

ESCAZÚ DEVELOPMENT

21-35 Batchelder, Boston, MA 02119

March 4, 2019

Sheila Dillon
Chief and Director
Departments of Neighborhood Development
Boston, MA 02108

RE: 120-122 Hancock Street, Dorchester

Dear Director Dillon,

I am pleased to submit a response to the RFP to develop Hancock Street in Dorchester. We have put forth a development plan to create six (6) units of market rate condos within a new six-unit construction building. The project combines the lots to create one lot that will have one new residential building. The project will not require DND subsidy.

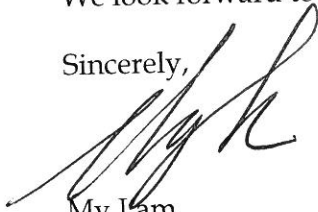
The development plan addresses the preferred uses of the property:

- The proposal creates 6 new residential units designed to fit within the streetscape of the existing three deckers. The façade and exterior elevations will have the same architectural integrity of the existing buildings, but with a contemporary modern minimalist design.
- The proposal asks for an increase in density compared with the existing site, with sufficient 1:1 parking that will be hidden behind the building. The six units will not impact the existing traffic conditions and have minimal adverse effects on the existing abutters due to its low unit count.
- The proposed elevations will take on a modernist minimalist look that recognizes that Hancock Street is a major thoroughfare.
- The market rate condos will not be deed restricted and will not require DND subsidy.

The sponsor proposes to acquire the land for \$299,000.

We look forward to working once again with the City of Boston on this initiative.

Sincerely,



My Lam
Manager

ESCAZÚ DEVELOPMENT

21-35 Batchelder, Boston, MA 02119

Development Team: ESCAZÚ DEVELOPMENT

Architect: People & Companies Corporation dba People Architects

Construction: Nicoya Construction, LLC

Introduction:

ESCAZÚ DEVELOPMENT

Escazú Development, formed in 2013, adopts an entrepreneurial approach to real estate development and construction management, creating value for its public, private, and local community partners. A growing real estate development company, Escazú Development is involved in the creation of a range of housing and commercial development ventures in greater Boston's neighborhoods.

The firm takes a collaborative approach to development that involves stakeholders in government, private capital partners, nonprofits, and community neighborhood groups. Our firm and its leadership have an unwavering commitment to developing and investing in urban areas where there is a need for economic growth and opportunity. As a minority-owned enterprise, Escazú has a deep commitment to excellence, growth and collaboration with local municipalities and their leadership.

My Lam, Founder & Principal Manager

My Lam is the founder/principal manager of Escazú Development. My's chief responsibility involves the creation of value for investors, sourcing projects, and overseeing all aspects of real estate acquisition, development, construction and disposition. His skill set includes land acquisition and planning, structuring and securing public and private financing, investment analysis, permitting and community process, market research, project design, and marketing lease up and sales. In 2006, My started his real estate career with a developer of affordable housing. He oversaw projects focused on urban infill, transit-oriented development in the City of Boston. My studied City Planning and Real Estate at the Massachusetts Institute of Technology and is a graduate of Bowdoin College.

My was appointed by the City of Boston Mayor Marty Walsh to serve as Co-Chair of the Committee for Basic Services & Housing for the Mayor's first term. My led a committee that examined the delivery of City services, including easing the path to permitting for homeowners, businesses, and development projects. He co-authored the transition report that has led to improvements in the permitting system in the City of Boston.

My also served on Mayor Martin Walsh's Housing Task Force to address the need for affordable housing across all incomes, especially those at the middle income level. The Mayor continues to use the report as a blueprint for the expansion of affordable housing.

ESCAZÚ DEVELOPMENT

21-35 Batchelder, Boston, MA 02119

Nhung Mia Lam, Acquisition Analyst

Nhung Mia Lam is an Acquisition Analyst at Escazú Development. Nhung Mia joined Escazú Development after a career in financial services which focused on asset allocation for institutional clients at Fortune 500 investment companies. Nhung Mia is responsible for the acquisition of real estate that will grow the company's portfolio. She conducts market research and financial analyses of potential real estate for development. In addition, she is responsible for managing capital and expense budgets and project management support for properties under construction. Nhung Mia is a graduate of Trinity College, Bachelor of Arts in Anthropology.

Development Plan:

The development team proposes six (6) units of new condominiums in one new construction building. Parking will be available for residents behind the building. Residents will have access to parking via a driveway. The building will contain 6 units comprised of 2 bedrooms each, 2 bathrooms. The quality of construction will be of the highest grade, with fiber cement exterior siding, energy efficient heating and air conditioning systems.

Construction Schedule:

The sponsor estimates the completion of the rehabilitation will be approximately 12 months from the designation date. Construction will be completed approximately 12 months after financing and permits are secured.

Designation date: 5/1/2019

Designs complete: 5/15/2019

All development financing committed: 6/1/2019

Permit(s) issued: 6/1/2019

Financing closed: 6/15/2019

Construction begins: 6/21/2019

Construction complete: 5/21/2020

Excellent Quality Systems:

The heating system will be a high efficient BRYANT forced hot air system with a BRYANT condensing units for central air. New insulated duct work will run through the unit to provide a comfortable heating and cooling system. The water heating unit will be Navien Tankless water unit. Plumbing system will be all homerun lines commercial grade.

Parking:

The proposal asks for an increase in density compared with the existing site, with sufficient 1:1 parking that will be hidden behind the building. The six units will not impact the existing traffic conditions and have minimal adverse effects on the existing abutters due to its low unit count.

ESCAZÚ DEVELOPMENT

21-35 Batchelder, Boston, MA 02119

Financing Plan:

South Shore Bank will provide the construction loan. Attached is an interest letter from the bank.

Diversity and Inclusion Plan:

Escazú Development--Boston and minority owned
Nicoya Construction--Boston and minority owned
People Architects--Boston and minority owned
HNN Law--Boston and minority owned

Construction Employment Plan:

We will maximize the number of Boston residents and trades on the project. We have achieved a high level of diversity and including of contractors of color from Boston from prior projects. Below is the stated goal for including within the project.

