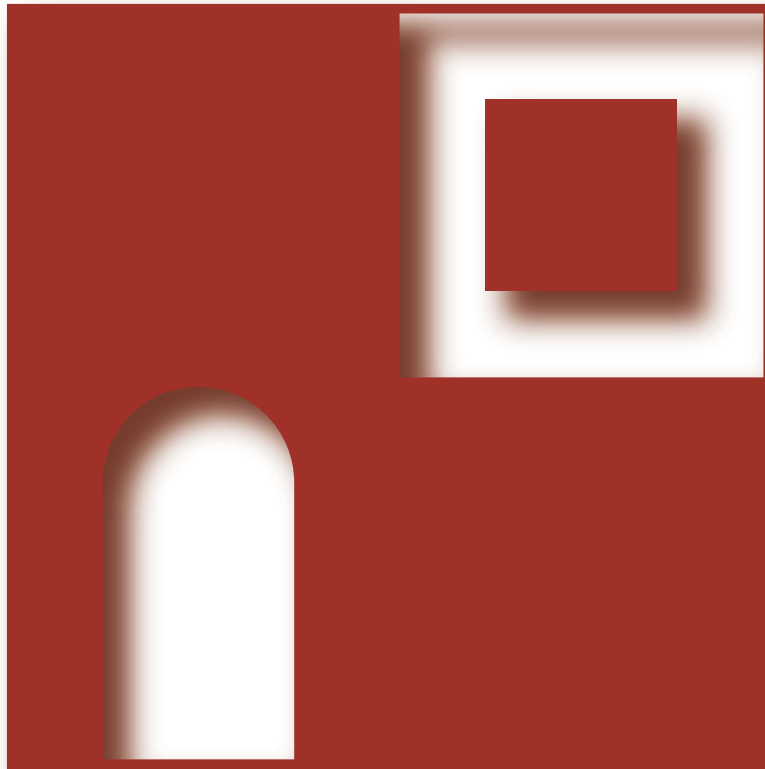


DESIGN CONSTRUCTION & CONSULTING SERVICES

TO PROFESSIONALLY SERVE IN THE CONSTRUCTION INDUSTRY



GENERAL CONTRACTORS & CONSTRUCTION MANAGERS



Design
Construction &
Consulting
Services Inc.

74 Howland Street, Dorchester, MA 02121
Tel: 1-617-541-0900 Fax: 1-617-541-9990
Email: dccs@comcast.net
www.dccsconstruction.com

BANKER & TRADESMAN

Mar 31, 2016

MassHousing Unveils New Financing Program Geared Toward Minority Subcontractors



A new program aims to provide access to capital for minority- and women-owned subcontractors on construction jobs financed through MassHousing.

Companies that apply for funds and are approved from MassHousing's new Construction Contract Financing Program (CCFP) can borrow from \$25,000 to \$200,000. The funding can be used to advance material and labor costs to help them obtain work on housing construction projects.

MassHousing has provided \$1 million for the pilot program and has partnered with the Massachusetts Growth Capital Corp. (MGCC), which will process applications and administer the program.

"Many times, these firms have to wait up to 60 days on the job site before they receive their first payment from the general contractor, but these loans will help them meet their operating costs until then," MassHousing Executive Director Tim Sullivan said in a statement.

Design Construction and Consulting Services Inc. of Dorchester has received \$200,000 from the program, and are working on the renovation of Madison Park Village III, a 120-unit affordable housing community in Roxbury owned by the Madison Park Development Corp. MassHousing is providing \$35 million in financing for the renovations at Madison Park. The property's general contractor, LD Russo Inc., has subcontracted 42 percent of the construction work to minority- and women-owned firms.

For more information, visit MassHousing's [website](#).





**Design
Construction &
Consulting
Services, Inc.**

"To Professionally Serve in the Construction Industry"

Introduction

Design Construction & Consulting Services is a Boston-based design and construction firm. DCCS has over the past two decades, made its mark throughout the City of Boston and surrounding towns as a General Contractor. Our projects reflects the quality, expertise and professionalism of the firm. As a construction firm with an experienced staff of project managers and skilled construction crews we have been providing services to both public and private clients in the Northeast since 1990.

DCCS has established great relationships with many local companies in the construction development trade within Massachusetts, sharing one common goal, "To improve Massachusetts". Specializing in the construction of residential and commercial developments, as well as the restoration and renovation of stressed properties. The firm undertakes various construction projects ranging from interior/exterior de-leading, remodeling, gut renovations, additions and new building structures. Our clients include: homeowners, private corporations, development companies, public agencies as well as neighborhood residents and community organizations.

We offer a full scope or construction services from foundation to finish. Over the years the firm has demonstrated its capabilities on a broad range of residential and commercial projects. It is the firm's team approach to select qualified staffing that has enable, DCCS to develop and grow into the company we are today. Our in-depth expertise on residential buildings has allowed us to compete with other local contractors, successfully securing jobs within the community for the past twenty two years. We offer the personalized service of a small office with the production capability of a large organization. Treating each project with individual care, DCCS analyzes the aesthetic and technical demands of each project in relation to the goals and needs of the client. With these parameters established, a production and construction team is assembled from our diversified staff of professionals to ensure customer satisfaction on every project.

Our competitive edge in the construction industry stems from the years of experience, specifically in the renovations of older buildings. With Boston being one of the oldest cities in the Northeast, there are many buildings within the residential community constructed over one hundred years ago. DCCS have developed a special interest in these older historical buildings because Boston is our home and it is our mission to preserve its architectural heritage.

With our involvement in the preservation of the city's architecture, we have developed our own construction technique in restoring and renovating these buildings, adhering to all new building codes and maintaining the original façade of the City of Boston.



**Design
Construction &
Consulting
Services, Inc.**

"To Professionally Serve in the Construction Industry"

Experience

In today's economy, when projects are often brought to fruition by the coordinated efforts of different groups, an Architectural and Construction specialist firm that can speak the language and harmonize the needs of divergent interests offers, an advantage to the client.

DCCS brings its special combination of discipline and imagination, years of experience and the talents of a full staff of professional personnel to every project that it undertakes.

Construction Services Rendered

- *New Commercial Construction*
- *New Residential Construction*
- *Interior & Exterior Restorations*
- *Additions*
- *Gut Renovations*
- *Fire Damaged Properties*
- *De-leading*
- *Roofing and Siding*
- *Decks and Porches*
- *Kitchens and Bathrooms*
- *Doors and Windows*
- *Interior and Exterior Finishes*

Projects

- *121-123 Blue Hill Avenue, Roxbury MA*
- *74 Howland Street, Dorchester MA*
- *347 West 2nd Street, South Boston MA*
- *109 Glenway Street, Dorchester MA*
- *629 Morton Street, Stoughton MA*
- *36 West Street, Hyde Park MA*
- *67-69 Saint Marks Road, Dorchester MA*
- *66 Manor Street, Dorchester MA*
- *412 Talbot Avenue, Dorchester MA*
- *7 Mount Pleasant Street, Boston MA*
- *19 Holiday Street, Boston MA*
- *Northeastern University, Boston MA*
- *68 Mora Street, Dorchester MA*
- *56 Torrey Street, Dorchester MA*
- *167 Princeton Street, East Boston MA*
- *52 Fuller Street, Dorchester MA*
- *105 Colorado Street, Mattapan MA*
- *65-67 Batchelder Street, Roxbury MA*
- *18 Hazelwood Street, Roxbury MA*
- *55 Mount Hope Street, Roslindale MA*
- *17 Mount Ida Road, Dorchester MA*
- *60 Percival Street, Boston MA*
- *184 Bennington Street, East Boston MA*
- *48 Monadnock Street, Dorchester MA*
- *183 Paris Street, East Boston MA*
- *69 Mayfield Street, Dorchester MA*
- *Uphams Pizza House, Dorchester MA*
- *Andrew Square House of Pizza*
- *20 Blue Hill Avenue, Roxbury MA*
- *22 Blue Hill Avenue, Roxbury MA*
- *West Minister Court, Roxbury MA*



**Design
Construction &
Consulting
Services, Inc.**

"To Professionally Serve in the Construction Industry"

Staff

Cesar DaSilva - President, CEO & Founder

Cesar DaSilva founder of DCCS Inc. grew up in the city of Boston and has always affiliated himself with the community development and construction programs. He graduated from Wentworth Institute of Technology with a Bachelor's degree in Architectural Engineering. Upon graduating he worked for many architectural firms, construction companies, Boston building inspection services department, community development organizations and finally forming Design Construction & Consulting Services in 1990.

Since 1984 Cesar demonstrated his commitment to the community, he assisted in the formation of Dudley Street Neighborhood Initiative (DSNI). Cesar also served as a member on the board of directors for the Strand Theater in Dorchester, DSNI and Blue Hill Task Force. With this experience and knowledge, Cesar's recognition and his company DCCS, has established a great reputation in the City of Boston in both the private and public sectors.

Office Staff

- Cesar DaSilva - President
- Albert Costa - Architect
- Jeanine Silva - Office Manager
- Cleuso Brandão – Project Manager/Estimator

Field Staff

- Antonio Tavares - Construction Manager
- Antonio Lavoura - Project Manager

Lead Carpenters

- Teofilo DePina
- Lucindo Alves
- Lee Kindell
- Daniel Sena
- Leonel Brito
- Amilcar Dagarca

Carpenters

- Manuel Alves
- Alcides Dasilva
- Virgolino Gomes
- Valdir Lopes Abella

To visit us, please call our information office to setup an appointment. We provide free consulting and estimates on all construction projects and tours of ongoing and completed job with clients' approval.



OPERATIONAL SERVICES DIVISION

SUPPLIER DIVERSITY OFFICE

Reginald Nunnally
Executive Director

THE COMMONWEALTH OF MASSACHUSETTS

Executive Office for Administration and Finance

OPERATIONAL SERVICES DIVISION

One Ashburton Place, Suite 1017

Boston, MA 02108-1552

Deval L. Patrick
Governor

Glen Shor
Secretary

Gary J. Lambert
Assistant Secretary for
Operational Services

March 28, 2014

Mr. Cesar DaSilva
Design Construction & Consulting Services, Inc.
74 Howland Street
Dorchester, MA 02121

Dear Mr. DaSilva:

Congratulations on your certification! The Supplier Diversity Office (SDO) is pleased to notify you that your firm was certified as a minority-owned business enterprise (MBE) with the certified business description, **PLANNING, DESIGN AND CONSTRUCTION OF RESIDENTIAL AND COMMERCIAL DEVELOPMENTS, RESTORATION AND RENOVATION OF STRESSED PROPERTIES**. This letter serves as sole and exclusive proof of your firm's SDO certification.

Your company will be listed in both the SDO Directory and in the Massachusetts Central Register, which are published at regular intervals. The SDO Directory is sent to other state agencies and private organizations that seek to fulfill MBE utilization requirements.

Furthermore, you have a continuing duty to notify SDO of a change in any information that is relevant to the firm's certification eligibility and to ensure that the information and documentation relied upon by SDO to certify or to maintain the certification of the business enterprise is accurate, complete and not misleading. You are required to notify SDO in writing of any change of such information or documentation within thirty calendar days. By way of example and not limitation, any change in ownership, control, investment, ongoing or independence may be considered material. Failure to abide by the continuing duty requirements shall constitute grounds for the business entity's decertification.

Certification is not a fixed designation and SDO reserves the right to monitor your company, do random spot checks, site visits and to conduct periodic reviews of your company's books, contracts, company structure, facilities, job locations; to seek other relevant information and documentation; and to revoke certification of your firm should this become necessary.

Your company's certification will automatically expire two years from the date of certification. If your company continues to meet all applicable certification criteria, no later than thirty (30) business days before your firm's certification renewal date of March 27, 2016, and every two years thereafter, please send SDO the following documents to renew your certification:

- 1) All company financial statements since the date of the company's then most recent SDO certification;

Tel: (617) 720-3300

www.mass.gov/osd

TDD: (617) 727-2716

Follow us on Twitter: @Mass_OSD

Fax: (617) 502-8841

SMALL & LOCAL BUSINESS ENTERPRISE OFFICE

CITY OF BOSTON



MASSACHUSETTS

THOMAS M. MENINO
MAYOR

BROOKE E. WOODSON
DIRECTOR

November 9, 2012

Mr. Cesar DaSilva
Design Construction Consulting Services
74 Howland Street
Dorchester, MA 02121

Dear Mr. DaSilva:

The City of Boston Small and Local Business Enterprise (SLBE) Office is pleased to inform you that, as of November 9, 2012, **Design Construction Consulting Services** has been certified as a **Small Business Enterprise and Small Local Business Enterprise** in the category(ies) of **Construction; Consulting; Restoration; Renovation (NAICS: 236115; 236118; 236220).**

Design Construction Consulting Services will be listed in the City of Boston's SLBE Directory, which is available on-line at www.cityofboston.gov. It is updated quarterly. The Directory is used by general contractors, City departments, and various organizations, which are interested in utilizing small, small local, minority owned and woman owned vendors.

