

March 5, 2019

Ms. Winnie Zhang

Boston Planning and Development Agency

One City Hall Plaza

Boston, MA 02201

**RE: Proposal for 120-122 Hancock St**

Dear Ms. Zhang,

We hereby would like to submit our proposal for two parcels of land located at 120 and 122 Hancock St in Dorchester. In order to provide maximum affordability opportunities to local Dorchester community our offered price for the aforementioned parcels of land is \$300,500. Our proposed development would provide 21 rental apartment residences and 2 ground-floor retail units serving needs of Dorchester community. Our development decision was made after consultation with local residents, several BPDA and DND staff members and review of recently approved zoning variances in Dorchester.

Thank you for your consideration. Please feel free to contact me with any questions or comments. We look forward to working with you and your staff to make this project a reality and serve housing needs of Dorchester community.

Sincerely yours,

Cambiz Raufi

(646)337-5536

*(Signature)*

### **3.0 Operational Plan**

Once proposed development is completed, affordable units will be rented using DND's marketing resources. Our current goal is to rent 50% of units to minority and women residents. To support our veterans, we aim to rent 4 of our affordable units to veterans.

We plan to lease one of the retail spaces to a day-care center to further support needs of local working families. We plan to demand that the day-care center hire several local minority and women, further benefiting the local community.

In addition, we plan to hold additional conversations with local residents and use their feedback to select and lease the other retail space to ensure that our commercial spaces best serve needs of local Dorchester community.

### **4.0 Housing Affordability Plan**

Based on recent data provided by BPDA, a significant proportion of local Dorchester residents are at moderate or elevated risk of displacement due to rising rents. Our goal is to provide a modern and comfortable living experience to local and minority family and preserve the sense of community. At 58% affordability ratio, our plan well exceeds City of Boston's affordability ratio of 1:9.

Pending zoning approval and financing, our proposed development includes a new five (5)-story, mixed-used community building that would include 3 units (about 10% of rental units) to households earning between 51%-60% of AMI, 7 units (about 20% of rental units) to households earning between 61%-80% of AMI, 7 units (about 20% of rental units) to households earning between 81%-100% of AMI and another 4 units (about 20% of rental units) to households earning 101%-120% of AMI. The affordable units will comprise of mix of studio, one-bedroom, two-bedrooms and three-bedrooms units. The remaining units would be available at market rate

### **5.0 Diversity and Inclusion Plan**

We plan to hire local Boston residents for this development. We will look forward to attract local minority and women candidates who are eager to learn a trade and share the same passion for enhancing Dorchester community. We expect to create +40 construction jobs over the length of

**PROPOSAL FORM**

**SUBMITTED TO: DEPARTMENT OF NEIGHBORHOOD DEVELOPMENT  
BID COUNTER  
26 COURT STREET, 10<sup>TH</sup> FLOOR  
BOSTON, MASSACHUSETTS 02108**

**DATE RECEIVED BY DND:** March 5, 2019

**SUBMITTED BY: NAME:** Cambiz Raufi

**ADDRESS:** 227A Summer St #3 Somerville

**TELEPHONE:** (646)337-5536

**EMAIL:** cam.raufi@gmail.com

Under the conditions set forth by the Department of Neighborhood Development, the accompanying proposal is submitted for:

**Property Address:** 120-122 Hancock St

For this proposal to be properly evaluated all questions must be answered by the Proposer. The Awarding Authority (the Department of Neighborhood Development) will regard all responses to questions and all submissions as accurate portrayals of the Proposer's qualifications and any discrepancy between these statements and any subsequent investigation may result in the proposal being rejected.

- i. The name(s) and address(es) of all persons participating in this application as principals other than the undersigned are:

Cambiz Raufi - 227A Summer St #3 Somerville MA 02143

Shahriyar Mojahed

\_\_\_\_\_

Use separate sheet and attach if additional principals are involved.