Boston Residents	Veterans	Persons of Color	Women
75%	10%	90%	10%

RESIDENTIAL USE
BUILDING
120-122 HANCOCK ST.
BOSTON, MA

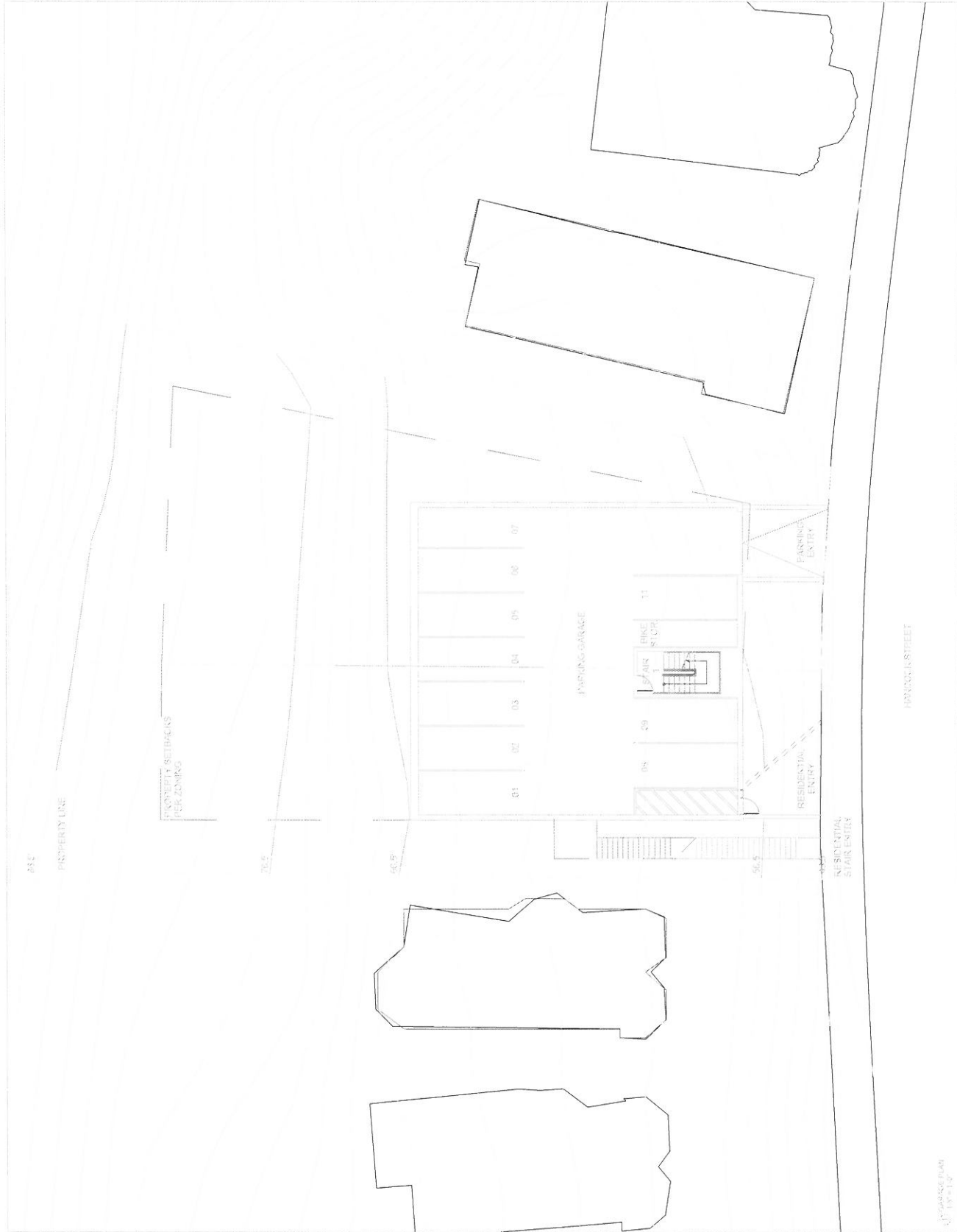
PEOPLE ARCHITECTS
120 Lincoln St, Unit 110
Boston, MA 02111

GARAGE PLAN
6 UNIT SCHEME - ALT.

DATE: 08/08/2010

A100

1/8" = 1'-0"



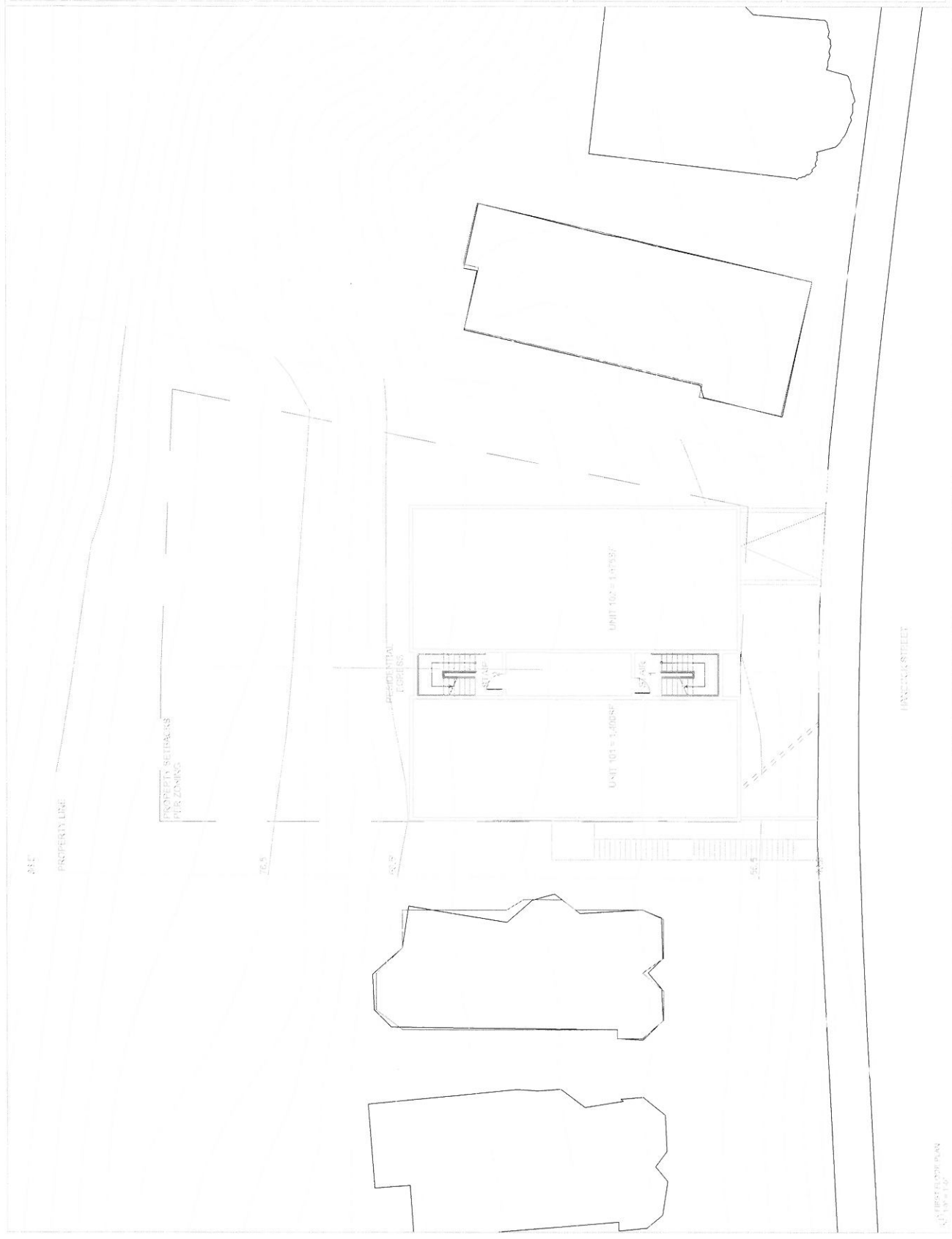
RESIDENTIAL USE
BUILDING
120-122 HANCOCK ST.
BOSTON, MA

PEOPLE ARCHITECTS
178 Lincoln St, Unit 110
Boston, MA 02115

FIRST FLOOR PLAN
6 UNIT SCHEME - ALT.

DATE: 04/01/2019
SCALE: 1/8" = 1'-0"