The continuation of your company's certification is contingent upon its compliance with the City of Boston's Certification Regulations. Pursuant to the Certification Regulations, this Office reserves the right to periodically monitor, review, and investigate any of its certified companies. Within thirty days of any change in the information contained in the original application, you must notify the SLBE Office of such change, and the SLBE Office will notify you if such change is a material change which warrants further review. If you would like to expand the scope of services your company is certified to perform, please submit a written request along with a list of work performed in that area of service and business references.

Design Construction Consulting Services will be sent a letter from the SLBE Office at least once every three years requesting that you provide an information update to the SLBE Office. You will be required to submit the company's most recent **Tax Returns (all schedules, including Form 1120 or 1120S for corporations; Form 1040 and Schedule C for sole proprietorships; and Form 1065 for partnerships), and most current financial statements.**

Your cooperation is greatly appreciated, and I look forward to assisting you in any way possible.

Sincerely,


Stacey R. Williams
Deputy Director/Certification Manager



SMALL & LOCAL BUSINESS ENTERPRISE OFFICE

CITY OF BOSTON



MASSACHUSETTS

THOMAS M. MENINO
MAYOR

BROOKE E. WOODSON
DIRECTOR

November 9, 2012

Mr. Cesar DaSilva
Design Construction Consulting Services
74 Howland Street
Dorchester, MA 02121

Dear Mr. DaSilva:

The City of Boston Small and Local Business Enterprise (SLBE) Office is pleased to inform you that, as of November 9, 2012, **Design Construction Consulting Services** has been certified as a **Minority Business Enterprise** in the category(ies) of **Construction; Consulting; Restoration; Renovation.**

Design Construction Consulting Services will be listed in the City of Boston's SLBE Directory, which is available on-line at www.cityofboston.gov. It is updated quarterly. The Directory is used by general contractors, City departments, and various organizations, which are interested in utilizing small, small local, minority owned and woman owned vendors.

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Design Construction Consulting Services will be sent a letter from the SLBE Office at least once every three years requesting that you provide an information update to the SLBE Office. You will be required to submit the company's most recent **Tax Returns (all schedules, including Form 1120 or 1120S for corporations; Form 1040 and Schedule C for sole proprietorships; and Form 1065 for partnerships), most current financial statements, and a notarized letter stating whether there have been any changes in the company's legal structure, ownership or control.**

Your cooperation is greatly appreciated, and I look forward to assisting you in any way possible.

Sincerely,

Stacey R. Williams
Stacey R. Williams
Deputy Director/Certification Manager



BOSTON COLLEGE

CAPITAL PROJECTS MANAGEMENT

September 2, 2015

Re: Design Construction & Consulting Services
74 Howland Street
Dorchester, MA 02121

To Whom It May Concern,

We are pleased to offer this letter of recommendation for Design Construction & Consulting Services. This firm successfully completed two residential renovation projects of high quality for Boston College.

Design Construction & Consulting Services delivered both projects on time and within our budget parameters in a very professional manner. Construction operations were considerate of the staff and faculty activities on campus with an eye on safety.

We have no reservations recommending Design Construction & Consulting Services based on our experiences.

Sincerely,

A handwritten signature in black ink, appearing to read "Cassius D. Moore", with a stylized flourish extending to the right.

Cassius D. Moore
Associate Director - Annual Capital Projects
Boston College Capital Projects Management

Codman Square Neighborhood Development Corporation
587 Washington Street
Dorchester, MA 02124

Letter of Reference for DCCS
Sept. 3, 2015

I have known Cesar DaSilva professionally since the 1990's, and have worked with him on two projects. The first was a One-to-Four building, done for Urban Edge, where he served as rehab specialist; and the second, more recently, was the rehab of a triple decker in Dorchester (412 Talbot) for Codman Sq. NDC, where he was GC. I found him knowledgeable, fair in his pricing, diligent, and, as GC, delivering a good standard of work. In addition, his company and sub-contractors have a high proportion of local and minority employees. I would certainly recommend him for consideration by other developers.

Sincerely,



Mark Dinaburg, Codman Sq. NDC Director of Real Estate



Dorchester Bay

Economic Development Corporation

594 Columbia Road / Suite 302 / Dorchester, MA 02125

September 1, 2015

To whom it may concern:

This letter is a letter of recommendation for Mr. Cesar DaSilva and his organization DCCS Construction Inc.

Dorchester Bay currently underwent an office renovation and we contracted Mr. DaSilva and DCCS Construction Inc. From the beginning of the bidding process to the end of the project it was done with professionalism, flexibility of work during off-working hours and weekends. This was highly appreciated to accommodate staff and cause minimal interruption on our day-to-day operations. The project was completed on time and on budget.

I would highly recommend Mr. DaSilva and his crew for any construction needs you may have in your organization.

Please do not hesitate to contact me should you wish to discuss further.

Sincerely,

Helena Pimentel
Office Manager





121 EAST BERKELEY STREET, FL 3, BOSTON MA 02118
P: 617 956 4012 F: 617 956 4015
WWW.THE-NARROW-GATE.COM

8 September 2015

RE: Cesar DaSilva, Design Construction & Consulting Services, Inc.

To Whom It May Concern:

This letter is in reference to Mr. Cesar DaSilva and DCCS Construction Inc., who was the general contractor for a project at 121-123 Blue Hill Avenue developed by Nuestra Comunidad Development Corporation. The Narrow Gate was engaged by Nuestra Comunidad as the architects for project, and I was the principal-in-charge for The Narrow Gate.

121-123 Blue Hill Avenue involved the gut rehabilitation and reconfiguration of two historic brick rowhouses into a pair of three-family residences. The buildings were renovated as part of a program initiative run by the City of Boston's neighborhood development department to stabilize neighborhoods by saving 1-4 unit residential buildings. The project included major structural rebuilding of collapsed walls and significant repair of historic brickwork. It also included preservation and restoration of sandstone detail pieces. Roughly 50% of the floors and roof framing was replaced, and all new mechanical, electrical, and plumbing systems were installed. It was a complex construction project on a busy urban street, and required careful coordination due to the lack of space on the site.

My recollection is that DCCS finished the project reasonably close to the schedule proposed for the work. The quality of the work was good, and to my knowledge there were very few call-backs from the new owners after the project was completed. Cesar DaSilva was involved as the project manager and as the principal of DCCS on the project and spent a considerable amount of time coordinating and managing the project to ensure it's success. As with any complicated renovation project, there were change orders required due to unforeseen conditions, and change orders can be difficult to negotiate on projects with very limited budgets. My recollection is that in the end, the change orders on this project were fairly priced and properly documented so the Owner could understand what was required.


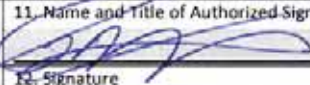
Overall, Mr. DaSilva and DCCS completed 121-123 Blue Hill Avenue successfully and I believe the Owner was very satisfied with the product.

Sincerely,

A handwritten signature in black ink, appearing to read "Neal Mongold". The signature is fluid and cursive, with a large, sweeping "M" and "G".

Neal Mongold
The Narrow Gate LLP

Appendix 1: Scattered Site Stand Alone Neighborhood Homes Cover Sheet Form

SOLICITATION, OFFER AND AWARD				
1. PROJECT NAME	2. TYPE OF SOLICITATION	3. DATE ISSUED		
Scattered Site Stand Alone Neighborhood Homes NHI	<input type="checkbox"/> Invitation for Bids <input checked="" type="checkbox"/> Negotiated (RFP)	March 9, 2020		
4. ISSUED BY: City of Boston, Department of Neighborhood Development 26 Court Street, 11 th Floor Boston, MA 02108		5. ADDRESS OFFER TO: (If other than item 4)		
SOLICITATION				
6. SEALED OFFERS (original and 3 copies) will be received at the place specified in item 4 until 4:00 p.m. (EST) April 13, 2020 CAUTION: Late submissions, Modifications, and Withdrawals: See Section 10. All offers are subject to all terms and conditions contained in this solicitation.				
7. For Information Contact:	7a. Name Neriliz Llenas	7b. Telephone (617)- 635-0101	7c. Fax (617) 635-0383	7d. E-mail Neriliz.Llenas@boston.gov
OFFER				
8. In accordance with the terms of this RFP, the undersigned agrees, if this offer is accepted, to furnish any and all supporting documentation upon request by DND.				
OFFER PRICE:	\$	This is \$100 per parcel for the affordable homes plus the land price calculated for the Market-Rate homes in Appendix 2		
9. SUBMISSION CHECKLIST				
<input checked="" type="checkbox"/> Cover Sheet Form (Appendix 1)	<input type="checkbox"/>	Development Timetable (Appendix 4)		
<input checked="" type="checkbox"/> Financials: (Appendix 2)	Y/N	Developer's Qualifications Statement included		
<input checked="" type="checkbox"/> Key Construction Elements (Appendix 3)	Y/N	Developers Qualification Statement included with a different NHI Package:		
<input type="checkbox"/> My signature below signifies that I have read the Terms & Conditions as specified in Appendix 6 and that I will abide by those requirements should I be selected as developer under this Request for Proposals				
10. ADDRESS OF OFFEROR		11. Name and Title of Authorized Signatory (Print)		
				
		12. Signature		
13. Phone Number 617-593-7909		14. Offer Date		

Appendix 2: Development Financials

ed boxes, all other boxes will self-calculate

PROPERTY ADDRESS	27-29 Browning	29 Bradlee	30 Clarkson	38 Clarkson	42 Georgia	TOTAL
HOUSE MODEL	2-Family Model	Single Family	2-Family	2-Family	Side by side Townhouses	
	Type C	Type A-2	Type C	Type C	Type E	
GROSS SQUARE FOOTAGE	2,987	1,773	2,987	2,987	2,992	13,326
NET SQUARE FOOTAGE	1,982	1,230	1,982	1,982	1,992	9,168

1 LAND ACQUISITION CONSTRUCTION

2	Direct Construction Costs	\$ 628,133.26	\$ 476,698.54	\$ 628,133.26	\$ 628,133.26	\$ 664,577.69	\$ 3,025,676.01
3	Hard Cost Contingency	\$ 21,984.66	\$ 16,684.45	\$ 21,984.66	\$ 21,984.66	\$ 23,260.22	\$ 105,898.66
4	Other contingencies:						\$ -
	a) Allocation for potential soil removal	\$ 20,000.00	\$ 20,000.00	\$ 20,000.00	\$ 20,000.00	\$ 20,000.00	\$ 100,000.00
	b) Allocation for other site conditions (i.e., retaining walls)	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00	\$ 50,000.00
5	Other Contingency						\$ -
6	Subtotal: Construction Expense	\$ 680,117.93	\$ 523,382.99	\$ 680,117.93	\$ 680,117.93	\$ 717,837.90	\$ 3,281,574.67

