
Nohona Hale

HCDA AFFORDABLE HOUSING

HONOLULU, HAWAII



BAFO SUBMISSION

Prepared By:

BRONX PRO GROUP , LLC

MARCH 2015

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I. QUALIFICATIONS

A. IDENTIFICATION OF RESPONDENT (AND TEAM)

A. IDENTIFICATION OF RESPONDENT

DEVELOPMENT TEAM

The Development Team will be headed by the Joint Venture Owners of Bronx Pro Group and EAH Housing ("Owner"). An organizational chart of the Development team is provided below.



Both Bronx Pro Goup, LLC and EAH Housing are in discussion for including EAH as a co-developer in addition to their property management role. EAH, non-profit management company has extensive local experience in working with HHFDC and the various county agencies on projects they have developed and refinanced on Oahu, Kauai and Maui. EAH is also the co-developer and property manager for the Ola Ka Ilima Artspace Lofts project to be developed in Kakaako, consisting of 84 1, 2 and 3 bedroom units. We believe adding their local financing expertise compliments our experience and provides further assurances that our team can perform as expected.

Contigent upon selection of our proposal and confirmation of unit density, Bronx Pro Group and EAH will be able to negotiate the details of the joint venture.

JOINT VENTURE OWNER



Bronx Pro Group, LLC (“Bronx Pro”) is a social enterprise dedicated to community development through affordable housing investments since 1988. The company and affiliates employ 192 full-time professionals and support staff engaged in Real Estate Development, Construction, Building Management, and Residential Services. Since its inception, Bronx Pro has developed over 1,839 affordable housing units along 35 commercial and community spaces.

Bronx Pro’s mission is to develop quality housing that is both affordable and sustainable. Its mission embraces objectives with a social conscience, incorporating the greater needs of the communities in which it operates. Bronx Pro is committed to green development and the highest level of architectural design with an increasing focus towards community building.



EAH Housing is a nonprofit organization whose mission is to create healthy communities by developing, managing and promoting quality affordable rental housing. The organization was founded in 1968 in response to the death of Dr. Martin Luther King, Jr. to address the housing needs of low-income families, people with disabilities, and seniors. EAH is one of the oldest and most experienced nonprofit housing development and management organizations in the western United States.

EAH Housing started with donations of \$200 from 16 religious community leaders and an office consisting of two capable volunteers. EAH has since grown to a staff of more than 450 highly skilled and dedicated employees, and has offices located in Honolulu and San Rafael, San Jose and Fresno, California. Government officials, community leaders, lenders, and, most importantly, more than 20,000 residents know EAH as a capable and trustworthy organization motivated by an authentic concern for the people it serves.

Combining award-winning design, innovative on-site services and a commitment to people, EAH Housing reflects the distinctive personality of each community. Listed below are just a few of the recent awards EAH has earned:

- John J. Gunther Award from the Secretary of HUD
- Multi-family Housing Partner of the Year from HUD
- Honorable Mention from the California Sustainability Alliance
- LEED Certified Silver by the U.S. Green Building Council
- Novogradac Developments of Distinction by Novogradac Magazine
- Golden Nugget Award of Merit from Builder Magazine
- Largest Property Management Firm in East Bay by the San Francisco Business Time

PROJECT ARCHITECT



Sustainable Living Innovations, LLC ("SLI") is a building technology company founded in 2008 by CollinsWoerman, a leading Seattle architectural firm.



SLI has developed a patented system where pre-engineered parts are prefabricated or assembled in factories, then installed and connected at the project site. SLI has formed a joint venture with Intellectual Ventures, the global leader in invention capital to protect and grow IP internationally. Its mission is to deliver quality mid- and high-rise residential projects faster, at less cost to build and operate, and using less water and energy. The key objective is to tackle problems inherent in conventional field-built construction worldwide – time, waste, risk and lack of sustainability.

SLI's technology transforms construction from a process to a product by aligning design directly with manufacturing and reducing field labor by 75%, enabling the incorporation of more sustainable materials and systems.

OWNER'S PROJECT REPRESENTATIVE



The Owners has retained the services of Construction Management & Development – Hawaii, LLC (“CM&D”) as Owner’s Project Representative to coordinate and lead the overall design and development of HCDA’s Affordable Housing project. CM&D will also be responsible for management of the marketing, planning, design and construction management of the Project.

Construction Management & Development, Inc. (CM&D) is a 25 year old development and project management firm with offices in New York, Florida, Honolulu, Las Vegas, Central America, India and the U.A.E. CM&D offers a unique blend of development and project management services to clients throughout the United States, Latin America and Asia Pacific with the primary goal of managing the risk and protecting the capital behind real estate development internationally.

CM&D has managed, led and supported over \$23 billion worth of development projects during the past 25 years. CM&D’s representative projects consist of residential, timeshare and hotel developments, that include U.S. Department of the Navy Housing Privatization, Lanikea at Waikiki; Kukui Gardens Upgrades; Ohana Ola O Kahumana; University of Hawaii Student Housing renovations; high-rise condominiums in the Republic of Panama (Oasis, Aqualina, H2O, Water, White); Wailea Beach Villas; the Ritz Carlton Half Moon Bay, Sofitel New York, Sheraton Downtown Seattle, Hilton Hawaiian Village, Marriott Grand Chateau, and hundreds more. Projects that CM&D is currently leading include Viceroy Turks & Caicos, Conrad Hilton Chicago, AC Marriott Nulu, Embassy Suites Manhattan, and Courtyard Marriott Downtown Manhattan.

CONTRACTOR



Swinerton Builders has joined the Bronx Pro Group/EAH Housing Joint Venture Owner team. Swinerton Builders brings with them the history of working with both SLI and CM&D. Swinerton and CM&D have collaborated on multiple projects in Hawaii including Lanikea at Waikiki. Now both Swinerton and CM&D are working with SLI on the 361 Turk Street project in San Francisco using the SLI panelized system.

For over 125 years, Swinerton Builders has been building quality projects specializing in commercial retail, hospitality, healthcare, federal, educational, and multi-family high-rise construction. Headquartered in San Francisco, Swinerton Builders first made its mark in Hawaii in building many of the high-rise condominiums and hotels that are still standing to this day. Today, Swinerton is among the top tiered general contractors in Hawaii with over 90 construction professionals and a craft workforce of over 125 local laborers. Swinerton's growing client list is a testament to its team's exceptional field performance and their ability to meet and exceed client expectations and ensure their success in our working relationships.

B. PREVIOUS PROJECT EXPERIENCE

All team members have extensive experience in their disciplines. Please see attached company information for individual company backgrounds.



Company Resume



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Overview

Bronx Pro Group, LLC is a neighborhood based firm dedicated to community development through affordable housing investments since 1988. The company and affiliates employs 192 full time professionals and support staff engaged in Real Estate Development, Construction, Building Management, and Residential Services. Bronx Pro developed over 1,839 affordable housing units along 35 commercial and community spaces. Currently, the company has approximately 477 units in predevelopment representing a total investment of \$60 million. The Bronx Pro portfolio is primarily owned by the Magistro family who is proud of the quality housing that they build as well as the permanent jobs they create through their participation in New York City affordable housing programs.

Bronx Pro's mission is to develop quality housing that is both affordable and sustainable. Our mission embraces objectives with a social conscience, incorporating the greater needs of the neighborhoods in which it operates. We are committed to green development and the highest level of architectural design with an increasing focus towards community building.

Development Activities

In 1998, HPD selected Bronx Pro for its Neighborhood Entrepreneur Program (NEP). The program transferred City-owned buildings to private, neighborhood-based property managers for development into low and moderate income housing. Bronx Pro was fortunate to participate in two rounds of NEP - renovating more than 300 apartments under the program. In 2004, Bronx Pro was selected by HPD and NYCHA to launch the agencies' brand new collaboration to transfer under-utilized, NYCHA-owned properties to private developers for the creation of low-income housing. This citywide initiative was, and remains, a key component of the City's housing plan to build or renovate 200,000 NYCHA units.

As the first developer under the HPD/NYCHA Development Collaboration, Bronx Pro completed University Macombs Apartments which consisted of four vacant multi-family buildings containing 180

apartments and a vacant lot. The existing buildings underwent moderate renovation and a new 30 unit building was constructed on the vacant lot, creating a total of 210 apartments and 15,076 SF of commercial space. Based on the success of the University Macombs Project, Bronx Pro was awarded a second 111-unit project (*University Macombs Apartments II* completed in 2008) and a third 173-unit project (*University Avenue Consolidated 3* completed in 2011) from NYCHA.

Bronx Pro also takes pride in working with innovative housing financing structures to build new construction projects. In 2009, the company began construction on its first LEED Gold Certified, moderate income residence at 850 Jennings Street, utilizing HDC's New HOP bond program. In April 2012, Bronx Pro successfully structured the first mixed finance tax credit project utilizing NYCHA Replacement Housing Capital in over 30 years. 1070 Washington Avenue will be LEED Gold Certified and serve some of New York City's most vulnerable populations by providing 21 public housing units along with 17 low income community units and 10 supportive housing units. The development team is currently constructing a supportive project financed by Medicaid Reform Team (MRT) capital using prefabricated housing modulars. Bronx Pro has completed over 350 units of new construction.

Recently, preservation of occupied distressed properties has again become a critical component of Bronx Pro's affordable housing mission. To meet this mission Bronx Pro has developed its own in house construction affiliate, Homebuilders 1 LP to offer renovation and relocation services to distressed properties. To date, Homebuilders has preserved 19 properties for affordable housing both through HPD's Third Party Transfer Program and private acquisitions.

Property and Asset Management

The key to Bronx Pro's continued success is the company's strong property and asset management team who ensures long term sustainability through strict financial and physical controls over the portfolio, which includes properties operating for over fifteen years. The management discipline results in performing assets with extremely low vacancies rates, minimized arrears, and nominal eviction rates.

In addition to traditional property management personnel, Bronx Pro created an in-house Residential Services, Quality Control Unit and Asset Management team. The goals of Residential Services are: tracking and facilitating the transition of homeless families from shelters to permanent housing, preventing homelessness, promoting self-sufficiency and improving the quality of life of Bronx Pro residents. The group is staffed by a team of four full-time professionals with backgrounds in home-

ownership, public housing, finance, planning, marketing & leasing, case management, job training, tax credit compliance and homeless prevention. Bronx Pro's Quality Control unit is staffed by five full time employees with the mission of consolidating communications with residents to ensure client satisfaction at all times. This also includes frequent building inspections to ensure the physical condition and cleanliness of the portfolio is excellent.

Operating properties also benefit from strong asset management through our Property Management Information System. This system was designed for managers to collect and analyze key forward and lagging indicators for volume, timeliness and quality. Within this system, the company monitors electric, gas, oil and water consumption by comparing buildings on per unit and per square foot basis. The company then focuses energy initiatives on the out of class performers and develops strategies for improving the property. This has led to a wide range of initiatives to be implemented from no cost solutions like the lowering of hot water temperatures and free DEP water surveys, to low cost solutions like the installation of weather stripping on exterior and apartment doors, water saving devices, and pipe insulation. Other retrofits include the installation of LED s, CFLs, energy management systems and motion sensors.

While Bronx Pro's focus is developing and managing self-owned properties, the company also fulfills its mission by engaging in third party management. In March of 2006, concerned partners and community members asked Bronx Pro to help reverse the decline of a complex of 30 buildings and 500 apartments. The properties suffered from deterioration, violations, vacancies, and government compliance issues. Absorbing and embracing this challenge, Bronx Pro proceeded to build processes, systems and staff capacities and successfully stabilized conditions so that the portfolio could be returned back to the not-for-profit. As a result of this almost two year effort, Bronx Pro substantially grew its administrative and property management capacity. Since that time, Bronx Pro has worked with other not for profits to stabilize their portfolios and based on their continued success in these endeavors, HPD awarded the company net leases for 185 units of occupied housing which began rehabilitation in the July 2012.

Community Initiatives

Bronx Pro is always expanding its commitment to community development in the Bronx. Recent initiatives involve visual as well as performing art programs designed to engage with the local Bronx community. Along with their other social missions, Art has become a vehicle for Bronx Pro to create welcoming, healing and collaborative residential atmospheres. The Art programs complement

Bronx Pro's existing strategy to engage in formal and informal relationships with local not-for profit organizations, which lead to the fulfillment of community building. Specifically attributable to these informal relations has been the successful creation of day care centers, an art center, a senior citizen center, early drug prevention/after school programs, a drug rehab center and presently a Digital Learning Center.



Bronx Pro's latest community art project is the construction of Hayden Lord Park on Andrews Avenue in the Bronx. The purpose of the Hayden Lord Park project is to reimagine an underutilized urban space (formally owned by NYCHA) to create a sustainable and educational muralscape for the enjoyment of the Bronx Community. At the heart of the project is the creation of an outdoor art space featuring an organic farm and 60 foot tall, profession designed art murals. The organic art farm was designed to illustrate the importance of permaculture and sustainable farming in the urban landscape. Inspired by Antoni Gaudi, magnificent mosaic installations will be created by and in collaboration with the local community. Chief amongst of the project's goals is to engage neighborhood children and adults in the

design and construction of the park, so that their artistic visions are incorporated into the landscape of their own community.



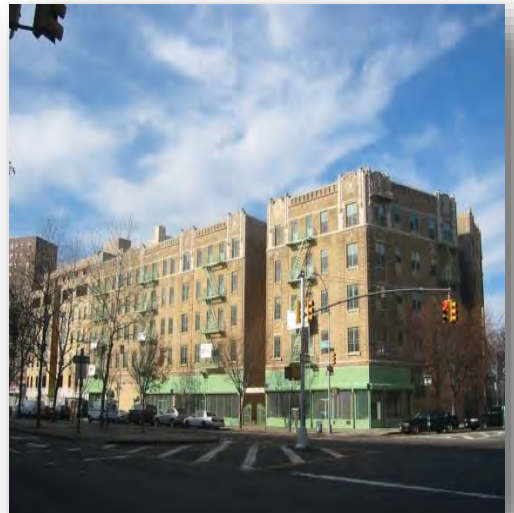
Completed Projects

University Avenue Cluster: The substantial renovation of seven multifamily buildings (174 residential units with ground floor retail) utilizing private construction financing and federal Low Income Housing Tax Credits. Completed in November 2001. Total Development Cost: \$22.5 million.



168th Street Cluster: The substantial renovation of six multifamily buildings (127 residential units with ground floor retail) utilizing private construction financing and federal Low Income Housing Tax Credits. Completed in June 2005. Total Development Cost: \$16.6 million.

University Macombs Apartments Phase I: Redevelopment of former NYCHA properties award through the first collaborative RFP between the new construction and renovation of five multifamily buildings (210 residential units with ground floor retail) utilizing tax-exempt bonds issued by the NYC Housing Development Corporation, credit enhancement provided by Banco Popular, and federal Low-Income Housing Tax Credit equity syndicated by the Enterprise Community Investment. Completed in December 2006. Total Development Cost: \$27.4 million.



University Macombs Apartments Phase II: The renovation of three multifamily buildings (111 residential units) utilizing tax-exempt bonds issued by the NYC Housing Development Corporation, credit enhancement provided by Banco Popular and federal Low-Income Housing Tax Credit equity syndicated by the Enterprise Community Investment. Construction completion in August of 2007. Total Development Cost: \$13.8 million



New Foundations I Phase I: The new construction of 24 for sale homes on Daly, Vyse, Tinton and Honeywell Avenues in the Bronx. Construction started in December of 2002; project was developed in multiple stages. Phase 1 completed in June 2005, Phase 2 completed in November 2007 and last phase, four

houses were completed in November 2008. Total Development Cost: \$6.8 million.

New Foundations II: The new construction of 19, three-family, for sale homes on Phelan Place and Valentine Avenue in the Bronx. Construction on homes and marketing are complete, Certificate of Occupancy pending on one home. Total Development Cost: \$5.6 million.



1068 Gerard Avenue: The new construction of an 82 unit apartment building in the Bronx utilizing tax-exempt bonds issued by the NYC Housing Development Corporation and HPD's Mixed Income Rental Program (MIRP). Credit enhancement provided by Banco Popular and federal Low-Income Housing Tax Credit equity syndicated by the Enterprise Community Investment. Construction completed December 2007. Total Development Cost: \$23.1 million.

New Foundations I Phase 3: The new construction of 4, three family homes for sale on Honeywell Avenue. Construction started November 2007 and completed November 2008. Total Development Cost: \$1.2 million.

1085 Washington Avenue: The new construction of a 90 unit apartment building in the Bronx utilizing HDC tax exempt bonds, MIRP and tax credit equity. The acquisition closing occurred in May 2006 and the construction started in June 2007. Construction Completed February of 2009. Project received NYSEDA's Energy Star rating and green amenities include solar thermal panels and a 1,850 square foot green roof. Total Development Cost: \$27 million.



850 Jennings Street: Bronx Pro's first moderate income new construction project. Residence includes 103 apartment units and it received a LEED Gold certification. Construction closing took place June 2009 and the project completed construction in April 2011. Total Development Cost: \$25.2 million.



University Avenue Consolidated Phase III: In July 2008, Bronx Pro was awarded four additional multifamily buildings (173 residential units) to rehabilitate from the New York City Housing Authority's portfolio. The project started construction in December of 2009 and construction completion took place December 2010. Total Development Cost: \$32 million.

Davidson Avenue Cluster: In mid-2011, Bronx Pro Real Estate Management Inc. began managing 6 distressed properties totaling 185 units along Davidson and Monroe Avenues in the West Bronx. All units will receive new kitchens and baths, plumbing, roofs, upgraded electrical, energy efficient windows, intercom and electronic key card access systems and new elevators where applicable. In an effort to save energy, the interior of all exterior walls will be insulated and highly efficient boilers and hot water heating distribution systems will be installed in all six buildings. All exterior facades are being repaired, pointed and cleaned and existing lobbies, public hallways and courtyards are being upgraded. HPD provided financing through its PLP program with JP Morgan Chase acting as the private lender plus developer equity. The project completed construction in March 2012. Total Development Cost: \$25.1 million.

Projects in Construction:



1070 Washington Avenue: In April 2012, Bronx Pro Group LLC began new construction on a new LEED Gold project in the Morrisania section of the Bronx. The project was financed through a combination of federal Low Income Housing Tax Credits (LIHTC), conventional bank financing, New York City HOME Funds, Bronx Borough President's capital dollars and construction and operating financing from the New York City Housing Authority (NYCHA) through its Replacement Housing Factor ("RHF") capital fund. Ten of the rental units will be set aside for persons in need of supportive housing, targeting NYNY III and Veteran populations. Total Development Cost: \$22.1 million.

1479 Macombs Road: In December 2012, the company acquired a privately owned 6-story elevator building with 72 occupied apartments located at 1479 Macombs Road at Cromwell Avenue in the Tremont neighborhood of the Bronx. The property was severely distressed requiring extensive beam and joist replacement in addition to the comprehensive renovation program anticipated. The team will also restore the property's decorative brick façade to its original 1929 appearance. HPD provided financing through its PLP program with JP Morgan Chase acting as the private lender plus developer equity. The project started construction in July 2013. Total Development Cost: \$14MM.



3361 Third Avenue: The proposed project is located at 3361 Third Avenue in the Morrisania section of the Bronx, NY. . The project will consist of sixty-three (63) units including thirty-eight (38) supportive housing units set aside for persons in need of supportive housing, targeting homeless, NYNYIII, and veteran populations. The building will meet Enterprise's Green Communities Criteria and to reach NYSERDA's Multifamily Energy Star Rating and a LEED Gold certification. The project will be the first Bronx Pro development to be constructed using prefabricated modular construction provided by

Capsys. The project was financed utilizing the inaugural allocation of New York State's Medicaid Reform Team (MRT) funding along with HFA tax exempt bonds, low income housing tax credit equity and HPD subsidy provided by the supporting housing loan program. Total Development Cost: \$21MM.