A101



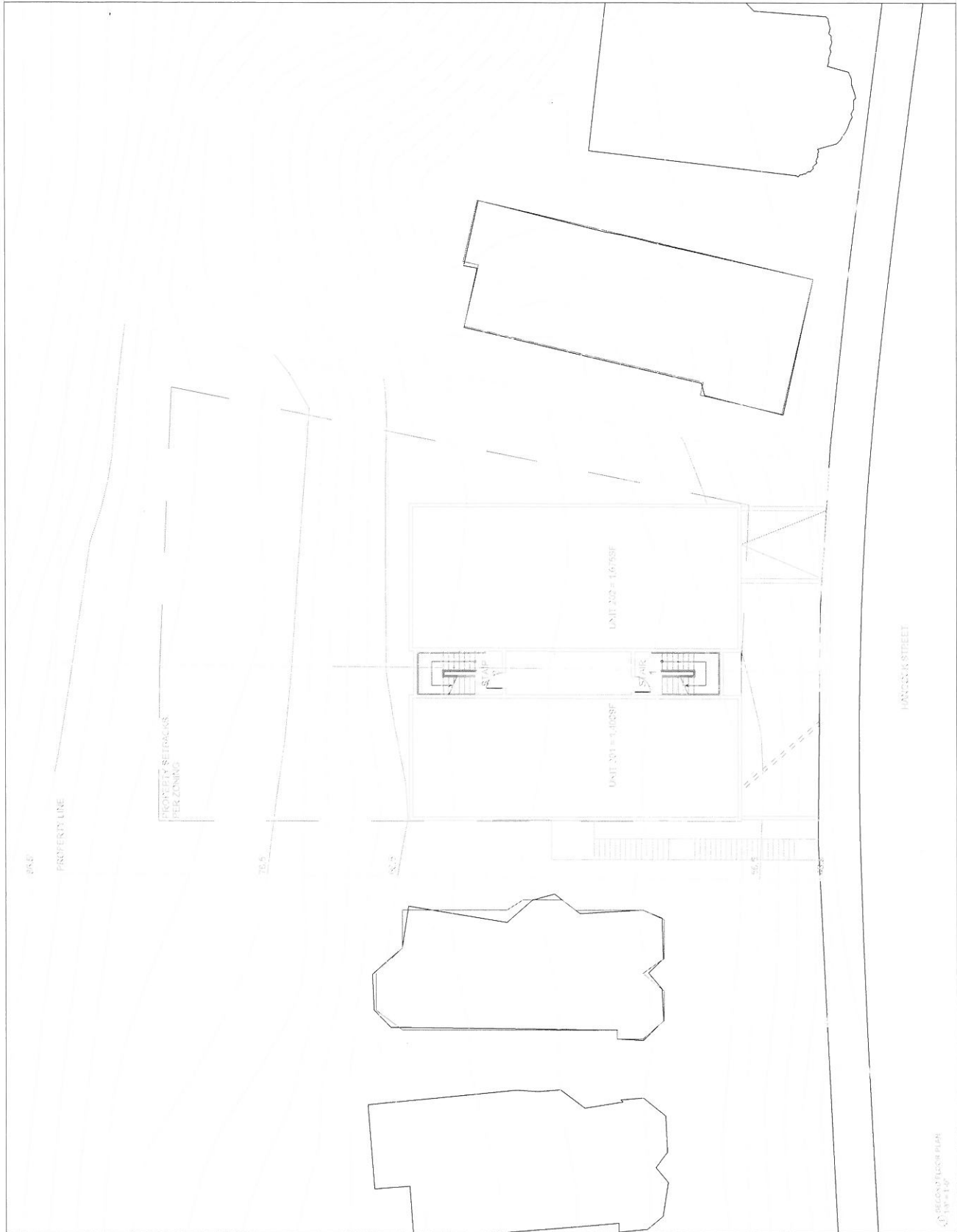
FIRST FLOOR PLAN
1/8" = 1'-0"

RESIDENTIAL USE
BUILDING
120-122 HANCOCK ST.
BOSTON, MA

PEOPLE ARCHITECTS
138 South St, 10th Fl
Boston, MA 02111

SECOND FLOOR PLAN
6 UNIT SCHEME - ALT.

A102



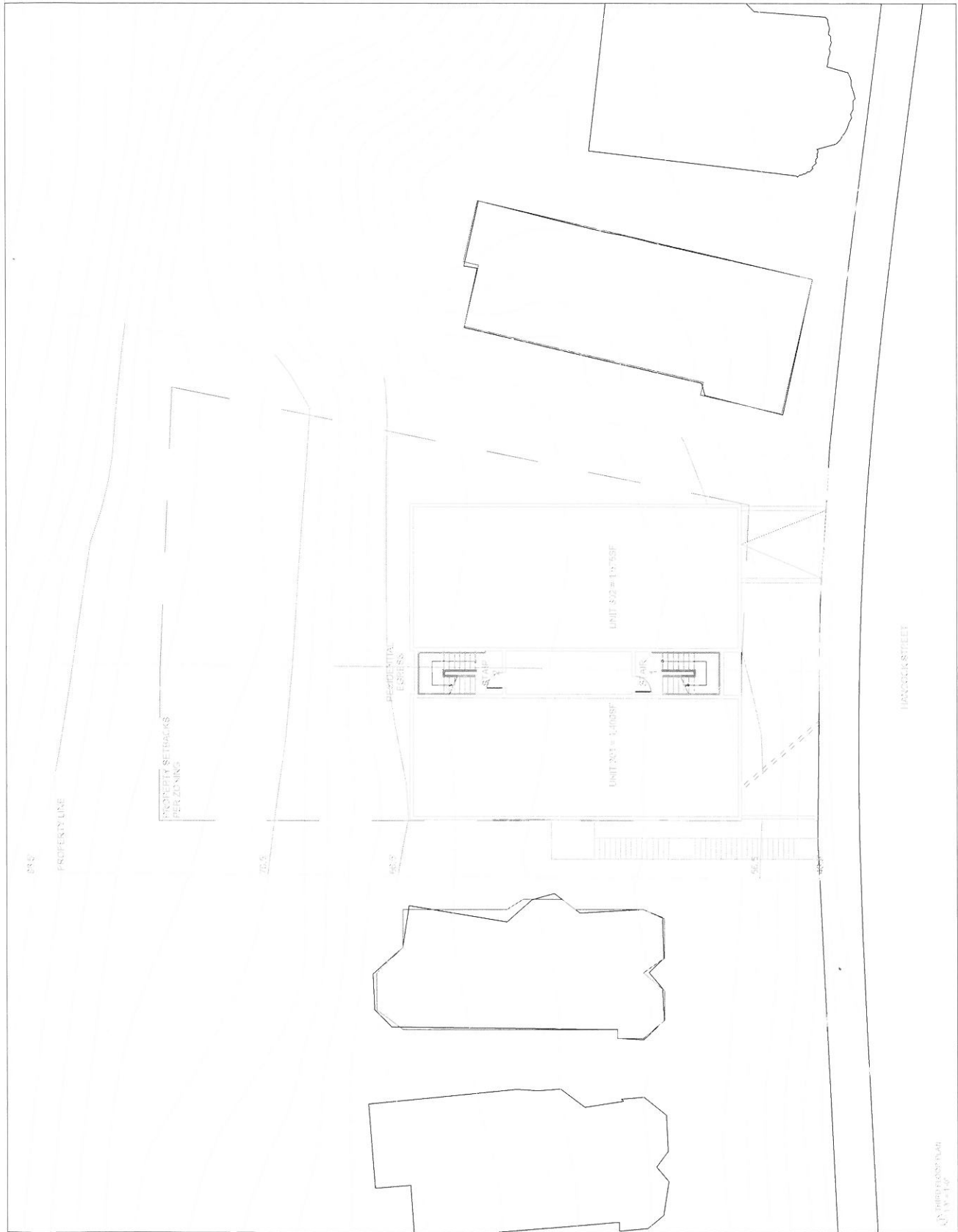
SECOND FLOOR PLAN
SCALE: 1/8" = 1'-0"

RESIDENTIAL USE
BUILDING
120-122 HANCOCK ST.
BOSTON, MA

PEOPLE ARCHITECTS
125 Lincoln St., 3rd Fl., Boston, MA 02111
Phone: 617.212.1111

THIRD FLOOR PLAN
6 UNIT SCHEME - ALT.

A103



Scale: 1/8" = 1'-0"