7 Survey/Siting & Permits	\$ 13,602.36	\$ 10,467.66	\$ 13,602.36	\$ 13,602.36	\$ 14,356.76	\$ 65,631.49
8 Architect	\$ 6,801.18	\$ 5,233.83	\$ 6,801.18	\$ 6,801.18	\$ 7,178.38	\$ 32,815.75
9 Legal	\$ 6,461.12	\$ 4,972.14	\$ 6,461.12	\$ 6,461.12	\$ 6,819.46	\$ 31,174.96
10 Title & Recording	\$ 3,400.59	\$ 2,616.91	\$ 3,400.59	\$ 3,400.59	\$ 3,589.19	\$ 16,407.87
11 Appraisal	\$ 2,645.66	\$ 2,035.96	\$ 2,645.66	\$ 2,645.66	\$ 2,792.39	\$ 12,765.33
12 Real Estate Taxes	\$ 3,400.59	\$ 2,616.91	\$ 3,400.59	\$ 3,400.59	\$ 3,589.19	\$ 16,407.87
13 Insurance	\$ 6,801.18	\$ 5,233.83	\$ 6,801.18	\$ 6,801.18	\$ 7,178.38	\$ 32,815.75
14 Construction Loan Interest	\$ 27,204.72	\$ 20,935.32	\$ 27,204.72	\$ 27,204.72	\$ 28,713.52	\$ 131,262.99
15 Construction Inspection Fees	\$ 4,080.71	\$ 3,140.30	\$ 4,080.71	\$ 4,080.71	\$ 4,307.03	\$ 19,689.45
16 Utilities & Back Charges	\$ 1,700.29	\$ 1,308.46	\$ 1,700.29	\$ 1,700.29	\$ 1,794.59	\$ 8,203.94
17 Fees to Construction Lender	\$ 6,801.18	\$ 5,233.83	\$ 6,801.18	\$ 6,801.18	\$ 7,178.38	\$ 32,815.75
18 Other: Lendar Legal	\$ 2,091.36	\$ 1,609.40	\$ 2,091.36	\$ 2,091.36	\$ 2,207.35	\$ 10,090.84
19 Other: DND Legal	\$ 2,091.36	\$ 1,609.40	\$ 2,091.36	\$ 2,091.36	\$ 2,207.35	\$ 10,090.84
20 Other:						\$ -
21 Other:						\$ -
22 Soft Cost Contingency	\$ 4,080.71	\$ 3,140.30	\$ 4,080.71	\$ 4,080.71	\$ 4,307.03	\$ 19,689.45
23 Subtotal: General Development	\$ 91,163.01	\$ 70,154.26	\$ 91,163.01	\$ 91,163.01	\$ 96,218.99	\$ 439,862.27

24 DEVELOPER FEE & OVERHEAD	\$ 77,128.09	\$ 59,353.72	\$ 77,128.09	\$ 77,128.09	\$ 81,405.69	\$ 372,143.69
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25 COST TO BUILD AS SPECIFIED	\$ 848,409.03	\$ 652,890.97	\$ 848,409.03	\$ 848,409.03	\$ 895,462.59	\$ 4,093,580.64
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Appendix 2: continued- Development Financials

PROPERTY ADDRESS	27-29 Browning	29 Bradlee	30 Clarkson	38 Clarkson	42 Georgia	TOTAL
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SALES

26 Market Price	\$ 850,000.00	N/A	N/A	N/A	N/A	\$ 850,000.00
27 Sales Expenses(Brokerage, Marketing etc)	\$ 54,000.00					\$ 34,000.00
28 Net Proceeds From Sale	\$ 816,000.00					\$ 816,000.00
29 LAND PRICE CALCULATION						\$ -
29 Net Proceeds from Sale (Line 28)	\$ 816,000.00	N/A	N/A	N/A	N/A	\$ 816,000.00
30 Cost To Build As Specified (Line 25)	\$ 848,409.03	\$ 652,890.97	\$ 848,409.03	\$ 848,409.03	\$ 895,462.59	\$ 4,093,580.64
31 Land Price	\$ (32,409.03)	\$100	\$100	\$100	\$100	\$ (32,009.03)
31 (Land Price is difference between Sales Proceeds (Line 29) and Cost to Build (Line 25), or \$100, whichever is greater)						

CONSTRUCTION FINANCING

32 Total Development Cost Including Land (Line 25 + 31)	\$ 816,000.00	\$ 652,990.97	\$ 848,509.03	\$ 848,509.03	\$ 895,562.59	\$ 4,061,571.61
33 Construction Financing ¹	\$ 632,800.00	\$ 523,312.78	\$ 678,807.22	\$ 678,807.22	\$ 716,370.07	\$ 3,249,097.29
34 Equity: Deferred Developer Fees/CH (Line 24)	\$ 77,128.09	\$ 59,353.72	\$ 77,128.09	\$ 77,128.09	\$ 81,405.69	\$ 372,143.69
35 Other Equity:						\$ -
36 Other Equity:						
37 TOTAL CONSTRUCTION FINANCING²	\$ 729,928.09	\$ 582,666.50	\$ 755,935.31	\$ 755,935.31	\$ 797,775.76	\$ 3,621,240.98

Appendix 3: Scattered Site Stand Alone Hard Costs- Market Rate Homes

PROPERTY ADDRESS
HOUSE MODEL
GROSS SQUARE FOOTAGE
NET SQUARE FOOTAGE

27-29 Browning TYPE C 3-Family Model	29 Bradlee TYPE A2 Single Family	30 Clarkson TYPE C 3-Family	38 Clarkson TYPE C 3-Family	42 Georgia TYPE E Side by side Townhouses	TOTAL
2,987	1,773	2,987	2,987	2,595	13,329
1,982	1,230	1,982	1,982	1,992	9,168

DIVISION 2: SITEWORK

1	Earthwork – Excavation & Backfill
2	Utilities – Water, Gas, Electric, Phone, Cable
3	Paving
4	Road and Walks
5	Site Improvements
6	Geotechnical Conditions Drywell – Rain Water
7	Landscaping
8	Environmental Remediation
9	Demolition
10	Other On-Site Improvements Curb Cuts
11	Subtotal: Sitework

\$ 20,986.56	\$ 21,142.40	\$ 20,986.56	\$ 20,986.56	\$ 23,976.43	\$ 108,078.51
\$ 44,000.00	\$ 44,800.00	\$ 44,000.00	\$ 44,000.00	\$ 44,800.00	\$ 176,800.00
\$ 14,336.00	\$ 10,080.00	\$ 14,336.00	\$ 14,336.00	\$ 11,440.00	\$ 66,528.00
\$ 5,096.00	\$ 5,594.40	\$ 5,096.00	\$ 5,096.00	\$ 5,594.40	\$ 26,478.80
\$ 6,720.00	\$ 6,720.00	\$ 6,720.00	\$ 6,720.00	\$ 8,960.00	\$ 35,840.00
\$ 7,840.00	\$ 7,840.00	\$ 7,840.00	\$ 7,840.00	\$ 7,840.00	\$ 39,200.00
\$ 7,840.00	\$ 8,160.00	\$ 7,840.00	\$ 7,840.00	\$ 9,955.23	\$ 30,635.23
					\$ -
\$ 11,738.16	\$ 9,030.56	\$ 11,738.16	\$ 11,738.16	\$ 10,881.75	\$ 55,126.79
\$ 7,280.00	\$ 8,400.00	\$ 7,280.00	\$ 7,280.00	\$ 13,440.00	\$ 43,880.00
\$ 125,836.72	\$ 119,767.36	\$ 125,836.72	\$ 125,836.72	\$ 138,887.81	\$ 591,365.33

DIVISION 3: CONCRETE

12	Subtotal: Concrete
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\$ 19,492.00	\$ 19,294.24	\$ 19,492.00	\$ 19,492.00	\$ 18,663.68	\$ 96,433.92
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DIVISION 4: MASONRY

13	Subtotal: Masonry
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					\$ -
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DIVISION 5: METALS

14	Subtotal: Metals
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					\$ -
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DIVISION 6: CARPENTRY

15	Rough Carpentry
	Exterior Porches
16	Finish Carpentry & Millwork
17	Cabinets
18	Subtotal: Carpentry

108428.1	\$ 84,620.48	108428.1	108428.1	\$ 95,911.20	\$ 505,815.88
0	\$ -	0	0	\$ -	\$ -
34191.92	\$ 18,530.96	34191.92	34191.92	\$ 31,662.40	\$ 152,789.12
14795.2	\$ 9,296.00	14795.2	14795.2	\$ 19,118.40	\$ 658,585.10
\$ 157,415.22	\$ 112,447.44	\$ 157,415.22	\$ 157,415.22	\$ 146,692.00	\$ 1,317,170.20

DIVISION 7: THERMAL & MOISTURE PROTECTION

19	Dampproofing & Waterproofing
20	Building Insulation
21	Roofing
22	Roof Edges Trims, Gutters & Down Spots
	Exterior Trims, Porch finishes
23	Exterior Siding
24	Subtotal: Thermal & Moisture Protection

\$ 2,500.00	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00	\$ 12,500.00
\$ 24,100.92	\$ 26,006.06	\$ 24,100.92	\$ 24,100.92	\$ 28,420.36	\$ 126,729.16
\$ 17,920.00	\$ 12,600.00	\$ 17,920.00	\$ 17,920.00	\$ 18,648.00	\$ 85,008.00
\$ 12,871.04	\$ 13,440.00	\$ 12,871.04	\$ 12,871.04	\$ 13,731.20	\$ 65,784.32
\$ 9,397.92	\$ 15,547.12	\$ 9,397.92	\$ 9,397.92	\$ 13,977.60	\$ 57,768.48
\$ 47,300.00	\$ 31,360.00	\$ 47,300.00	\$ 47,300.00	\$ 63,280.00	\$ 236,540.00
\$ 114,089.88	\$ 101,503.18	\$ 114,089.88	\$ 114,089.88	\$ 140,557.16	\$ 584,329.99

DIVISION 8: DOORS & WINDOWS

25	Doors, Frames & Hardware
26	Windows
27	Glazing
28	Subtotal: Doors & Windows

\$ 18,592.00	\$ 11,396.00	\$ 18,592.00	\$ 18,592.00	\$ 15,848.00	\$ 83,020.00
\$ 20,160.00	\$ 13,608.00	\$ 20,160.00	\$ 20,160.00	\$ 20,864.00	\$ 94,752.00
\$ 1,260.00	\$ 222.00	\$ 1,260.00	\$ 1,260.00	\$ 336.00	\$ 4,338.00
\$ 40,012.00	\$ 25,226.00	\$ 40,012.00	\$ 40,012.00	\$ 36,948.00	\$ 182,110.00

DIVISION 9: FINISHES

29	Gypsum Wall Board & Plaster
30	Tile
31	Wood Flooring
32	Painting
33	Subtotal: Finishes

\$ 26,703.60	\$ 18,350.08	\$ 26,703.60	\$ 26,703.60	\$ 29,537.76	\$ 127,998.64
\$ 7,414.40	\$ 4,009.60	\$ 7,414.40	\$ 7,414.40	\$ 7,777.28	\$ 34,030.08
\$ 16,917.04	\$ 11,880.96	\$ 16,917.04	\$ 16,917.04	\$ 17,726.24	\$ 80,358.32
\$ 16,780.40	\$ 13,265.28	\$ 16,780.40	\$ 16,780.40	\$ 23,520.56	\$ 87,127.04
\$ 67,815.44	\$ 47,505.92	\$ 67,815.44	\$ 67,815.44	\$ 78,561.84	\$ 329,514.08

DIVISION 10: SPECIALTIES

34	Subtotal: Finishes:
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					\$ -
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DIVISION 11: EQUIPMENT

35	Appliances
	Special Equipment Building & Bathroom Accessories
36	Subtotal: Equipment

\$ 8,960.00	\$ 4,480.00	\$ 8,960.00	\$ 8,960.00	\$ 8,960.00	\$ 40,320.00
\$ 2,744.00	\$ 1,372.00	\$ 2,744.00	\$ 2,744.00	\$ 1,960.00	\$ 11,564.00
\$ 11,704.00	\$ 5,852.00	\$ 11,704.00	\$ 11,704.00	\$ 10,920.00	\$ 51,884.00

DIVISION 12: FURNISHING

37	Window Treatments
38	Other Furnishings
40	Subtotal: Furnishing

\$ 1,568.00	\$ 862.40	\$ 1,568.00	\$ 1,568.00	\$ 1,607.20	\$ 7,173.60
					\$ -
\$ 1,568.00	\$ 862.40	\$ 1,568.00	\$ 1,568.00	\$ 1,607.20	\$ 7,173.60

DIVISION 13: SPECIAL CONSTRUCTION

41	Subtotal: Special Construction
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					\$ -
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DIVISION 14: CONVEYING SYSTEMS

42	Subtotal: Conveying Systems
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					\$ -
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DIVISION 15: MECHANICAL

43	HVAC
44	Plumbing & Hot Water
45	Fire Protection
46	Subtotal: Mechanical

\$ 27,500.00	\$ 12,376.00	\$ 27,500.00	\$ 27,500.00	\$ 29,120.00	\$ 123,840.00
\$ 33,000.00	\$ 18,480.00	\$ 33,000.00	\$ 33,000.00	\$ 35,840.00	\$ 153,320.00
					\$ -
\$ 60,500.00	\$ 30,800.00	\$ 60,500.00	\$ 60,500.00	\$ 64,960.00	\$ 277,260.00