G&M Properties Phase 1: In July 2013, Bronx Pro entered into a contract to preserve 9 multifamily properties (423 units) in partnership with the current owner Anthony Gazivoda. The project started phase1 with the construction of 269 units in December 2013. HPD provided financing through its PLP program with JP Morgan Chase acting as the private lender plus developer equity. Total Development Cost: \$44.5 MM.





BRONXPRO

G R O U P

Key Individuals

Peter Magistro, the President/Founder, of the company, holds a master's degree in Finance from Fordham University. Peter began his real estate career in 1972 buying properties in the Bronx and Long Island while pursuing a career at Citibank, where he attained the title of Vice President. His positions within Citibank included Financial Controller, Real Estate Loan Underwriter and Facilities Director of Real Estate Management/Design and Construction. Peter is also active in community affairs, sponsoring the education of needy children and working with homeless prevention agencies. For many years, Peter donated his free time to volunteer as the supervising chef of the Bread and More Soup Kitchen in Long Island. In addition, he is on the Bronx Community Board 5 197-A Housing Committee, and is a member of the Enterprise Foundation's NY Advisory Board.

Samantha Magistro, Managing Director of New Business, began her professional career as an intern at Bronx Pro. After four years of working on tax credit compliance and tenant income certifications, Samantha joined Bronx Pro as an Assistant Project Manager to work on an innovative renovation project - University Macombs Apartments. While pursuing post-graduate studies at Columbia, Samantha remained active in her field, interning at the Manhattan's Borough President's Office and holding a part-time position as a Project Manager at Enterprise Community Partners. Samantha returned to Bronx Pro full time in August 2008 to spearhead larger scale development projects and new business development. Samantha has a Bachelor of Arts degree in Urban Studies from Barnard College and a Master's of Science in Urban Planning from Columbia University.

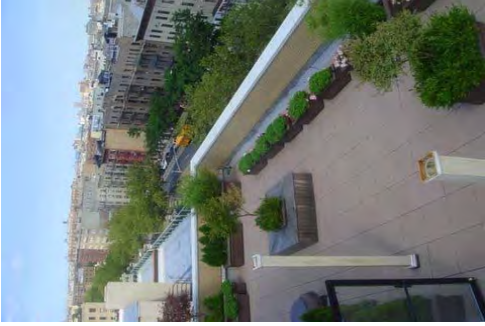
Morgan Magistro, Vice President and Manager of Financial Operations, began her professional career as an intern with Bronx Pro in 2004 and she joined the company fulltime as a Financial Analyst in 2006. By 2009, Morgan was given direct control of the financial operations of Bronx Pro's Property Management and Development. During her time at Bronx Pro, Morgan successfully restructured the company's financial systems by implementing profit seeking budgets and forecasting systems to identify key financial control points and strategies for Bronx Pro's asset management. Morgan has a Bachelor of Arts from New York University and she is currently pursuing a Master of Business Administration at Fordham University

Margaret Magistro, Secretary/Treasurer, had a 10-year career with Citibank working in the Facilities Management Department as an administrative assistant. Margaret has worked at Bronx Pro for over 15 years and is in charge of accounting and bookkeeping and oversees the day-to-day financial business of Property Management. Margaret is also the co-founder and Secretary of the Survivors Art Foundation (www.survivorsartfoundation.org). Survivors Art is a not-for-profit organization dedicated to helping trauma victims and victims of domestic abuse heal through the expression of art. Survivors Art has exhibited art at the United Nations, Hofstra University, and the Smithsonian Museum

Kenneth A. Bianchino, Chief of Staff, joined Bronx Pro in March of 2006. Prior to joining the company, Ken enjoyed a 40+ year career at Citibank. Ken served as a Citibank Vice President who supervised several Head Office operations, including Financial Controller for Citigroup, heading up all Major Buildings and Project Management for Citibank's downtown buildings. These buildings included 55 Wall Street, 111 Wall Street and 20 Exchange Place. Ken's education includes a Degree from the American Institute of Banking as well an Economics degree from Fordham University. Ken is active in community affairs, dedicating his time to several non-profit boards.

Dawn S. Davis, Executive Vice President, joined Bronx Pro in February 2004. Prior to joining the firm, she enjoyed a 10-year career as a lending officer in community development real estate finance at Citibank (formerly European American Bank) and JP Morgan Chase. While in banking Dawn underwrote and closed over \$133 million in construction and permanent financing for real estate transactions valued in excess of \$250 million, resulting in the creation of 1,700 housing units and 119,000 SF of commercial space in New York City and Long Island. Prior to banking, Dawn held various positions in city government with the NYC Economic Development Corporation, Department of Business Services and Department of Parks and Recreation. Dawn has an undergraduate degree in Economics from Columbia College, Columbia University and a master's degree in Urban Planning from New York University. In 2010 Dawn concluded a six year term as mayoral appointee to the NYC Water Board.

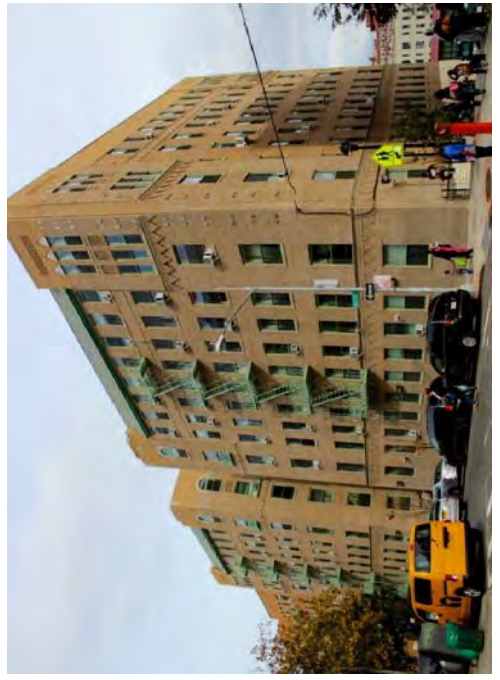
Justin Stein, Vice President of Acquisitions, joined Bronx Pro in 2014. Justin has over 9 years of real estate development and real estate finance experience. He worked as a project manager for a real estate developer, completing multifamily rental, condominium, mixed use and commercial developments throughout the tri-state area. He then joined Enterprise Community Investment where he was a Tax Credit Equity Underwriter, responsible for the underwriting and closing of the new construction and preservation of 1,360 units that had total project costs of over \$443 million and equity investments of over \$200 million. At Bronx Pro he is responsible for the acquisition and development of new projects. Justin has a Bachelor of Science in Finance from Bentley College.



BRONXPRO
GROUP

The mission of the **Bronx Pro Group** is to develop and manage quality affordable housing that is energy efficient and respectful to the needs of its residents and the environment.

This is accomplished by employing skilled staff, using the latest technology, insuring building security, and utilizing a level of design that emphasizes attention to detail that makes our tenants proud to call their apartments home.





Bronx Pro Group, LLC



To date, the Bronx Pro Group has developed over 1,850 square feet of green roof space that includes solar panels, rooftop gardens, and artwork made by local artists using recycled material.

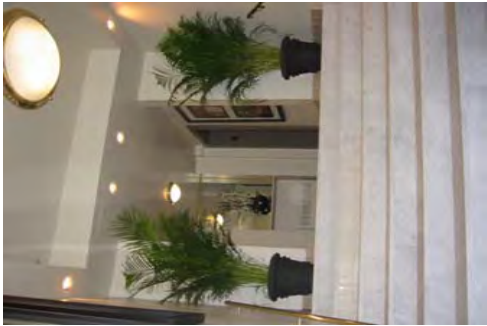
NEW DEVELOPMENTS

Renderings Come To Life



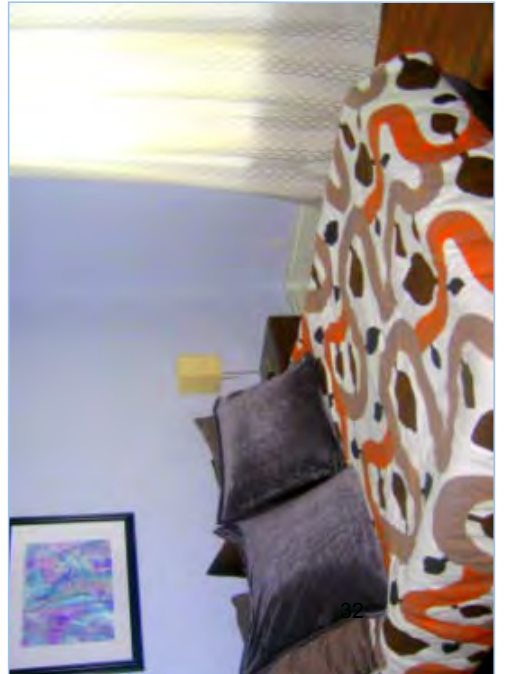
W N University Block Eco Roof S E

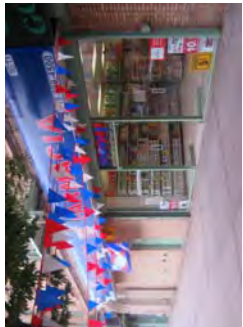
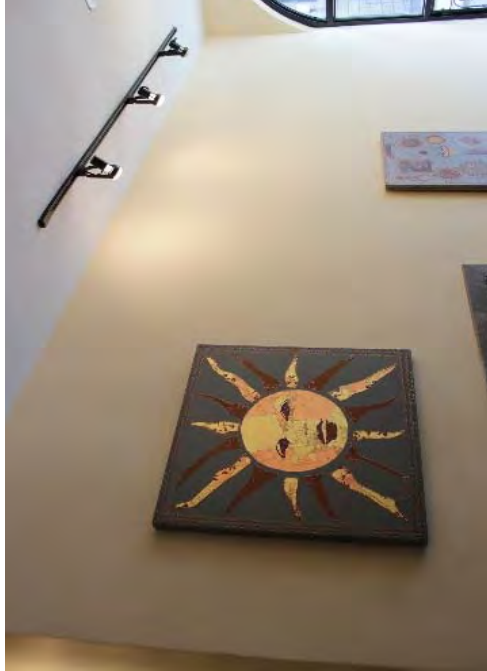




APARTMENTS

INTERIORS & LOBBIES





Bronx Pro Group, LLC



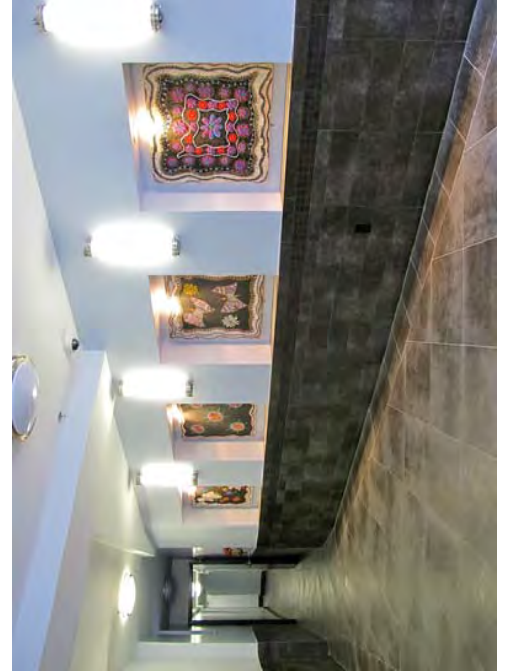
COMMUNITY BUILDING

The Bronx Pro Group strives to create healthy communities through diverse commercial uses, improved job opportunities, and local convenience.



ORIGINAL ARTWORK

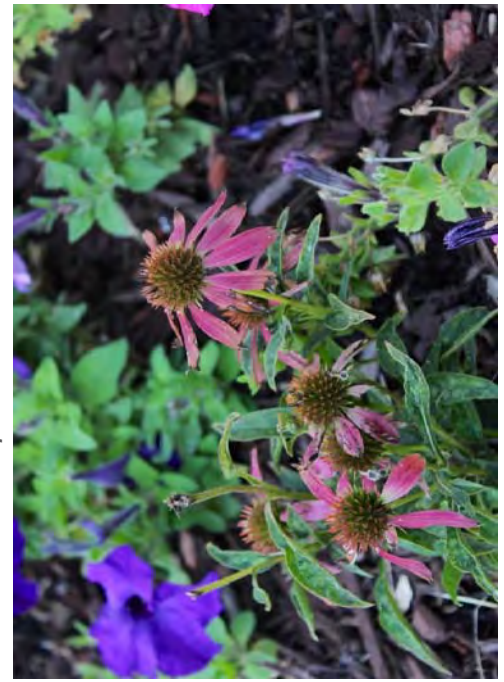
The Bronx Pro Group believes in the arts as a tool for change. Each of our projects include artwork by local artists.





HAYDEN LORD MOSAIC PARK

Hayden Lord Park is a collaboration between the Bronx Pro Group and The Dream Yard Project. The mission of Hayden Lord Park is to reimagine an underutilized urban space to create a sustainable and educational mural for the enjoyment of our Bronx community. Engagement of children & adults from the local community has been vital to the overall success of the park.



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DEBRIEFING

Patience and Progress in the Bronx

Ozler Muhammad/The New York Times

CATCHING UP Peter Magistro is the founder of a company that owns and manages affordable apartment buildings in the Bronx. He said that with time, misperceptions of the Bronx from the '60s and '70s have begun to dissipate.

By [CONSTANCE ROSENBLUM](#)
Published: January 4, 2013

AS the founder and president of the [Bronx Pro Group](#), a family-run, neighborhood-based company in Morris Park that builds, renovates and manages low- and moderate-income housing in the Bronx, Peter Magistro, 63, has seen the borough struggle and come back to life. A Bronx native and longtime resident who now lives on the Upper West Side, he has an intimate knowledge of local housing trends. He knows where the Bronx has been and where it's headed.

FACEBOOK

TWITTER

GOOGLE+

SAVE

E-MAIL

SHARE

PRINT

REPRINTS

Q Tell us about your background.

A My grandparents came from [Italy](#), and I grew up in a two-room walk-up in the [Westchester](#) Square section. I majored in economics at Fordham and have a master's in finance. I spent 12 years at Citibank, working mostly in financial control and real estate.

Q How did you get into the real estate business?

A In 1973, when I was 24, I bought my first building with my dad, an old six-family apartment house north of Fordham Road for \$60,000, as an investment. I kept buying residential buildings in the Bronx. In 1998 I got a chance to renovate 185 units of housing in the Bronx. Since then I've built or renovated over 1,300 apartments, everything from town houses to high-rise apartment buildings. We also manage 1,800 apartments in 64 buildings. Thanks to a variety of government programs, including tax credits and capital funds, we can provide quality housing at affordable rents. We mostly offer family-sized apartments that rent for an average of under \$1,000 a month.

Q Who lives in your buildings?

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A Mostly working families with a wide range of incomes. A typical family of four renting a two-bedroom apartment could earn from \$44,000 to \$86,000 a year.

Q *Let's say you're a student, or retired or have a young family, and you want to move to the Bronx. What neighborhoods should you think about?*

A The West Bronx has a lot of attractions. Subway service is excellent, the buildings are solid in a way they don't build anymore, and there's a retail strip along Fordham Road. To the north are a number of affluent bedroom communities, like Riverdale and Pelham Manor. And there are emerging areas in the South Bronx that offer good transportation, including High Bridge, which includes Yankee Stadium, and Melrose, which includes the Hub.

Q *What are the pluses and minuses of living in the Bronx these days?*

A The main plus is that you can find an affordable, family-sized apartment in a well-constructed building. Bronx apartments are roomy, and the buildings have good bones. Many neighborhoods have great subway service, and there's plenty of shopping. The Bronx also has remarkable attractions like the Bronx Zoo, the New York Botanical Garden, Wave Hill, terrific parks where you can play [golf](#) or picnic, [beaches](#) and our very own Bronx Riviera — Orchard Beach and City Island. You can have one of the best Italian meals in New York on Arthur Avenue, our Little Italy.

But some amenities need to catch up. We don't have enough of the large [Manhattan](#)-style supermarkets or chain stores. There could be more bank branches and more specialty coffee shops. Certain areas are in a two-fare subway zone and may require a car. The social needs are a challenge, as they are citywide. In our developments, we're addressing this challenge through community facilities that provide after-school programs, day care facilities and senior centers.

Q *Who's moving to the Bronx these days?*

A Newcomers include people who are coming to the West Bronx from Washington Heights, where they're getting priced out. People from Manhattan and [Brooklyn](#) have applied to live in our moderate-income buildings. We also see applicants from [New Jersey](#) who work in the city and want an easier commute.

Q *Many New Yorkers don't know much about the Bronx, but in their opinion, it's a violent place. What's your answer to them?*

A What's different since the '70s, when that attitude developed, is that now people want to live here. They're not running away from the Bronx; some are even running to the Bronx. I think today's Bronx is very much like the Bronx that I experienced growing up, essentially a melting pot of people who settle here to make a better life for themselves and their families. That's what defines the Bronx. Maybe there's not a Starbucks on every corner, but there is a rich variety of people and experiences.

Q *Will the Bronx ever shake its negative portrait in Tom Wolfe's novel "The Bonfire of the Vanities"?* **A** Who sees it that way? I don't think anyone does anymore, unless they're not informed. And the proof is in the pudding, because when we market a new development, we receive thousands of applications from all parts of the city. It shows that with attention and investment, perceptions shift over time.

Q *If you could fix one thing about the Bronx, what would it be?*

A It would be to eradicate any lingering reputation of the Bronx made famous in the '60s and '70s and that was further dramatized by movies. In recent years, the Bronx has made substantial progress through investments made under the mayor's new housing marketplace plan, which has created safe and secure housing for people. Misperceptions about the Bronx have delayed us from reaching our full potential. But time really does heal all wounds, and people eventually forget. The Lower East Side, [Harlem](#) and certain neighborhoods in Brooklyn experienced similar devastation and notoriety, and they have succeeded in changing. The Bronx is a diamond in the rough, being discovered.



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Q *Gentrification often seems to start after artists colonize a neighborhood. Is that happening in the Bronx?*

A Not much, which is a shame. For a while there was an opportunity in the South Bronx, but the economic downturn crushed that. Eventually, however, artists will cross the river. And if we invest in housing that addresses their needs, it could help attract them. I believe the potential is there. Look at SoHo and TriBeCa. Look at what they were and what they've become.

Q *What's been the impact of buildings in the Bronx by star architects like Rafael Viñoly, who designed the Bronx Hall of Justice on 161st Street, just off the Grand Concourse, and Arquitectonica, responsible for the expansion of the Bronx Museum of the Arts?*

A They've created an architectural buzz and interest in this part of the city. They change perception. We should have more such projects.

Q *In terms of safety, a sense of community and great restaurants, Arthur Avenue has always been a successful Bronx neighborhood. Could it be replicated elsewhere in the borough?*

A Part of the neighborhood's longevity and mystique is rooted in its historic and ethnic origins. I remember my mother shopping at the Arthur Avenue market when the streets were lined with pushcarts. Perhaps the new immigrants will create their own Arthur Avenue rooted in their traditions and culture. I'm not sure that isn't already happening.

Q *For families thinking about moving to the Bronx, what's the takeaway?*

A The Bronx is a growing and vibrant place. Sure, there are trade-offs. But on balance our neighborhoods are safe and prospering. A family of four earning under \$86,000 can find affordable housing in an apartment as big as many houses and in a building with character. Where else in the city can you find this?

Q *Is it true that every Thanksgiving you deliver turkeys to the families who live in your buildings?*

A Yes. This year we delivered almost 1,400 turkeys to our tenants and other members of our community.

A version of this interview appeared in print on January 6, 2013, on page RE4 of the New York edition with the headline: Patience and Progress in the Bronx.