RESIDENTIAL USE
BUILDING
120-122 HANCOCK ST.
BOSTON, MA

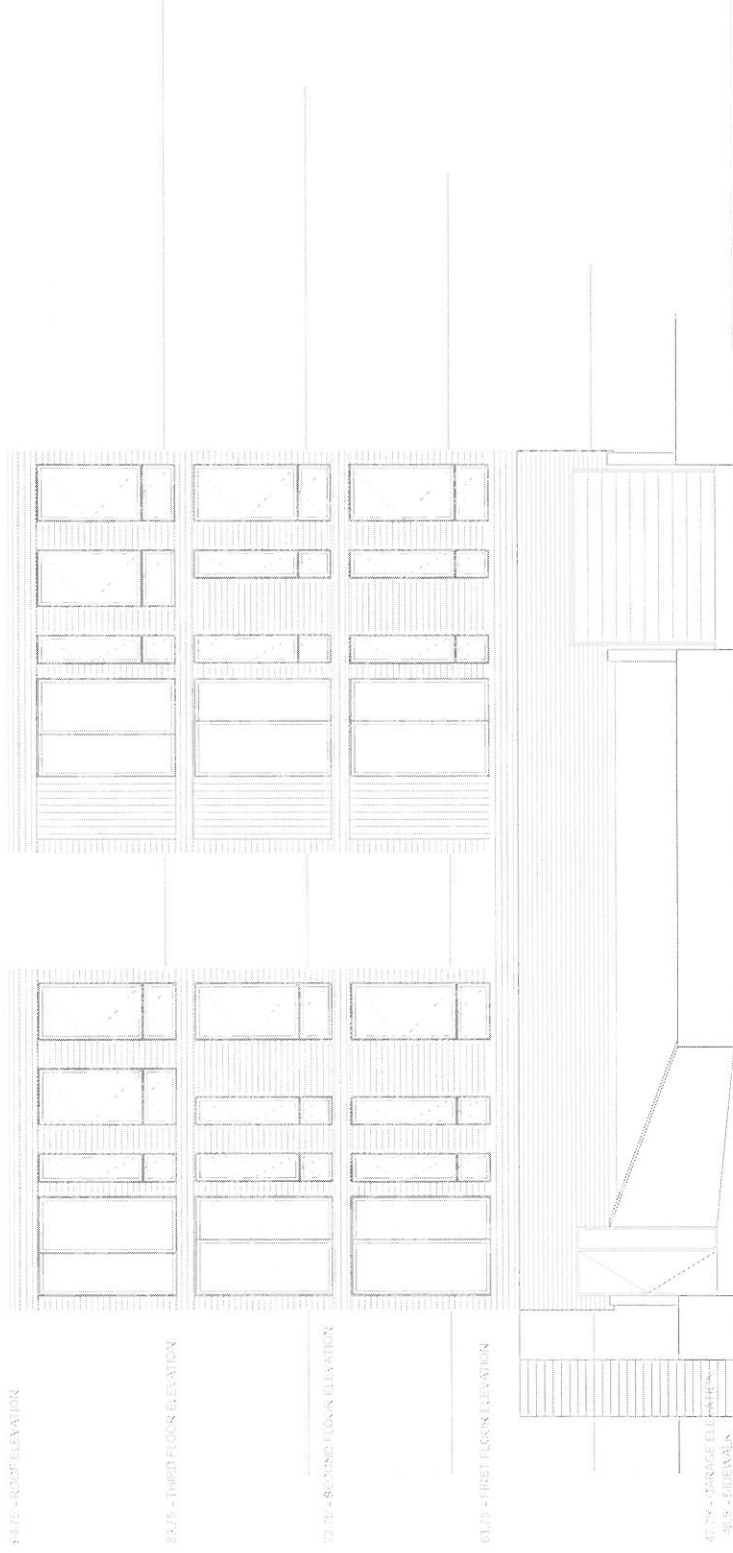
PEOPLE ARCHITECTS
125 Lincoln St. 11th Fl.
Boston, MA 02111

BUILDING ELEVATION
6 UNIT SCHEME - ALT.

Project No. 100000000
Date 08/01/10
Scale 1/8" = 1'-0"

A200

1 of 2



PEOPLE ARCHITECTS

RESIDENTIAL USE
BUILDING
120-122 HANCOCK ST.
BOSTON, MA

PEOPLE ARCHITECTS
105 WASHINGTON ST.
BOSTON, MA 02111

BUILDING SECTION
6 UNIT SCHEME - ALT.

DATE: 04/14/14
DRAWN BY: J. HARRIS

A300

1 of 1

81.75' - ROOF ELEVATION

80.25' - THIRD FLOOR ELEVATION

72.25' - SECOND FLOOR ELEVATION

61.25' - FIRST FLOOR ELEVATION

47.25' - PARKING GARAGE

40.5' - SIDEWALK

SECTION THROUGH STREET SECTION
1" = 1/2"