DIVISION 16: ELECTRICAL

47	Subtotal: Electrical
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\$ 29,700.00	\$ 11,440.00	\$ 29,700.00	\$ 29,700.00	\$ 26,880.00	\$ 129,420.00
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48	TOTAL COST TO BUILD AS SPECIFIED
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\$ 628,133.26	\$ 476,688.54	\$ 628,133.26	\$ 628,133.26	\$ 664,577.69	\$ 3,025,876.01
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Appendix 3: Scattered Site Stand Alone Hard Costs- Market Rate Homes

PROPERTY ADDRESS		27-29 Browning	TOTAL
HOUSE MODEL		Two-Family Type C	All Market Rate
GROSS SQUARE FOOTAGE		2,987	2,987
NET SQUARE FOOTAGE		1,982	1,982
DIVISION 2: SITEWORK			
1	Earthwork – Excavation E	\$ 20,986.56	\$ 20,986.56
2	Utilities – Water, Gas, Etc	\$ 44,000.00	\$ 44,000.00
3	Paving	\$ 14,336.00	\$ 14,336.00
4	Road and Walks	\$ 5,096.00	\$ 5,096.00
5	Site Improvements	\$ 6,720.00	\$ 6,720.00
6	Geotechnical Conditions Drywell for Rain Water	\$ 7,840.00	\$ 7,840.00
7	Landscaping	\$ 7,840.00	\$ 7,840.00
8	Environmental Remediat	\$ -	\$ -
9	Demolition	\$ 11,738.16	\$ 11,738.16
10	Other On-Site Improvem Curb Cuts	\$ 7,280.00	\$ 7,280.00
11	Subtotal: Sitework	\$ 125,836.72	\$ 125,836.72
DIVISION 3: CONCRETE			
12	Subtotal: Concrete	\$ 19,492.00	\$ 19,492.00
DIVISION 4: MASONRY			
13	Subtotal: Masonry	\$ -	\$ -
DIVISION 5: METALS			
14	Subtotal: Metals	\$ -	\$ -
DIVISION 6: CARPENTRY			
15	Rough Carpentry	\$ 108,428.10	\$ 108,428.10
	Exterior Porches	\$ -	\$ -
16	Finish Carpentry & Millw	\$ 34,191.92	\$ 34,191.92
17	Cabinets	\$ 14,795.20	\$ 14,795.20
18	Subtotal: Carpentry	\$ 157,415.22	\$ 157,415.22
DIVISION 7: THERMAL & MOISTURE PROTECTION			
19	Dampproofing & Waterp	\$ 2,500.00	\$ 2,500.00
20	Building Insulation	\$ 24,100.92	\$ 24,100.92
21	Roofing	\$ 17,920.00	\$ 17,920.00
22	Roof Edge Trims, Gutters & Down Spouts	\$ 12,871.04	\$ 12,871.04
	Exterior Trims, Porche Finishes	\$ 8,397.92	\$ 8,397.92
23	Exterior Siding	\$ 47,300.00	\$ 47,300.00
24	Subtotal: Thermal & A	\$ 114,089.88	\$ 114,089.88
DIVISION 8: DOORS & WINDOWS			
25	Doors, Frames & Hardware	\$ 18,592.00	\$ 18,592.00
26	Windows	\$ 20,160.00	\$ 20,160.00
27	Glazing	\$ 1,260.00	\$ 1,260.00
28	Subtotal: Doors & Windows	\$ 40,012.00	\$ 40,012.00
DIVISION 9: FINISHES			
29	Gypsum Wall Board & Pl	\$ 26,703.60	\$ 26,703.60
30	Tile	\$ 7,414.40	\$ 7,414.40
31	Wood Flooring	\$ 16,917.04	\$ 16,917.04
32	Painting	\$ 16,780.40	\$ 16,780.40
33	Subtotal: Finishes	\$ 67,815.44	\$ 67,815.44
DIVISION 10: SPECIALTIES			
34	Subtotal: Specialties	\$ -	\$ -
DIVISION 11: EQUIPMENT			
35	Appliances	\$ 8,960.00	\$ 8,960.00
36	Special Equipment: Building & Bathroom Accessories	\$ 2,744.00	\$ 2,744.00
37	Subtotal: Equipment	\$ 11,704.00	\$ 11,704.00
DIVISION 12: FURNISHING			
38	Window Treatments	\$ 1,568.00	\$ 1,568.00
39	Other Furnishings	\$ -	\$ -
40	Subtotal: Furnishing	\$ 1,568.00	\$ 1,568.00
DIVISION 13: SPECIAL CONSTRUCTION			
41	Subtotal: Special Construction	\$ 0	\$ 0
DIVISION 14: CONVEYING SYSTEMS			
42	Subtotal: Conveying S	\$ 0	\$ 0
DIVISION 15: MECHANICAL			
43	HVAC	\$ 27,500.00	\$ 27,500.00
44	Plumbing & Hot Water	\$ 33,000.00	\$ 33,000.00
45	Fire Protection	\$ -	\$ -
46	Subtotal: Mechanical	\$ 60,500.00	\$ 60,500.00
DIVISION 16: ELECTRICAL			
47	Subtotal: Electrical	\$ 29,700.00	\$ 29,700.00
48	TOTAL COST TO BUILD AS SPECIFIED	\$ 628,133.26	\$ 628,133.26

Appendix 3: Scattered Site Stand Alone Hard Costs- Affordable Homes

PROPERTY ADDRESS	29 Bradlee	30 Clarkson	38 Clarkson	42 Georgia
HOUSE MODEL	Single Family Type A2	Two Family Type C	Two Family Type C	Side by Side Townhouses Type E
GROSS SQUARE FOOTAGE	1,773	2,987	2,987	2,595
NET SQUARE FOOTAGE	1,230	1,982	1,982	1,992

DIVISION 2: SITE WC

1	Earthwork – Excavation & Backfill	\$ 21,142.40	\$ 20,986.56	\$ 20,986.56	\$ 23,976.43
2	Utilities – Water, Gas, Electric, Phone, Cable	\$ 44,800.00	\$ 44,000.00	\$ 44,000.00	\$ 44,800.00
3	Paving	\$ 10,080.00	\$ 14,336.00	\$ 14,336.00	\$ 13,440.00
4	Road and Walks	\$ 5,594.40	\$ 5,096.00	\$ 5,096.00	\$ 5,594.40
5	Site Improvements	\$ 6,720.00	\$ 6,720.00	\$ 6,720.00	\$ 8,960.00
6	Geotechnical Conditions	\$ 7,840.00	\$ 7,840.00	\$ 7,840.00	\$ 7,840.00
7	Landscaping	\$ 6,160.00	\$ 7,840.00	\$ 7,840.00	\$ 9,955.23
8	Environmental Remediation				
9	Demolition & Clean up	\$ 9,030.56	\$ 11,738.16	\$ 11,738.16	\$ 10,881.75
10	Other On-Site Improvements	\$ 8,400.00	\$ 7,280.00	\$ 7,280.00	\$ 13,440.00
11	Subtotal: Sitework	\$ 119,767.36	\$ 125,836.72	\$ 125,836.72	\$ 138,887.81

DIVISION 3: CONCRETE

12	Subtotal: Concrete	\$ 19,294.24	\$ 19,492.00	\$ 19,492.00	\$ 18,663.68
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DIVISION 4: MASONRY

13	Subtotal: Masonry				
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DIVISION 5: METALS

14	Subtotal: Metals				
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DIVISION 6: CARPENTRY

15	Rough Carpentry	\$ 84,620.48	\$ 108,428.10	\$ 108,428.10	\$ 95,911.20
16	Exterior Porches	\$ -	\$ -	\$ -	\$ -
17	Finish Carpentry & Millwork	\$ 18,530.96	\$ 34,191.92	\$ 34,191.92	\$ 31,662.40
18	Cabinets	\$ 9,296.00	\$ 14,795.20	\$ 14,795.20	\$ 19,118.40
19	Subtotal: Carpentry	\$ 112,447.44	\$ 157,415.22	\$ 157,415.22	\$ 146,692.00

DIVISION 7: THERMAL & MOISTURE PROTECTION

20	Dampproofing & Waterproofing	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00
21	Building Insulation	\$ 26,006.06	\$ 24,100.92	\$ 24,100.92	\$ 28,420.36
22	Roofing	\$ 12,600.00	\$ 17,920.00	\$ 17,920.00	\$ 18,648.00
23	Roof Edges Trims, Gutters & Down Spots	\$ 12,140.00	\$ 12,871.04	\$ 12,871.04	\$ 13,731.20
24	Exterior Trims, Porch Finishes	\$ 15,597.12	\$ 9,397.92	\$ 9,397.92	\$ 13,977.60
25	Exterior Siding & Porch Finishes	\$ 51,360.00	\$ 47,300.00	\$ 47,300.00	\$ 63,280.00
26	Subtotal: Thermal & Moisture Protection	\$ 101,503.18	\$ 114,089.88	\$ 114,089.88	\$ 140,557.16

DIVISION 8: DOORS & WINDOWS

27	Doors, Frames & Hardware	\$ 11,396.00	\$ 18,592.00	\$ 18,592.00	\$ 15,048.00
28	Windows	\$ 13,608.00	\$ 20,160.00	\$ 20,160.00	\$ 20,664.00
29	Glazing	\$ 222.00	\$ 1,260.00	\$ 1,260.00	\$ 336.00
30	Subtotal: Doors & Windows	\$ 25,226.00	\$ 40,012.00	\$ 40,012.00	\$ 36,048.00

DIVISION 9: FINISHES

31	Gypsum Wall Board & Plaster	\$ 18,350.08	\$ 26,703.60	\$ 26,703.60	\$ 29,537.76
32	Tile	\$ 4,009.60	\$ 7,414.40	\$ 7,414.40	\$ 7,777.28
33	Wood Flooring	\$ 11,880.96	\$ 16,917.04	\$ 16,917.04	\$ 17,726.24
34	Painting	\$ 13,265.28	\$ 16,780.40	\$ 16,780.40	\$ 23,520.56
35	Subtotal: Finishes	\$ 47,505.92	\$ 67,815.44	\$ 67,815.44	\$ 78,561.84

DIVISION 10: SPECIALTIES

36	Subtotal: Specialties				
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DIVISION 11: EQUIPMENT

37	Appliances	\$ 4,480.00	\$ 8,960.00	\$ 8,960.00	\$ 8,960.00
38	Special Equipment: Bathroom Accessories	\$ 1,372.00	\$ 2,744.00	\$ 2,744.00	\$ 1,960.00
39	Subtotal: Equipment	\$ 5,852.00	\$ 11,704.00	\$ 11,704.00	\$ 10,920.00

DIVISION 12: FURNISHING

40	Window Treatments	\$ 862.40	\$ 1,568.00	\$ 1,568.00	\$ 1,607.20
41	Other Furnishings				
42	Subtotal: Furnishing	\$ 862.40	\$ 1,568.00	\$ 1,568.00	\$ 1,607.20

DIVISION 13: SPECIAL CONSTRUCTION

43	Subtotal: Special Construction: Custom shower M				
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DIVISION 14: CONVEYING SYSTEMS

44	Subtotal: Conveying Systems				
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DIVISION 15: MECHANICAL

45	HVAC	\$ 12,320.00	\$ 27,500.00	\$ 27,500.00	\$ 29,120.00
46	Plumbing & Hot Water	\$ 18,480.00	\$ 33,000.00	\$ 33,000.00	\$ 35,840.00
47	Fire Protection				
48	Subtotal: Mechanical	\$ 30,800.00	\$ 60,500.00	\$ 60,500.00	\$ 64,960.00

DIVISION 16: ELECTRICAL

49	Subtotal: Electrical	\$ 13,440.00	\$ 29,700.00	\$ 29,700.00	\$ 28,880.00
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50	TOTAL COST TO BUILD AS SPECIFIED	\$ 476,698.54	\$ 628,133.26	\$ 628,133.26	\$ 664,577.69
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Appendix 4: Development Timetable

With an increasing need for additional new affordable homeownership housing in Boston, there is an urgency to start construction on NHI developments. DND will make available any existing surveys and environmental testing, site plans, zoning information, and CAD files of home designs (which have been reviewed by the community) in an effort to accelerate the predevelopment period. DND will also assist the designated developer with the community process and zoning board of appeals (if required) in order to streamline the permitting process. Therefore, DND has established a development schedule for the project that must be adhered to:

Presentation by Preferred Developer at Community Meeting	3 weeks from Application Due Date
Submission to PFC by DND for Developer Designation.	2 months from Application Due Date
Application to Inspectional Services Department:	2 months from Developer Designation
If ZBA:	3 months from ISD App.
Permits:	2 months from ZBA approval
Bank Commitment:	4 months (or 8 months if ZBA) from Developer Designation Date
DND and Bank Project Closing:	6 months (or 10 months if ZBA) from Developer Designation Date
Start Construction:	6 months (or 10 months if ZBA) from Developer Designation Date

BOSTON PRIVATE

WEALTH • TRUST • PRIVATE BANKING

April 11, 2020

Mr. Cesar DaSilva
Design Construction & Consulting Services, Inc.
74 Howland Street
Dorchester, MA 02121

Via Email

Dear Mr. DaSilva:

Boston Private is pleased to offer this strong letter of interest to provide financing for the development of the "Browning Bradlee Clarkson" Project in the Mattapan neighborhood of Boston (the "Project"). This Project will create critically needed mixed-income and affordable homeownership opportunities in an important City of Boston location. We have enjoyed working with you in the past, and we would be delighted to work with you and your team on this important initiative.