- ii. The applicant is a/an:  
Individuals (will file for corp if selected for dev of property  
(Individual/Partnership/Joint/Venture/Corporation/Trust, etc.)

- A. If applicant is a Partnership, state name and residential address of both general and limited partners: \_\_\_\_\_

\_\_\_\_\_

B. If applicant is a Corporation, state the following:

Corporation is incorporated in the State of: \_\_\_\_\_

President is: \_\_\_\_\_

Treasurer is: \_\_\_\_\_

Place of Business: \_\_\_\_\_

C. If applicant is a Joint Venture, state the names and business addresses of each person, firm or company that is a party to the joint venture:

\_\_\_\_\_  
\_\_\_\_\_

A copy of the joint venture agreement is on file at: \_\_\_\_\_ and will be delivered to the Official on request.

D. If applicant is a Trust, state the name and residential address of all Trustees as:

\_\_\_\_\_  
\_\_\_\_\_

Trust documents are on file at \_\_\_\_\_

And will be delivered to the Official on request.

iii. Bank reference(s): \_\_\_\_\_

iv. If business is conducted under any title other than the real name of the owner, state the time when, and place where, the certificate required by General Laws, c.110, §5 was filed:

v. Number of years organization has been in business under current name: \_\_\_\_\_

vi. Has organization ever failed to perform any contract? \_\_\_\_\_ Yes/No

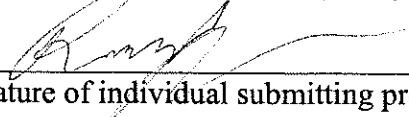
If answer is "Yes", state circumstances): \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

We propose the following purchase price:

vii. AUTHORIZATION:

The undersigned certifies under penalties of perjury that this proposal has been made and submitted in good faith and without collusion of fraud with any other person. As used in this certification, the word "person" shall mean any natural person, business, partnership, corporation, union, committee, club, or other organization, entity, or group of individuals.

  
\_\_\_\_\_  
Signature of individual submitting proposal

Cambiz Raufi  
\_\_\_\_\_  
Title

\_\_\_\_\_  
Legal Name of Organization

Dated at: \_\_\_\_\_

This 5 day of March, 2019

NAME OF ORGANIZATION:  
\_\_\_\_\_  
\_\_\_\_\_

BY: \_\_\_\_\_

TITLE: \_\_\_\_\_

i. ATTESTATION:

\_\_\_\_\_ being duly sworn deposes and says that  
(he/she) is the \_\_\_\_\_ of \_\_\_\_\_ and that all  
answers to foregoing questions and all statements contained herein are true and correct.

Subscribed and sworn before me this \_\_\_\_\_ day of \_\_\_\_\_,

Notary Public: \_\_\_\_\_

My Commission Expires: \_\_\_\_\_,  
(Month) (Year)

NOTE: This proposal form must bear the written signature of the applicant.

If the applicant is an individual doing business under a name other than his own name the application must state so, giving the address of the individual.

If the applicant is a partnership a partner designated as such must sign the application.

If the applicant is a corporation, trust or joint venture the application must be signed by a duly-authorized officer or agent of such corporation, trust or joint venture and contain written evidence of the authority to bind the entity.

(Please include the name of the agency or department and position held in that agency or department.)

# STATEMENT OF PROPOSER'S QUALIFICATIONS FORM

All questions must be answered. All information must be clear and complete. Attach additional pages, if needed.

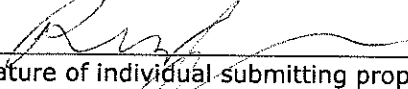
1. Name of proposer: Cambiz Raufi
2. Names and titles of principals: Cambiz Raufi (principal partner), Shahriyar Mojahed (partner)
3. Names of authorized signatories: Cambiz Raufi
4. Permanent main office address: 227A Summer St #3 Somerville MA 02143
- Phone: (646)337-5536 Fax: \_\_\_\_\_ Email: cam.raufi@gmail.com
5. Date organized: March 2019
6. Location of incorporation: Boston, MA

Partners will bring combined +30 years of experience in engineering and construction management

7. Number of years engaged in business under your present name: \_\_\_\_\_
8. List at least three private or public agencies that you have supplied/provided with similar services to that in this solicitation:
  - a. Bechtel Corp, AECOM
  - b. MBTA
  - c. Astonvest Inc.