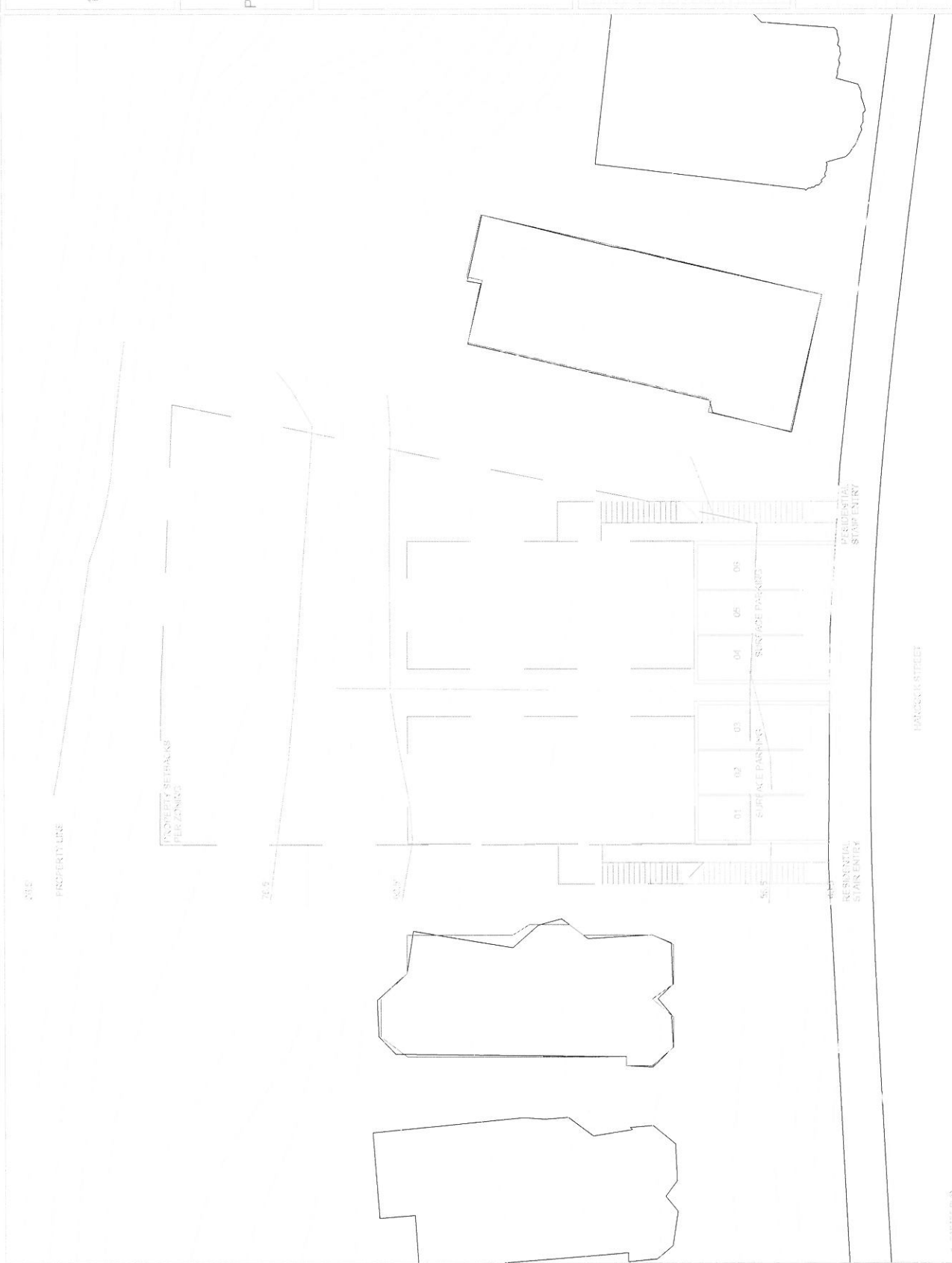
RESIDENTIAL USE
BUILDING
120-122 HANCOCK ST.
BOSTON, MA

PEOPLE ARCHITECTS
157 HANCOCK STREET
BOSTON, MA 02111

GARAGE PLAN
6 UNIT SCHEME

DATE: 01/01/2013

A100



CS GARAGE PLAN
1/1/13

RESIDENTIAL USE
BUILDING
120-122 HANCOCK ST.
BOSTON, MA

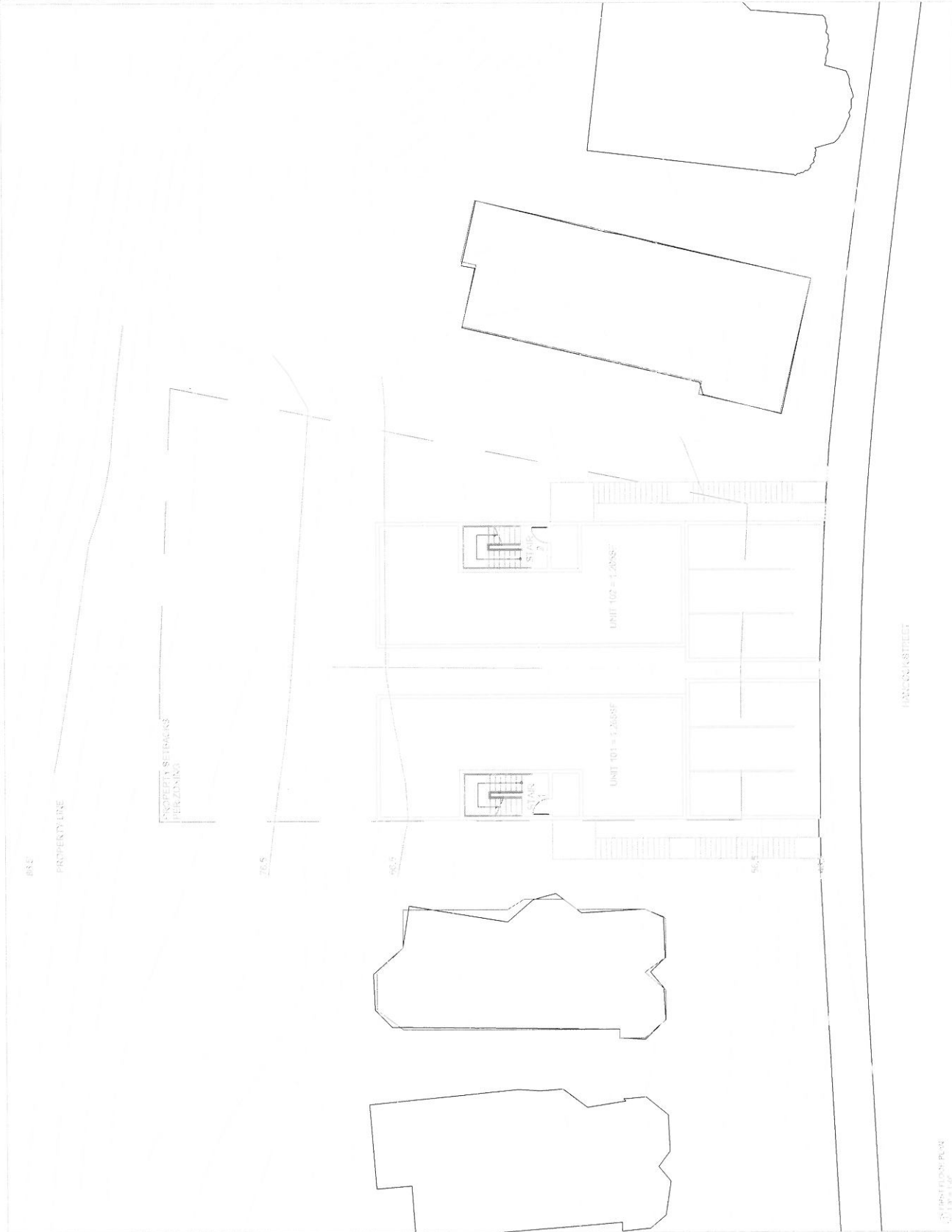
PEOPLE ARCHITECTS
100 WASHINGTON ST
BOSTON, MA 02111

FIRST FLOOR PLAN
6 UNIT SCHEME

DATE: 10/21/10
DRAWN BY: [unintelligible]
PROJECT NO. [unintelligible]

A101

1/8" = 1'-0"



HANCOCK STREET

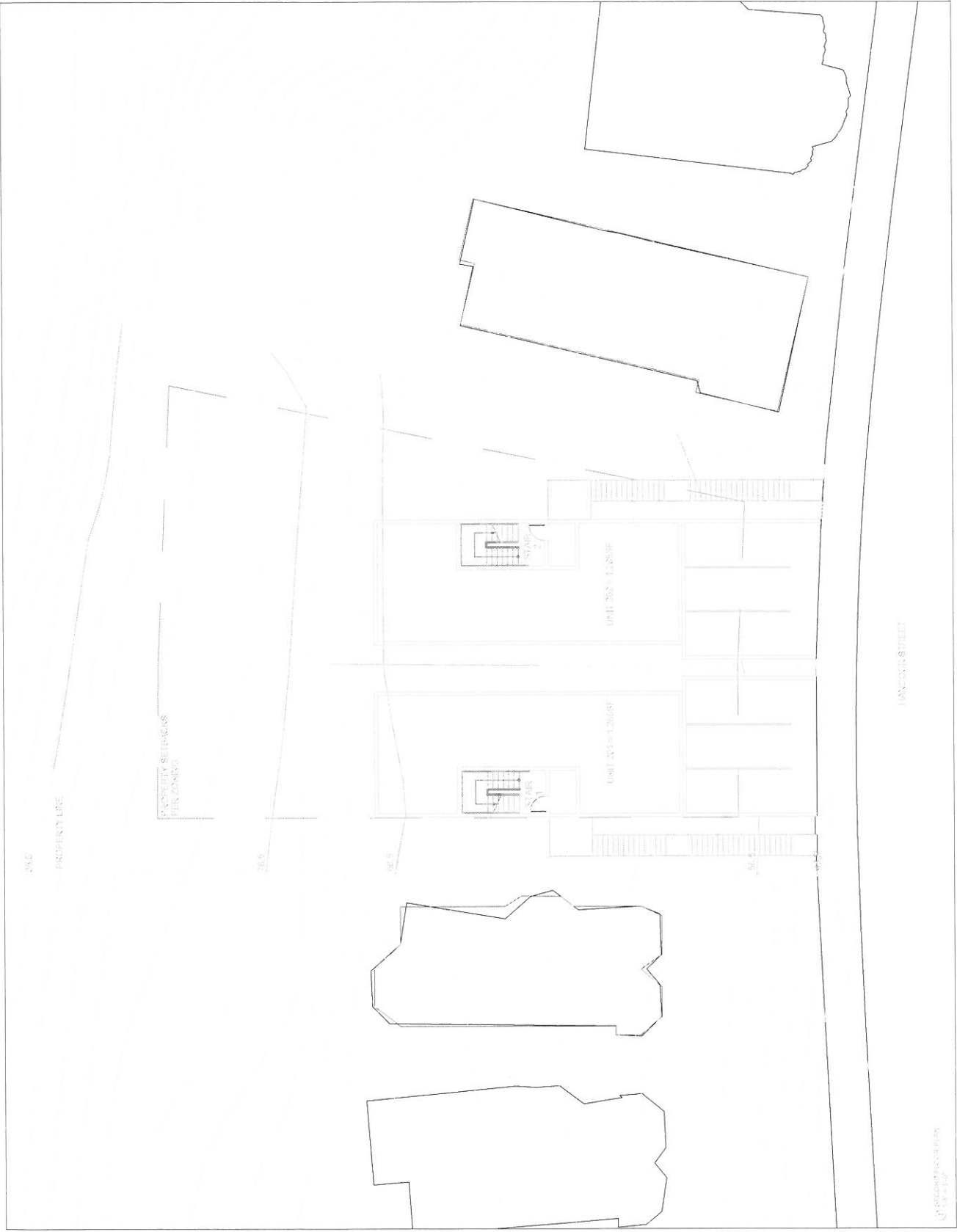
CONSTRUCTION PLANS
1/8" = 1'-0"

RESIDENTIAL USE
BUILDING
120-122 HANCOCK ST.
BOSTON, MA

PEOPLE ARCHITECTS
100 STATE ST.
BOSTON, MA 02109

SECOND FLOOR PLAN
6 UNIT SCHEME

A102



SCALE: 1/8" = 1'-0"

