

EXECUTIVE SUMMARY

Ms. Winnie Zhang:

Thank you for affording us the opportunity to submit a bid for the 120 -122 Hancock Street Project. After reviewing the request for proposal, we feel that this would be a great opportunity to partner with the the Department of Neighborhood Development to bring new homeownership opportunities to this Boston neighborhood. We pride ourselves in delivering quality projects that we, our partners, and customers can be proud of.

We have a proven track record of our projects having a positive impact on the surrounding properties in the community. Throughout the years, we have successfully completed development projects in the City of Boston. Most recently we have completed a rehabilitation of a single family property at 38 Garfield Avenue in the Hyde Park neighborhood and are currently in the process of constructing a new construction 2 family structure at 8-10 Loring Place in Hyde Park. Previously, we completed a development at 10 Wilmore St in Mattapan which we partnered with the City of Boston, to restore the 3 family residence. This dilapidated property was in receivership, and was an eyesore in the community. We acquired the rundown property and completely renovated it complimenting it with quality finishes such as granite countertops and high efficiency HVAC equipment. The 10 Wilmore property became the highest multi-family property sold in Mattapan at that time for \$770,000. In turn this property dramatically increased the surrounding property values in the area. We increased the median price point for multifamily triple-deckers in Mattapan from \$550,000 to \$700,000. In all instances, the developments resulted in positive results to the adjacent properties and the general neighborhoods. We are committed and prepared to construct the properties at 120 & 122 Hancock Street with the same degree of professionalism and quality associated with our name and brand.

The opportunity to develop the two parcels at 120 and 122 Hancock Street will bring a new and reinvigorated energy to the neighborhood. Due to the evolution of the neighborhood over time, our company like to propose 2 options for the development of these 2 parcels of land.

The first option is that of the two (2) prototypical 3 family residences which have become synonymous with the neighborhood. Each of the 6 units would be available for sale and would afford homeownership to 6 individuals/families.

The second option would entail combining the 2 parcels and erecting a 5-story building with 4 floors of occupiable space which contains approximately 24 units and makes some provision for some parking on the 1st floor. The proposal would be a mixture of units ranging from 1 bed through 3 beds. A rudimentary illustration of the building can be found in the proposal.

As a company committed to customer service and excellence, we feel the decision of which option should be pursued should be left up to our customer, the City of Boston. Our company would be willing to oblige with either option and would relish the opportunity to collaborate with the City of Boston personnel to make this vision a reality. Both development options will allow interested



120-122 Hancock Street Dorchester Proposal

rewarding neighbors/existing property owners with potentially enhanced property values. Overall the development will have a positive impact on the Greater Boston community, and Norfolk Design and Construction would be honored to be the entity responsible for bringing this vision to a reality.

Sincerely,

A handwritten signature in black ink, appearing to read 'Adler Bernadin', is enclosed within a hand-drawn oval.

Adler Bernadin
President



120-122 Hancock Street Dorchester Proposal

RECEIVED
Dept. of Neighborhood Development
26 Court St. - Bid Counter, 10th Flr
Boston, MA 02108
3/5/19
Hancock St

COMPANY DETAILS

Company Name: Norfolk Design and Construction
Year Established: 2014
Legal Structure/Ownership: Limited Liability Corporation
Location(s): Stoughton, MA.
Postal Address: PO Box 555 Stoughton, MA 02072
Phone Number: 781-884-7085
Email: office@us-norfolk.com
Status: Minority Base Enterprise & Veteran Owned Business

COMPANY PROFILE

Norfolk Design & Construction is a company specializing in the vital construction services needed to guarantee maximum project efficiency. Our vision is one, which focuses on the development of the greater Boston community, and we believe this can be achieved by strategic collaboration with our clients.