Has organization ever failed to perform any contract?  YES  NO  
If YES, attach a written declaration explaining the circumstances.

**AUTHORIZATION:** The undersigned certifies under penalties of perjury that this proposal has been made and submitted in good faith and without collusion or fraud with any other person. As used in this certification, the word "person" shall mean any natural person, business, partnership, corporation, union, committee, club, or other organization, entity, or group of individuals.

  
\_\_\_\_\_  
Signature of individual submitting proposal

Principal partner  
\_\_\_\_\_  
Title

Cambiz Raufi  
\_\_\_\_\_  
Legal Name of Organization

March 5, 2019  
\_\_\_\_\_  
Date

## PRELIMINARY DEVELOPMENT BUDGET FORM

**PROPOSER'S NAME:** Cambiz Raufi, Shahriyar Mojahed

Complete this Preliminary Development Budget or you may substitute another form that provides substantially equivalent information. Note: Total of Uses of Funds should equal Total of Sources of Funds.

USES OF FUNDING	AMOUNT
Acquisition - Land	\$300,500.00
Site Prep/Environmental	\$200,000.00
Construction	\$6,000,000.00
Construction Contingency	\$500,000.00
Architect(s) and Engineer(s)	\$50,000.00
Development Consultant	\$0.00
Survey and Permits	\$25,000.00
Legal	\$15,000.00
Title and Recording	\$10,000.00
Real Estate Taxes	\$20,000.00
Insurance	\$15,000.00
Construction Loan Interest	\$100,000.00
Construction Inspection Fees	\$6,000.00
Other:	\$
Other:	\$
Other:	\$
Other:	\$
Other:	\$
Soft Cost Contingency	\$40,000.00
Developer Overhead	\$100000
Developer Fee	\$250,000.00
<b>TOTAL: ALL USES</b>	<b>\$7,631,500.00</b>



SOURCES OF FUNDING	AMOUNT	Committed
Sponsor Cash In Hand	\$250,000.00	<input checked="" type="checkbox"/>
Additional Sponsor Fundraising	\$	<input type="checkbox"/>
Philanthropic Funding	\$	<input type="checkbox"/>
Philanthropic Funding	\$	<input type="checkbox"/>
Bank Loans	\$7,481,000.00	<input type="checkbox"/>
Donated Materials/Services:		
Other: Masshousing	\$2,100,000.00	<input type="checkbox"/>
Other:	\$	<input type="checkbox"/>
<b>TOTAL ALL SOURCES:</b>	<b>\$9,831,000.00</b>	

If any of the above-listed funding sources are already in hand or have been committed subject to designation/conveyance by DND, check off the right-hand box under "Committed".

Explanatory notes:

# PRELIMINARY OPERATING BUDGET FORM

**PROPOSER'S NAME:** Cambiz Raufi, Shahriyar Mojahed

Provide a Preliminary Operating Budget on the form provided below. You may substitute another form that provides substantially equivalent information.

SOURCES OF FUNDS: ANNUAL OPERATING INCOME	AMOUNT
Residential rental Income	\$ 500,000.00
Commerical rental income	\$ 60,000.00
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
<b>ANNUAL OPERATING INCOME: ALL SOURCES</b>	<b>\$ 560,000.00</b>

Committed


If any of the above-listed funding sources are already in hand or have been committed subject to completion of the new facility, check off the right-hand box under "Committed".