RESIDENTIAL USE
BUILDING
120-122 HANCOCK ST.
BOSTON, MA

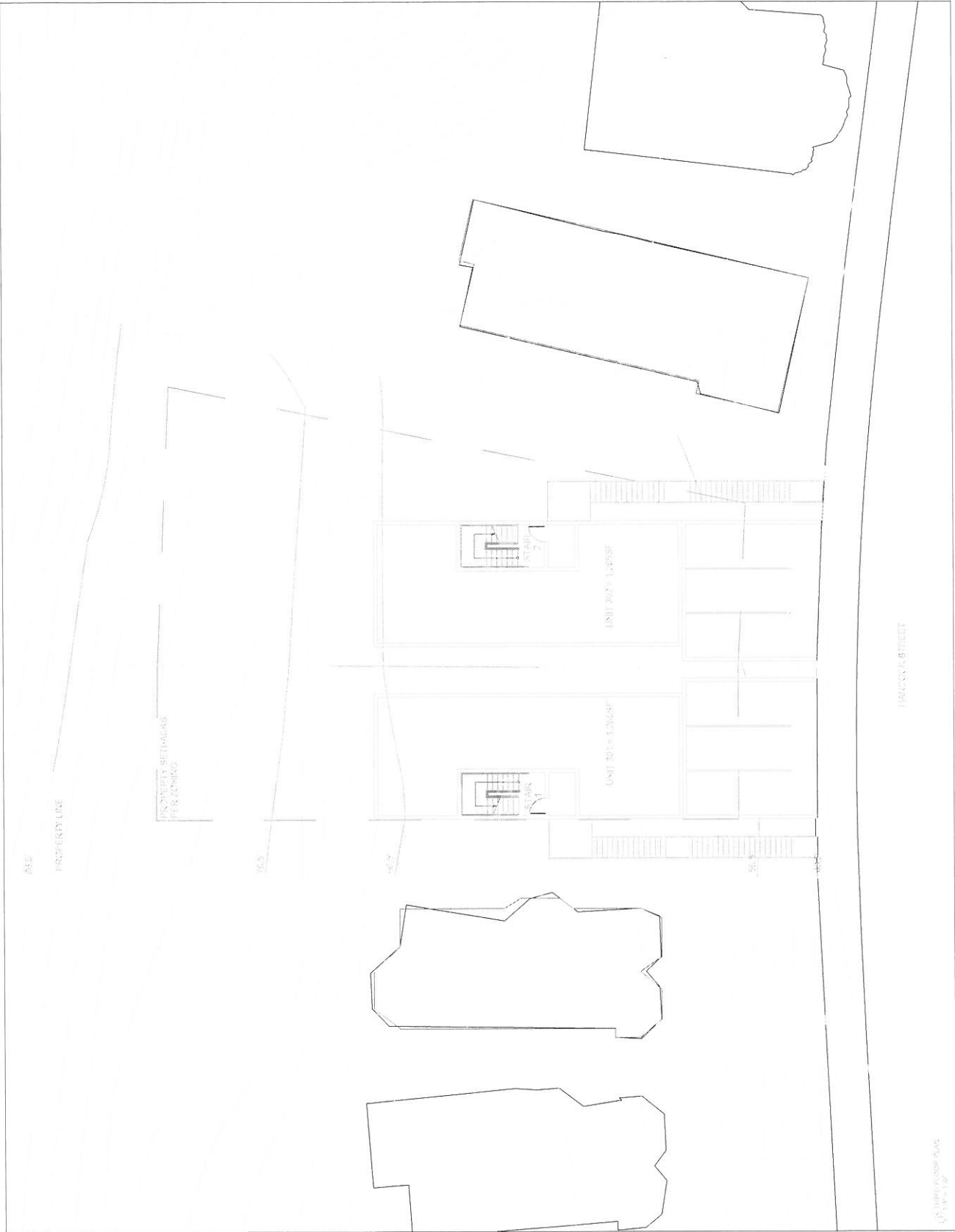
PEOPLE ARCHITECTS
100 STATE ST.
BOSTON, MA 02111

THIRD FLOOR PLAN
6 UNIT SCHEME

DATE: 04/2013

A103

SCALE: 1/8" = 1'-0"



THIRD FLOOR PLAN
SCALE: 1/8" = 1'-0"

RESIDENTIAL USE
BUILDING
120-122 HANCOCK ST.
BOSTON, MA

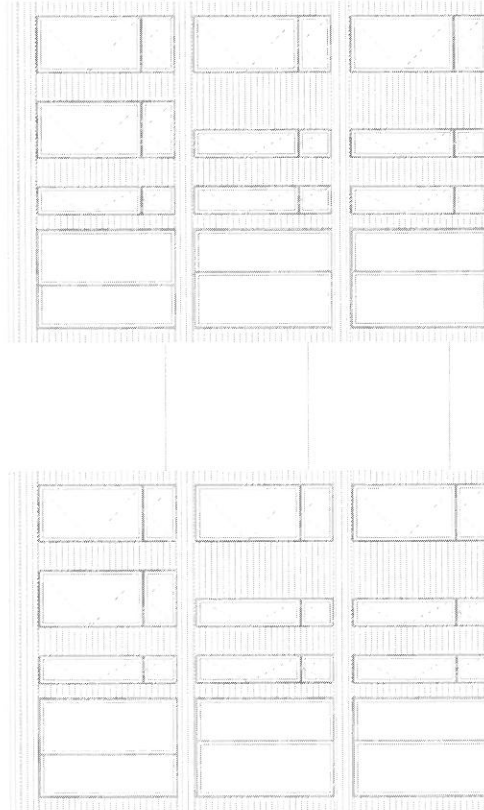
PEOPLE ARCHITECTS
120 HANCOCK STREET
BOSTON, MA 02111

BUILDING ELEVATION
6 UNIT SCHEME

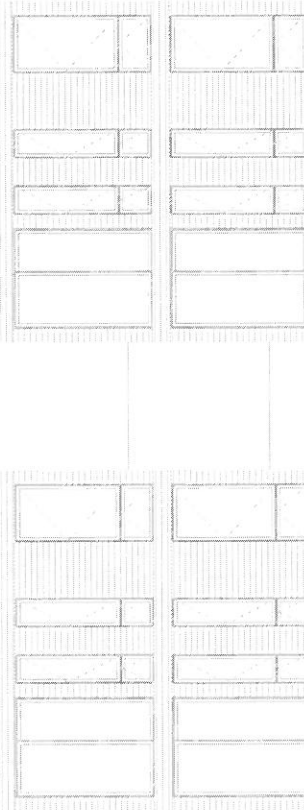
DATE: MARCH 01, 2012
SCALE: 1/8" = 1'-0"

A200

5475 - SECOND ELEVATION

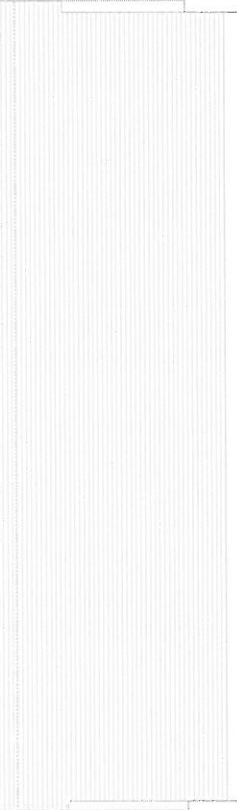


6225 - THIRD FLOOR ELEVATION



7275 - SECOND FLOOR ELEVATION

6175 - FIRST FLOOR ELEVATION



4775 - GROUND LEVEL SECTION

0 - GROUND LEVEL ELEVATION

RESIDENTIAL USE
BUILDING
120-122 HANCOCK ST.
BOSTON, MA

PEOPLE ARCHITECTS
129 Lincoln St. 11th Fl. 02111
Boston, MA 02111

BUILDING SECTION
6 UNIT SCHEME

A300

4170' - ROOF ELEVATION

3775' - THIRD FLOOR ELEVATION

7270' - SECOND FLOOR ELEVATION

4670' - FIRST FLOOR ELEVATION

4070' - SURFACE PARKING ELEVATION

485' - RIDEWAY

SECTION THROUGH SECTION
1/4" = 1'-0"

Development Qualifications, Experience, and References

Developer-Builders

ESCAZÚ DEVELOPMENT, LLC:

My Lam, Manager

Mia Nhung Lam, Real Estate Acquisition Analyst

General Contractor

My Lam, Nicoya Construction

Architect

Paul Yu, People Architects

128 Lincoln St, Suite 110

Boston, MA 02111

Legal Counsel

Hang Nina Nguyen, ESQ., HNN Law

1582 Dorchester Avenue, Dorchester, 02122

The development team at Escazú Development, LLC brings together a strong team with increased financial and construction capacity to complete this project that will be on time and on budget.