Core Competencies

- Quantity Take-offs
- Construction Bid Estimates
- Life Cycle Cost Analysis
- Bid Reconciliation
- Construction Management
- Conceptual Project Budget
- Value Engineering Cost Estimates
- Project Management
- Commercial Renovations
- Land Development



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Value Proposition: At Norfolk Design & Construction we are committed to providing the highest quality construction services while exhibiting exemplary customer service and maintaining the highest level of client satisfaction. We guarantee clients will be satisfied with the level of service provided and will enjoy their experience while partnering with us. Our honesty and integrity will ensure you feel like less of a client and more of a partner as we work to improve and enhance the communities we invest and develop.

CAPABILITIES AND CAPACITY

Norfolk Design & Construction provides an array of services from pre-construction to construction and closeout. We provide comprehensive estimating services to general contractors, subcontractors and owners. We pride ourselves in being punctual with providing quality detailed estimates by applying the most up to date market pricing. Our use of the latest technology allows us to provide highly accurate quantity takeoffs. These two important attributes ensure our contractor and subcontractor clients are provided with the proper information to submit competitive bids. These attributes are beneficial to owners as it allows them to establish project budgets and make on time decisions on project affordability.

During the construction phase, we provide construction and project management services which not only ensure the projects are completed with the highest degree of quality but within the specified budget. Our years of experience combined experience and partnerships with contractors and subcontractors ensure projects are delivered successfully.



120-122 Hancock Street Dorchester Proposal

KEY PERSONNEL



Adler Bernadin

President / Founder of Norfolk Design & Construction

Education: Bachelor Degree in Construction Management, Wentworth Institute of Technology 2007

Master Degree in Project Management, Northeastern University

Board Member: The C.Y.S.T.E.M, City Youth Sports Training & Education Movement

Work Experience:

I have over fifteen years' experience working in the construction industry. My career in construction started in 2001 when I joined the United State Marine Corp. as a heavy equipment operator. I have a great amount of knowledge of the estimating as well as the project management side of construction during my time as estimator and assistant project manager. As an estimator for Shawmut Design & Construction I brought in over 20 million dollars' worth of work. Working as an owner's representative for MIT Lincoln Lab and Northeastern University I performed project portfolio management task and estimating to ensure projects got executed on time and budget. I also supported owner decision making as to project affordability during pre-construction. I had a 90% hit rate when comparing my project estimates to the actual project cost.

As the President of Norfolk Design & Construction my task include client relationship, asset acquisition, project budgeting, design review, contract management, and project feasibility.

Norfolk Design & Construction

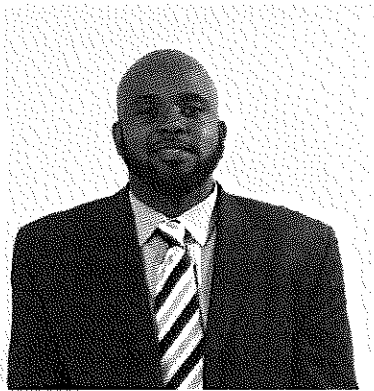
email. office@us-norfolk.com

tel. 781.884.7085

www.us-norfolk.com



120-122 Hancock Street Dorchester Proposal



Duane Boyce

Vice President / Founder of Norfolk Design & Construction

Education: Bachelor Degree in Mechanical Engineering, 2006

Work Experience:

My introduction to the construction industry commenced in 2006 when I started as a Project Engineer for Turner Construction at Yale New Haven Hospital where I assisted with managing the Mechanical, Electrical and Plumbing subcontractors. Seeking a more rounded construction experience and exposure to more trades, I progressed to the position of Assistant Project Manager/Estimator where collectively I was involved in projects which ranged from 1M to 12M. For the last 7 years, I have been a Project Manager at the largest utility company in New England and responsible for executing major infrastructure projects. In this role, my responsibilities have spanned entire project lifecycles from preconstruction through closeout and have included estimating, permitting budget, schedule management and logistical coordination. Overall, the total value of the multitude of projects I have overseen and managed is approximately 75 million dollars.

As the Vice-President of Norfolk Design & Construction my task include client relationship, project management, logistics, schedule, and project feasibility and closeout.