We understand the Project involves the acquisition of 5 currently City-owned parcels on Browning, Bradlee, Clarkson and other nearby streets in Roxbury/Dorchester neighborhoods of Boston (the "Property") and the new construction thereon of 4 2-family homes and 1 single family home, for a total of 9 mixed income units of housing

We can indicate our strong interest in providing financing of up to 75-80% of the "as-if-completed; as-restricted" value of the Property, as estimated by the Bank's appraiser.

Please be aware that this is not a commitment of funds, and that any commitment is fully conditioned upon further due diligence and review and approval of the Bank's Loan Committees.

I am very pleased to express the Bank's interest in working with you again. Please feel free to contact me at 617.912.3701 with any questions.

Sincerely,



Peter Hollands
Senior Vice President

cc: Howard Tarlow, Boston Private
Esther Schlorholtz, Boston Private



**Design
Construction &
Consulting
Services Inc.**
An Architectural and Construction Company

Cover Letter

Date: 5/17/2020

Ms. Sheila Dillon
Chief & Director
Department of Neighborhood Development
Boston, MA 02108

RE: HOLBORN STREET PACKAGE

Dear Director Dillon,

I'm please to submit a response to the RFP for the development of 17-29 Browning Avenue, 29 Bradlee Street, 30 Clark Street, 38 Clarkson Street & 42 Georgia Street parcels. After reading this RFP I understand that this Mayor does not only want build houses but as well stimulate the economic development of our neighborhoods by given opportunity to the local minority contractors to scale, it's with this notion in mind that we believe that we are ideally suited for this type of projects, not only because of our qualifications as a long-time Design Construction & Consulting Services company in Dorchester and Roxbury area, but also because we are residents of Dorchester & Roxbury who hire locals.

Design Construction & Consulting Services, Inc. has been in existence since 1090, providing design, construction and consulting services to both public and private clients in Boston, surrounding Cities and Towns. Actually, our first project with the City of Boston Department of Neighborhood development was in 1990 for the project 747 buildable lots program which we designed & was built at Burrell Street and Wayland Street Dorchester and as well we had the opportunity to purchase an old dilapidated nursing home from the City of Boston which we gut renovated, converted it into our home and it is still our residence & office, it is with



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Email: cdasilva@decsconstruction.com www.decsconstruction.com





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many years of experience that we would like scale and take the opportunity given to local minority contractors to develop of housing.

If we are chosen as the developers for the Holborn Site we would form a LLC "VICTORY DEVELOPEMENT GROUP" to develop this and other projects that may come in the future.

As a local minority business we would very much like the opportunity to develop the Holborn site which is five blocks from where we live and work.



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Development Team:

Developer: VICTORY DEVELOPMENT GROUP LLC

Architect: Design Construction & Consulting Services Inc.

Construction: Design Construction & Consulting Services Inc.

Legal Counsel: McKenzie & Associates

Real Estate: Compass - Charles L. George

VICTORY DEVELOPMENT GROUP LLC, As a minority-Owned firm we take very serious the collaboration between all stakeholders such as government, city agencies, capital partners, nonprofit agencies and community neighborhood groups. we have a strong commitment to invest and develop in urban areas where there is need for economic growth and opportunity. Our mission is to provide stable, good quality, affordable and market rate housing for low and moderate income people and to excel in the provision of these services.

Cesar DaSilva Founder & Principal Manager

Cesar is the founder/principal manager of **Victory Development Group**. Cesar's chief responsibility involves the creation of value for investors, sourcing projects, and overseeing all aspects of real estate acquisition, development, construction and disposition. His skill set includes land acquisition and planning, structuring and securing public and private financing, investment analysis, permitting and community process, market research, project design, and marketing lease up and sales.



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Design Construction & Consulting Services, As a Boston-based minority firm with experienced staff, we have been providing feasibility studies, design planning, project administration, and general construction for numerous residential and commercial projects.

DCCS, Inc. has over the past three decades, made its mark throughout the City of Boston and surrounding towns as a Design & Construction Firm. Our projects reflects the quality, expertise and professionalism of the firm. As a Design & Construction firm with an experienced staff of architects, designers, estimators, project managers, construction supervisor and skilled construction crews we have been providing services to both public and private clients in the Northeast since 1990.

Cesar DaSilva Founder & Principal Manager

Cesar is the founder/principal manager of Design Construction & Consulting Services, Inc. Cesar's chief responsibility involves overseeing the day to day operation of the organization such as development of corporate policies, manage corporate activities including finance, accounting, marketing, administration, hire/firing, etc.

Director of Construction Services: Manage and coordinate the construction service group, overseeing all design & construction inspections, estimators, planners and support staff on construction projects.

Albert Costa – Principal Architect and Designer

Graduated Architect, Rhode Island School of Design

Registered Architect: Commonwealth of Massachusetts, State of Rhode Island
State of Maine, State of South Carolina, State of Florida.

Forty years of experience in commercial, industrial, space planning, educational, residential and housing design.



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Email: cdasilva@dccsconstruction.com www.dccsconstruction.com





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McKenzie & Associates is New England's oldest African-American owned law firm. Since 1984, we have served the legal needs of individuals, families & their businesses; government agencies; and non-profit & private corporations throughout Boston, New England, the United States, and the world. Our practice includes: Business Litigation; Bankruptcy & Creditors Rights; Corporate Counseling, Transactions & Commercial Lending; Estate Planning & Probate; Real Estate & Development; Zoning & Licensing; and representation of Faith-based & Non-profit Organizations.

Compass Real Estate

Charles L. George began selling residential and commercial properties in 2002, accumulating seven years of experience before opening the doors of The George Group. Since then, he and his highly experienced team of agents have sold over \$200 million in real estate across the state of Massachusetts. In addition to selling properties, Mr. George has also worked with several local developers throughout the city of Boston renovating single and multi-family homes, converting multi-unit buildings to condos, and building out commercial spaces for retail rental or retail sale.

It is with great will and pride that we would seize the opportunity to take a part on the development of our City and our neighborhoods. Given the opportunity we will work hard with the City, Government agencies, capital partners, nonprofits agencies, and community neighborhood groups for the success of this project.

Sincerely


Cesar DaSilva
President



74 Howland Street, Dorchester MA 02121 • Tel: 617-541-0900 • Fax: 617-541-9990 •
Email: cdasilva@dcscconstruction.com www.dcsconstruction.com



CESAR DA SILVA
President and Principal

EDUCATION: Wentworth Institute of Technology, B Arch., 1987
Boston Architectural Center, Studies in Low Income Housing, 1986

REGISTRATION: Massachusetts Construction Supervisor License #CS 072594
City of Boston Builder's License #B14967

PROFESSIONAL EXPERIENCE: Mr. DaSilva has been President and Principal of Design Construction and Consulting Services since its formation in 1992. During this time he has been Principal-in-large projects that include the architectural design and construction of affordable housing and commercial projects for community based non-profit corporations, City of Boston DND, and many private clients.

Mr. Cesar is currently involved with the conversion of an existing Roxbury Elderly care center into a two family structure and complete renovation of a Somerville single family structure.

As a Boston-based minority firm with an experienced staff, DCCS has been providing feasibility studies, design planning, project administration, and general construction for numerous residential and commercial projects.

Mr. Da Silva was the Clerk of Works during the construction of thirty-six new homes at Winthrop Estates, the renovation of seventy living units of housing at Westminster Court and the complete renovation of thirty -four living units at Sonoma, Maple and Schuyler all located in Roxbury, Massachusetts.

Since 1984 Cesar Da Silva has demonstrate a commitment to his community. After graduating from Wentworth Institute of Technology he joined his community's efforts to create the Dudley Street Neighborhood Initiative. He has served as member of the board of directors for the Strand Theater in Roxbury, Board of directors at DSNI and presently on the board of directors of Blue Hill Task Force. He has also served as a member of the search committee for the Vine Street Community Center.

Cesar DaSilva

Design Construction & Consulting Services Inc. 1992-Present
Principal

Chisholm Washington Architects, Inc. 1998-1999
Construction Site Representative
Project: Sonoma, Maple, Schuyler, Gut Renovation of 36 existing apartment units.

Mostue & Associates Architects Inc. 1996-1997
Clerk of the works
Project: Westminster court, renovation of 70 existing apartment units.

Dudley Street Neighborhood Initiative 1992-1994
Clerk of the works
Project: Winthrop Estates, construction of 36 units of new homes.

City of Boston, Inspectional Services Department 1991-1992
Building Inspector

Lopes Construction Company 1989-1991
Designer, Project Manager

The Nordquist Company 1987-1989
Staff Architect

Albert Costa Associates 1983-1987
Staff Architect

EDUCATION
Wentworth Institute of Technology 1987
Bachelor of Architecture

Boston Architectural Center 1985-1986
Architectural Studies in Low Income Housing

Wentworth Institute of Technology 1984
Architecture Engineering Technology

CITY OF BOSTON BUILDERS LICENSE #B 20292
CONSTRUCTION SUPERVISOR LICENSE CS 072594

Since 1984, Cesar Da Silva has demonstrated a commitment to the development and maintenance of housing projects, which have a "sense of community".

After graduating from Wentworth Institute, he joined his community's effort, to create the Dudley Street Neighborhood Initiative.

The focus of this organization was to involve the residents of Roxbury, MA in the land-use planning of their community. It has led to the acquisition and control of the city and privately owned land and the development of several new and rehabilitated housing projects.

Cesar Da Silva's firm, DCCS, Inc. is currently engaged in the architectural design and construction of housing and small commercial projects for a number of community base non-profit corporations.

His firm also provides construction management services.

JOHN R. MONTEIRO
1953 State Road; Plymouth, MA 02360; (508) 833 - 2436

WORK EXPERIENCE

- 01/80 – Present **ASEC Corporation: Engineers, Architects and Land Surveyors, Boston, MA**
Principal / Chairperson / CFO / Director of Construction Services. (*founded Corporation in 1978*).
Chairperson, Chief Financial Officer: development of corporate policies, manage corporate activities including finance and accounting, marketing, administration, and legal affairs to include:
- Banking, bonding, preparation of corporate financial statements,
 - Manage contract negotiations, estimating/pricing, insurance & pension plan management, personnel, hiring/firing.
- Director of Construction Services:** Manage and coordinate the construction services group, overseeing all construction inspectors, estimators, planners and support staff on construction projects.
- 01/96 – 1999 **APLUS Construction Services Corporation: Engineers and Land Surveyors, Boston, MA - Principal, Director and Chief Financial Officer** (*founded Corporation in 1999*)
- 01/96 – 1999 **Absolute Training Corporation: Boston, MA** (*founded Corporation in 1999*)
Principal, Director and Chief Financial Officer

Texas Instruments, Attleboro, MA

Manufacturing Engineer and Production Foreman

Manufacturing Engineer responsible for:

- The development and management of cost reduction programs for existing production lines
- Trouble-shooting and problem solving of assembly, material, and safety issues
- Trouble-shooting and evaluation of new manufacturing processes

Second shift **Production Foreman** responsible for:

- The supervision of approximately eighty production personnel and eight technicians for six different product lines
- Trouble-shooting of machine and personnel problems

EDUCATION BS, Civil Engineering, Tufts University, 1976

ASSOCIATIONS/AFFILIATIONS:

- 2006- date **Cape Verdean American Business Organization, Inc. (CABO), President**
- Organized and Structured Association to unite US Cape Verdean Businesses.
 - Work with Cape Verdean government to promote utilization of American businesses in public and private sectors throughout the Cape Verde Islands.
- 2006- date **Associated Minority Business Enterprises of New England, President**
- Helped Organize Minority Business Development week program with the Massachusetts Minority Contractor's Association, Roxbury Community College and State Office of Minority and Women Business Assistance.