STRENGTHS:

- Strong financial capacity.
- Increased construction oversight capacity with staffing
- Proven track record in new construction with DND and market driven projects.
- Successful on schedule completion timeline.

Construction Team:

My Lam of Nicoya Construction

Marketing, Sales, DND Coordination: My Lam

Construction Supervisor: Dwayne Morales (Nicoya Construction)

Attached below is a list of construction projects over the last 10 years. The combined team provides a strong labor workforce of seven (7) experienced construction personnel who will perform in-house trades, such as siding, roofing, painting, finish carpentry, plumbing, and electrical.

Hang Nina Nguyen, HNN Law

Fields Corner, Dorchester

Nina Nguyen, Esq. will represent the project for construction loan closing, permitting, and seller's representation. This small firm has over 20 years of experience in real estate transactions in residential and commercial transactions. HNN Law consistently ranks amongst the top firms in Dorchester in volume for commercial loan closings. The firm represents buyers, sellers, banks, and title companies and performs zoning analysis.

Peter Lung, Vice President

South Shore Bank

699 Hancock St., Quincy, MA 02170

Evidence of Financing:

South Shore Bank, will provide the construction financing for the project. The sponsor has developed a track record with the bank, making the underwriting process smooth and quick. Attached is an interest letter from the bank.

Construction Employment Plan:

This project will reach 90% local Boston residents and persons of color.

ESCAZÚ DEVELOPMENT, LLC--Boston and minority owned

Cordoso Construction--Boston and minority owned

Nicoya Construction--Boston and minority owned

People Architects--Boston and minority owned

HNN Law--Boston and minority owned

Construction Employment Plan:

We will maximize the number of Boston residents and trades on the project.

Boston Residents	Veterans	Persons of Color	Women
90%	10%	90%	10%

88 Milton Street, Dorchester--100% Rehab

	Construction Employment Goals	88 Milton Street
Boston Residents	50% of Project Hours	95% of Project Hours
Minority	25% of Project Hours	100% of Project Hours
Female	10%	0% of Project Hours

54 Callender / 16 Lauriat Street, Dorchester--New Construction

	Construction Employment Goals	Callender / Lauriat-- Completion
Boston Residents	50% of Project Hours	70% of Project Hours
Minority	25% of Project Hours	90% of Project Hours
Female	10%	10% of Project Hours

139 Stoughton Street, Dorchester--100% Rehab

	Construction Employment Goals	139 Stoughton Street, Dorchester
Boston Residents	50%	90% of Project Hours
Minority	25%	60% of Project Hours
Female	10%	10% of Project Hours

23 Dumas Street, Dorchester--New Construction

	Construction Employment Goals	23 Dumas Street, Dorchester
Boston Residents	50% of Project Hours	90% of Project Hours
Minority	25% of Project Hours	100% of Project Hours
Female	10%	10% of Project Hours

37 Jacob Street, Dorchester--New Construction

	Construction Employment Goals	37 Jacob Street, Dorchester
Boston Residents	50%	90% of Project Hours
Minority	25%	60% of Project Hours
Female	10%	10% of Project Hours

58 Mascot Street, Dorchester--New Construction

	Construction Employment Goals	58 Mascot Street, Dorchester
Boston Residents	50%	90% of Project Hours
Minority	25%	60% of Project Hours
Female	10%	10% of Project Hours

43-45 Forest Street, Roxbury--New Construction

	Construction Employment Goals	43-45 Forest Street, Roxbury
Boston Residents	50% of Project Hours	90% of Project Hours
Minority	25% of Project Hours	100% of Project Hours
Female	10%	10% of Project Hours

47 Forest Street, Roxbury --New Construction

	Construction Employment Goals	47 Forest Street, Roxbury
Boston Residents	50% of Project Hours	90% of Project Hours
Minority	25% of Project Hours	90% of Project Hours
Female	10%	10% of Project Hours

19 Dumas Street, Dorchester--New Construction

	Construction Employment Goals	19 Dumas Street, Dorchester
Boston Residents	50% of Project Hours	90% of Project Hours
Minority	25% of Project Hours	90% of Project Hours
Female	10%	10% of Project Hours

70-72 Mt. Pleasant Avenue, Roxbury--New Construction

	Construction Employment Goals	47 Forest Street, Roxbury
Boston Residents	50% of Project Hours	90% of Project Hours
Minority	25% of Project Hours	90% of Project Hours
Female	10%	10% of Project Hours

19-21 Mt. Pleasant Avenue, Roxbury--New Construction

	Construction Employment Goals	47 Forest Street, Roxbury
Boston Residents	50% of Project Hours	90% of Project Hours
Minority	25% of Project Hours	90% of Project Hours
Female	10%	10% of Project Hours

Business Opportunity Plan

Escazú Development is a minority owned company with an office in the Uphams Corner Neighborhood in Dorchester. Escazú Development is certified as a Minority Owned Business Enterprise by the Commonwealth Operational Services Division on April 25, 2014. Escazú Development is the Manager of Nicoya Construction.

Vendors

Architect	People Architects	100% owned by Paul Yu	128 Lincoln Street Suite 110, Boston
Legal	HNN Law	100% owned by Hang Nina Nguyen	1582 Dorchester Avenue, Dorchester
Materials Suppliers	New England Building Supply		174 Hampden Street, Dorchester
Lumber Supplier	Devon Lumber		167 Devon Street, Dorchester
South Shore Bank	South Shore Bank		699 Hancock Street, Quincy
Windows	Diamond Windows	100% minority owned	99 East Cottage Street, Dorchester
Landscaping, Painting, Trim, Finish Carpentry, Flooring, Tiles, Siding, Porches, HVAC	Simao Cordoso	100% minority owned	Dorchester
Framing	Macco Construction	100% minority owned	Dorchester
Electrician	Walter Fallas Electrician	100% minority owned	Jamaica Plain
Roof	Maxwell Construction	100% minority owned	Roxbury
Asphalt Driveway and Landscaping	Plow King	100% minority owned	Dorchester



South Shore Bank

March 1, 2019

My Lam
Escazu Development
21-35 Batchelder Street
Boston, MA 02119

Dear Sir:

Thank you for your interest in South Shore Bank (the “Bank” or “SSB”) and for the opportunity to consider your request for acquisition and development financing on residential properties in conjunction with the effort in providing affordable and mixed-income housing with the City of Boston Department of Neighborhood Development. I am pleased to offer the following terms and conditions, for discussion purposes. **Please understand that this is not a commitment to lend.** Formal and final commitment is contingent upon additional credit analysis and due diligence as well as credit approval by the Bank.

Borrower: Escazu Development LLC, or an entity, to be established (the “Borrower”)

Guarantor: The unlimited and unconditional guaranty of My Lam, if borrower is an entity (the “Guarantor”)

Amount: *Two Million One Hundred and Ten Thousand (\$2,110,000.00), subject to conditions below, (the “Loan”),*

Purpose: To provide funds (Non-revolving) on the construction hard cost to develop the 2-lot 6-unit residential development project at 120 and 122 Hancock Street, Dorchester, Boston MA (the “Properties”), to construct Two Three-Family dwellings, a total of 6 affordable residential condo units.

Origination Fee: Half percentage on loan amount.

Term: Loan to mature in Eighteen (18) months.

Interest Rate: The interest rate shall be float at SSB Prime Rate (current at 5.50%) plus 1.25%

Payment: Interest only payment due monthly and automatically deducted from the Borrower's deposit account maintained with the Bank;

Principal due per the release schedule and at maturity.

Prepayment Fee: None.

Interest Reserve:

Borrower shall open an Interest Reserve account in the minimum amount of \$125,000 prior to close and pledged to the Loan. Interest Reserve account shall not fall below \$25,000 during loan term.

Release: The Bank will grant a partial release on each unit in consideration of a payment of not less than 90% on net process generated from each closing, or not less than \$425,000.00, with the satisfactory review on each of the executed contract.