Norfolk Design & Construction
email. office@us-norfolk.com

tel. 781.884.7085

www.us-norfolk.com



120-122 Hancock Street Dorchester Proposal



Construction Cost: \$160,000

Schedule: 7 Months

Location: 38 Garfield Ave., Hyde Park

Scope of Work:

This property has been completely renovated. Renovation included new windows, new interior finishes, new energy efficient heating & cooling system, new power & lighting, stainless steel appliances, new flooring, new plumbing stacks & finishes, and exterior fascia & aluminum window trim.



120-122 Hancock Street Dorchester Proposal



Construction Cost: \$140,000

Schedule: 4 Months

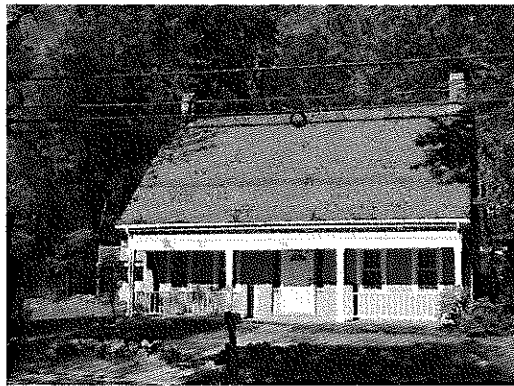
Location: 10 Wilmore St, Mattapan

Scope of Work:

This property was in receivership through the City of Boston. Property was gut renovated. Renovation included new windows, new interior finishes, new energy efficient heating system, new power & lighting, stainless steel appliances, new plumbing stacks & finishes, and exterior fascia & aluminum window trim.



120-122 Hancock Street Dorchester Proposal



Construction Cost: \$65,000

Schedule: 3 Months

Location: 171 Central St, Stoughton

Scope of Work:

This property was in foreclosure. Property was partially renovated. Renovation included new roof, structural reinforcement, new interior finishes, new energy efficient heating system, new power & lighting, stainless steel appliances, new master bath, new common bath, and utility upgrade to tie into town sewer.



120-122 Hancock Street Dorchester Proposal

Potential Contractors (Partial list subject to competitive bid)

Company Name	Trade	Minority Participation	Address	State
City Point Partners Coast and Harbor Associates,INC	Owner's PM (OPM)	WBE, SLBE	11 Elkins Street, Suite 470	MA
Janey Construction Nanepashemet Project Management, Inc.	Owner's PM (OPM)	MBE, WBE, SBE	7 Kimball Lane, Suite D	MA
Pinck & Co PMA Consultants, L.L.C	Owner's PM (OPM)	MBE, SLBE	236 Huntington Ave	MA
Terva Corporation Alexandra Construction Inc	Owner's PM (OPM)	SBE	328 West Shore Drive	MA
Elaine Construction Company	Owner's PM (OPM)	WBE, SLBE	98 Magazine St	MA
Bald Hill Builders, LLC Canton Corporation Design Construction & Consulting Services, Inc.	Owner's PM (OPM)	MBE	226 W. Liberty, Suite 100	MI
Essex Newbury North Contracting Corp. Fisher Contracting Corp.	Construction Managers	MBE	9 Hickory Lane	RI
Icarus Construction Services LLC	Managers	SBE	109 Oak Street,Suite 101	MA
	Managers	WBE	1037 Chestnut St	MA
	General Contractors	WBE, SBE	6 Merchant St Suite 1	MA
	General Contractors	SLBE	10 Malcolm X Blvd.	MA
	General Contractors	MBE, SLBE	74 Howland Street	MA
	General Contractors	MBE	55 Parker St.	MA
	General Contractors	MBE, WBE	11 Webster Place	MA
	General Contractors	MBE	340 Main Street	MA