CLEUSO B. GOMES

445 Quincy Street
Dorchester, MA, 02125
857-417-0620
clewso@dccsconstruction.com

EDUCATION

Cape Verdean Education

- High School Diploma

Graduated: 2006

EXPERIENCE

Design Construction Consulting Services, BOSTON, MA

Drafter & Estimator

- Architectural Drafting
- Producing Construction Documents
- 3D Modeling
- Construction Estimating
- Project Management

August 2014 – Present

Compta, PRAIA, Cape Verde

Web Developer & Software Developer

- Developing Websites
- Developing software and mobile apps

September 2012 – August 2014

Protec LDA, PRAIA, Cape Verde

Drafter

- Architectural Drafting
- Producing Construction Documents
- 3D Modeling and Rendering

June 2008 – September 2012

Pedro Martins LDA, PRAIA, Cape Verde

Drafter

- Architectural Drafting
- Printing Construction Documents
- 3D Modeling

October 2007 – March 2008

SKILLS

- Advanced skills in Microsoft office package, IT Maintenance, AutoCAD, Chief Architect, Cinema 4D, Lumion, Microsoft project, Planswift
- Fluent in Portuguese, Cape Verdean Creole and English,
- Capable of problem solving
- Effective communication skills
- Adaptable to change

BOSTON PRIVATE

WEALTH • TRUST • PRIVATE BANKING

May 6, 2020

Mr. Cesar DaSilva
Design Construction & Consulting Services, Inc.
74 Howland Street
Dorchester, MA 02121

Via Email

Dear Mr. DaSilva:

Boston Private is pleased to offer this strong letter of interest to provide financing for the development of the "Holborn Street" Project in the Roxbury neighborhood of Boston (the "Project"). This Project will create critically needed mixed-income and affordable rental and homeownership opportunities in an important City of Boston location. We have enjoyed working with you in the past, and we would be delighted to work with you and your team on this important initiative.

We understand the Project involves the acquisition of 3 currently City-owned parcels on Holborn Street in the Roxbury neighborhood of Boston (the "Property") and the new construction thereon of 2 2-family homes and 2 single family homes, for a total of 6 mixed income units of housing

We can indicate our strong interest in providing financing of up to 75-80% of the "as-if-completed; as-restricted" value of the Property, as estimated by the Bank's appraiser.

Please be aware that this is not a commitment of funds, and that any commitment is fully conditioned upon further due diligence and review and approval of the Bank's Loan Committees.

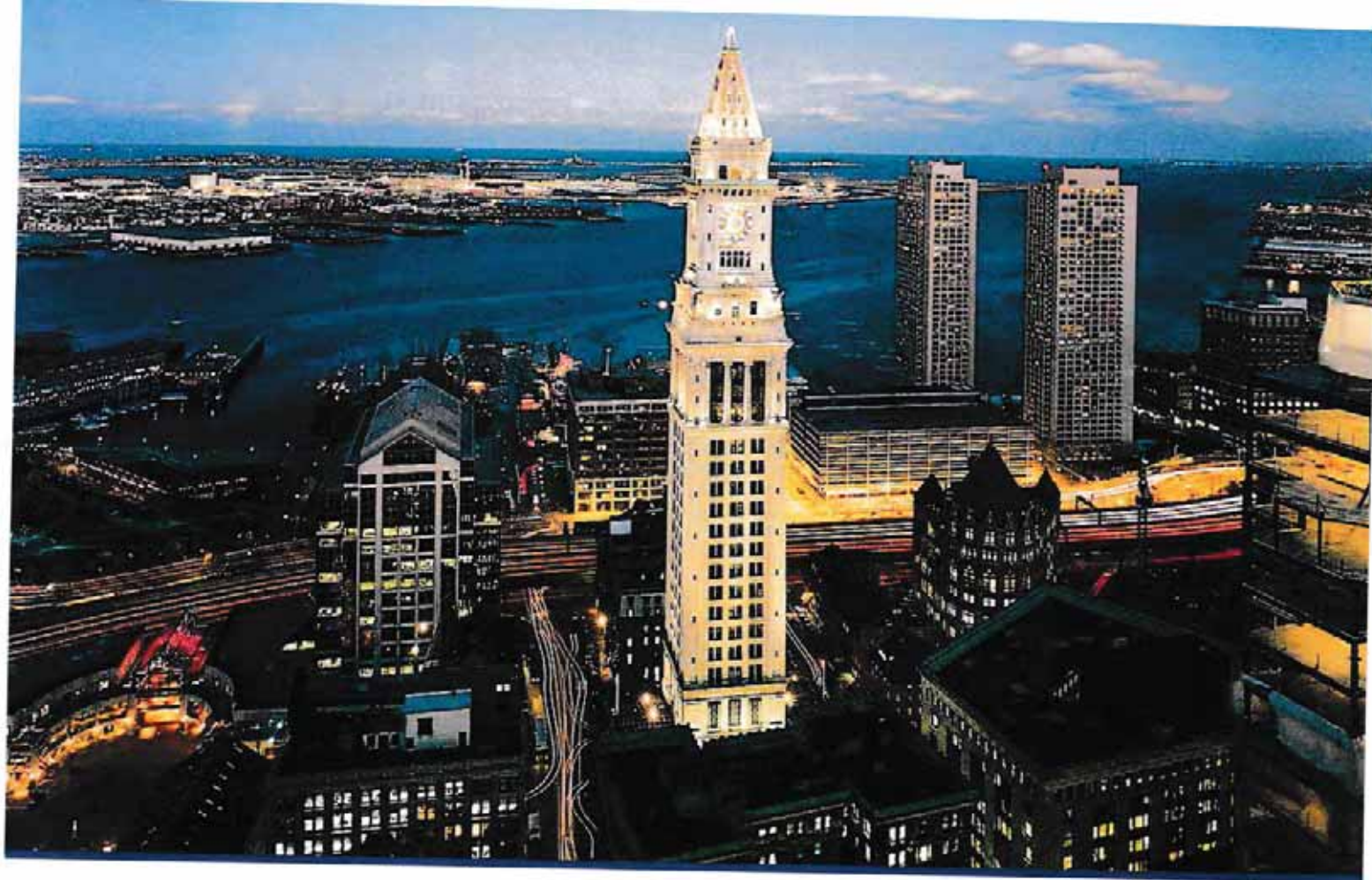
I am very pleased to express the Bank's interest in working with you again. Please feel free to contact me at 617.912.3701 with any questions.

Sincerely,



Peter Hollands
Senior Vice President

cc: Howard Tarlow, Boston Private
Esther Schlorholtz, Boston Private



McKenzie & Associates, P.C.
Counselors at Law

183 State Street
Boston, MA 02109
(617) 723-0400

www.mckenzielawpc.com

Proposal to represent
Design Construction & Consulting Services, Inc.
in the proposed acquisition & development of various
City of Boston (DND, PFC, and NHI) Properties

May 14, 2020

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I. Introduction & Firm Overview

McKenzie & Associates, P.C. ("M&A") is pleased to submit this Proposal to provide legal services to Design Construction & Consulting Services, Inc. ("DCCS") in connection with its proposed acquisition and development of various City of Boston-owned properties. We understand that DCCS' goal is pursue land acquisition via the City's Real Estate Management and Sales Division (administered by the Public Facilities Commission (PFC)), via Neighborhood Homes Initiative (NHI) and to otherwise pursue the acquisition and development of City-owned property.

M&A is prepared to provide legal services to DCCS throughout the land acquisition, zoning approval, and construction & development processes. This Proposal outlines the services and resources that our firm has available to offer DCCS as it achieves its development goals.

McKenzie & Associates is New England's oldest African-American owned law firm. Since 1984, we have served the legal needs of individuals, families & their businesses; government agencies; and non-profit & private corporations throughout Boston, New England, the United States, and the world. Our practice includes: Business Litigation; Bankruptcy & Creditors Rights; Corporate Counseling, Transactions & Commercial Lending; Estate Planning & Probate; Real Estate & Development; Zoning & Licensing; and representation of Faith-based & Non-profit Organizations.

Conveniently located at 183 State Street in the heart of Boston's Financial District, since 2002 Boston Magazine has recognized the firm as "one of the City's most successful and socially responsible minority-owned law firms." M&A is certified in Massachusetts as a Minority Business Enterprise (MBE).

We are guided by the simple but proven philosophy that in making important decisions, there is no substitute for quality, affordable legal advice. By carefully listening to our clients and gaining a thorough understanding of their goals, we successfully guide them through the complexities of statutory, judicial & administrative laws, assist them with their entrepreneurial ventures, help them navigate complex real estate transactions, and serve as general legal counsel on their various other needs.



McKenzie & Associates' State Street offices, in the heart of Boston's Financial District.

II. Firm Qualifications

PRACTICE AREAS



A. Real Estate Development

From adding a roof deck, to converting a family-owned property into condos, to house flipping, to multi-family, commercial, and even hotel developments—we represent some of the most active minority owned developers of inner-city properties in the Boston area. We advise developers on all aspects of financing, refinancing, land acquisition, negotiating MOUs and other development agreements, sales and leasing, zoning, community processes, construction, and sale to property owners.

We can assist DCCS during the development process, including in the process of negotiating with the City in the acquiring of City-owned property. We have extensive experience assisting our developer clients acquire parcels from the City's administrative agencies, such as the Real Estate Management and Sales Division of the Department of Neighborhood Development (DND) and the Public Facilities Commission (PFC). Our real estate counsel also frequently works with the City of Boston Corporation Counsel and Tax Assessor's Office to acquire or redeem properties out of tax foreclosure by the City. We have guided our clients through the City's detailed and complex Request for Proposals (RFP) process, and negotiated tax credit and affordable housing agreements.

Our highly experienced real estate attorneys bring a practical approach to the process of developing real estate, while maintaining a creative approach to problem solving, including project ownership structure & financing, negotiating construction & subcontractor contracts, and solving environmental issues. In addition to access to our extensive City-wide contacts, our clients have the benefit of simultaneous access to our experience in zoning, in order to foster a cohesive development plan, from land acquisition to unit sales/leasing.

B. Zoning & Licensing

The firm's experience in zoning and licensing matters is unrivaled particularly in the City of Boston and surrounding communities. We have provided representation to clients before both state and local administrative bodies such as the Zoning Board of Appeal, Boston Planning & Development Agency (BPDA), Inspectional Services Department (ISD), the Licensing Board, the Alcoholic Beverages Control Commission, the Cannabis Control Commission, and the Consumer Affairs Division. We also have extensive experience with the zoning of City-owned parcels, and have guided our clients through development of



REAL ESTATE & DEVELOPMENT

McKenzie & Associates represents some of the most active and reputable minority-owned developers of inner-city properties in the Boston area on all aspects of financing, refinancing, land acquisition, sales and leasing, zoning, community processes, construction, and sale to property owners.

II. Firm Qualifications (cont'd.)

parcels acquired from the Department of Neighborhood Development from the RFP stage through occupancy.

Attorney Joseph D. Feaster, Jr., who leads our Zoning & Licensing practice, has over 20 years of zoning and licensing practice experience, and formerly served on the Boston Board of Appeal for 11 years, 3 of which he served as Chair.

Throughout his many years of practice, he has developed an unparalleled understanding of the zoning process in Boston, as well as invaluable contacts in the various state, local, and City of Boston government and agencies. From a simple addition of a roof deck to the construction of a hotel, Attorney Feaster has successfully represented a wide variety of development interests throughout the City of Boston. This experience provides an invaluable advantage to DCCS in getting its project(s) through the City of Boston zoning approval process.