USES OF FUNDS: ANNUAL OPERATING COSTS	AMOUNT
Common Utilities	\$25,000.00
Property Insurance	\$25,000.00
Property Taxes	\$25,000.00
Accounting	\$2,500.00
Managment fees	\$50,000.00
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
<b>ANNUAL OPERATING COSTS: ALL SOURCES</b>	<b>\$ 127,500.00</b>

*Continued on next page*

Explanatory notes:

## DEVELOPMENT TIMETABLE FORM

**PROPOSER'S NAME:** Cambiz Raufi, Shahriyar Mojahed

Assuming that you are designated on May 1, 2019 , indicate below your target dates for achieving these key development milestones.

MILESTONE	DATE
Designs Complete	8/31/2019
Apply for Permit(s)	2/28/2020
Zoning Relief Anticipated?	<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO
All Development Financing Committed	9/31/2019
Permit(s) Issued	4/31/2020
Financing Closed	4/31/2020
Construction Begins	5/15/2020
Construction Complete	5/31/2021

# CONSTRUCTION EMPLOYMENT STATEMENT FORM

**PROPOSER'S NAME:** Cambiz Raufi, Shahriyar Mojahed

How many full time employees does your firm currently have?

Under 25       25 -99       100 or more

Are you a Boston-based business?  YES  NO

*Boston Based: where the principal place of business and/or the primary residence of the Proposer is in the City of Boston.*

Are you a Minority-owned Business Enterprise?  YES  NO

If yes, are you certified as such by the State Office of Minority and Women Business Assistance (SOMBWA)?  YES  NO

Are you a Woman-owned Business Enterprise?  YES  NO

If yes, are you certified as such by the State Office of Minority and Women Business Assistance (SOMBWA)?  YES  NO

## **RESIDENT, MINORITY AND FEMALE CONSTRUCTION EMPLOYMENT**

DND encourages MIHI builders to seek to achieve the following construction employment goals:

<b>Boston Residents</b>	<b>50% of project hours</b>
<b>Minority</b>	<b>25% of project hours</b>
<b>Female</b>	<b>10% of project hours</b>

These are targets, not requirements, but proposals that provide better evidence of their ability to achieve these targets will be more highly ranked. Explain what actions you will undertake to promote employment of these groups:

We are fully aware of the importance and positive community impact of achieving these goals. Our goal is to exceed these goals and award 50% of projects hours to minority residents of Boston and 20% of project hours to local Boston female residents. We plan to reach out to local community groups in Dorchester and leverage our network to achieve these goals.

If you have additional information demonstrating your capacity to achieve these employment targets, you may provide this information on a separate sheet clearly labeled at the top with "Supplementary Construction Employment Statement" and the Proposer's name. *Note: if you are, according the US Dept. of Housing & Urban Development, a Section 3 certified vendor, this will be considered strong evidence of capacity to achieve DND's employment goals.*

If you have completed any development projects in the last five years that have required employment reporting through the City's Office of Jobs & Community Services, please list the most recent here: \_\_\_\_\_

## AFFIDAVIT OF ELIGIBILITY FORM

Developer's Name: Cambiz Raufi, Shahriyar Mojahed

Any person submitting an application for under this RFP must truthfully complete this Affidavit and submit it with their application.

1. Do any of the principals owe the City of Boston any monies for incurred real estate taxes, rents, water and sewer charges or other indebtedness?

No

2. Are any of the principals employed by the City of Boston? If so, in what capacity? (Please include name of principal, name of agency or department, and position held in that agency or department).

No

3. Were any of the principals ever the owners of any property upon which the City of Boston foreclosed for his/her failure to pay real estate taxes or other indebtedness?

No

5. Have any of the principals ever been convicted of any arson-related crimes, or currently under indictment for any such crime?

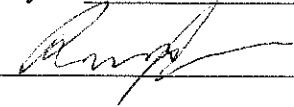
No

6. Have any of the principals been convicted of violating any law, code, statute or ordinance regarding conditions of human habitation within the last three (3) years?