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Kaplan Construction	General Contractors	WBE	dba: Kaplan Construction (116 Harvard Street)	MA
Mass Construction & Management, Inc	General Contractors	MBE	489 Page Street, Suite 1	MA
Oneway Development, Inc.	General Contractors	MBE, SLBE	67 Kemble St., Suite 1.1	MA
Principal Builders	General Contractors	SLBE	One Westinghouse Plaza (Building A - Suite 23)	MA
R Mullen & Assoc Inc	General Contractors	SBE	18 Autumn Circle	MA
Over, Under Inc.	Architect	SLBE	46 Waltham Street	MA
RODE Architects	Architect	SLBE	535 Albany Street	MA
Silverman Trykowski Associates Inc	Architect	SLBE	21 Drydock Avenue, 7 West	MA
Studio G Architects	Architect	WBE, SLBE	179 Boylston Street	MA
Merge Architects, Inc	Architect	WBE	374 Congress St (Suite 500)	MA
DHK Architects, Inc.	Architect	MBE	54 Canal Street	MA
Embarc Studio	Architect	SLBE	60 K Street (3rd Floor)	MA
Fennick McCredie Architecture, LTD.	Architect	WBE	70 Franklin Street	MA
ICON Architecture	Architect	WBE	38 Chauncy Street	MA
IMAI Keller Moore Architects	Architect	MBE	70 Phillips Street	MA
Isgenuity LLC	Architect	SLBE	321 Summer Street (Suite 401)	MA
Joseph Kennard Architects, Inc.	Architect	SLBE	141 Dorchester Ave	MA
Kyu Sung Woo Architect Inc	Architect	MBE	488 Green St	MA
Andrew Crocker	Architect	SBE	Andrew Crocker Architecture Design (13 Norwood Ave	MA



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Contract Hardware Inc.	Carpentry	SBE	18706 North Creek Parkway, Suite 110	WA
Falvey Finishing Company Inc	Carpentry	SLBE	111 Boston St	MA
K.D. Plastering Inc.	Carpentry	SBE	29 Langdon Road	MA
National Home Improvement Boston Max Construction	Carpentry	SBE	447 Boston Post road	MA
Best Paint Corporation	Carpentry	SBE	421 Aden St, Fall River	MA
Cross Country Painting Co	Painting	SBE	127 Commercial Street	MA
Done Right Building Services, Inc.	Painting	MBE, SBE	Po Box 526	MA
Future Contracting Llc	Painting	MBE	Four Copley Place, Suite 125	MA
Johnson Contracting	Painting	MBE	88 Warren St	MA
New Color Painting	Painting	MBE	24 Sandstone Drive	MA
Nicholas Martinelli	Painting	SBE	191 Broadway #1R	MA
S&C Painting	Painting	SBE	dba Martinelli Painting (17 Selina Street)	MA
X-Cel Painting Company	Painting	MBE	119 Harding St	MA
Baynes Electric Supply Co., Inc.	Electrical	MBE	172 Green St	MA
Coughlin Electrical Contractors, Inc.	Electrical	SBE	PO Box 1850	MA
Gaines Electric Contracting	Electrical	WBE	100 Prescott Street	MA
Green Electric Co	Electrical	MBE, SLBE	2 Ellis St (Suite B)	MA
		MBE	10 Draper Street, Unit 17	MA



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J&M Brown Co Inc	Electrical	SLBE	267 Amory St (PO Box 237)	MA
Nappa Electric & Construction Corp	Electrical	SBE	380 Cambridge Street	MA
O'Mahony & Sons Electrical, Inc	Electrical	SBE	143 Lacy Street	MA
Pigott Electric Co., Inc	Electrical	SBE	47 Dudley Street	MA
Wireworks, LLC	Electrical	SBE	21 R Olympia Avenue	MA
Nova Sheen Corporation	Flooring	MBE, SLBE	417 Blue Hill Ave	MA
Pavilion Floors, Inc	Flooring	SBE	90 Commerce Way	MA
Professional Flooring Corp	Flooring	WBE, SBE	55 Carnegie Row	MA
Alpha Floor Sanding, Inc	Flooring	SBE	1476 River St. Unit 8	MA
Boston Air Corp	HVAC	SBE	1595 Central Street (Unit 2)	MA
Kevin S. Cox Associates, Inc.	HVAC	SBE	365 K St	MA
S.G. Torrice Co., Inc	HVAC	SBE	80 Industrial Way	MA
Montrond Company	HVAC	SBE	132 Pond St Weymouth	MA