Our firm has significant experience in zoning and licensing, representing clients before both state and local administrative bodies such as the Zoning Board of Appeal, Boston Planning & Development Agency (BPDA), Inspectional Services Department (ISD), the Licensing Board, the Alcoholic Beverages Control Commission, the Cannabis Control Commission, and the Consumer Affairs Division.

C. Representative Clients & Transactions

Below are some of the real estate development and zoning projects on which we have represented developers large and small, and of all experience levels throughout the years:

- **Boston Redevelopment Authority Parcel P3.** We guided our client through the zoning and community processes for a multi-use development project on Boston Redevelopment Authority Parcel P3 for retail, hotel, office, daycare, entertainment space, housing, and parking.
- **Boston Redevelopment Authority Parcel 9.** We represented the developer of a mixed-use development comprised of a 145 room hotel, 50 residential units, ground floor retail/commercial space, and on-site accessory parking for 122 vehicles on Boston Redevelopment Authority Parcel 9, Boston MA.
- **Cruz Development Corporation.** For over 20 years we have served the Cruz Companies in the acquisition, development, and zoning & permitting matters. Most recently, we handled zoning and other legal matters for the construction of an approximately 82,800 ft.², 55 Unit, residential project with two levels of commercial space, and two levels of parking in Dudley Square, Boston (Roxbury) MA. We are currently representing Cruz on the proposed construction of a 150 Unit, mixed-income housing project, also in Roxbury.
- **Cummins Development LLC.** We represented Cummins Development LLC before the Boston Redevelopment Authority in their efforts to construct scattered site housing on several parcels in Boston.
- **Harbor Health Services, Inc.** We represented Harbor Health Services, Inc. in the Boston Redevelopment Authority's Article 80 development review process and before the Board of Appeal and Inspectional Services Department in connection with the construction of an Adult Day Center and offices.
- **JP Parcel U, LLC.** We represented the developer in a \$40 million project on a mixed-use development consisting of 48 condominium units and 76 affordable housing units, community space, and parking for 90 vehicles.
- **LaRosa Development Corporation.** For years we served one of the most active acquirers and developers of multifamily residences in the Boston area. We represented LaRosa Development in land acquisition, development, zoning & permitting matters, and conveyancing to buyers.

(cont'd.)

II. Firm Qualifications (cont'd.)

C. Representative Clients & Transactions (cont'd.)

- **Long Bay Commercial Properties.** We represent the developer of a proposed 25-story, 241 Unit residential project in Dudley Square, Boston (Roxbury) MA.
- **Madison Park Development Corporation.** We represent the developer of a proposed multi-family residential development with 20 Units of affordable housing and ground floor commercial space in Dudley Square, Boston (Roxbury) MA.
- **Melbourne Street Partners, LLP.** Years ago we began representing three young real estate entrepreneurs in the acquisition of City-owned and distressed properties. We continue to represent the partnership and its now-multimillion dollar portfolio in development, zoning & permitting matters, condominium conversions, and conveyancing to buyers.
- **Vaughan Avenue Group LLC.** We represent an experienced civil engineer and first-time developer of a proposed multi-family residential development with 55 Units and 20 garage spaces in Boston (Dorchester) MA.

D. Attorney Bios

McKenzie & Associates is a 6 attorney law firm with practice areas that include: Business Litigation; Finance, Bankruptcy & Creditors Rights; Corporate Counseling & Transactions; Estate Planning & Probate; Real Estate & Development; Zoning & Licensing; and Faith-based Organizations & Non-Profit. Collectively, the firm has over 150 years of experience among our attorneys who range in practice from two years of experience to over forty years of experience. We operate as a close-knit legal team, whereby each attorney in the firm gains from the collective experience of all of our attorneys.

The attorneys primarily responsible for this Project will be Joseph D. Feaster, Jr. and Timothy A.M. Fraser.



JOSEPH D. FEASTER, JR.
Of Counsel

Email: jfeaster@mckenzielawpc.com
Phone: (617) 778-0012

Attorney Joseph D. Feaster, Jr. has been practicing law for nearly 45 years, during which time he has developed an expertise in numerous areas of the law, including corporate, employment and labor, real estate, contract, licensing and zoning, and probate. Presently, he is the court-appointed Receiver for Roxbury Comprehensive Community Health Center.

Attorney Feaster previously served as Interim Town Manager of the Town of Stoughton, as a member and Chairman of the City of Boston's Board of Appeal, as President of the Massachusetts Community and Banking Council, as Acting Director of Real Estate for the Massachusetts Turnpike Authority, as Interim Administrator of the Boston Housing Authority, one of the largest public housing authorities in the country; as Assistant Secretary and General Counsel in the Commonwealth's Executive Office of Administration

and Finance, as Associate Counsel in Prudential Insurance Company's Northeast Home Office, and as an attorney at the National Labor Relations Board's Boston Regional Office. His professional affiliations are numerous, as his expertise is sought within the City of Boston and nationally.

Attorney Feaster previously served as the Senior Vice President of Victory Group, a government and community relations firm, and is also President of Feaster Enterprises, a strategic planning, organizational

II. Firm Qualifications (cont'd.)

D. Attorney Bios (cont'd.)

development, and community outreach consulting firm. He has served as an adjunct professor in Northeastern University's Master in Public Administration program, and as a research associate at the William Monroe Trotter Institute at the University of Massachusetts at Boston.

Attorney Feaster received his Juris Doctor from Northeastern University School of Law. He has also completed programs at the Massachusetts Institute of Technology's Center for Real Estate Development and Harvard University's John F. Kennedy School of Government. Attorney Feaster is admitted to practice before the courts in Massachusetts, the U.S. District Court of Massachusetts, the First U.S. Circuit Court of Appeal, and the U.S. Supreme Court.



TIMOTHY A.M. FRASER

Associate Attorney

Email: tfraser@mckenzielawpc.com

Phone: (617) 778-0015

Attorney Timothy Fraser returns to McKenzie & Associates, P.C. as an experienced attorney, entrepreneur, and corporate counsel with varied expertise in law & politics, mergers & acquisitions, film and entertainment, and the food, beverage, apparel & lifestyle industries.

Attorney Fraser graduated from Hampton University in Hampton, VA with a B.S. in Marketing, and received his Juris Doctor in Taxation from Suffolk University Law School in Boston. While in law school, he served as Regional Representative of the Northeast Black Law Students Association, as Content Editor of the Suffolk Journal of High Technology Law, and he worked full-time as a legal assistant at McKenzie & Associates.

For the past 15 years since graduating Suffolk Law and being admitted to the Massachusetts Bar Attorney Fraser has

specialized in corporate mergers & acquisitions, most recently with the tax practice at global consulting firm PricewaterhouseCoopers LLP. Prior to PwC, he worked in the M&A practice at Deloitte & Touche LLP. During this time, Attorney Fraser concentrated his practice on the purchase, sale, and other transactions involving companies in the food, beverage, apparel, and lifestyle industries.

Attorney Fraser now applies his expertise in law & politics, mergers & acquisitions, film & entertainment, and the food & beverage industries to provide legal counsel to the firm's corporate, individual, and non-profit clients. His practice includes corporate transactions, estate planning & administration, and real estate & zoning.

Attorney Fraser is admitted to practice law before the Supreme Judicial Court of Massachusetts and the U.S. District Court of Massachusetts. He currently serves as a Board Member of the Hamilton-Garrett Music and Arts Academy, and as Secretary of the City of Chelsea Economic Development Board.

* * *

III. Proposed Services

A. Real Estate Development Counsel

We understand that DCCS' goal is pursue land acquisition via the City's Real Estate Management and Sales Division (administered by the Public Facilities Commission (PFC)), via Neighborhood Homes Initiative (NHI) and to otherwise pursue the acquisition and development of City-owned property. DCCS may propose on multiple properties simultaneously and determine which property(ies) it will develop when the time arises.

We do not yet have enough information about the parcels to be acquired, and other necessary information to fully determine a specific real estate development plan. However, generally, as Real Estate Development Counsel, we would assist DCCS with the following items:

- Initiate contact with City agency officials to understand parcel availabilities and proceed with the RFP process.
- Assist client with RFP process, including liaising with client team (architect, accountant, etc.) to assist with the preparation or review of development financials, development timetables and other documents required to complete the RFP process. Review of City-mandated project requirements and terms & conditions.
- Initiate contact with City elected officials and community stakeholders (to the extent necessary) to introduce the Project Team and the proposed Project.
- Attend development team meetings. Attend meetings with community and governmental (e.g., political and agencies) authorities regarding the Project.
- Review client financing sources and options. Review project loan documents and serve as borrower's counsel in the financing transaction.
- Assist client with negotiating with City officials for affordable housing and other covenants and review of same.
- Review and provide edits/comments to construction and subcontractor contracts.
- Perform such other tasks from time to time as client's general legal counsel on the project.

B. Zoning Counsel

Once DCCS has been tentatively designated as a parcel developer by the City (or if DCCS otherwise acquires land for development), the zoning process will begin. Our services as zoning counsel to the project include:

- Liaising with client team (architect, etc.) in connection with the submission of the Application for Building Permit. Includes a review of ISD's "Zoning Code Refusal" letter and filing of client's Notice of Appeal with the Board of Appeal and commencement of the Board of Appeal process.
- Attendance at development team meetings. Attend meetings with community and governmental (e.g., political and agencies) authorities regarding the Project.
- Coordinating the necessary Community Process, including: Engagement with the abutters and organizing the abutters' meeting; Attendance at abutters' meeting; Connect with the community/neighborhood association(s) in the area and attending association meeting(s); Engage City Councilors and other local politicians and elected officials to garner their support for the Project.
- Scheduling hearing date for Board of Appeal and present at Board of Appeal Hearing with Project team.
- Drafting the Board of Appeal decision on client's behalf and monitor City's progress in securing the Board of Appeal signatures.
- Involvement in any further design review process stipulated by the Board of Appeal.
- Preparing the Zoning Opinion for the project lender (if applicable).

III. Proposed Services (cont'd.)

C. Budgeting and Financial Arrangement

McKenzie & Associates has a collective 150 years of experience among our attorneys who range in practice from two years of experience to over forty years. However, we offer a fee schedule to our clients that is more competitive than our competitors, staffing Projects such that a client only pays for forty years of experience when necessary, and fewer years of experience when appropriate.

IV. Summary

During the course of our over 35 years in business, McKenzie & Associates, P.C. has represented for-profit and non-profit developers large and small, and of all experience levels, advising them on all aspects of residential and commercial real estate transactions: financing; commercial & residential property and land acquisitions; development; zoning & community processes; permitting; construction; refinancing; and sales & leasing.

Joseph D. Feaster, Jr., who leads our Zoning and Licensing practice, formerly served on the Boston Board of Appeal for 11 years, 3 of which he served as Chair. He has over 20 years of zoning and licensing practice experience and is widely regarded as an expert on zoning and affordable housing matters. Timothy A.M. Fraser has worked with Attorney Feaster for years on zoning, permitting, and real estate development matters. Our remaining team of attorneys offers a collective 150 years of experience across a diversity of legal disciplines. We collaborate as a team and leverage the combined talents of all our attorneys to provide solutions for our clients, and our ability to provide successful outcomes has enabled us to develop long-term relationships with our clients.

Thank you for the opportunity to submit this Proposal to provide legal services to the Design Construction & Consulting Services, Inc. development team. We welcome any additional questions you may have.

Warmest regards,

McKenzie & Associates, P.C.


JOSEPH D. FEASTER, JR.
Of Counsel
jfeaster@mckenzielawpc.com
(617) 778-0012


TIMOTHY A.M. FRASER
Associate Attorney
tfraser@mckenzielawpc.com
(617) 778-0015



McKenzie & Associates, P.C.
Counselors at Law

183 State Street
Boston, MA 02109
(617) 723-0400
www.mckenzielawpc.com

Charles L. George began selling residential and commercial properties in 2002, accumulating seven years of experience before opening the doors of The George Group. Since then, he and his highly experienced team of agents have sold over \$200 million in real estate across the state of Massachusetts. In addition to selling properties, Mr. George has also worked with several local developers throughout the city of Boston renovating single and multi-family homes, converting multi-unit buildings to condos, and building out commercial spaces for retail rental or retail sale.