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THE WALL STREET JOURNAL
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NY REAL ESTATE RESIDENTIAL | May 4, 2012

Small Project Boosts Public Housing

By LAURA KUSISTO

A developer will break ground Friday on a modest 49-unit development in the Morrisania section of the Bronx that some hope has greater significance: as a model for building public housing despite funding constraints.

The project at 1070 Washington Ave. marks the first time in years that public housing units have been built on privately owned land.

While the Bloomberg administration has overseen the creation of more than 130,000 new units of "affordable" housing—some of which have been tucked into market-rate developments—construction of public housing has been modest, experts say.

Public housing units are funded entirely by the government for low-income residents, most prominently the massive apartment complexes that sprouted in the 1940s through 1960s. Affordable housing projects are a partnership between the city and for-profit or not-for-profit developers targeting tenants of certain income levels.

But recently, the New York City Housing Authority, which oversees 334 public housing developments, has moved to collaborate more with other government agencies and now private developers in the creation of new public and affordable housing.

"Our goal is to have an increasingly wide range of partners," said housing authority Chairman John Rhea. "We're using resources to spur economic development in low-income, underserved areas and allow for substantial increases of affordable housing development."

The developer breaking ground Friday, Bronx Pro Group, went into contract on the site at 1070 Washington in 2007, in a former industrial area that is sprouted a number of affordable housing projects following a rezoning in 2003. The developer also built a 90-unit project, including a Dream Yard art center, across the street at 1085 Washington.

Due to the economic downturn and certain restrictions on the site, Bronx Pro quickly realized the project would be tougher to get off the ground than the firm originally thought. As a result it sought more sources of funding.

The total cost of development is \$21.7 million, which includes, in part, \$4.7 million from the housing authority; more than \$4 million from the city Housing Preservation and Development Department; and a \$12.5 million from the low-income housing tax credit provided by Enterprise, an affordable housing group.

In an unusual move, even the Bronx borough presidents' office will provide \$575,000 to help add environmental features, including a rooftop garden and fiberglass windows.

"There's the need to marry different types of funding and that's got increasingly complicated," said Abby Jo Sigal, a vice president at Enterprise.

The project is expected to be completed in October 2013 and will include 21 units of public housing for people currently on the housing authority's waiting list, as well as 27 units of low-income housing. In addition, 10 of the affordable units will be set aside for high-risk populations, likely the homeless and veterans.

The collaboration between the housing authority and the Department of Housing Preservation and Development is expected to provide properties for 6,000 units, including 2,035 units that have been built since 2003, with an additional 445 units under construction.

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Hayden Lord Park opens on Andrews Avenue, West 175th Street in University Heights

September 17, 2013



years.

The Lords say they find joy that this park will bring happiness to others, all in the name of their loved one's legacy.

The park has something for everyone, including a playground, a performance gazebo and an organic farm. It also has European-inspired mosaics, an artistic touch from nonprofit group The Dream Yard Project, which received funding from the real estate company Bronx Pro Group and JPMorgan Chase.

Magistro says he hopes the unique park will not only attract people from the Bronx, but also from all over the city.

[< back to article](#)

A once vacant lot has officially opened as a brand new park in University Heights.

The Hayden Lord Park on Andrews Avenue and West 175th Street quickly filled Tuesday with kids and adults who wanted to check out the transformed space.

The opening ceremony saw tears and sadness for the park's namesake, Hayden Lord. The park was built from a collaboration between the Lord family and developer Peter Magistro, who has been building up University Heights for



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HPD & HDC Join Bronx Pro And Elected Officials To Celebrate Ribbon Cutting For 103 New Affordable Apartments In The Bronx

850 Jennings Street Apartments Provides New Safe, Affordable Homes For Moderate-Income Families And Certified "Green" Daycare Facility On-Site

New York City Department of Housing Preservation and Development (HPD) Commissioner Mathew M. Wambua and New York City Housing Development Corporation (HDC) President Marc Jahr joined Bronx Pro Real Estate Management President & Founder Peter Magistro today to announce the opening of 850 Jennings Street. Located in the Crotona Park East neighborhood of the Bronx, this new development provides 103 new rental units for moderate income New Yorkers. 850 Jennings was built on formerly city-owned land that was conveyed by HPD to Bronx Pro Real Estate. The development was created under round IV of the City's Cornerstone Program, an HPD multifamily new construction initiative that was designed to facilitate the construction of mixed-income housing on City-owned land. Also in attendance were Bronx Deputy Borough President Aurelia Greene, Jane Silverman of Chase Community Development Banking, and Jasmine Corniel of Little Scholars Early Development.

850 Jennings was developed under Mayor Michael R. Bloomberg's New Housing Marketplace Plan (NHMP), an \$8.5 billion initiative to finance 165,000 units of affordable housing for half a million New Yorkers by the close of the 2014 fiscal year. To date, the plan has funded the creation or preservation of over 125,300 units of affordable housing across the five boroughs; 37,465 of those units in the Bronx with 5,314 units located in Community District 3 where 850 Jennings is located.

"When I look at 850 Jennings I see the story of neighborhoods throughout this borough – formerly blighted and abandoned and now reborn better and stronger than before. Thankfully, this is a story that HPD has seen repeated time and again here in the Bronx," said HPD Commissioner Mathew M. Wambua. "Through an unparalleled investment in strengthening and revitalizing our communities, this Administration and our partners have helped bring new life and new opportunities to tens of thousands of families here in Bronx Community Board 3 and across this city. I would like to thank HDC, Bronx Pro, Borough President Diaz, and everybody who has helped further our commitment to creating a more sustainable and affordable New York City."

"Jimmy Carter, 34 years ago this month, declared this neighborhood to be the worst in the country," said Marc Jahr, President of HDC. "Today, not only are we celebrating the ribbon-cutting of 850 Jennings; we are highlighting how much change the South Bronx has experienced. Thanks to HDC's commitment to the Mayor's New Housing Marketplace Plan, 4,375 sustainable and affordable homes have been created or preserved here in Community Board 3.

This new 8-story building provides 102 units of moderate-income affordable housing for families at 80 percent of the Area Median Income (AMI), which is equal \$43,000 for an individual and \$61,450 for a family of four. Units include 7 studios, 40 one-bedrooms, 41 two-bedrooms, and 14 three-bedrooms. 850 Jennings also features the first green daycare in the Bronx to be certified through Early Development Global Education (EDGE). The developer also integrated green design features throughout the building including high efficiency boilers, Energy Star lighting and appliances, a solar powered hot water system and water sense water fixtures putting the building on target for Gold certification in the LEED for Homes Mid Rise Pilot Program. Other amenities include terraces and balconies, a gym, a bike room, common areas, onsite parking and an outdoor play area.

"We are very proud to be opening our first moderate income project in the Crotona Park East neighborhood. 850 Jennings was developed utilizing the highest green design standards and we will continue our dedication to build sustainable communities with our new concept of the affordable green daycare center," said Peter Magistro, Bronx Pro Real Estate Management.

850 Jennings Street was built at a total development cost of \$25.3 million with HPD supplying approximately \$5.9 million in City Capital dollars. HDC contributed a total of over \$17.98 million in taxable bond proceeds and corporate reserves with JP Morgan Chase Bank as the letter of credit provider. The developer contributed approximately \$1.44 million in equity to fund this development.

"As New York's largest bank and largest private employer, we are committed to investing in projects that have a positive impact on communities where we operate," said Jane Silverman, Chase Community Development Banking. "We are delighted to have been able to provide construction financing for this project, in partnership with the City of New York, to build quality moderate income affordable housing."

About the NYC Department of Housing Preservation and Development (HPD)

HPD is the nation's largest municipal housing preservation and development agency. Its mission is to promote quality housing and viable neighborhoods for New Yorkers through education, outreach, loan and development programs and enforcement of housing quality standards. It is responsible for implementing Mayor Bloomberg's New Housing Marketplace Plan to finance the construction or preservation of 165,000 units of affordable housing by 2014. Since the plan's inception, more than 125,300 affordable homes have been created or preserved. www.nyc.gov/hpd

About the NYC Housing Development Corporation (HDC)

The Housing Development Corporation (HDC) provides a variety of financing programs for the creation and preservation of multi-family affordable housing throughout New York City. In partnership with the NYC Department of Housing Preservation and Development, HDC works to implement Mayor Michael R. Bloomberg's New Housing Marketplace Plan to finance the creation or preservation of 165,000 affordable housing units by the end of the 2014 fiscal year. The New York City Housing Development Corporation is rated AA by S&P and Aa2 by Moody's. www.nychdc.com

About Bronx Pro Real Estate Management

Bronx Pro Real Estate Management, Inc. was formed in 1988. Beginning initially as a property management firm, Bronx Pro has always distinguished itself from other property managers by demonstrating high maintenance standards and a strong respect for its tenants. Its portfolio of managed properties consists primarily of properties owned by partnerships in which Peter and Margaret Magistro, the principals of the company, are involved. Bronx Pro currently manages over 62 multi family buildings containing over 2,000 residential and 20 commercial units.

In 1998 the company expanded its business activities to include the development of low and moderate income housing. Beginning first with rehabilitation of occupied city-owned buildings, the company has broadened its scope to include the development of large new construction projects that contain both residential and commercial space. The company has completed more than \$221 million of affordable housing projects and currently has over \$50 million worth of projects in various stages of predevelopment. www.bronxprogroup.com
Bronx Pro Group, LLC

About Chase Community Development Banking

Chase has a strong history of financing affordable housing and commercial development with both for-profit and not-for-profit sponsors. Through our Community Development Banking group, we have committed \$7.6 billion to support financing for the construction or rehabilitation of affordable housing, special-needs facilities and commercial real estate development projects.

Each project is underwritten and managed by a dedicated commercial banker, with individualized attention provided by other Chase team members who are knowledgeable about the unique needs of the particular project.

We specialize in the following types of community development projects: Multifamily Rental Housing – Construction and interim financing for rehabilitation and new construction of multifamily affordable rental housing; and Commercial Real Estate – Neighborhood shopping centers, mixed-used properties, office space, and other viable commercial developments that provide neighborhood services and meet community needs. www.chase.com/online/commercial-bank/solutions

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EAH Housing in Hawai'i – Hui Kauhale, Inc.

In 1996 EAH Housing was alerted by HUD to the need to save Kukui Tower in Honolulu from being converted to market-rate condos, which would have resulted in the eviction of more than 1,100 people. Kalani Gardens, an affordable housing community in Mililani, was also in danger of losing its affordability. EAH worked closely with HUD to preserve the affordability of both Kalani Gardens and Kukui Tower which EAH currently owns and manages via affiliated non-profits. That same year, EAH formed Hui Kauhale, Inc., a Hawai'i nonprofit corporation affiliate to sponsor development in the State. In 2007, EAH worked to save the affordability of Kukui Gardens (389 units of the original 857) in downtown Honolulu. Acquiring the property in partnership with co-developer Devine & Gong, EAH completed an extensive renovation of the 40-year-old property and received a national award for its work on Kukui Gardens from Affordable Housing Finance Magazine for the Best Preservation Property of 2011.



*Kukui Tower – Family,
380 units*

For 18 years, Hui Kauhale, Inc. (HKI) / EAH Housing has continued its mission to acquire, manage and develop affordable rental housing in Hawaii. HKI / EAH currently manages 1,994 units on the islands of Oahu, Maui and Kauai, and is developing 192 new affordable rental units in Ewa on a 24-acre site known as the Villages of Moa'e Kū. Tenants occupied Phase I (64 units) in September 2012, and Phase II (76 units) was opened and fully occupied by the end of August 2014. The last 52 units comprising Phase III will begin construction in mid-2015. HKI is also a co-developer, and EAH the property manager, of Ola Ka Ilima Artspace Lofts an 84 unit low income housing tax credit community scheduled to break ground mid 2015 in Kakaako on Oahu.



*Villages of Moa'e Kū – Family,
140 units completed, 52
units in pre-construction*

EAH Housing Real Estate Development



Pa'anau Village – Family, 60 units

EAH Housing has developed and acquired more than 7,200 affordable units in 92 properties, with an aggregate development cost (current dollars) of more than \$1 billion. These communities range from the 32-story Kukui Tower in downtown Honolulu, a high-density transit-oriented community, to rural low-density complexes in Kekaha, Kahuku and Northern California. They include homes for seniors, large and small families, people with disabilities, student housing, and affordable homeownership.

EAH Housing has never sold any affordable rental community it has developed or acquired. Throughout its history, EAH has developed a reputation for high-quality design and well-conceived projects. EAH complexes have received numerous awards for architectural design and multiple commendations from legislators on the federal, state and local levels.

The EAH Housing Real Estate Development Department carries out all phases of housing development services including:

- Site identification and acquisition
- Selection and coordination of the design and development team
- Financing: predevelopment, construction, equity, and mortgage financing
- Entitlements, including environmental clearances
- Constituency communications to build community acceptance
- Value engineering and project bidding
- Oversight of land development and project construction



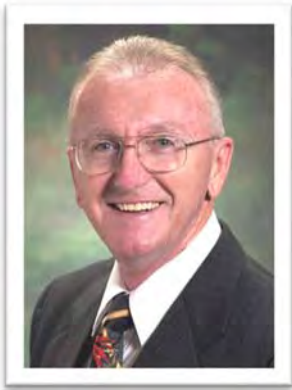
*West Loch Elderly – Senior,
150 units*

EAH Housing has a proven track record in its ability to identify opportunities for service, and to creatively and effectively develop and implement plans. EAH has tackled the toughest affordable housing challenges, including Crescent Park, a 378-unit development in one of the most distressed neighborhoods in the City of Richmond, and Ecology House, a development for environmentally sensitive persons. Crescent Park now has the distinction of being the largest solar-powered affordable housing community in the United States, thanks to a \$70 million restoration by EAH that included an 899-megawatt solar installation. EAH focused on “green design” before it was a requirement by affordable housing funders, and built Ecology House with 100% environmentally safe materials.

EAH Housing has worked with all major financing mechanisms in affordable housing. One of our greatest strengths lies with our Development staff and its proficiency in accessing a wide range of financing programs, typically combining several in one project. Decades of successful financing resources utilized include:

- Community Development Block Grants and HOME Program
- Federal and State Low Income Housing Tax Credits
- Tax Credit Assistance Program (TCAP)

- Neighborhood Stabilization Program (NSP)
- Tax-Exempt bonds, including private activity bonds, 501(c) (3), rated and unrated
- State programs: Hawaii Rental Housing Trust Fund, California Multifamily Housing Program loans, EHAP grants, Predevelopment Loan Program
- HUD Section 202 and 811
- HUD-insured loans
- Federal Home Loan Bank Affordable Housing Program
- Tax increment funds (Redevelopment Agencies)
- Investor Equity
- Conventional loans
- Bridge loans
- Corporate and foundation grants
- Housing Trust Funds
- Other State and municipality funding sources (energy conservation, green building, transportation, etc.)



Kevin R. Carney

Regional Vice President, Hawaii EAH Housing

Kevin Carney is a longtime Oahu resident with over 30 years of Hawaii real estate development and management experience. He began his career in 1978 with Hawaii Management Corporation, managing office buildings and shopping centers. In 1980 he moved on to Kaiser Development Company, the Master Developer of Hawaii Kai on Oahu, as Director of Community Relations and Services. Mr. Carney held various positions with Kaiser and its successors, Bedford Properties

and Kemper Real Estate, for over 15 years.

Kevin joined EAH Housing and opened their Hawaii office in 1997. He is responsible for overseeing all Hawaii operations for EAH, including acquisitions, development and property management. EAH is currently developing the Villages of Moa'e Ku, a 192 unit family low income housing tax credit property in Ewa Villages. In a joint-venture partnership EAH is opening two properties on Kauai in 2015, the 60 unit Rice Camp Senior Housing in Lihue and the 44 unit Kolopua Apartments family property in Princeville. A refinance and rehabilitation of 499 units in two EAH projects is scheduled to begin the summer of 2015. Mr. Carney is currently responsible for a staff of 83 and the management of 1,994 apartments on the islands of Kauai, Maui and Oahu.

Education:	MBA – Chaminade University of Honolulu BGS with Distinction – Chaminade University of Honolulu
Industry Designations:	Hawaii Real Estate Broker, National Affordable Housing Professional – Executive, Honored by Affordable Housing Management Association of Northern California & Hawaii with the “Pioneer in Affordable Housing Award” for 2014, Certified Manager of Housing, Site-Based Budgeting Specialist
Professional Affiliations:	President of Housing Hawaii; Director of Affordable Housing Management Association of Northern California and Hawaii; President of Association of Apartment Owners of Beretania North; Member of Urban Land Institute; Member of Lambda Alpha International
Civic Affiliations:	A Rotarian for over 30 years and currently a member - Rotary Club of Metropolitan Honolulu; Navy League of Honolulu; Fleet Reserve Association - Pearl Harbor Branch, Association of the United States Navy – Legislative Liaison (Hawaii)



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- Since 1988, CollinsWoerman has delivered more than 30 million square feet of buildings with a construction value of over two billion dollars.
- In 2008 founded the Sustainable Living Innovations subsidiary, a building technology company that delivers precision manufactured architectural solutions for mid- and high-rise residential projects.

OUR PHILOSOPHY

The foundation of CollinsWoerman's planning, design, and delivery process is teamwork. We've broken down traditional barriers between planning, architecture, engineering, construction, and related disciplines. We believe the best solutions emerge from solid communication and cooperation – and we know how to orchestrate them.

CUTTING EDGE DESIGN

We believe that the best design work balances market forces with innovation and creativity, and that there are design opportunities in each project, regardless of size or scope. Each project has unique circumstances, and we approach each one without preconceptions.

We strive for simplicity and elegance in all of our design solutions. They represent the client's needs, an appropriate response to market conditions, and a lasting contribution to the built environment.

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PROJECT DELIVERY AND COORDINATION

Effective project delivery is an art, not a science. There is no universal formula that leads inevitably to success in delivering a project on time, on budget, under control, and above expectations. It takes commitment, a disciplined approach, and an experienced team – each member of which shares a common vision for success.

Most importantly, it takes a mindset to think differently about how to overcome the obstacles that are inherent in the process.

WHAT DO WE BELIEVE LEADS TO SUCCESS?

Our method is simple: Develop an evaluation and decision track working from broad to narrow scope; build on well-informed decisions; ask, don't guess; and never move forward with flawed information or assumptions; and stop if you are not certain of success at every level.

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The Ashton (VUE Hanover Tower)

BELLEVUE WA

Mixed-use, 20-story residential tower including 202 units and approximately 2,600 sf of retail space. Features nearly 9,000 sf of amenity spaces including fitness center, aqua lounge, conference room and movie screening room. Includes 162,000 gsf of parking (351 stalls) on five levels (three above-grade and one below).



Washington Square

BELLEVUE WA

Washington Square is located on 10.5 acres in the heart of downtown Bellevue, Washington. The community includes 2 condominium towers at 24 and 26 stories, respectively, and 26 walk-up townhomes along with a variety of retail shops and dining establishments. Washington Square features tree lined walkways that give way to open courtyards and tranquil fountains. The sleek glass façade consists of a unitized curtain wall system with the highest energy-efficient glazing. Washington Square was designed and site tested to meet the highest sound rating in residential construction which fewer than 60% of today's condominiums meet.



MIXED-USE & RESIDENTIAL HIGH RISE

2200

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The largest development in South Lake Union's history and one of the largest mixed-use projects in downtown Seattle, 2200 offers a wide array of amenities. The development presents a new living style and an opportunity to forge a true mixed-use community. 2200 flows into its surroundings and enhances its environment by incorporating a roof terrace, a grand plaza designed for community events, plenty of outdoor "open" space, and bordering shops and dining into its design. With its distinct architectural character reinforced by three towers (12, 15 and 18 stories housing 261 residences and the Pan Pacific Hotel) and anchored by Whole Foods Market, 2200 epitomizes a new neighborhood aesthetic, one that embraces comfort, ease and style.