PROPOSAL FORM

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

DATE RECEIVED BY DND: _____

SUBMITTED BY: NAME: Norfolk Design & Construction

ADDRESS: 60 Commercial St, Stoughton

TELEPHONE: 781-884-7085

EMAIL: office@us-norfolk.com

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

Property Address: 120 - 122 Hancock Street, Dorchester, MA

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

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

Adler Bernadin - 60 Commercial Street, Stoughton, MA 02072

Duane Boyce - 15 St. James Avenue, Norwood, MA 02062

Use separate sheet and attach if additional principals are involved.

- ii. The applicant is a/an:

(Individual/Partnership/Joint/Venture/Corporation/Trust, etc.)

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

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

Corporation is incorporated in the State of: Massachusetts
President is: Adler Bernadin
Treasurer is: Duane Boyce
Place of Business: Stoughton, MA

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

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

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

Trust documents are on file at _____
And will be delivered to the Official on request.

iii. Bank reference(s): Rockland Trust

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

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

5

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

If answer is "Yes", state circumstances): _____

We propose the following purchase price: \$ 299,000.00

vii. AUTHORIZATION:

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

Duane DA BYCE
Signature of individual submitting proposal

MANAGER
Title

Norfolk Design & Construction
Legal Name of Organization

Dated at: NORWOOD

This 2nd day of MARCH, 2019

NAME OF ORGANIZATION:
Norfolk Design & Construction LLC

BY: _____

TITLE: _____

i. ATTESTATION:

Duane DA BYCE being duly sworn deposes and says that (he/she) is the MANAGER of NORFOLK Design & Construction that all answers to foregoing questions and all statements contained herein are true and correct.

Subscribed and sworn before me this 2nd day of March, 2019

Notary Public: Rekha Chugh

My Commission Expires: May, 2020
(Month) (Year)

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



Rekha Chugh

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

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

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

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

Project Summary Form

Project Name: 120-122 Hancock Street
 Project Street Address(es): 120-122 Hancock Street, Dorchester, MA 02125
 Developer: Norfolk Design & Construction LLC
 Types of Units: Family Individuals Elderly Special Needs
 Other? (Describe) Multi-Unit Building Commercial Yes No
 Number of Units 24 Number of Affordable Units 8/2 Homeless Units

Number of Units	SRO	Studio	1-Bdr	2-Bdr	3-Bdr	4-Bdr	Total
<30% AMI			1	2			0 3
<60% AMI			5	3	1		0 9
<80% AMI							0
Market			2	8 7	3		0 12

Rents	SRO	Studio	1-Bdr	2-Bdr	3-Bdr	4-Bdr
<30% AMI			1561 1561	1902	2383	
<60% AMI			1561			
<80% AMI						
Market			1561	1902	2383	

Housing Budget

TDC:	\$ <u>9,291,000.00</u>	TDC Per Unit:	\$ <u>387,000.00</u>
Hard Cost/sf	\$ <u>238.00</u>	Hard Cost/unit	\$ <u>273,000.00</u>
Operating Exp/unit	\$ <u> </u>	Reserves/unit	\$ <u> </u>
		Developer Fee and Overhead	\$ <u>350,000.00</u>

Funding Sources: (Check all that apply)