No

Signed under the pains and penalties of perjury this

5 day of March, 20 19

SIGNATURE:  \_\_\_\_\_

TITLE: Principal partner

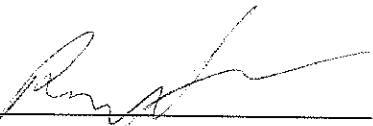
ORGANIZATION: \_\_\_\_\_

ADDRESS: 227A Summer St #3 Somerville MA 02143

## CHAPTER 803 DISCLOSURE STATEMENT FORM

In compliance with Chapter 60, Section 77B of the Massachusetts General Laws as amended by Chapter 803 of the Acts of 1985, I hereby certify that I have never been convicted of a crime involving the willful and malicious setting of a fire or of a crime involving the fraudulent filing of a claim for fire insurance; nor am I delinquent in the payment of real estate taxes in the City of Boston, or being delinquent, an application for the abatement of such tax is pending or a pending petition before the appellate tax board has been filed in good faith.

This statement is made under the pains and penalties of perjury this 5 day  
of March, 2019  
Month Year



Proposer Signature

\_\_\_\_\_  
Co-Proposer Signature (If Applicable)



# CAM RAUFI

227A Summer St Apt 3 | Boston, MA 02143  
Tel: 646-337-5536 | E-mail: cam.raufi@gmail.com

## SUMMARY

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With over 10 years of experience in construction, project management and real estate investment. Recognized by Bechtel Corporation for innovation and outstanding performance.

## EXPERIENCE

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### BECHTEL CORPORATION

Houston, TX  
2011-2016

#### *Project Manager/Quality Assurance Engineer*

- Supported project directors and site managers in cost control, project planning and quality control/assurance for more than two dozen of transportation, civil and energy projects (values at +\$100B); mentored junior engineers
- Analyzed subcontractor's change orders and responded to claims for restoration of defective concrete structure; reduced repair cost by 25% and helped legal team settle outstanding claims
- Performed schedule risk assessment and cost-benefit analysis of insulation systems; negotiated savings of \$52M with third party vendors
- Analyzed schedule risk and costs for outsourcing of production of structural units for \$8B energy project resulting in 22% cost savings and on-time delivery
- Developed strategy that recovered Chevron's \$350M capital project at 10% of initial repair estimate; developed schedule, led multi-disciplinary team of 15 field engineers to execute solution and delivered project on-time
- Reviewed subcontractors' proposals for construction of utility lines for \$40B energy project, evaluated risk and schedule compliance, and prepared proposal assessment reports for project director
- Earned *Excellent Performance Award* for preventing 3 months delay of \$12B project; investigated issue and led subcontractor to execute solution that restored project schedule at no cost to Bechtel
- Earned Bechtel's *Innovation Award & Award of Merit* for generating strategic initiatives that reduced construction cost by up to 20% without schedule delay

### ASTONVEST INCORPORATED (real estate investment firm)

Houston, TX  
2011-current

#### *President*

- Performed market research and due diligence on \$1.5M purchase of residential properties
- Created Excel model to analyze lease income and return
- Managed rental portfolio and managed contractors to renovate properties

## EDUCATION

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### NEW YORK UNIVERSITY, Leonard N. Stern School of Business

New York, NY  
May 2018

#### *Master of Business Administration*

### PURDUE UNIVERSITY

West Lafayette, IN  
May 2011

#### *Doctor of Philosophy in Civil Engineering*

- Magoon Award for Excellence in Teaching (2009 and 2010)

### LOUISIANA STATE UNIVERSITY

Baton Rouge, LA  
December 2005

#### *Bachelor of Science in Civil Engineering, Valedictorian*

- Graduated Summa Cum Laude; Chancellor's and Dean's lists every semester

## Shah Mojahed, PhD

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### Areas of Expertise

- Construction Management
- Project Management
- Project Controls and Scheduling
- Organizational/Planning skills
- Excellent written and verbal communication skills