989elements

BELLEVUE WA

A 170-unit, 23-story mixed-use tower with 20,000 sf of commercial / retail space. Located northeast of Bellevue's central business district, the tower acts as both a signifier and a destination for the Ashwood District.

The design integrates tower, plaza and highly efficient stall parking structure (330 sf/stall), and features green building elements such as solar shading, efficient plan shape and optimized unit orientation. 989elements



MIXED-USE & RESIDENTIAL MID RISE

Circa Green Lake

SEATTLE WA

Four-story, 205-unit mixed-use project on a highly visible site adjacent to Seattle's Green Lake Park. The project has three levels of residences over a level of pedestrian-oriented neighborhood retail, a series of live-work spaces, and residential units clustered around ground-level courtyards. The design provides two levels of below-grade parking.



Spruce

SEATTLE WA

Spruce is a 440,000 sf mixed use project known as the "gateway to West Seattle". The project is comprised of three underground parking levels, a 44,000 SF fitness center, and 216 apartment units stretched out over 3 buildings and 5 levels.



SUSTAINABLE LIVING INNOVATIONS

47+7 Apartments

SEATTLE WA



The first project utilizing a patented new building technology is currently under construction in Seattle, WA. The project is a six story, 24 unit apartment building, featuring two types of one bedroom units - 427 and 534 square feet. The project will be completed and ready for occupancy in March 2015.

Sustainable Living Innovations, a subsidiary of CollinsWoerman, has developed an innovative method to design and construct mid- and high-rise residential towers from prefabricated component parts. The results are dramatic – 4-star quality living environments built in half the time; 50% reduction in water and energy use; lower construction, operating and maintenance costs.







361 Turk

San Francisco, CA

Utilizing SLI's panelized construction technology, Forge Apartments is a residential housing development consisting of two 8-story buildings with 238 pre-manufactured group housing units, located at Turk & Leavenworth Street in the heart of downtown San Francisco.

Scope of Services: Project Management
Job Awarded: 2014
Date Completed: 2016 (Forecasted)
Client: Forge Land Company, LLC



Lanikea at Waikiki

Honolulu, Hawaii

Lanikea at Waikiki is a residential tower with 24 typical levels of condominium units and a penthouse level with a loft level atop a 5-level parking podium. There are 96 total units in the building.

Scope of Services: Project Management
Job Awarded: 2002
Date Completed: 2005
Client: A&B Properties

Wailea Beach Villas

Wailea, Hawaii

Wailea Beach Villas is a luxurious world class collection of private Hawaiian vacation residences. The development consists of 98 single and multi-family residential units.

Scope of Services: Project Management

Job Awarded: 2002

Date Completed: 2005

Client: A&B Properties



Country Club Village

Honolulu, Hawaii

Country Club Village is a 23-story concrete modular high-rise tower with 204 condominium units.

Client:

Lanikea at Waikiki is a residential tower with 24 typical levels of condominium units and a penthouse level with a loft level atop a 5-level parking podium. There are 96 total units in the building.

Scope of Services: Project Management

Client: Schuler Homes, Inc.

Ohana Ola O Kahumana Phase 2

Waianae, Hawaii

Transitional housing program for homeless singles or couples with children to acquire the necessary life skills to become self-sufficient and attain permanent housing.

34 residential dwelling units in 17 structures were built for this non-profit organization.

Scope of Services: Construction
Management

Job Awarded: 2001

Date Completed: 2007

Client: Alternative Structures International



Dept. of the Navy Public Private Housing

Various Locations on Oahu,
Hawaii

Duplex and Single Family Housing. Phase 1 of 5 scheduled phases for privatization of housing on the Island of Oahu: Radford Terrace, Halsey Terrace, Moana Loa Terrace, Hokulani and McGrew Point. A total of 906 new homes constructed in this phase, along with community facilities.

Scope of Services: Pre-Construction
Services

Job Awarded: 2003

Date Completed: 2007

Client: U.S. Department of the Navy,
PACDIV

Kukui Gardens

Honolulu, Hawaii

Renovations and upgrades to the low- to moderate income housing project consisting of 857 units in 41 3-story walk-ups, and 4 6-story mid-rise buildings.

The property was split sold at the end of 2007. CM&D continued providing services until the work scope was completed.

Scope of Services: Construction Management

Job Awarded: 1997

Date Completed: 2008

Client: Kukui Gardens Corporation (1997)
EAH Housing (2008)
Carmel Partners (2008)



Ko'Olani

Honolulu, Hawaii

Condominium in the Kaka'ako District of Honolulu. The project scope included micro-tunneling from the project site to Queen Street and down Auahi Street to tie-in to the sewer at Ala Moana Park

Scope of Services: Project Management

Job Awarded: 2002

Date Completed: 2004

Client: Sunset Heights Hawaii, LLC
(Crescent Heights)

University of Hawaii Student Housing

Honolulu, Hawaii

Renovations, upgrades and general repairs, to a number of the student housing dormitories including Hale Aloha Towers (Ilima and Mokihana, Lehua and Lokelani), Hale Wainani, Hale Kahawai and Hale Laulima, Hale Noelani, Hale Anuenue, Johnson Hall A and B, and Frear Hall, and Gateway House.

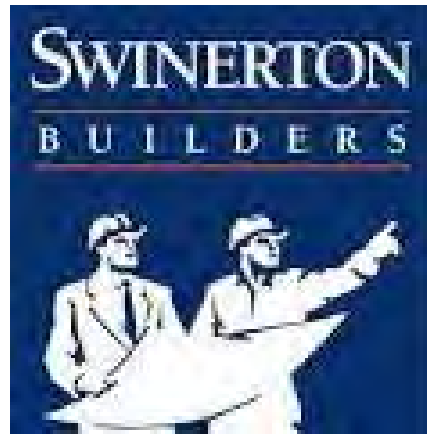
Scope of Services: Construction Management

Job Awarded: 2007

Date Completed: 2014

Client: University of Hawaii







COMPANY EXPERIENCE



BUILDING EXCELLENCE IN HAWAII

Swinerton Builders has had a long history in Hawaii; building many of the high-rise condominiums and hotels in the early 60's and 70's that are still standing to this day. Since then, Swinerton has continued in building some of the most renowned projects and properties in Hawaii and is regarded as being among the top-tiered general contractors in the state. A big part of our success comes from our teams' ability to perform on the field and meet our commitments to our clients. Our growing client list is a testament to our ability to provide our clients the best-in-class construction services and ensure success when you work with Swinerton Builders.

Our Team

Hawaii division consists of over 92 construction professionals with a craft workforce of over 125 local laborers. We have over 25 LEED AP professionals and over 15 ACI (American Concrete Institute) Certified technicians and professionals.

Preconstruction & Estimating

Swinerton is committed to helping you succeed on your project and it starts with our Preconstruction and Estimating teams. Through our collaborative and open book process, our highly experienced estimators and preconstruction professionals will closely work with you in meeting your budget goals and ensuring that your project is set for success.

BIM/VD&C

Swinerton Builders embraces innovations and puts technology to work for you. We implement the latest tools in construction technology that include: 3D Laser Scanning, 4D Scheduling, 5D Estimating, Robotic Total Station, BIM 360 Glue and BIM 360 Field. These tools have resulted in proven success in enhancing the overall construction process, improving efficiencies, and preventing costly errors and wasted resources.

Self-Perform Concrete

Reap the rewards of Swinerton's ability to self-perform concrete. Our highly skilled concrete professionals specialize in all forms of concrete construction. As your general contractor, you will have the benefit of high quality craftsmanship and reduced cost of all concrete work.



LANIKEA AT WAIKIKI

WAIKIKI, HAWAII

RELEVANT FEATURES

- 2006 NAIOP Kukulale Hale Award Winner



LANIKEA IS A HIGH-RISE 31-STORY CONDOMINIUM IN WAIKIKI WITH 100 LUXURY UNITS OVER FIVE LEVELS OF PARKING.

Project consists of a cast-in-place concrete frame with post-tensioned slabs and walls over 150 foot long pre-stressed concrete piles. Challenges on the project included driving piles in the heart of Waikiki, a tight site, and an aggressive four-day concrete cycle. Project was completed in 17-1/2 months.

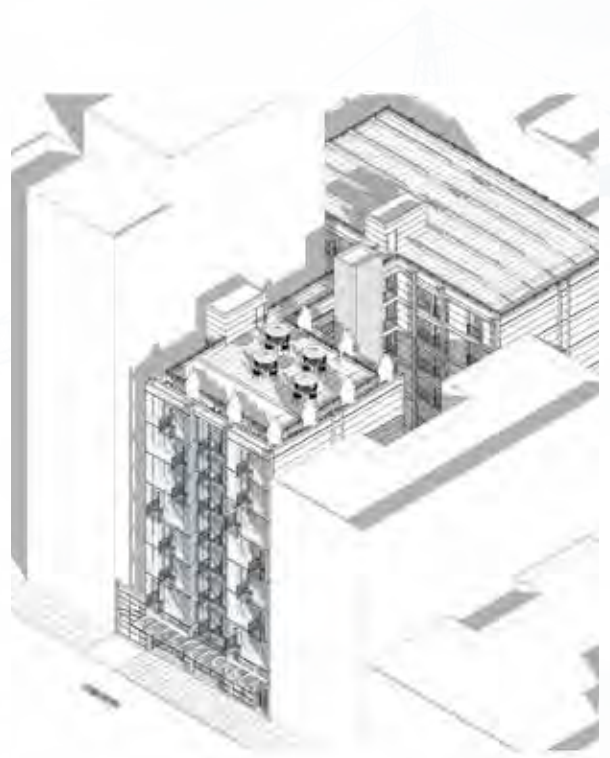
PROJECT OVERVIEW

CLIENT:
A & B PROPERTIES, LLC

ARCHITECT:
ARCHITECTS HAWAII, LTD.

SQUARE FEET:
146,025





361 TURK & 145 LEAVENWORTH

SAN FRANCISCO, CA

RELEVANT FEATURES

- Built implementing SLI Technology
- Mid-Rise Construction
- 1 Level Below Grade Parking

CURRENTLY IN PRECONSTRUCTION

This project consists of two separate residential towers containing 238 Group Occupancy Units. The Turk Tower will include 140 units and the Leavenworth Tower will include 98 units. The structure will be eight stories above grade each tower with one level of below grade parking at the Turk Tower.

PROJECT OVERVIEW

CLIENT:
FORGE LAND CO. LLC

ARCHITECT:
COLLINS WOERMAN

SQUARE FEET:
107,000

COMPLETED:
IN PRECONSTRUCTION



Bronx Pro Group, LLC



C. PREVIOUS EXPERIENCE IN ONGOING MANAGEMENT & OPERATIONS

C. PREVIOUS EXPERIENCE IN ONGOING MANAGEMENT & OPERATION

EAH Housing Real Estate Management

The EAH Housing Property Management Team provides complete property management, strategic acquisition, and asset management services. We have created a distinctive property management model incorporating extensive ongoing training, belief in superior resident service, and a reputation for conscientious site managers. EAH is also highly regarded for the quality of its financial reporting and other regulatory work.

Our expertise in management plans and operating budgets ensures good decisions are made that have a direct effect on the overall life of the property. This knowledge allows EAH Housing to better project future costs, and to insure that there are sufficient reserves in place to meet the needs of the property, its residents and the owner.

The current EAH Housing management portfolio consists of 111 properties, more than 9,800 units, with an annual cash management of greater than \$95 million. EAH owns more than 65% of properties managed. Aside from housing, EAH also has 8 successful years of commercial property management and leasing experience with some 85,000 square feet included in 4 of the affordable properties in its portfolio.

As previously noted, EAH Housing began operations in Hawaii in 1996 with the acquisition of Kukui Tower, a 380-unit high-rise adjacent to the central business district in Honolulu. It is a HUD Section 236 property with project-based Section 8 on 76 of the units. The property includes a 753-stall parking garage and is currently in the early stages of refinancing which will include conversion to the Low Income Housing Tax Credit Program while allowing rehabilitation work to extend its useful life.

EAH Housing manages three properties for the City and County of Honolulu. Chinatown Manor (90 units) serves those with incomes at 80% and below of the Area Median Income (AMI) and is a mixed-use property containing 4,660 square feet of commercial space. Kulana Nani Apartments (160 units) with project-based Section 8, HOME and CDBG funding. West Loch Elderly is a HOME Match property serving tenants at 80% and below of the AMI.



*West Loch Elderly – Senior,
150 units*

On Kauai, EAH manages Paanau Village (60 units) for the County. This property serves those at 80% and below and has State RAP for all 60 units. In 2009 EAH completed the acquisition and rehabilitation of Kahului Town Terrace (72 units) in Kahului. This is a LIHTC/Rental Housing Trust Fund (RHTF) property serving those at 60% and below of the AMI. EAH is also a development partner and property manager of a new 28-unit LIHTC property in Wailuku, Maui. From 2009 to 2011, when it was sold, EAH managed Banyan Street Manor for the Hawaii Public Housing Authority, a 55 unit 100% project based Section 8 property in Honolulu.

Maintenance:

EAH Housing maintenance staff is experienced and well-trained. Most maintenance services can be completed by site maintenance staff. In addition to the routine daily maintenance needs, EAH places emphasis on preventative maintenance, planned replacements, vendor relations, effective procurement practices, ethical standards, safety, emergency response, and dependable record keeping. Senior Maintenance Supervisors are available in each region to assist with the preparation of Scopes of Work and Requests for Proposals and construction oversight if needed for larger or more involved situations.

EAH Housing uses a number of various contractors and vendors to supply the various maintenance-related services necessary for the operation of its properties. This includes, but is not limited to, asbestos removal, lead-based paint removal or abatement, landscapers, janitorial and general building maintenance, elevator repair and maintenance, appliance, electrical and plumbing service companies, refuse collection, roof repairs and replacement, power washing, security services, window cleaning, trash chute cleaning, sewer line clean out, hazardous waste cleanup, carpet cleaning, cabinet repairs and replacement, flooring replacement and painting. We have extensive experience in coordinating all of these types of services including major renovation projects with tenants in place.

Some examples of our Hawaii experience include:

Kukui Gardens - This family project completed a \$17 million renovation in 2011 that involved the temporary storage of tenant household goods and temporary transfer of tenants to hospitality units on site while their units were renovated. Ongoing property improvements continued with roof replacement and installation of photovoltaic panels in 2014.

Kahului Town Terrace – A 72-unit family project in Kahului, Maui, completed a \$1.3 million renovation in 2009 with tenants in place.

Kalani Gardens – This 118-unit family project will begin renovation in the spring of 2015, and plans include approximately \$8.1 million in general improvements to the site area and building exterior, new roofing and a new photovoltaic system. Work in the unit interiors will include new kitchen cabinets and countertops, upgraded appliances to meet Energy Star standards, renovation of bathrooms, and new flooring throughout.



Kahului Town Terrace – Family, 72 units



Kalani Gardens – Family, 118 units,

Compliance and Maintenance Inspection Teams and Evaluation:

Quality control is important in any organization that provides a product for consumers. EAH products consist of safe and healthy housing environments and reliable reporting that complies with various regulatory agreements. EAH created CITs (Compliance Inspection Teams) and MITs (Maintenance Inspection Teams) to ensure its housing communities are being evaluated and operated in accordance with all Use Agreements and are being maintained in the best condition possible with special attention given to the health and safety of residents. These teams are made up of EAH personnel who inspect properties on a rotational basis bringing many sets of eyes to bear on each property. EAH finds that this method of internal quality control encourages staff to share their best practices and experiences and better prepares its communities for inspection by external parties. This has been evidenced by EAH HUD properties which consistently score very well on their Real Estate Assessment Center (REAC) inspections and their Management and Occupancy Reviews (MORs).

E. REFERENCES OF THE RESPONDENT



JPMorgan Chase Community Development Group
270 Park Avenue, 45th floor
New York, New York 10017

Jane E. Silverman
Vice President, Real Estate Lending
Tel. 212-270-2939
Fax 866-580-3274
Email: jane.e.silverman@chase.com

January 28, 2015

Mr. Peter Magistro
President
Bronx Pro Real Estate Management, Inc.
1605 Dr. Martin Luther King Blvd.
Bronx, NY 10453

RE: 630 Cooke Street RFP

Dear Mr. Magistro:

I am writing in support of your response to the Hawaii Community Development Authority Request for Proposals, for the Mciro-unit Housing Project, due February 2, 2015.

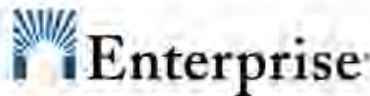
As you know, we have had an excellent record of working with you and your organization in the financing of several affordable housing projects. We have financed seven multi-family construction projects (of which two have paid off and five are complete or nearing completion), totaling \$71MM in debt financing. Currently there are two additional projects in the pipeline, totaling \$34MM in debt.

We look forward to working with you, and would be pleased to consider proposals from your company for future developments. Please let me know if you need further information. Thank you.

Sincerely,

A handwritten signature in cursive script that reads "Jane E. Silverman".

Jane E. Silverman
Vice President



January 29, 2015

Mr. Peter Magistro
President
Bronx Pro Real Estate Management
2001 University Avenue
Bronx, NY 10453

RE: Letter of support for Bronx Pro -KCDD RFP

Dear Mr. Magistro,

I understand that Bronx Pro is planning to submit a response to the Request for Proposal issued by the Hawaii Community Development Authority for the development of quality affordable low- to moderate-income "micro unit" housing at 630 Cooke Street in the Kakaako Community Development District.

We are pleased to be asked to be a reference for Bronx Pro Real Estate Management, Inc. for this RFP and can attest to their successful development experience of developing affordable housing. The organization has shown the expertise and financial capacity to successfully develop new construction and rehabilitation projects. Enterprise has syndicated eight LIHTC projects with Bronx Pro, investing over \$68MM and creating or preserving over 880 units of high quality affordable housing. Most recently, Enterprise was the syndicator on 3361 Third Avenue, where we invested \$8.2 million in a \$21 million project that included the new construction of 62 units in New York City. The project is currently under construction and will bring much needed affordable housing to the neighborhood.

Enterprise Community Investment is one of the leading syndicators of low income housing tax credits ("LIHTC"). Since the enactment of the federal Low Income Housing Tax Credit program in 1986, Enterprise has raised more than \$12.0 billion in equity for the development of low income housing.

Enterprise has had a positive experience working with Bronx Pro and would highly recommend the organization for the proposed RFP.

Please feel free to contact me if you require any additional information.

Sincerely,

Daniel J. Magidson
Vice President
Enterprise Community Investment, Inc.
(p) (212) 284-7138

42-11 Bell Boulevard, Lower Level
Bayside, New York 11361

January 30, 2015

Mr. Peter Magistro
President
Bronx Pro Real Estate Management, Inc.
1605 Dr. Martin Luther King
Blvd. Bronx, NY 10453

RE: 630 Cooke Street RFP

Dear Mr. Magistro:

I am writing in support of your response to the Hawaii Community Development Authority Request Proposals, for the Micro-unit Housing Project, due February 2, 2015.

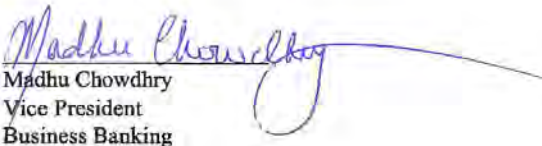
Bronx Pro has maintained a satisfactory banking relationship with Flushing Bank since May 2011 and has a \$2.5MM unsecured line of credit available. The credit facility allows Bronx Pro to fund pre-development and development costs that are reimbursable upon completion of the project(s). Since the inception of the relationship, the credit facility has been utilized for over seven multi-family new construction / renovation projects based.