- | | | | |
|--|--------------------------------------|--|---|
| DND – HOME <input checked="" type="checkbox"/> | DHCD-HOME <input type="checkbox"/> | DHCD-CIPF <input type="checkbox"/> | Others: <input checked="" type="checkbox"/> |
| HSNG BOSTON 2030 <input type="checkbox"/> | DHCD-HSF <input type="checkbox"/> | 9% LIHTC <input checked="" type="checkbox"/> | _____ <input type="checkbox"/> |
| NHT <input type="checkbox"/> | DHCD-HIF <input type="checkbox"/> | 4% LIHTC <input type="checkbox"/> | _____ <input type="checkbox"/> |
| IDP <input type="checkbox"/> | DHCD-TOD <input type="checkbox"/> | New Market TC <input type="checkbox"/> | _____ <input type="checkbox"/> |
| FHLB <input type="checkbox"/> | DHCD-CATNHP <input type="checkbox"/> | Historic TC <input type="checkbox"/> | _____ <input type="checkbox"/> |
| AHTF <input type="checkbox"/> | DHCD-CBH <input type="checkbox"/> | MA State TC <input type="checkbox"/> | _____ <input type="checkbox"/> |
| MTC Grants <input type="checkbox"/> | DHCD-FCF <input type="checkbox"/> | HUD-Section 202 <input type="checkbox"/> | _____ <input type="checkbox"/> |

STATEMENT OF PROPOSER'S QUALIFICATIONS FORM

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

1. Name of proposer: Norfolk Design & Construction LLC

2. Names and titles of principals: Adler Bernadin; Duane Boyce

3. Names of authorized signatories: Adler Bernadin; Duane Boyce

4. Permanent main office address: 60 Commercial Street, Stoughton, MA 02072

- Phone: 781-884-7085 Fax: _____ Email: office@us-norfolk.com

5. Date organized: December 2014

6. Location of incorporation: Stoughton, MA

7. Number of years engaged in business under your present name: 4


8. List at least three private or public agencies that you have supplied/provided with similar services to that in this solicitation:
 - a. City of Boston

 - b. _____

 - c. _____

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

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



Signature of individual submitting proposal

OWNER

Title

Norfolk Design & Construction

Legal Name of Organization

3/1/19

Date

PRELIMINARY DEVELOPMENT BUDGET FORM

PROPOSER'S NAME: Norfolk Design & Construction LLC

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

USES OF FUNDING	AMOUNT
Acquisition - Land	\$ 299,000.00
Site Prep/Environmental	\$ 20,000.00
Construction	\$ 5,625,000.00
Construction Contingency	\$ 840,000.00
Architect(s) and Engineer(s)	\$ 680,000.00
Development Consultant	\$ 100,000.00
Survey and Permits	\$ 80,000.00
Legal	\$ 30,000.00
Title and Recording	\$ 10,000.00
Real Estate Taxes	\$ 140,000.00
Insurance	\$ 57,000.00
Construction Loan Interest	\$ 365,000.00
Construction Inspection Fees	\$ 20,000.00
Other: Utility	\$ 20,000.00
Other: Developer Consultant	\$ 100,000.00
Other: Owner Project Manager	\$ 260,000.00
Other:	\$
Other:	\$
Soft Cost Contingency	\$ 280,000.00
Developer Overhead	\$ 265,000
Developer Fee	\$ 100,000.00
TOTAL: ALL USES	\$ 9,291,000.00

SOURCES OF FUNDING	AMOUNT
Sponsor Cash In Hand	\$ 100,000.00
Additional Sponsor Fundraising	\$ 200,000.00
Philanthropic Funding	\$
Philanthropic Funding	\$
Bank Loans	\$ 8,991,000.00
Donated Materials/Services:	
Other:	\$
Other:	\$
TOTAL ALL SOURCES:	\$ 9,291,000.00

Committed

-
-
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-

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

Explanatory notes:

THE ABOVE INFORMATION IS FOR
THE MULTI-UNIT BUILDING OPTION

DEVELOPMENT TIMETABLE FORM

PROPOSER'S NAME: Norfolk Design & Construction

Assuming that you are designated on 3/11/2019 , indicate below your target dates for achieving these key development milestones.