Mr. George's commitment to his community has shown through his work with a number of local organizations that aim to better the lives of those whose circumstances have put them at a disadvantage. He is an active member of the Concerned Black Men of Massachusetts and its core program, The Paul Robeson Institute of Positive Self Development, where he works with at risk youth with the goal of strengthening the Black community by uplifting its young men. He has taught first time homebuyer classes at Urban Edge and Mass Affordable Housing Alliance (MAHA), and he continues to work with Cambridge Neighborhood Apartment Housing Services to provide an array of real estate services. Additionally, he has taught Foreclosure and Short Sale classes with the Allston/Brighton CDC, and has assisted the Codman Square CDC with data gathering and market evaluation. Mr. George has also spent time working with Dudley Mainstreet's Board as well as the advisory boards for Roxbury Community College and the Old Colony YMCA.

Prior to working in real estate, Mr. George held several positions in the technology sector, and amassed over fifteen years of corporate experience in the software development and banking industry. During this time, he held several positions with IBM, Oracle Software, and State Street Financial. He also developed and managed software and hardware engineering departments for Network Engines, Inc. He attended Northeastern University College of Engineering.



Charles L. George
Senior Vice President
781-883-6275
charles.george@compass.com

COMPASS

AFFIDAVIT OF ELIGIBILITY FORM

Developer's Name: Cesar DaSilva DBA as The Victory Development Group

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

21 day of MAY, 20 20

SIGNATURE:

TITLE: President

ORGANIZATION: Cesar DaSilva

ADDRESS: 74 Howland Street, Boston MA



CITY OF BOSTON JOBS AND LIVING WAGE ORDINANCE

THE LIVING WAGE DIVISION • (617) 918-5236

BENEFICIARY AFFIDAVIT

Any for-profit Beneficiary who employs at least 25 full-time equivalents (FTEs) or any not-for-profit Beneficiary who employs at least 100 FTEs who has been awarded assistance of \$100,000 or more from the City of Boston must comply with the **First Source Hiring Agreement** provisions of the Boston Jobs and Living Wage Ordinance.

If you are submitting a request for proposal, request for qualification, or invitation for bid, or negotiating a loan, grant, or other financial assistance that meets the above criteria, you must submit this affidavit along with your proposal. If you believe that you are exempt from the First Source Hiring Agreement provisions of the Boston Jobs and Living Wage Ordinance, complete Part 4: Exemption From First Source Hiring Agreement Provisions, or if you are requesting a general waiver, please complete Part 5: General Waiver Reason(s).

IMPORTANT: Please print in ink or type all required information. Assistance in completing this form may be obtained by calling the Living Wage Administrator in the Living Wage Division of the Office of Workforce Development, telephone: (617) 918-5236.

PART 1: BENEFICIARY OF ASSISTANCE INFORMATION:

Name of

Beneficiary: Cesar DaSilva DBA as Victory Development Group LLC

Contact person: Cesar DaSilva

Address: 74 Howland Street
Street

Boston
City

MA 02121
Zip

Telephone #: 617-593-7909

E-Mail: cdasilva@dccsconstruction.com

PART 2: ASSISTANCE INFORMATION:

Name of the program or project under which the assistance is being awarded:

Neighborhood Homes Initiative (NHI)

City of Boston awarding department: Department of Neighborhood Development

Bid or proposal amount: \$ 3,621,242

Date assistance documents executed: _____ Award end date: _____

Duration of award: ☒ 1 year ☐ 2 years ☐ 3 years ☐ Other: _____ (years)

PART 3: ADDITIONAL INFORMATION

Please answer the following questions regarding your company or organization:

1. Your company or organization is: *check one*:

☒ For Profit ☐ Not For Profit

2. Total number of employees whom you employ: 8

3. Total number of employees who will be assigned to work on the above-stated award: 16

4. Do you anticipate hiring any additional employees?

☒ Yes ☐ No

If yes, how many additional FTEs do you plan to hire? 8

PART 4: EXEMPTION FROM FIRST SOURCE HIRING AGREEMENT PROVISIONS OF THE BOSTON JOBS AND LIVING WAGE ORDINANCE

Any Beneficiary who qualifies may request an exemption from the First Source Hiring Agreement provisions of the Boston Jobs and Living Wage Ordinance by completing the following:

I hereby request an exemption from the First Source Hiring Agreement provisions of the Boston Jobs and Living Wage Ordinance for the following reason(s): Attach any pertinent documents to this application to prove that you are exempt. Please check the appropriate box(es) below:

☐ The construction contract awarded by the City of Boston is subject to the state prevailing wage law; or

☐ Assistance awarded to youth programs, provided that the award is for stipends to youth in the program. "Youth Program" means any city, state, or federally funded program which employs youth, as defined by city, state, or federal guidelines, during the summer, or as part of a school to work program, or in other related seasonal or part-time program; or

☐ Assistance awarded to work-study or cooperative educational programs, provided that the assistance is for stipends to students in the programs; or

☐ Assistance awarded to vendors who provide services to the City and are awarded to vendors who provide trainees a stipend or wage as part of a job training program and provides the trainees with additional services, which may include but are not limited to room and board, case management, and job readiness services, and provided further that the trainees do not replace current City-funded positions.

Please give a full statement describing in detail the reasons you are exempt from the First Source Hiring Agreement provisions the Boston Jobs and Living Wage Ordinance (attach additional sheets if necessary):

PART 5. GENERAL WAIVER REASON(S)

I hereby request a general waiver from the First Source Hiring Agreement provisions of the Boston Jobs and Living Wage Ordinance. The application of the First Source Hiring Agreement to my assistance violates the following state or federal statutory, regulatory or constitutional provision(s).

State the specific state or federal statutory, regulatory or constitutional provision(s), which makes compliance with the First Source Hiring Agreement unlawful:

GENERAL WAIVER ATTACHMENTS:

Please attach a copy of the conflicting statutory, regulatory or constitutional provision(s) that makes compliance with this ordinance unlawful.

Please give a full statement describing in detail the reasons the specific state or federal statutory, regulatory or constitutional provision(s) makes compliance with the First Source Hiring Agreement unlawful (attach additional sheets if necessary):

PART 6: BENEFICIARY OF ASSISTANCE AFFIDAVIT:

I, (print or type) Cesar DaSilva DBA as Victory Development Group LLC, the Beneficiary, certify and swear/affirm that the information provided on this **Beneficiary Affidavit** is true and within my own personal knowledge and belief.

Signed under the pains and penalties of perjury.

SIGNATURE: _____

DATE: _____

TITLE: _____



CITY OF BOSTON JOBS AND LIVING WAGE ORDINANCE

THE LIVING WAGE DIVISION • (617) 918-5236

NOTICE TO BENEFICIARIES

Requirements of the Boston Jobs and Living Wage Ordinance

All City of Boston departments awarding assistance must provide Beneficiaries with a copy of this notice.

IMPORTANT NOTICE: Beneficiaries are required to comply with the First Source Hiring provisions of the Boston Jobs and Living Wage Ordinance. Beneficiaries are not required to comply with the living wage provisions of the ordinance.

1. **BENEFICIARIES:** Any for-profit employer who employs at least 25 full-time equivalents (FTEs) or any not-for-profit employer who employs at least 100 FTEs who has been awarded assistance of \$100,000 or more from the City of Boston must comply with the First Source Hiring Agreement provisions of the Boston Jobs and Living Wage Ordinance. FTE is defined in the living wage ordinance as a formula to calculate the number of employee work hours that equal one full-time position. For the purposes of this ordinance, full-time shall mean the standard number of working hours, between 35 hours and 40 hours per week that is used by the Beneficiary to determine full time employment.
2. **DEFINITION OF ASSISTANCE:** Assistance shall mean any loan, grant, tax incentive, bond financing, subsidy, or other form of assistance of \$100,000 or more realized by or through the authority or approval of the City of Boston, including, but not limited to Industrial Development Bonds, Community Development Block Grant (CDBG) loans and federal Enhanced Enterprise Community designations. Leases and subleases are not assistance.
3. **BENEFICIARY AFFIDAVIT REQUIRED:** All Beneficiaries receiving an award from the City of Boston of \$100,000 or more, must file a *Beneficiary Affidavit, (Form B-1)*, along with their submission to the awarding department.
4. **FIRST SOURCE HIRING AGREEMENT:** All Beneficiaries who are awarded assistance from the City of Boston shall sign a *First Source Hiring Agreement (Form B-3)* with one or more referral agencies or One-Stop Career Centers.
5. **THE LIVING WAGE DIVISION:** The Living Wage Division of the Office of Workforce Development is the agency responsible for the overall implementation, compliance and enforcement of the Ordinance. They are located at 43 Hawkins Street, Boston, MA, 02114. If you need assistance or further information, contact the Living Wage Administrator at (617) 918-5236.
6. **EARNED INCOME TAX CREDIT:** Certain employees who earn less than \$54,000 per year may be eligible for a federal and/or state tax credit called the Earned Income Tax Credit (EITC). Your payroll clerk is required to keep on hand the appropriate Internal Revenue Service form (Form W-5), information, and instructions in the event any of your employees requests assistance in claiming these tax credits.



CITY OF BOSTON JOBS AND LIVING WAGE ORDINANCE

THE LIVING WAGE DIVISION • (617) 918-5236

CERTIFIED REFERRAL AGENCIES AND BOSTON ONE-STOP CAREER CENTERS

All Covered Vendors and Beneficiaries shall sign a First Source Hiring Agreement with one or more referral agencies or one or more Boston One-Stop Career Centers. Please note that the following entities have been certified by the Living Wage Division of the Office of Workforce Development to meet the First Source Hiring Agreement requirements of the Boston Jobs and Living Wage Ordinance.

MASSHIRE BOSTON CAREER CENTER

1010 Harrison Avenue
Boston, MA 02119
TEL: (617) 541-1400
FAX: (617) 427-8657
TTY: (617) 442-3610

MASSHIRE DOWNTOWN BOSTON CAREER CENTER

75 Federal Street, 3RD Floor
Boston, MA 02110
TEL: (617) 399-3100
FAX: (617) 451-9973

ROXBURY CENTER FOR FINANCIAL EMPOWERMENT

7 Palmer Street
Roxbury, MA 02119
TEL: (617) 541-2671
Fax: (617) 541-2660
Contact: Mr. Alan Gentle

City of Boston (COB) – Property Affidavit Form

Instructions: List all City of Boston properties currently owned, or previously foreclosed upon for failure to pay real estate taxes or other indebtedness, by the applicant or by any other legal entity in which the applicant has had or now has an ownership or beneficial interest. If there are any past due amounts owed to the Department of Neighborhood Development, the Inspectional Services Department, the Treasury Department and/or the Boston Water and Sewer Commission, such **must be paid in full** before: (1) a vote request can be presented to the City of Boston Public Facilities Commission concerning the sale of property to the applicant or any other business entity in which the applicant has an ownership or beneficial interest; OR (2) the commitment of funding to the applicant or any other business entity in which the applicant has an ownership or beneficial interest. Public Facilities Commission votes are not to be requested until the Property Affidavit has been approved and the Legal Unit has signed the Property Clearance Form.

Upon approval, the Property Affidavit will be valid for ninety (90) calendar days from the date it is signed by the Applicant.

For any additional properties that do not fit on this form, attach a spreadsheet. Do not use another property affidavit form. Only one signature page is to be submitted. All entries made on this form must be typed in the form fields provided below.

Applicant: Cesar DaSilva

List Addresses of Boston Properties Owned:	PARCEL ID NUMBER
74 Howland Street Boston MA 02121	02162-000
602 Metropolitan Ave. Hyde Park, Boston MA	07636-004
Boston Properties Previously Foreclosed Upon by COB:	PARCEL ID NUMBER
NA	

I declare under pains and penalties of perjury that the foregoing representations are true, accurate, complete and correct in all respects.

Cesar DaSilva - President

Print Name and Title

Authorized Representative's Signature

Date _____

Applicant Contact (If different from above)

Telephone Number

OFFICIAL USE ONLY (Fax the completed form to DND at 635-0262. Delinquency Reported: (If Yes (Y) state the amount owed):

Boston Water & Sewer Commission

YS _____ N ☐

Signature and Date:

Notes:

Department of Neighborhood Development

YES _____ NO ☐

Signature and Date:

Notes:

Public Works Department

Y\$ _____ N ☐

Signature and Date:

Notes:

Treasury Department

YS _____ N ☐

Signature and Date:

Notes:

DND Contact

Division

Program

Phone: ext.

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 21 day
of May, 2020
Month Year


Proposer Signature

Co-Proposer Signature (If Applicable)