### Education

- Ph.D. Construction Management, Louisiana State University, 2005
- M.S. Industrial Engineering, Louisiana State University, 2004
- M.S. Civil Engineering, University of Louisville, 2000
- B.S. Civil Engineering, Tehran Polytechnic University, 1998

### Licenses & Certifications

- Certified Massachusetts Owner's Project Manager
- Certified Massachusetts Construction Management at Risk
- Certified URS Project Manager
- Licensed Engineer-In-Training – State of Louisiana
- Supervisory Training in Accident Reduction Techniques (S.T.A.R.T.)

### Membership

- Member, Project Management Institute (PMI)

### Overview

Mr. Mojahed has nineteen years of experience in construction and project management. He has managed wide range of construction projects at a general contracting firm and provided program management & oversight and extensive project controls services at a consulting firm. Mr. Mojahed was responsible for implementation of project controls system, project management information system (PMIS), program oversight, and supervision of project controls staff. Mr. Mojahed and his staff developed budget and cost estimates, controlled budget and costs, prepared and updated project schedules, managed and reviewed contractors' schedule updates, performed cash flow expenditure forecast, risk analysis and modeling, and negotiated TIA delay claims and change orders. He provided monthly progress reports to clients including federal and state agencies. He has vast experience in construction claim analysis for both owners and contractors through root cause analysis and assessment of impact on project schedule and cost. He has performed in-depth analysis of change orders through bottom-up cost estimating and contemporaneous window analysis of delay claims to support litigation.

Currently, he is self-employed and participates in real estate development opportunities with other developers and investors. His expertise in construction management gives him a unique understanding of engineering and contractors aspect of real estate development. He works directly with engineers and contractors in order to complete design and construction of real estate development projects. He has participated in 11 private real estate projects.

### **GSA Modernization to IRS Service Center, Andover, Mass.** Approx. \$90 million

Reviewed and approved contractor's monthly schedule updates and Time Impact Analysis. Analyzed the as-built schedule and compared it to the baseline schedule and monthly updates for approval of progress reporting. Performed independent forensic analysis of contractor claims for additional cost, schedule impact and productivity interruption during and post-construction. Negotiated construction change orders. Reviewed project records for determination of liability and entitlement for time and money. Provided several claim expert analysis reports to the government during and post-construction to assist the government with settlement of contractors' claims.

### **316-322 Summer St. Re-development Project, Boston, Mass.** \$28.7 million

Owner's Project Manager, responsible to attend progress meetings with contractor, monitor contract conformance, review progress, prepare

monthly progress report for owner and approve contractor payment requisitions for this private development project.

**Adams-Cheshire Hoosac Valley Middle/High School**, Adams,  
\$40 million

**Grafton High School**, Grafton, Mass. \$360K

**Malden High School**, Malden, Mass. \$77M

Performed onsite oversight OPM services for Massachusetts School Building Authority, reviewed CPM construction schedules, analyzed budget, developed estimate at completion and cashflow forecast, and prepared monthly progress reporting for MSBA.

**Dormitory Authority (DASNY) - State of New York**  
\$34 million

As Project Controls Manager for this \$34 million project, totaling 149,000 square feet of living space, responsible to interface with the project team to develop the Work Breakdown Structures (WBS), review CPM schedule in Primavera P6, track and monitor project budget and cost trending, and identify deviation from the baseline. Provide monthly progress reports.

**The Arbor Point Station Landing Project**, Medford, Mass.  
\$41 million

**The Peninsula Phase II Project**, Boston, Mass.  
\$35 million

Owner's Project Manager, responsible to attend progress meetings with contractors, review and approve contractor payment requisitions on these private development projects. Also responsible to monitor contract conformance and prepare the monthly progress report, cash flow, schedule and quality reporting for the financing banks. These private large scale residential complexes were located in South Boston and Medford, Mass.