MILESTONE	DATE
Designs Complete	8/15/2019
Apply for Permit(s)	5/15/2019
Zoning Relief Anticipated?	YES NO
All Development Financing Committed	3/29/2019
Permit(s) Issued	2/20/2020
Financing Closed	4/15/2019
Construction Begins	3/1/2020
Construction Complete	3/1/2021

PRELIMINARY DEVELOPMENT BUDGET FORM

PROPOSER'S NAME: Norfolk Design & Construction

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

USES OF FUNDING	AMOUNT
Acquisition - Land	\$ 299,000.00
Site Prep/Environmental	\$ 10,000.00
Construction	\$ 1,300,000.00
Construction Contingency	\$ 130,000.00
Architect(s) and Engineer(s)	\$ 105,000.00
Development Consultant	\$
Survey and Permits	\$ 24,000.00
Legal	\$ 3,000.00
Title and Recording	\$ 18,000.00
Real Estate Taxes	\$ 6,000.00
Insurance	\$ 11,000.00
Construction Loan Interest	\$ 85,000.00
Construction Inspection Fees	\$ 5,000.00
Other: Utilities	\$ 6,000.00
Other:	\$
Other:	\$
Other:	\$
Other:	\$
Soft Cost Contingency	\$ 50,000.00
Developer Overhead	\$ 60000
Developer Fee	\$ 20,000.00
TOTAL: ALL USES	\$ 2,132,000.00

SOURCES OF FUNDING	AMOUNT	Committed
Sponsor Cash In Hand	\$ 100,000.00	<input type="checkbox"/>
Additional Sponsor Fundraising	\$	<input type="checkbox"/>
Philanthropic Funding	\$	<input type="checkbox"/>
Philanthropic Funding	\$	<input type="checkbox"/>
Bank Loans	\$ 2,032,000.00	<input type="checkbox"/>
Donated Materials/Services:		
Other:	\$	<input type="checkbox"/>
Other:	\$	<input type="checkbox"/>
TOTAL ALL SOURCES:	\$ 2,132,000.00	

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

Explanatory notes:

THE ABOVE INFORMATION IS FOR THE
2 3-FAMILY OPTION

DEVELOPMENT TIMETABLE FORM

PROPOSER'S NAME: Norfolk Design & Construction LLC

Assuming that you are designated on 3/11/2019, indicate below your target dates for achieving these key development milestones.

MILESTONE	DATE
Designs Complete	5/31/2019
Apply for Permit(s)	6/3/2019
Zoning Relief Anticipated?	<input type="checkbox"/> YES <input checked="" type="checkbox"/> NO
All Development Financing Committed	3/29/2019
Permit(s) Issued	6/21/2019
Financing Closed	4/15/2019
Construction Begins	6/28/2019
Construction Complete	3/31/2020

PRELIMINARY OPERATING BUDGET FORM

PROPOSER'S NAME: Norfolk Design & Construction

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

SOURCES OF FUNDS: ANNUAL OPERATING INCOME	AMOUNT
Bank Loans/Personal Funds	\$ 45,000.00
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
ANNUAL OPERATING INCOME: ALL SOURCES	\$ 45,000.00

Committed

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

USES OF FUNDS: ANNUAL OPERATING COSTS	AMOUNT
Legal & Professional Fees	\$ 1,700.00
Supplies	\$ 35,298.00
Utilities	\$ 606.00
Website/Email	\$ 66.00
Property Acquisition	\$ 10,500.00
	\$
	\$
	\$
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	\$
ANNUAL OPERATING COSTS: ALL SOURCES	\$ 48,170.00

Continued on next page

CONSTRUCTION EMPLOYMENT STATEMENT FORM

PROPOSER'S NAME: Norfolk Design Construction

How many full time employees does your firm currently have? Under 25

Are you a Boston-based business? NO

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

Are you a Minority-owned Business Enterprise? YES

If yes, are you certified as such by the State Office of Minority and Women Business Assistance (SOMBWA)? YES

Are you a Woman-owned Business Enterprise? NO

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

RESIDENT, MINORITY AND FEMALE CONSTRUCTION EMPLOYMENT

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

Boston Residents 50% of project hours Minority 25% of project hours Female 10% of project hours These are targets, not requirements, but proposals that provide better evidence of their ability to achieve these targets will be more highly ranked. Explain what actions you will undertake to promote employment of these groups:

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

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

most recent here: _____

City of Boston (COB) – Property Affidavit Form

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

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

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

Applicant: Norfolk Design & Construction

List Addresses of Boston Properties Owned:	PARCEL ID NUMBER
38 Garfield Avenue Hyde Park	1810240000
8-10 Loring Pl Hyde Park	1810237000
Boston Properties Previously Foreclosed Upon by COB:	PARCEL ID NUMBER

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

Duane Boyce, Manager *Duane Boyce* 3/2/2019
 Print Name and Title Authorized Representative's Signature Date

Adler Bernadin 781-884-7085
 Applicant Contact (If different from above) Telephone Number

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

Boston Water & Sewer Commission Y\$ _____ N
 Signature and Date: _____

Notes: _____

Department of Neighborhood Development Y\$ _____ N
 Signature and Date: _____

Notes: _____

Public Works Department Y\$ _____ N
 Signature and Date: _____

Notes: _____

Treasury Department Y\$ _____ N
 Signature and Date: _____

Notes: _____

DND Contact Division Program Phone: ext.

AFFIDAVIT OF ELIGIBILITY FORM

Developer's Name: Norfolk Design & Construction LLC

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

1. Do any of the principals owe the City of Boston any monies for incurred real estate taxes, rents, water and sewer charges or other indebtedness?
No

2. Are any of the principals employed by the City of Boston? If so, in what capacity? (Please include name of principal, name of agency or department, and position held in that agency or department).
No

3. Were any of the principals ever the owners of any property upon which the City of Boston foreclosed for his/her failure to pay real estate taxes or other indebtedness?
No

5. Have any of the principals ever been convicted of any arson-related crimes, or currently under indictment for any such crime?
No

6. Have any of the principals been convicted of violating any law, code, statute or ordinance regarding conditions of human habitation within the last three (3) years?
No

Signed under the pains and penalties of perjury this

1st day of March, 20 19

SIGNATURE: 

TITLE: MANAGER

ORGANIZATION: Norfolk Design & Construction LLC

ADDRESS: 60 Commercial St, Stoughton

Conflict of Interest Affidavit Form

The undersigned hereby certifies, under the pains and penalties of perjury, that neither they, nor those with whom they have business ties, nor any immediate family member of the undersigned, is currently or has been within the past twelve months, an employee, agent, consultant, officer or elected or appointed official of the City of Boston Department of Neighborhood Development. For purposes of this affidavit "immediate family member" shall include parents, spouse, siblings, or children, irrespective of their place of residence.

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

WITNESS:

BORROWER:

[Handwritten Signature]

Dwaine Boyce

THE COMMONWEALTH OF MASSACHUSETTS

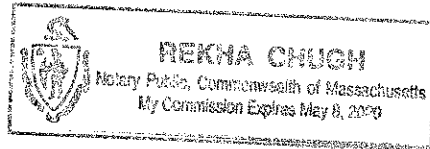
NORFOLK
Suffolk, ss.

2nd March 2019

Then personally appeared the above named Dwaine DA Boyce, (title) of (organization) and executed the foregoing instrument and acknowledged the foregoing instrument to be (his/her) free act and deed as (title) aforesaid and the free act and deed of (organization), before me.

Rekha Chugh
Name:
Notary Public


My Commission Expires:
05/08/2020



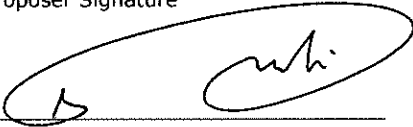
CHAPTER 803 DISCLOSURE STATEMENT FORM

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

This statement is made under the pains and penalties of perjury this 1st day
of March, 2019
Month Year



Proposer Signature



Co-Proposer Signature (If Applicable)



① FRONT ELEVATION
 1/8" = 1'-0"

120-122 HANCOCK STREET MULTI-UNIT RESIDENTIAL BUILDING (+/- 27,500 SF)



① AERIAL PERSPECTIVE



① SIDE ELEVATION
3/32" = 1'-0"