Flushing Bank looks forward to working with Bronx Pro, and would be pleased to consider proposals from your company for future developments.

Please let me know if you need further information. Thank you.

Sincerely,

Flushing Bank


Madhu Chowdhry
Vice President
Business Banking

FLUSHING
Commercial • Business • Consumer Bank



January 30, 2015

Mr. Anthony J.H. Ching
Executive Director
Hawaii Community Development Authority
Department of Business Economic Development and Tourism

Dear Mr. Ching:

It is my pleasure to write a letter of support and reference for the BronxPro Group in support of the company's submission for the RFP to develop a low to moderate income "micro unit" housing project at 630 Cooke Street, Kakaako Mauka, Honolulu, Hawaii.

My name is Tim Lord and I am the Co-Executive Director of the DreamYard Project, the largest arts learning organization in the Bronx and one of the largest in New York City. DreamYard programs develop artistic voice, nurture young peoples' desire to make change and cultivate the skills necessary to reach positive goals. By committing to sustained learning opportunities along an educational pathway, DreamYard supports young people as they work toward higher learning, meaningful careers and social action.

Having successfully collaborated with BronxPro for over five years on a number of community development projects in the Bronx, I am excited to support BronxPro's proposed project in Hawaii and can say unequivocally what wonderful collaborators the company and principals are.

As a community based, affordable housing developer, Bronx Pro has always distinguished itself from other property managers by demonstrating high maintenance standards and a strong respect for its tenants. BronxPro currently manages over 62 multi family buildings containing over 2,000 residential and 20 commercial units. Additionally, their approach to developing housing projects is notable for including environmentally sustainable features, lush landscaping, well-appointed lobbies and resident amenities, like on-site day care centers and roof gardens. BronxPro has also created a striking and important "micro-unit" housing development in our neighborhood in the Bronx.

In 2008, Bronx Pro and DreamYard began a partnership that has resulted in the development of the DreamYard Art Center, 10,000 square foot arts and digital media space that impact thousands of young people and families every year. The Center is part of an affordable housing complex that provides 91 units of housing. It is this multifaceted approach to housing and community development that has made this space a unique, one of a kind in the neighborhood. It is out of this

DreamYard Directors:	Jason Duchin Tim Lord	Board of Directors:	Erickson Blakney Matthew Carpenter Lisa Guilfrida Diaz Peter Duchin Mark Anthony Edwards Ed Gaines Ashley Goodale	Haydi Henriquez —Student Representative Philip Seymour Hoffman Chris Howe Susana Laval Charles P. Lord Samantha Magistro	Ted Owen Helen Pardo Patricia Perez —Board President Manna Purcell Robin Skye Abby Turk	1085 Westington Avenue Ground Floor Bronx, New York 10456 718.585.8007 dreamyard.com
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- common vision and commitment to the Borough that been the foundation for a flourishing partnership. For instance, the Hayden Lord Park has been a three-year collaboration that aims to making housing and public spaces a more livable and creative, while building for tenant and neighborhood a distinct sense of community, home, and place. Here, students across DreamYard programs, volunteers from Goldman Sachs Community Team Works and teaching artists have brought this space to life.

Also, collaborative projects have included a massive 100' X 10' mural behind the Art Center that is visible from the sidewalk and has brought much pride to the street block. BronxPro has a powerful vision for how a developer with a commitment to the arts, environmental stewardship, innovation and community development can transform neighborhoods and eventually an entire borough.

Bronx Pro and DreamYard have committed a great deal of time and resources to thoughtfully creating a vision for what the Bronx can become and how to develop and sustain partnerships that can draw in more resources, more inclusion, and interest to the area. At the core of this project is a deep belief in supporting the development of an empowered community that will develop the skills and have the resources and process to change their own neighborhood through design and art making.

It is my pleasure to submit this letter of recommendation, as I believe that communities in Hawaii will benefit greatly from the vision and follow through BronxPro brings to its work, just as so many communities here in the Bronx have. If you have any questions, please contact me.

Sincerely,

Tim Lord
Co-Executive Director
DreamYard Project, Inc.

**DreamYard
Directors**
Jason Duchin
Tim Lord

**Board of
Directors**

Erickson Blekney
Matthew Carpenter
Lisa Giuffra Diaz
Peter Duchin
Mark Anthony Edwards
Eb Gaines
Ashley Goodale

Haydii Hénriquez
- Student Representative
Philip Seymour Hoffman
Chris Howe
Susana Leval
Charles P. Lord
Samantha Magistro

Ted Owen
Helen Partola
Patricia Perez
- Board President
Marina Purcell
Robin Skye
Abby Turk

1085 Washington Avenue
Ground Floor
Bronx, New York 10456
718.588.8007
dreamyard.com

II. DEVELOPMENT PROPOSAL

A. DEVELOPMENT CONCEPT

A. DEVELOPMENT CONCEPT



In response to the Hawaii Community Development Authority (“HCDA”) Request for Proposal to develop 630 Cooke Street, the Development Team presents Nohona Hale or “living house.” Nohona Hale is a “living” prototype of new building technologies blended with a traditional Hawaiian sense of home, an “ohana” house. The project includes 105 low income, energy efficient micro units that will create a diverse and inclusive home for residents. Nohona Hale is designed with two separate towers to allow the trade winds to breathe through so that natural ventilation could be used and reduce the carbon footprint. The towers are set upon a two level podium which houses the lobby, living room, community spaces and management offices. Also, the placement of the two towers will provide the residents with views of Honolulu synonymous with the most expensive residential towers. The Kaka’ako Community Development District provides an excellent canvas for Nohona Hale, for it presents the opportunity to demonstrate how building innovation can transform communities as well as address the important need of affordable housing for low income families. Nohona Hale’s design is also aligned with the planned Smart Growth goals for the Kaka’ako area.

The Development team was assembled by CM&D, a locally founded company with the vision to bring both locally and nationally recognized firms with expertise in affordable housing, “micro units”, and a new panelized building technology to Hawaii. The blending of all of these experts will provide an alternative to current residential solutions and will be the prototype for future residential projects in Hawaii. The identified Development team qualifications are included in this proposal. The Development Team has now been joined by two new members that solidify the expertise for this project. First, EAH Housing, a non-profit property management company with a large presence in Hawaii. EAH may also become a joint venture owner with Bronx Pro Group. Swinerton Builders, a national contractor with over 125 years in the industry has also joined the team. Swinerton Builders first worked in Hawaii in the mid 1960’s and

today is considered one of the top contractors on the island. Over the years, Swinerton have built strong relationships within the construction trades, which will be major asset for this project. The Development Team will engage additional local consultants as needed to assist in the development and construction of the Project.

TARGET GROUPS

In keeping with the Hawaiian *ohana* homes, Nohona Hale will be home to a diverse demographic of all ages and backgrounds, living under “one roof”. This proposal anticipates that all the micro units will be marketed to families earning 60% AMI or less. The project will also serve some of Hawaii’s most vulnerable families by setting aside 10% of the units for families earning 30% AMI or less. In the future, if the current zoning is adjusted, additional units and mixes may be added. Increasing the FAR for the proposed design will increase efficiencies allowing the project to include potentially more units targeting moderate and very low income families.



[sketch of communal podium space]

COMMUNITY / MIXED USE SPACES

A key component of our development strategy is to foster community participation and civic engagement. Creating an urban environment where residents feel a sense of identity and ownership improves their quality of life and strengthens their social networks. To this end, Nohona Hale is designed to seamlessly integrate itself architecturally into the community while providing community members common space to interact on a daily basis. The ohana will have a shared common entry, “living room”, and backyard. The ground floor common area will feature a large room with communal seating to serve as a gathering area for residents to socialize with others, read or surf the Internet while enjoying a cup of coffee or tea. The backyard will have BBQ stations, a community kitchen with dining areas (which will be added) and a safe recreational area for children. The ground floor openness to Cooke Street will have the feel of welcoming others into your home, “Aloha, e komo mai!” Innovative design will allow the multi-purpose spaces open to different type of functions depending on the time of day. For example, the living room during the day is a gathering place and later in the day could be a meeting or presentation space. There are spaces on the 2nd level that provide more community spaces for educational, health, safety and community services for both residents of Nohona Hale and the public. The space will be flexible to accommodate multiple groups at the same time and would be managed by the property.





[sketch showing proposed streetscape]

SITE & STREETScape

The Kaka’ako area is being developed as a walk/bike neighborhood and abuts the downtown Honolulu civic area and the Kaka’ako waterfront, both of which are within walking distance. Nohona Hale is also located in close proximity to public transportation such as The Bus and the future rail system which will have planned stations at Halekauwila and Ward Avenue. It is anticipated that Nohona Hale residents will utilize these modes of transportation, thus following HCDA’s vision of a Transit-Oriented development as noted in the Mauka Area Plan. Automobile parking at the development is very limited, only eight (8) stalls will be available, reserved basically for guests and staff. Residents will be encouraged to be “green”, with secured bicycle parking available on site. Surf and paddle board storage is also available on the 2nd level which has a 15 ft high ceiling to accommodate most boards.

Nohona Hale is designed for the human scale. The street façade includes first floor interaction with Cooke Street and two levels of community space available; the living room and the second level community area. The units start on the third level, set back 50 feet in compliance with the Mauka Area Rules. There are no parking stalls facing Cooke Street. Nohona Hale’s entry is envisioned as a “front porch” to the building

where residents can wait to meet people or just enjoy the neighborhood. The welcome entry is designed for ease of pedestrian access from the sidewalk off of Cooke Street, with a ceiling height of 15 feet, a stoop or actual porch could be incorporated into the entry design. Trees and landscaping fronting the “hale” will provide shade and delineate separation between pedestrian and automobile traffic. The automobile entry into Nohona will be clearly defined and pedestrian access points will incorporate the use of raised and painted crosswalks. Final selection of materials for the street will be further developed in the next phase, including signage. Lighting will be incorporated at the street level to continue the Cooke Street “human scale” experience while providing security. Energy efficient LED fixtures will be incorporated throughout the project, including the podium communal deck.



[sketch showing Makai view on Cooke Street]



Photo of Cooke Street metered parking



Photo of Cooke Street metered parking

PARKING

Parking for Nohona Hale is currently designed below the minimum requirement in order to provide a slimmer, taller appearing building and to avoid large concrete parking structure as a base for the residential tower. There is public street parking along Cooke Street, which is metered and enforced from 6:30am to 5:30pm which is similar to other surrounding commercial and residential areas. As is in other areas in Honolulu, those returning home from work can park on the street for free from 5:30 pm until 6:30 am the next morning.

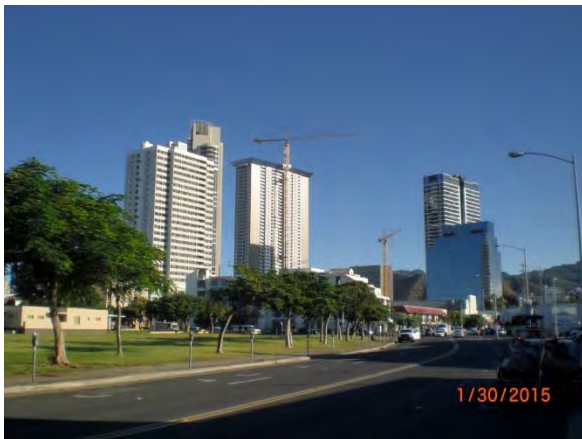


Photo of Mother Waldron Playground parking



Photo of public parking structure

There is also metered parking surrounding the Mother Waldron Playground site, which is off of Cooke Street. One block Makai of Nohona Hale there is a public parking structure that some residents may choose to park if street parking is not available.

As noted in HCDA's RFP, the project is considered a Transit-Ordered Development ("TOD"), and the HCDA Executive Director noted that special consideration will be given to proposals with less than the minimum

parking provided. The rationale for a lower parking ratio considers that there is public transportation within walking distance to Nohona Hale. Also residents will be encouraged to ride bicycles or walk, since Nohona Hale is located centrally between downtown and major shopping centers and is also close to event venues such as the Honolulu Blaisdell Center and Arena where concerts, opera, plays, and sporting events are held; Ward cinema theatres; and Ward warehouse. The immediate area is also being developed with trendy retail, restaurants, and other arts and performing art venues.



Photo of model unit exterior

DWELLING UNIT

LIFE and SUSTAINABILITY are brought into the Project by incorporating new technologies without compromising the ambiance. Tenants of Nohona Hale, will not feel that they are living in a traditional lower income housing unit. While the units are designed to be efficient and the Project is designed to be sustainable, the ambiance that is created by the design is modern, light, and airy. The Project will have the following features:

- Floor to ceiling glass optimizes natural light and ventilation
- Glass sliders and Juliet balconies create mini lanais, and bring the outside into the unit
- Units on all floors have views, and no unit looks into another unit
- Glass sliders, operable windows above entry doors, and open walkways optimize flow through ventilation
- Tall ceilings and glass trim out above the cabinets provide natural light throughout the entire unit
- Efficiently designed kitchens will incorporate storage within the walls, stone countertops and cabinets with designer quality finishes.
- Cooke Street façade is all glass as is the ocean facing units, giving the structure an open and welcoming feel
- Structural steel frame creates architecturally pleasing fenestrations

- Glass facades create a luxury/condo feel to the building
- Lots of opportunity for community and common space on floors 2 and 3 and the concrete deck on floor 6



Photo of Studio Unit model

Sustainability and efficiency can be achieved because of the exclusive access to a new building system for Nohona Hale. Sustainable Living Innovations, LLC, is a building technology company based in Seattle. They have developed a new technology to build mid- and high-rise residential projects from a prefabricated kit of component parts, protected by a series of patents. The concept behind SLI is to move inefficient field construction to a manufacturing setting and process. Wall panels, floor panels, door modules, kitchen modules, etc., are assembled or prefabricated offsite and trucked to the job site for installation by the general contractor. The savings generated from inefficient field construction allows SLI to incorporate more sustainable materials and systems into finished projects.

For example, each unit in Nohona Hale will have a low voltage electrical system with LED lighting, and floor-to-ceiling glass sliders that open to a mini lanai. All domestic hot water will be powered by roof mounted solar panels. The Project also anticipates the inclusion of a grey water treatment system, enabling recycled grey water to be used for landscape irrigation and toilet flushing. The bottom line of SLI's technology is a building built in half the time that operates for 10-20% less, uses at least 50% less energy and water, and provides 4-star quality living.

More information and a short documentary video can be found at www.sustainablelivinginnovations.com.

FINANCING

The proposed financing for the project includes a combination of tax exempt bond financing, subsidy and equity will finance the project. The total development cost for the project \$33.0 million. It is anticipated that the construction will take approximately 18 months and that the rent up of the units and project stabilization will take approximately 3 months for a total construction term of 21 months. For greater detail, please refer to *Section D* of this proposal.

LOCAL EMPLOYMENT

We firmly believe that the economic benefits of our development should be shared with the local residents. Our team will make a concerted effort to reach out to and hire local residents including nearby public housing residents. As part of the development planning process, we will work to set up a plan to most effectively accomplish local hiring. The team will provide the community with the approximate number and type of jobs, including a description of the basic job qualifications, which will become available at least three (3) months before commencing hiring. We anticipate these jobs will include security, labor positions, super and porter jobs as well as some part time landscaping labor for the project's green space. We will also coordinate with retailers from the commercial space to post potential positions with the community.

Our team is also committed to working in partnership with Minority and Woman Owned Business Enterprises (M/WBEs) as well as construction workforce development groups to promote and increase their involvement in our developments. The team will take active and diligent efforts to pursue qualified M/WBEs for all possible opportunities including all construction trades as well as consulting services that are necessary during the pre-development and development process. We believe in providing opportunities for Minority and Women-Owned Businesses and supporting them to grow and achieve their business visions. Our goal is to sub-contract a good percentage of the construction and other consulting positions to M/WBE certified businesses.

CONCLUSION

630 Cook Street presents a unique opportunity to redefine what a mixed-use, mixed-income affordable housing development can provide to the low income residents of Hawaii. Nohona Hale elevates the living experience for residents through the creation of highly social spaces and amenities paired with modern accommodations. The project will also be a leader in affordable housing utilizing cutting edge building technology that prioritizes cost efficiency and sustainability. Our proposal will be a thriving new community hub that will improve the quality of life for all residents both in and around the development.

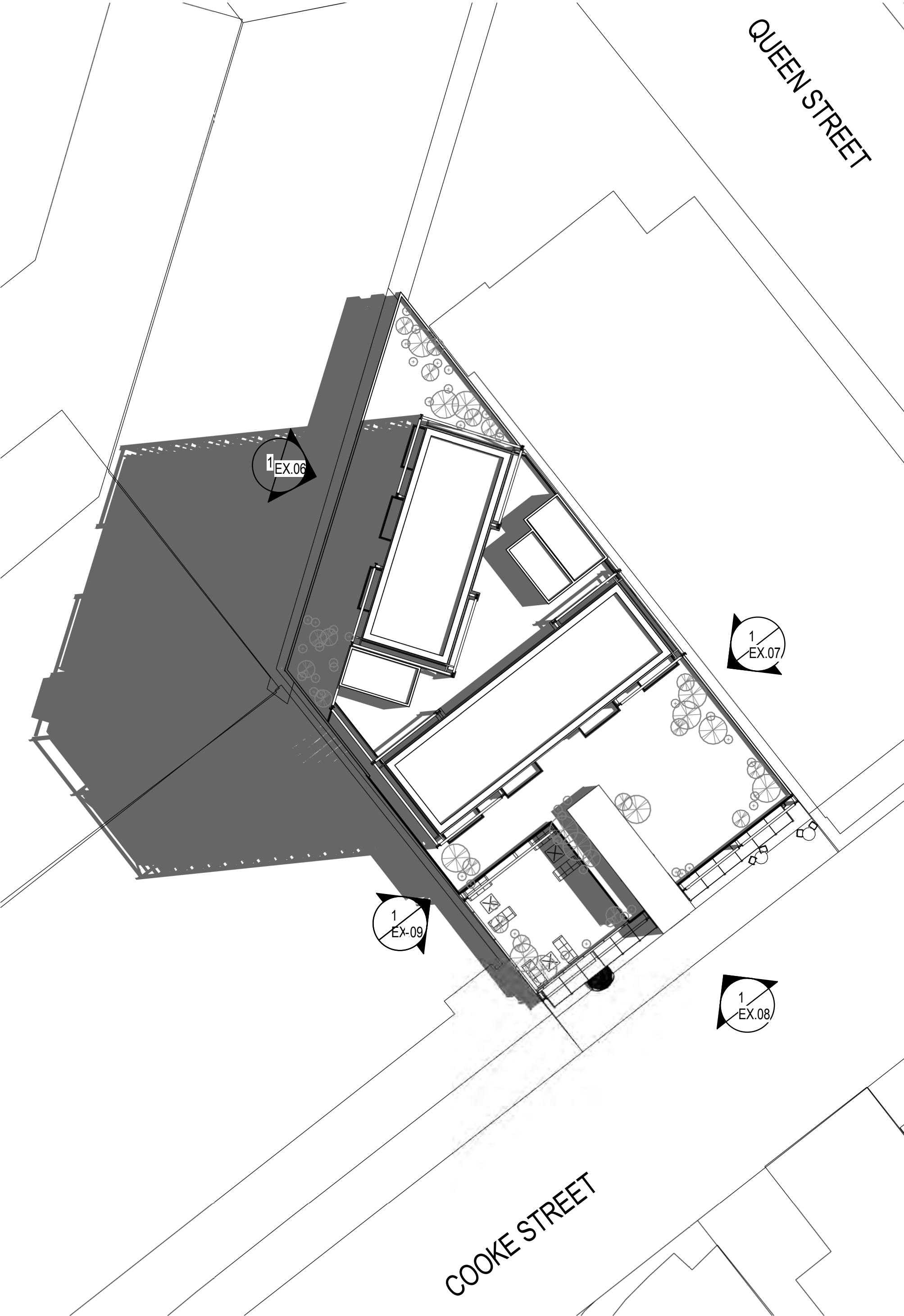
B. DESIGN PROGRAM

Landscaping at the street level, podium level, and the exterior walkways will provide a “slice” of nature or background noise associated with living in house as the trade winds rustle the palm trees.

