| Construction Costs | \$ 41,359,994 | CHFA LIHTC Net Proceeds | \$ 8,948,254 |
| Construction Contingency | \$ 2,068,000 | EverSources Energy Rebates | \$ 300,000 |
| TOTAL HARD COSTS | \$ 43,427,994 | HUD | \$ 17,280,000 |
| Architect/Engineering Fees | \$ 2,603,138 | Federal Home Loan Bank | \$ 1,700,000 |
| Finance and Interim Costs | \$ 1,390,552 | CT Department of Housing | \$ 11,000,000 |
| Soft Costs | \$ 636,000 | Capital Regional Council of Government | \$ 500,000 |
| Developer Fee | \$ 3,844,614 | Deferred Developer Fee | \$ 1,999,994 |
| Acquisition | \$ - | CHFA | \$ 10,500,000 |
| Reserves | \$ 948,894 | MRDA | \$ 900,000 |
| Entity and Syndication Expenses | \$ 277,060 | | |
| Total Development Uses | \$ 53,128,252 | Total Funding Sources | \$ 53,128,248 |

a. Schedule Overview

7Summits offers comprehensive real estate development services to execute a project successfully. Our team can lead a project from the development concept through construction completion. Below is a step-by-step implementation strategy.

1. Predevelopment: Form the Development Concept

- Identify Mission
- Market Analysis
- Evaluate the Site
- Highest & Best Use
- Develop Redevelopment Plan

2. Predevelopment: Test the Feasibility

- Perform Due Diligence
- Project Setup
- Project Planning
- Financial Feasibility

3. Development: Make the Deal Go

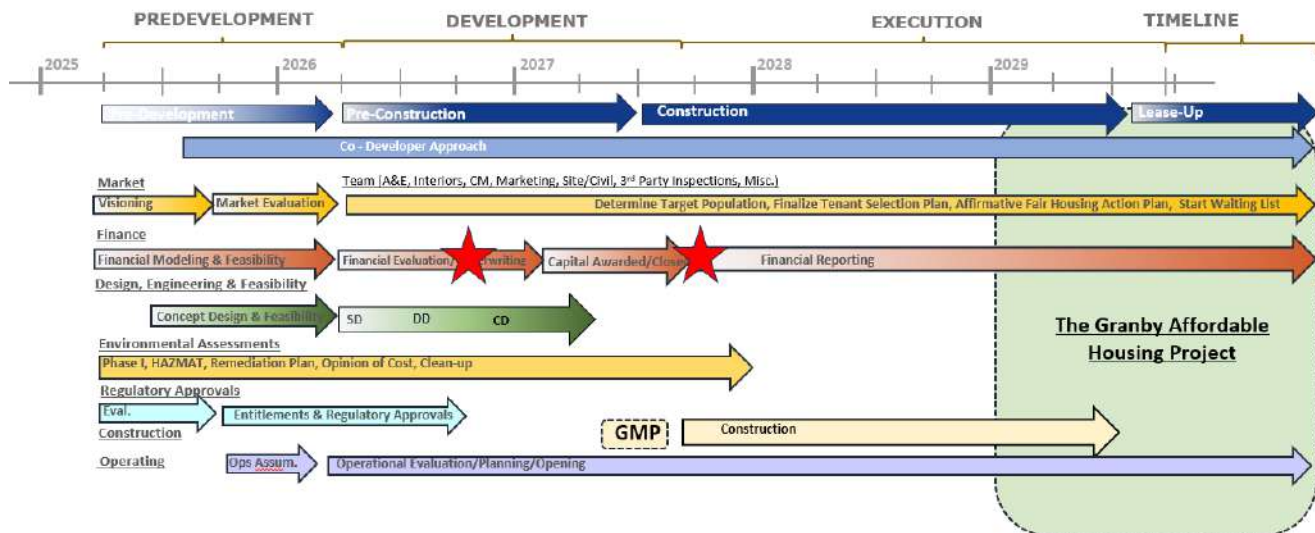
- Procure Team and Contracts
- Development Finance
- Pre-Design & Construction
- Entitlements & Permitting
- Community Outreach &

4. Execution: Construction and Closeout

- Conduct site work
- Start vertical construction
- Capital Planning
- Close-out
- Lease-up

There is no one size fits all timeline for real estate development. The distance between a vacant building and a finished building varies widely based on multiple factors, include the type of project, the design, the location, the zoning rules, and the permits required. It could take 2 years; it could also take six years. Below is the timeline we anticipate following.

Development Timeline



b. Financing

As you can see from the chart above, 7Summits proposes to leverage both private and public financing in support of the development. These sources include:

- Low Income Housing Tax Credits (LIHTC) are calculated based on the eligible basis (costs) by the 4% LIHTC Rate multiplied by 10 years and the equity raise of \$0.94. An allocation of 4% LIHTC is not competitive, rather any project awarded volume cap and financed with tax-exempt bonds qualify.
- Utility Rebate Incentives and other energy tax credits are available through the Inflation Reduction Act and are not competitive.
- HUD Section 202 Supportive Housing for the Elderly Program and/or Congressional Direct Spending.
- Federal Home Loan Bank, Affordable Housing Program (AHP): The AHP is a competitive funding source that provides both grants (up to \$850,000) and reduced interest rate loans to affordable housing projects. The AHP is particularly important because it is one of the few sources to provide early funding commitment.
- Department of Housing: DOH provides grants and deferred loans to affordable housing projects. The maximum limits per project is \$5,500,000.

- Brownfield's financing through the Capital Region Council of Government to remediate environmental hazards in the building or onsite.
- Private financing will be leveraged with Connecticut Housing Financing Authority Tax Exempt Bonds and the Municipal Redevelopment Authority.

c. Identify long-term management and ownership of development

7Summits Realty intends to maintain ownership of the development in perpetuity and will partner with DeMarco Property Management to provide the day-to-day property management services. Please refer to DeMarco's Company Overview for more information regarding their property management processes and team.



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