Parking and Loading will be limited at Nohona Hale. As explained in the Development Narrative, the focus is to be “green” and use public transportation or alternative means.

Building Massing, Elevations, Sections, and Floor Plans will demonstrate that the location of the two separate towers were done to take advantage of the natural breeze and light we have in Hawaii. Drawings are attached after this page.

C. DESIGN PROPOSAL



QUEEN STREET

COOKE STREET

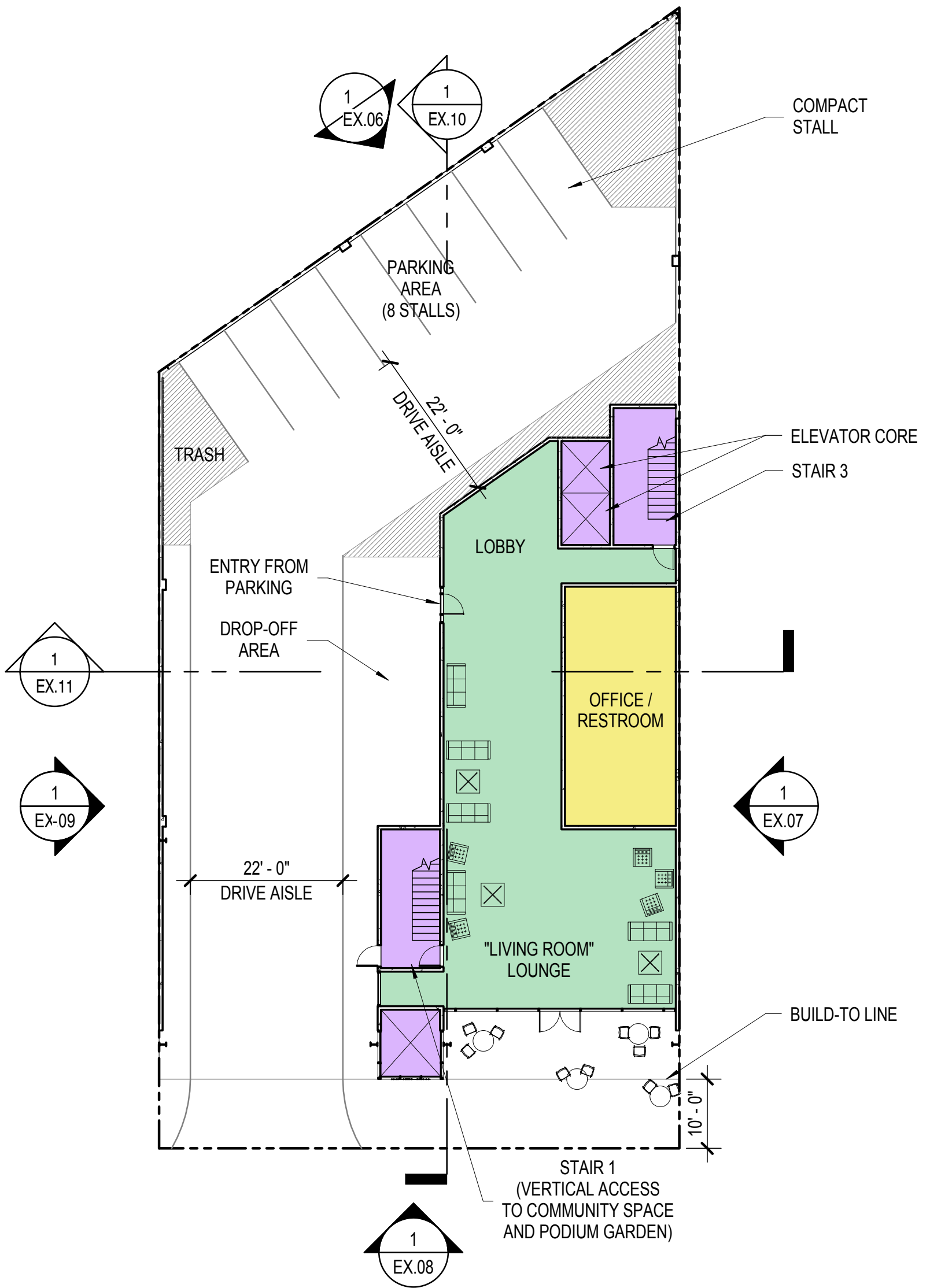
630 COOKE, HONOLULU HI

SUSTAINABLE LIVING INNOVATIONS
710 SECOND AVENUE • SUITE 1400
SEATTLE WA 98103-1710

Sketch Title:
SITE PLAN

Drawn By:
Matthew M. Grunert

EX.01



1 LEVEL 1
1/16" = 1'-0"

630 COOKE, HONOLULU HI

SUSTAINABLE LIVING INNOVATIONS

710 SECOND AVENUE • SUITE 1400
SEATTLE WA 98103-1710

Sketch Title:

LEVEL 1 PLANS

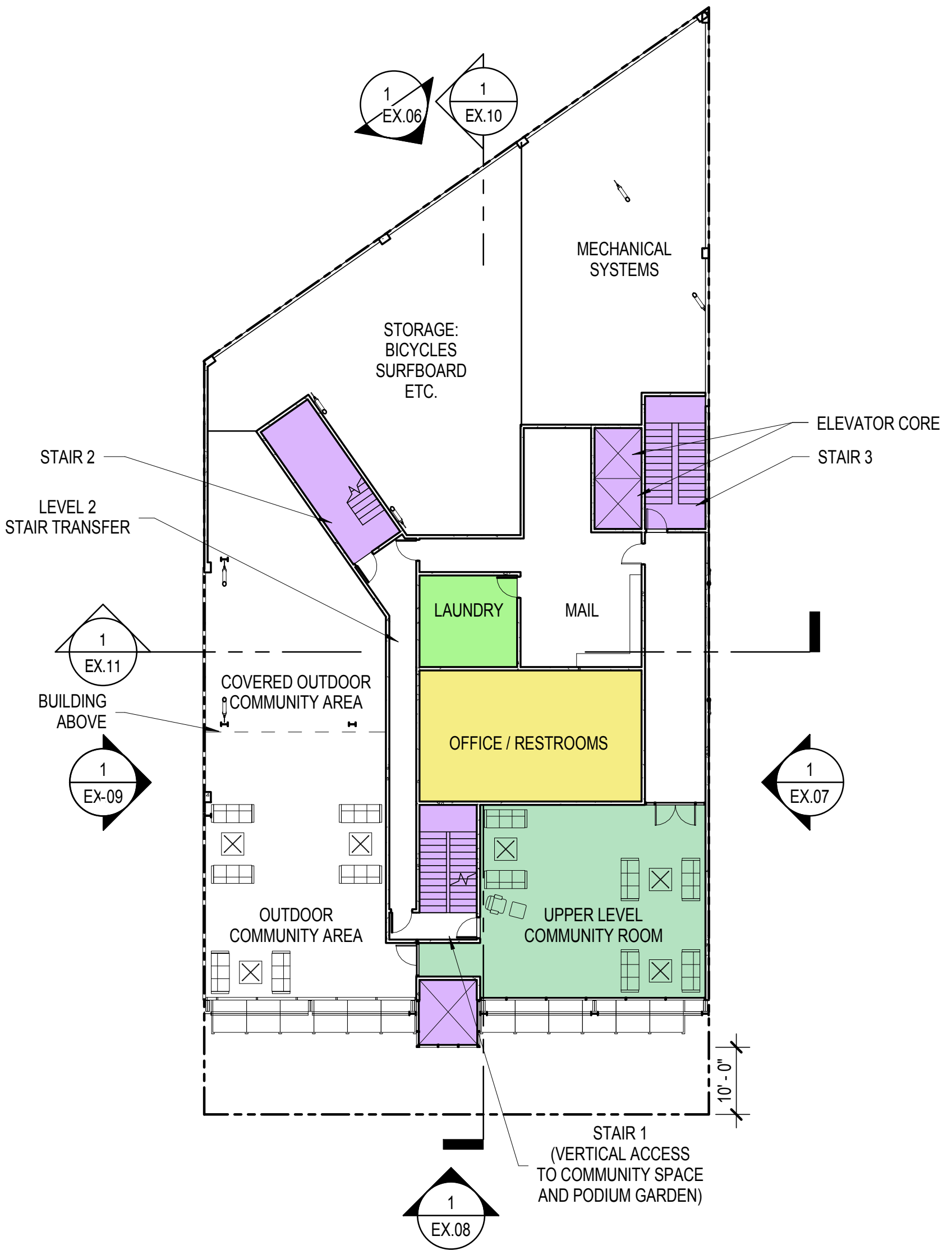
Drawn By:

Matthew M. Grunert

EX.02

SUSTAINABLE
LIVING INNOVATIONS

103
a CollinsWeerman concept



1 LEVEL 2
1/16" = 1'-0"

630 COOKE, HONOLULU HI

SUSTAINABLE LIVING INNOVATIONS

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SEATTLE WA 98103-1710

Sketch Title:

LEVEL 2 PLANS

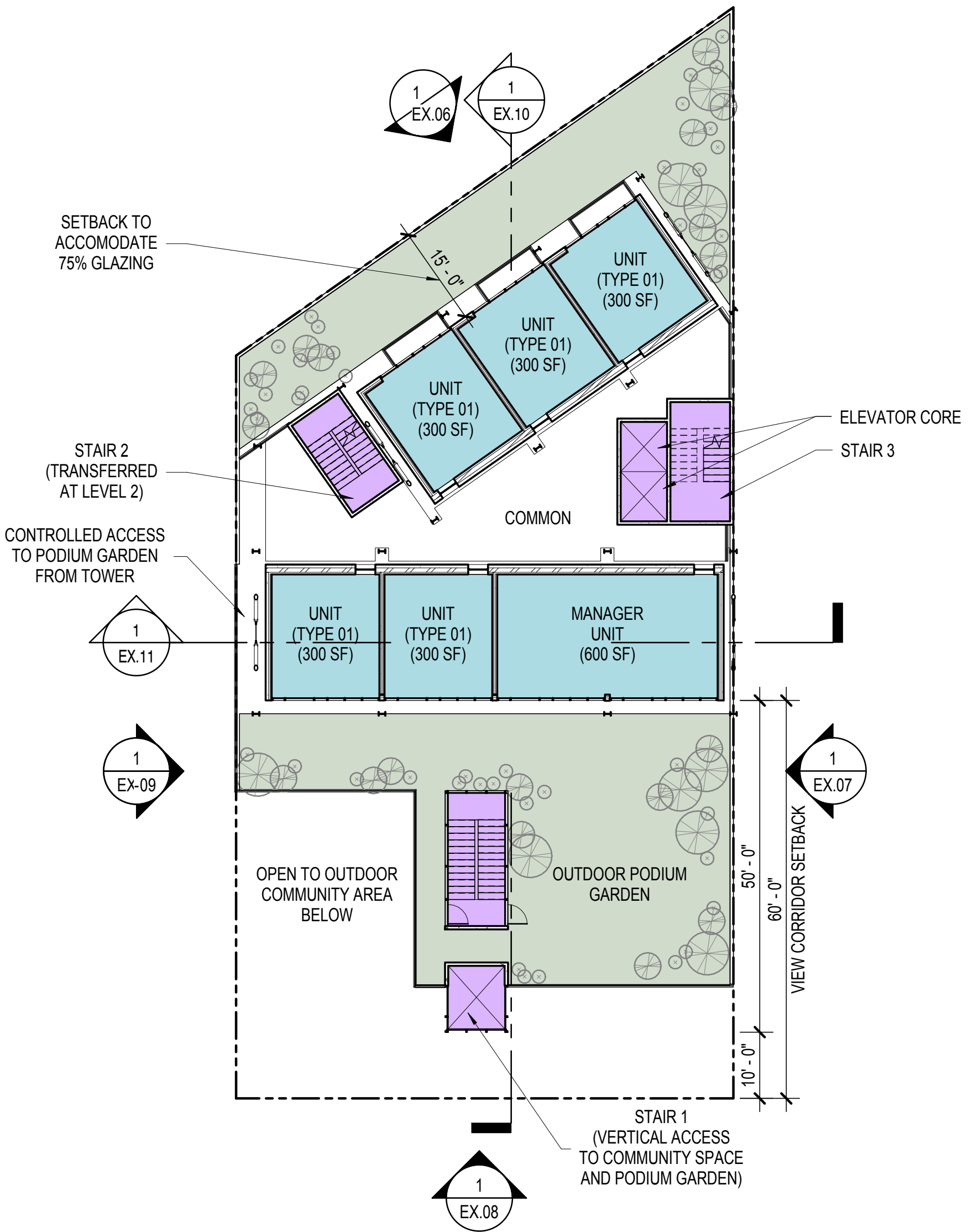
Drawn By:

Matthew M. Grunert

EX.03

SUSTAINABLE
LIVING INNOVATIONS

104
a CollinsWeerman concept



1 **LEVEL 3**
1/16" = 1'-0"

630 COOKE, HONOLULU HI

SUSTAINABLE LIVING INNOVATIONS
710 SECOND AVENUE • SUITE 1400
SEATTLE WA 98103-1710
Bronx Pro Group, LLC

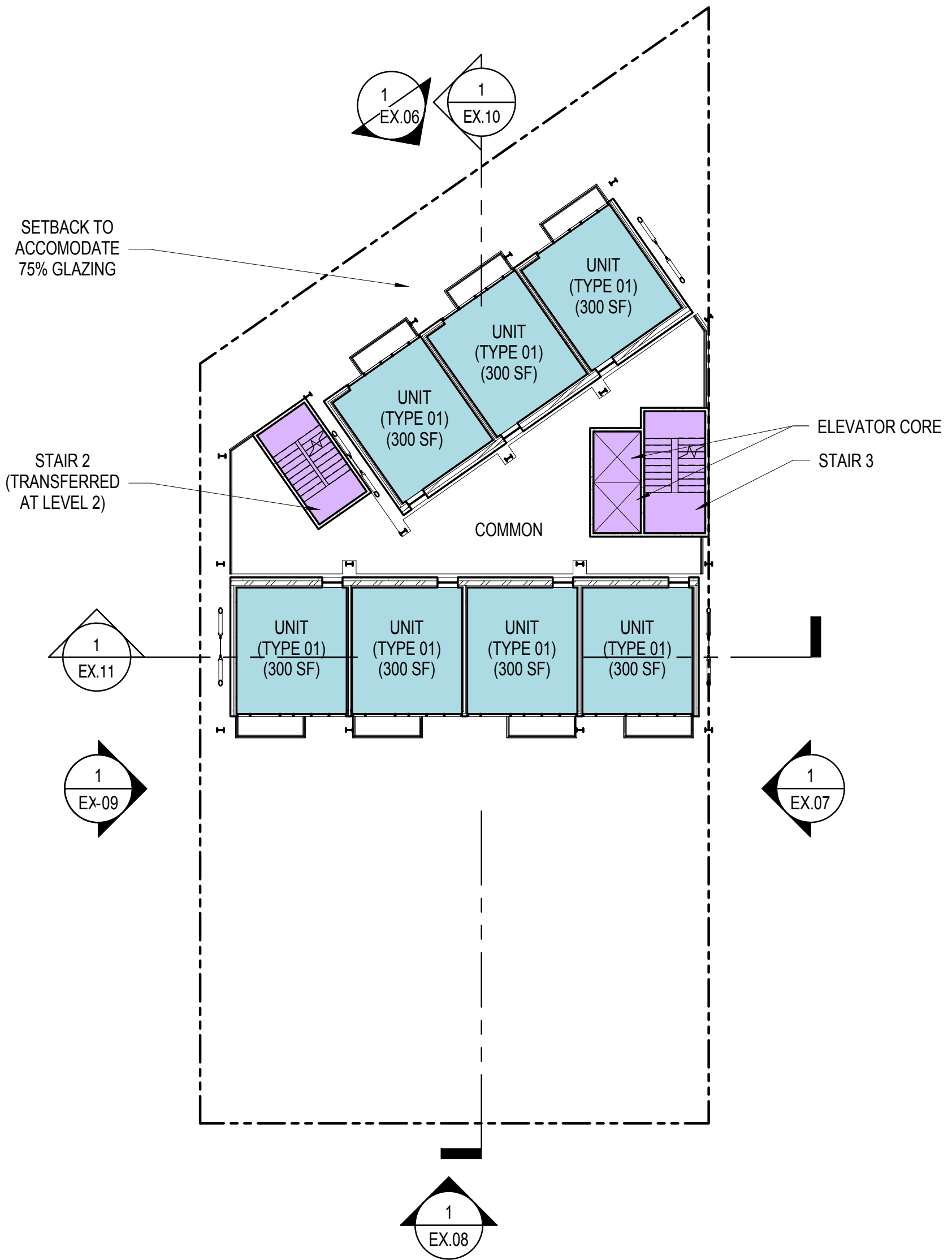
Sketch Title:

PODIUM GARDEN LEVEL

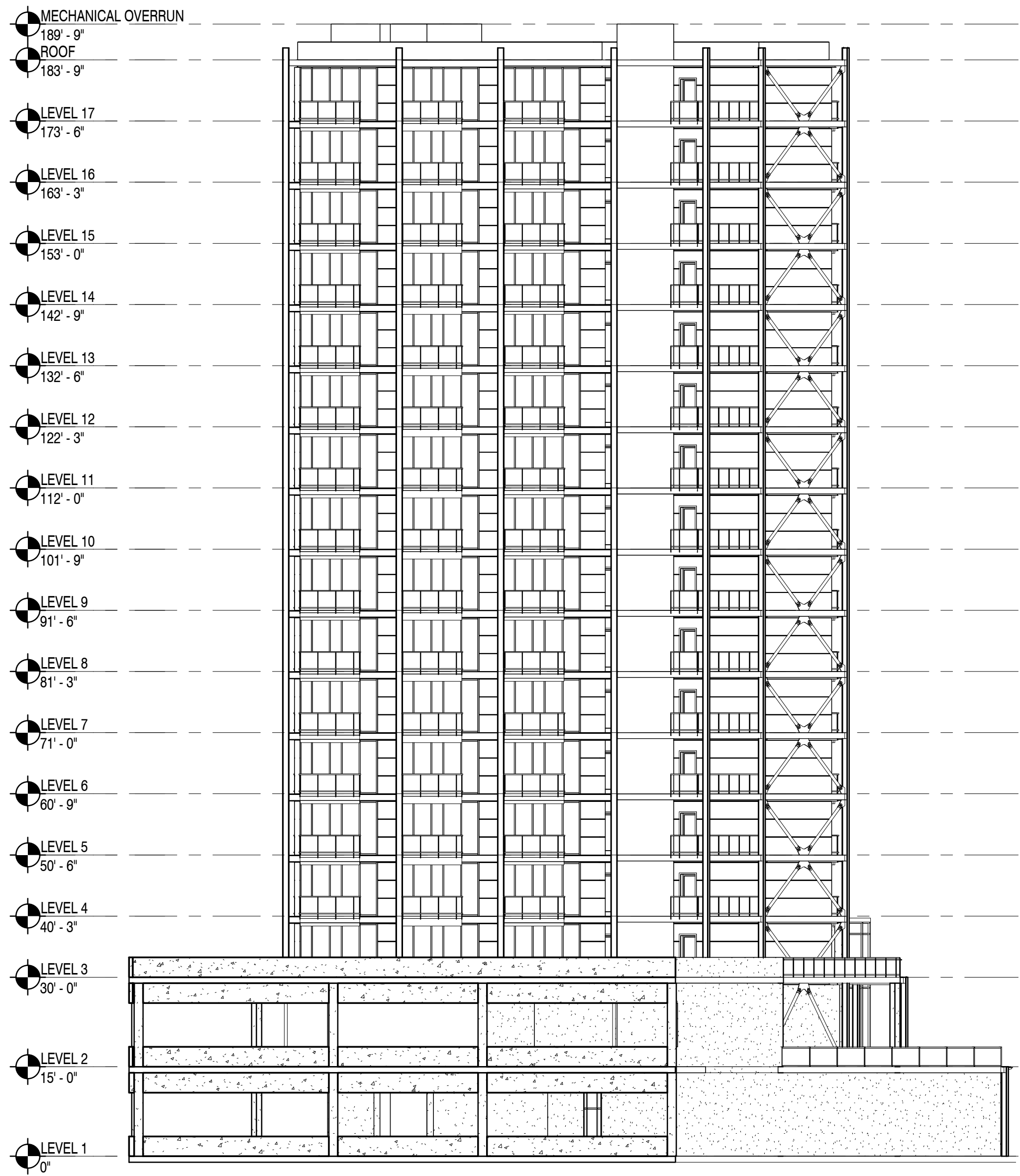
Drawn By:

Matthew M. Grunert

EX.04



1 TYPICAL RESIDENTIAL LEVEL (L4 - L17)
1/16" = 1'-0"



1

NORTH ELEVATION

1/16" = 1'-0"

630 COOKE, HONOLULU HI

SUSTAINABLE LIVING INNOVATIONS
710 SECOND AVENUE • SUITE 1400
SEATTLE WA 98103-1710
Bronx Pro Group, LLC

Sketch Title:

NORTH ELEVATION

Drawn By:

Matthew M. Grunert

EX.06

1
K.11
$$189^{\circ} - 9^{\circ}$$

ROOF

$$183' - 9''$$

LEVEL 17

$$\sqrt{173' - 6''}$$

LEVEL 16

$$163' - 3''$$

LEVEL 15

153' - 0"

LEVEL 14

$$142' - 9''$$

LEVEL 13

$$\overline{132' - 6''}$$

LEVEL 12

$$122' - 3''$$

LEVEL 11

$$\sqrt{112^I - 0^{II}}$$

LEVEL 10

$$101^{\circ} - 9''$$

LEVEL 9

91' - 6"

LEVEL 8

$$81' - 3''$$

LEVEL 7

71' - 0"

LEVEL 6

60' - 9"

LEVEL 5

50' - 6"

LEVEL 4

40' - 3"

LEVEL 3

30' - 0"

LEVEL 2

15' - 0"

LEVEL 1

 $0''$

1

$$1/16'' = 1'-0''$$

SUSTAINABLE LIVING INNOVATIONS

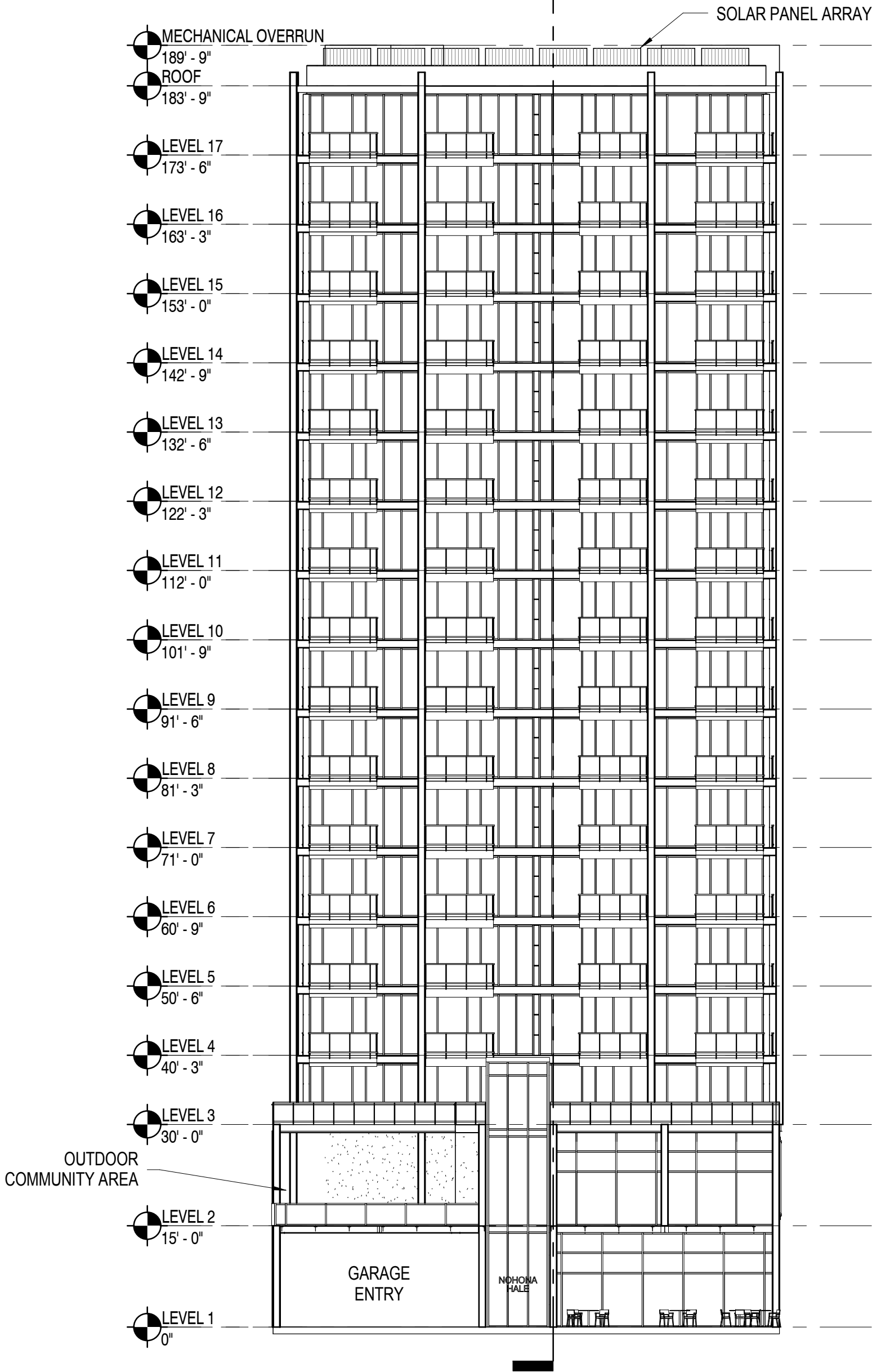
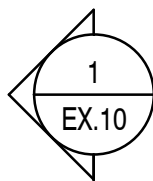
AVENUE • SUITE 1400
Bronx Pro Group, LLC
98103-1710

EAST ELEVATION

Matthew M. Grunert

EX.07

108
a CollinsWoerman concept



1 SOUTH ELEVATION

630 COOKE, HONOLULU HI

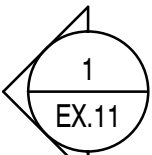
SUSTAINABLE LIVING INNOVATIONS

710 SECOND AVENUE • SUITE 1400
SEATTLE WA 98103-1710

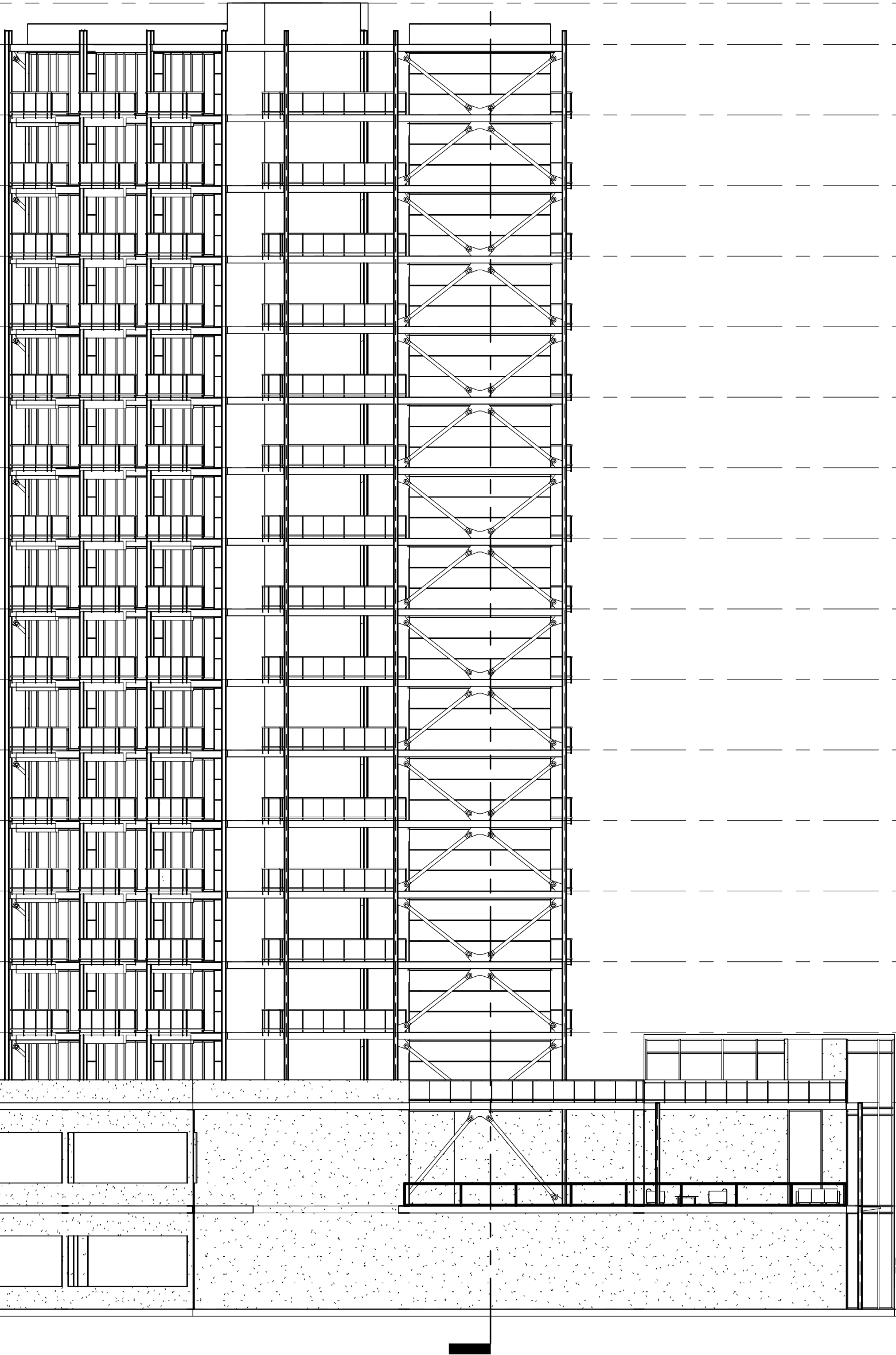
Sketch Title:
SOUTH ELEVATION

Drawn By:
Matthew M. Grunert

EX.08

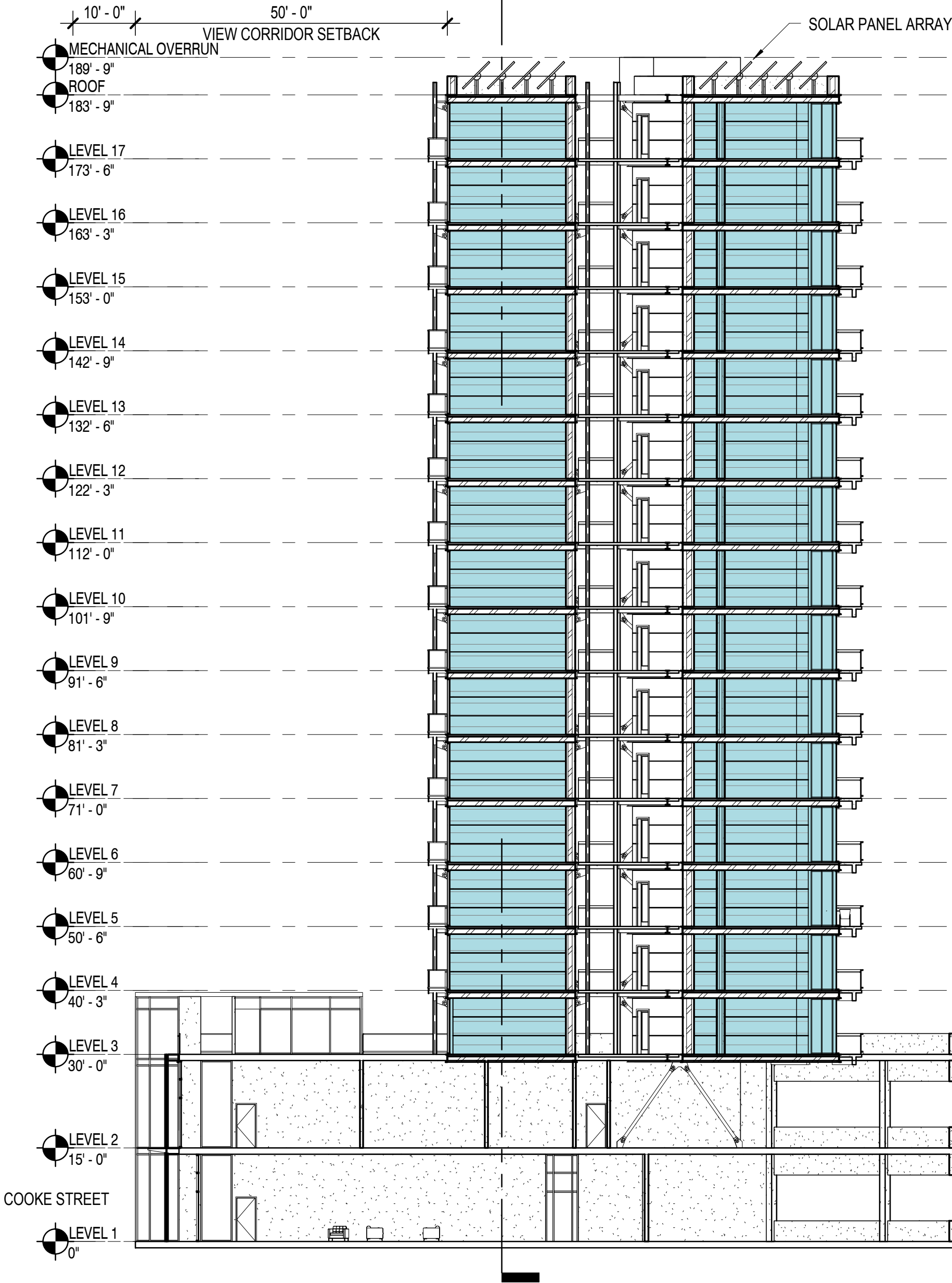
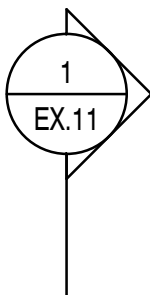


- MECHANICAL OVERRUN
189' - 9"
- ROOF
183' - 9"
- LEVEL 17
173' - 6"
- LEVEL 16
163' - 3"
- LEVEL 15
153' - 0"
- LEVEL 14
142' - 9"
- LEVEL 13
132' - 6"
- LEVEL 12
122' - 3"
- LEVEL 11
112' - 0"
- LEVEL 10
101' - 9"
- LEVEL 9
91' - 6"
- LEVEL 8
81' - 3"
- LEVEL 7
71' - 0"
- LEVEL 6
60' - 9"
- LEVEL 5
50' - 6"
- LEVEL 4
40' - 3"
- LEVEL 3
30' - 0"
- LEVEL 2
15' - 0"
- LEVEL 1
0"



1 WEST ELEVATION

1/16" = 1'-0"



1 LONGITUDINAL SECTION

1/16" = 1'-0"

630 COOKE, HONOLULU HI

SUSTAINABLE LIVING INNOVATIONS
710 SECOND AVENUE • SUITE 1400
SEATTLE WA 98103-1710
Bronx Pro Group, LLC

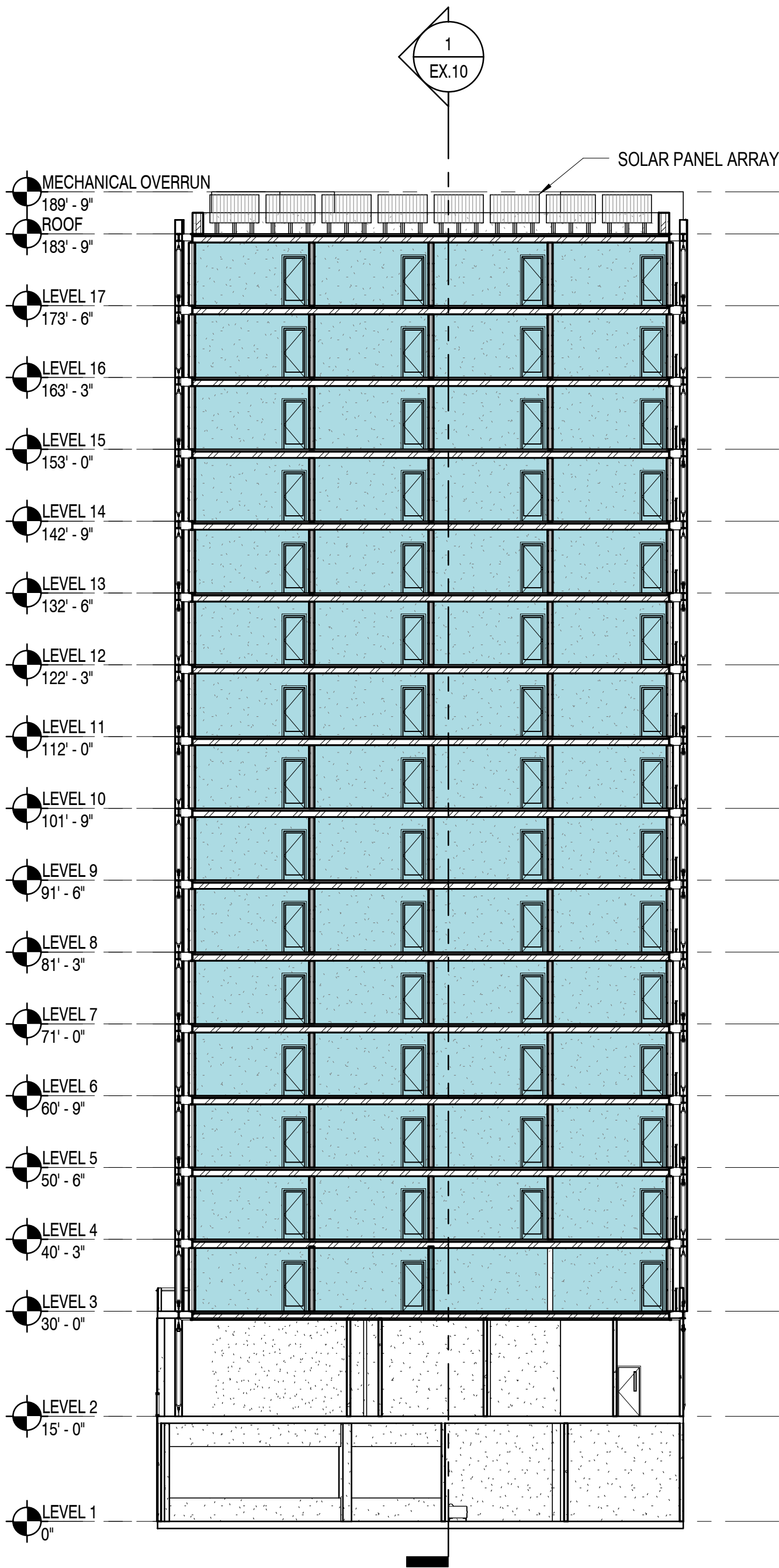
Sketch Title:

LONGITUDINAL SECTION

Drawn By:

Matthew M. Grunert

EX.10



1 TRANSVERSE SECTION

1/16" = 1'-0"

630 COOKE, HONOLULU HI

SUSTAINABLE LIVING INNOVATIONS
710 SECOND AVENUE • SUITE 1400
SEATTLE WA 98103-1710

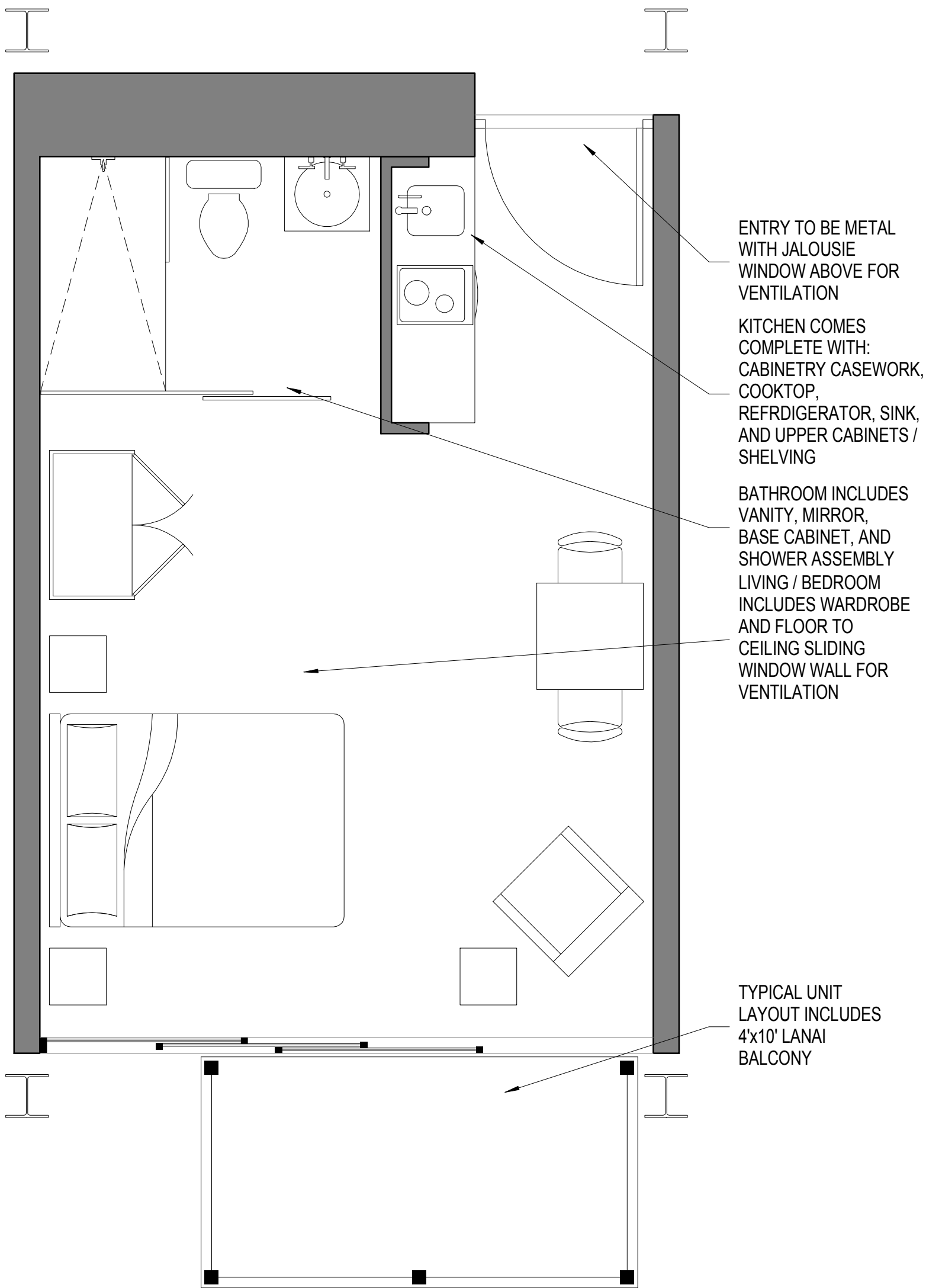
Sketch Title:

TRANSVERSE SECTION

Drawn By:

Matthew M. Grunert

EX.11



630 COOKE, HONOLULU HI

SUSTAINABLE LIVING INNOVATIONS

710 SECOND AVENUE • SUITE 1400
SEATTLE WA 98103-1710
Bronx Pro Group, LLC

Sketch Title:

TYPICAL UNIT LAYOUT (NOT TO SCALE)

Drawn By:

Author

EX.12



STREET LEVEL PERSPECTIVE LOOKING SOUTH FROM KAWAIAHAO STREET. IMAGE DEPICTS THE 630 COOKE STREET RESIDENTIAL TOWER STANDING ABOVE THE KAKA'AKO NEIGHBORHOOD. RESIDING ALONG A PRIMARY VIEW CORRIDOR, ESTABLISHED BY THE MAUKA AREA RULES, THE 630 COOKE STREET RESIDENTIAL TOWER STEPS BACK 50'-0" FROM THE PROPERTY'S BUILDABLE LOT-LINE.



AERIAL PERSPECTIVE FROM A 65'-0" ELEVATION LOOKING EAST. THE NORTHERN FACADE OF THE 630 COOKE STREET RESIDENTIAL TOWER OFFERS ITS TENANTS VISTAS TOWARD DOWNTOWN HONOLULU AS WELL AS WESTWARD VIEWS TOWARD THE HONOLULU CHANNEL. BELOW THE TOWER OF RESIDENTIAL UNITS, THE OUTDOOR PODIUM GARDEN PROVIDES A LUSH, PLANTED AMMENITY SPACE FOR OCCUPANTS.

630 COOKE, HONOLULU HI

SUSTAINABLE LIVING INNOVATIONS
710 SECOND AVENUE • SUITE 1400
SEATTLE WA 98103-1710
Bronx Pro Group, LLC

Sketch Title:
NORTH PERSPECTIVE AND WEST AERIAL

Drawn By:
Matthew M. Grunert

EX.13



AERIAL PERSPECTIVE FROM A 65'-0" ELEVATION LOOKING NORTH. THE NORTHERN FACADE OF THE 630 COOKE STREET RESIDENTIAL TOWER PROVIDES SPACIOUS LANAI BALCONIES FOR BUILDING RESIDENTS. ACCESSED THROUGH FLOOR-TO-CEILING SLIDING GLASS WINDOW WALLS, THE PRIVATE OUTDOOR SPACES OFFER THEMSELVES AS HIGH VALUE AMENITIES TO ALL SOCIAL CLASSES INHABITING THE DEVELOPMENT.



STREET LEVEL PERSPECTIVE LOOKING NORTH FROM ILANIWAI STREET. IMAGE DEPICTS THE 630 COOKE STREET RESIDENTIAL TOWER STANDING ABOVE THE KAKA'AKO NEIGHBORHOOD. THE ARCHITECTURE OF THE 630 COOKE DEVELOPMENT ADDRESSES THE LOW-RISE NATURE OF ITS CONTEXT'S STREETScape. A TWO LEVEL PODIUM KEEPS THE HEIGHT OF THE BUILDING'S FRONTAGE TO A MINIMUM, WHILE REDUCING IT'S IMPACT EVEN FURTHER THROUGH AN ARTICULATED GLASS FACADE.

630 COOKE, HONOLULU HI

SUSTAINABLE LIVING INNOVATIONS
710 SECOND AVENUE • SUITE 1400
SEATTLE WA 98103-1710

Sketch Title:
NORTH AERIAL AND SOUTH PERSPECTIVE

Drawn By:
Matthew M. Grunert

EX.14



AERIAL PERSPECTIVE FROM A 45'-0" ELEVATION LOOKING SOUTHWEST. THE ARTICULATED PODIUM OF THE 630 COOKE STREET RESIDENTIAL TOWER ALLOWS FOR THE CREATION OF AN ELEVATED OUTDOOR SPACE FOR PUBLIC BENEFIT. THE LARGE, OPEN, PLANTED PODIUM GARDEN CAN BE ACCESSED THROUGH THE CONTROLLED ENVIRONMENT OF THE BUILDING'S ENTRY LOBBY; HOWEVER, MAY REMAIN ACCESSIBLE TO TENANTS OF THE BUILDING EVEN DURING NON-OPERATIONAL HOURS.

630 COOKE, HONOLULU HI

SUSTAINABLE LIVING INNOVATIONS
710 SECOND AVENUE • SUITE 1400
SEATTLE WA 98103-1710
Bronx Pro Group, LLC

Sketch Title:
SOUTH AERIAL AND INTERIOR PERSPECTIVE

Drawn By:
Matthew M. Grunert

EX.15



630 COOKE, HONOLULU HI

SUSTAINABLE LIVING INNOVATIONS

710 SECOND AVENUE • SUITE 1400
 SEATTLE WA 98103-1710

Sketch Title:

STREET LEVEL PERSPECTIVES

Drawn By:

Matthew M. Grunert

EX.16

SUSTAINABLE
 LIVING
 INNOVATIONS

117
 a CollinsWoerman concept



630 COOKE, HONOLULU HI

SUSTAINABLE LIVING INNOVATIONS
710 SECOND AVENUE • SUITE 1400
SEATTLE WA 98103-1710

Sketch Title:
OUTDOOR PODIUM GARDEN

Drawn By:
Matthew M. Grunert

EX.17

D. BUSINESS PLAN, FINANCING, AND BENEFIT TO THE STATE

MARKETING

This project will be located on a State-owned land parcel at 630 Cooke Street in Kakaako, Hawaii. The project is located on the edge of the Pauahi Neighborhood Zone, which is planned to be a mixed-use 'urban village'. The site is positioned to be transit-oriented, benefiting from good accessibility to local transit systems including bus and rail. The project provides a total of 104 micro-unit apartments which includes one one bedroom apartment for on-site staff. The property is being financed with Low Income Housing Tax Credits.

The proposed unit type and mix is as follows:

Units	Bedrooms	AMI	Gross Rent	Utility Allowance	Tenant Rent
5	Micro Unit	30%	\$433	\$88	\$345
98	Micro Unit	60%	\$838	\$88	\$750
1	One bdrm	Staff Unit			
104					

To qualify for a unit, the household's gross income may not exceed the 30% or 60% Area Median Income (AMI) maximum income limit per household size as published annually by HUD. Applicant(s) must have monthly income of at least 2 times the rent amount and have satisfactory credit/landlord references and pass a criminal background check.

Apartment amenities may include: Cook top, range hood, refrigerator, garbage disposal, wood kitchen cabinets, stone counter-tops, ceiling fans and colored concrete flooring.

Management Agent: EAH Housing serves as the managing agent for the property providing property management services.

A. PLANS AND PROCEDURES FOR PUBLICIZING AND ACHIEVING CONTINUED OCCUPANCY

1. Units shall be marketed in accordance with any required Affirmative Fair Housing marketing guidelines and the Marketing and Resident Selection Plan.
 - a. Prospective renters shall be recruited through an affirmative marketing strategy designed to ensure equal access to appropriate-sized housing units at Kakaako Micro Units for all persons in any category protected by federal, state or local laws governing discrimination.
 - b. Public agencies, social service agencies, and local community groups will be contacted. In addition, special outreach efforts will be made to inform persons outside the local area who would not normally be likely to apply because of existing neighborhood racial or ethnic patterns, rents and/or other factors.

- c. All advertising for Kakaako Micro Units shall include prominent use of Equal Housing Opportunity logo, slogans and/or statements of intent to affirmatively market the units. Material to be used in the affirmative marketing plan include: 1) a fair housing poster to be displayed in the rental office, or wherever prospective renter interviews take place; 2) an Equal Housing Opportunity logo to be displayed on the Project sign; 3) an Equal Housing Opportunity logo to be displayed on the marketing brochure, flyers and other marketing materials.
- d. Signage will play an important role in attracting our potential residents.
- 2. The rent-up shall be conducted by Agent-supervised personnel, well trained in Fair Housing, LIHTC eligibility requirements, household composition criteria, and Owner-approved selection criteria.
 - a. Applicants will be processed or placed on the waiting list in the order of their number determined by time and date of application, as applicable. Applicants shall be informed in writing of their status.
 - b. Ineligible applicants will be advised of the reason for their ineligibility and their right to appeal this determination.
- 3. Procedures will be followed to assure that waiting lists are current and have adequate numbers of applicants for each bedroom size. Such procedures shall include the following:
 - a. Applicants will be instructed to notify manager of their continued interest at least once a year.
- 4. Yardi Voyager is a database system that is used for apartment communities to keep track of their leasing progress, resident function, move-ins, move-outs, accounting and reports.
 - a. Yardi will be used to generate traffic and traffic detail reports.

B. ADVERTISING AND OUTREACH

The Agent will take the following steps to market the property:

- 1. Advertising
 - a. Website: EAH website, Postlets and Craigslist
If necessary, additional advertising will be considered:
 - b. Signage – For Rent “A” frame signs and/or banner strategically placed on the exterior of the property.
 - c. The Honolulu Star Advertiser – advertise in the ‘Classified’ section of the Sunday newspaper.
 - d. Online advertising – On-Site, Apartments.com, ForRent.com, etc.
- 2. Flyers and brochures given to service agencies and community groups:
 - a. State of Hawaii Housing Hotline
 - b. State of Hawaii and City & County Section 8 Departments
 - c. Catholic Charities

- d. Stores, churches, libraries, and other entities surrounding the neighborhood.
- 3. Open House
 - a. Special 'Open House' showings may be scheduled from time to time.

C. LEASE-UP

EAH will hire two staff (with funds provided by the Owner) that will eventually be working on-site at least 4 months prior to the expected Certificate of Occupancy for the building. The two staff will consist of a Property Manager and a Certified Occupancy Specialist. They will be responsible for conducting a lottery (if applicable) and for screening applications. They will report to an EAH Property Supervisor with experience in opening new properties in Hawaii.

We will list Kakaako Micro Units on our EAH website (the website will offer the ability to apply on-line) and seek referrals from other EAH properties that have 'closed' waitlists. We will utilize 'free advertising resources' when possible. It is our goal to reach 100% occupancy within 90 days of Certificate of Occupancy.

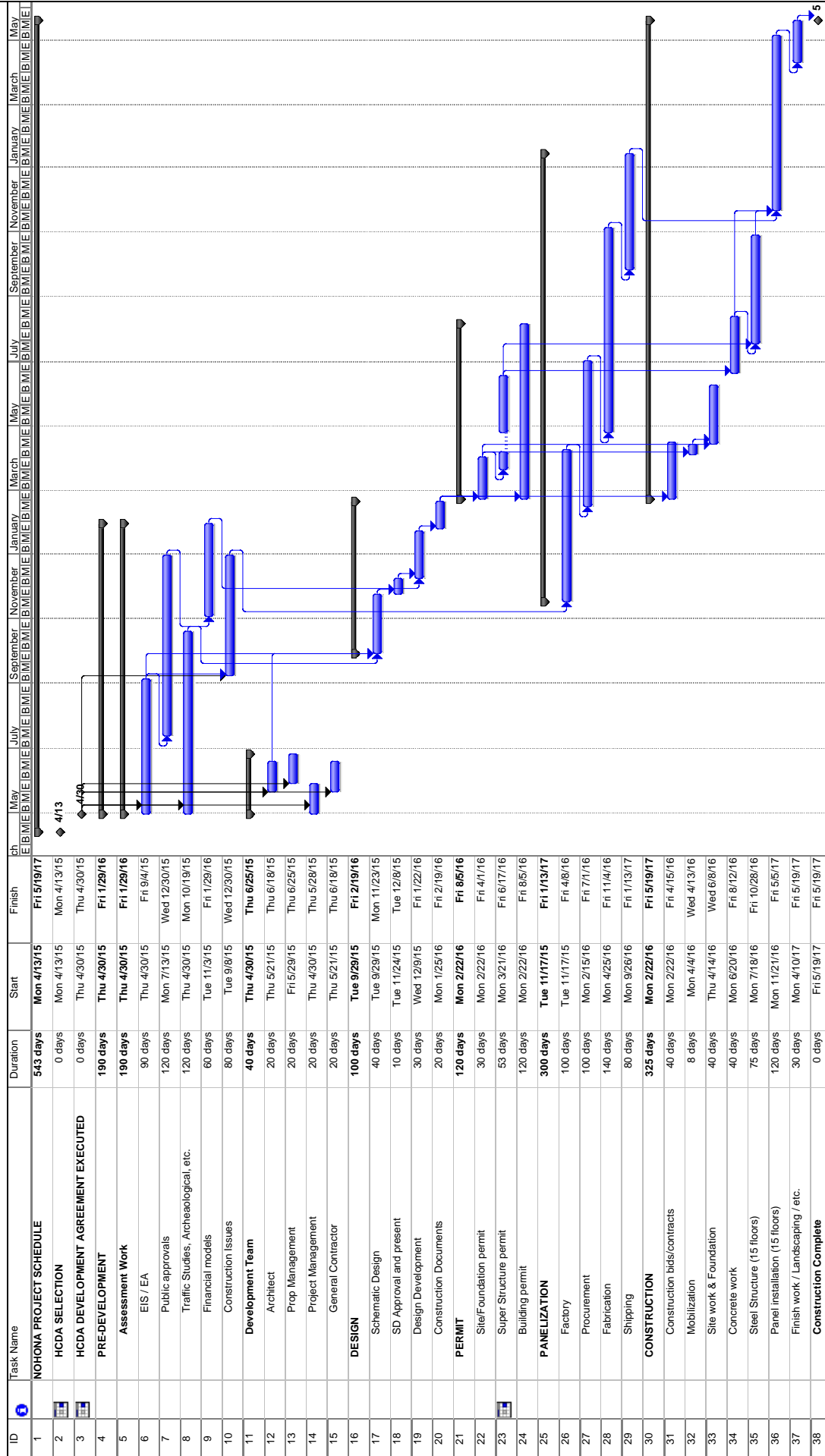
PROJECT SCHEDULE

The attached project schedule includes durations for EIS / EA and Archeological Inventory Survey (AIS). Since the property was included in a previously submitted EIS, the anticipated duration is shorter than typically allocated. To improve the timing of both public and governmental approvals, Nohona Hale will engage in a local development consultant once selected. In terms of schedule, Nohona Hale will be constructed in a shorter duration than most mid-rise residential towers. Nohona Hale will incorporate the panelized construction system that has a 30% to 35% shorter overall construction duration. With the addition of Swinerton Builders to the team, we look forward to working through any construction challenges simultaneously with governmental approvals to save time.



NOHONA HALE
PROJECT SCHEDULE

BRONXPRO GROUP



E. STATEMENT OF NON-CONCLUSION

E. STATEMENT OF NON-COLLUSION

Respondent certifies that its Proposal is submitted without collusion or fraud, that Respondent has not offered or received any kickback or inducement from any developer, supplier, manufacturer, subcontractor, or any other party in connection with the Proposal, and that Respondent has not conferred upon or offered or promised to confer upon any past or present member, officer, or employee of the HCDA (or any other party related to or designated by such individual or any party on behalf of or for such individual's benefit, such as a creditor of the individual) any payment, gift, loan, subscription, advance deposit, travel services or other compensation of any value, nominal or otherwise.