Security: The Loan, all interest thereon, fees, and all other obligations provided for in the loan documents shall be secured by the following:

- A. A First Commercial Real Estate Mortgage on the Properties.
- B. A First lien security interest on all furniture, furnishings, fixtures, and equipment usable in connection with the Properties and owned by the Borrower.
- C. First priority collateral assignment of all of Borrower's rights and interest as Landlord/Owner under any and all approvals, permits, leases, licenses, franchises and occupancy arrangements now or hereafter in effect relating to the Properties.

Loan Advances:

To be determined, but not to exceed a combined of \$2,110,000.00 and/or not to exceed 75% of the "as complete" appraised value of the Properties, and subject to satisfactory review of the Construction Contract.

Financial Statements:

Borrower will provide the Bank with such financial statements as required, including, but not limited to, the following:

- Complete and signed copies of the annual federal tax returns from the Borrower.
- Complete and signed copies of the annual federal tax returns from each Guarantor and from any related entities owned by the Guarantors.
- Annual personal financial statements from Guarantor on a Bank approved form.

Appraisal: The Loan is subject to receipt of a current "as is" and "as complete" appraisal of the Properties satisfactory in all respects to SSB. The fee for said report shall be paid by the Borrower.

Loan to Value: Borrower shall maintain a maximum combined Loan to Value Ratio (the "LTV Ratio") of not more than 75% at all times during the term of the Loan. The LTV Ratio shall be calculated by dividing the outstanding principal balance of the Loan into the appraised value of the Properties as reasonably determined by Bank at the same point in time. In the event the LTV Ratio exceeds 75%, then Borrower shall immediately pay down the Loan to comply with the LTV Ratio. Bank shall have the right to order updated Properties appraisals at Borrower's cost during the life of the Loan.

Environmental:

The Loan is subject to receipt of an environmental assessment report from an acceptable, qualified professional with findings satisfactory to the Bank in its sole discretion. The fee for said report or such review shall be paid by the Borrower.

Survey:

Borrower shall provide an accurate, dated survey by a licensed engineer or land surveyor acceptable to Bank and meeting current ALTA standards certifying that the Properties complies with the dimensional requirements of applicable zoning ordinances, conservation, and other land use laws and that the improvements do not encroach upon lot lines, easements, or restricted areas. The fee for said survey or such review shall be paid by the Borrower.

Title:

Title to the Properties will stand in the name of Borrower. Title will be good and marketable, free of liens, restrictions and encumbrances except those approved in writing by Bank. Borrower will likewise be the absolute owner of all personalty in which Bank has required a security interest hereunder free and clear of all liens and encumbrances except those approved in writing by Bank.

Mortgage Demand Clause:

If, without the Bank's approval, the ownership of the Property should be transferred so that the Borrower is no longer in control of the properties, the Loan shall become due and payable forthwith at the option of the Bank. If the properties should be encumbered with a junior lien, without the Bank's prior approval, the Loan shall become due and payable forthwith at the option of the Bank.

Conditions:

- Borrower to maintain its deposit accounts with the Bank.
- The Borrower will not make any loans, investments, or guaranties without the prior written approval of the Bank which said approval will not be unreasonable withheld.
- The Bank shall have no obligation to close the Loan in the event of a material adverse change in the financial condition of the Borrower or Guarantor.
- Any and all other terms, conditions, covenants and requirements as are common to transactions of this nature.
- Subject to receipt and satisfactory to the Bank, review of the Purchase and Sale Agreement and subordination of the City of Boston's second mortgage (if applicable) related to the Property.

Escrow for Taxes:

The Bank may escrow for real estate taxes related to the Property.

Late Charges, Default Rate:

Borrower to pay to Bank a late charge in the amount of 5% of each periodic payment due hereunder which is more than 10 days in arrears to offset the additional expense involved in processing delinquent payments and upon default to pay interest on the entire principal balance at a rate equal to the contract rate then in effect under the note plus 5% per annum.

Fees & Expenses:

Borrower shall be responsible for and shall promptly pay upon demand all legal fees, costs, and expenses incurred by Bank in connection with the Loan whether or not a closing occurs hereunder.

My, we appreciate the opportunity to discuss financing this project with you. Please understand that this letter does not represent a commitment to lend by the Bank as additional due diligence and approval is still required. Please review the proposed terms and conditions and call me with any questions or comments.

Sincerely,

Peter Lung

Peter Lung
Vice President,
Commercial Lending

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: ESCAZU DEVELOPMENT, LLC

ADDRESS: 21 Batchelder St, Boston, MA (Roxbury)

TELEPHONE: 857-939-5220

EMAIL: my.lam@escazudev.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:

My Lam, 21-35 Batchelder Street, Boston, MA 02119 (Roxbury)

Use separate sheet and attach if additional principals are involved.

- ii. The applicant is a/an:
Limited Liability Company
(Individual/Partnership/Joint/Venture/Corporation/Trust, etc.)

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

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

Corporation is incorporated in the State of: _____
President is: _____
Treasurer is: _____
Place of Business: _____

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

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

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

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

iii. Bank reference(s): South Shore Bank
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

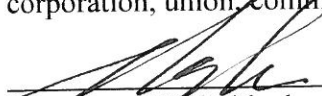
vi. Has organization ever failed to perform any contract? No Yes/No

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 of fraud with any other person. As used in this certification, the word "person" shall mean any natural person, business, partnership, corporation, union, committee, club, or other organization, entity, or group of individuals.


Signature of individual submitting proposal

Manager

Title

ESCAZU DEVELOPMENT, LLC
Legal Name of Organization

Dated at: _____

This 4th day of March, 2019

NAME OF ORGANIZATION:
ESCAZU DEVELOPMENT, LLC


BY: My Lam

TITLE: Manager

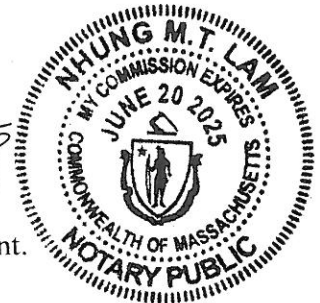
i. ATTESTATION:

My Lam being duly sworn deposes and says that (he/she) is the Manager of Escazu Development, LLC and that all answers to foregoing questions and all statements contained herein are true and correct.

Subscribed and sworn before me this 4th day of March 2019

Notary Public: 
Nhung M.T. Lam

My Commission Expires: June 20, 2025
(Month) (Year)



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

Project Summary Form

Project Name: 120-122 Hancock, Dorchester

Project Street Address(es): 120-122 Hancock, Dorchester

Developer: ESCAZU DEVELOPMENT, LLC

Types of Units: Family Individuals Elderly Special Needs

Other? (Describe) _____ Commercial Yes No

Number of Units 6 Number of Affordable Units _____ Homeless Units _____

Number of Units	SRO	Studio	1-Bdr	2-Bdr	3-Bdr	4-Bdr	Total
<30% AMI							0
<60% AMI							0
<80% AMI							0
Market				6			6

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

Housing Budget

TDC: \$ 2,640,812.00

Hard Cost/sf \$ 2,140,812.00

Operating Exp/unit \$ 0.00

TDC Per Unit: \$ 440,135.00

Hard Cost/unit \$ 356,802.00

Reserves/unit \$ _____

Developer Fee and Overhead \$ 500,000.00

Funding Sources: (Check all that apply)

DND – HOME	<input checked="" type="checkbox"/>	DHCD-HOME	<input type="checkbox"/>	DHCD-CIPF	<input type="checkbox"/>	Others:	<input type="checkbox"/>
HSNG BOSTON 2030	<input type="checkbox"/>	DHCD-HSF	<input type="checkbox"/>	9% LIHTC	<input 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"/>

Section 2 DEVELOPMENT TEAM SUMMARY

62 . **Developer/Sponsor Type** Limited dividend partnership

63 . **Developer/Sponsor:**

Form of Legal Entity	Limited Liability Company	
Legal Name	ESCAZU DEVELOPMENT	
Address	21-25 Batchelder St	
	Roxbury, MA 02119	
Contact Person	My Lam	
	(857) 939-5220	
E-mail	my.lam@escaudev.com	

64 . **Owner/Mortgagor:**

Legal Name	ESCAZU DEVELOPMENT	
Address	21-25 Batchelder St	
	Roxbury, MA 02119	
Has this entity already been formed?	Yes	Soc. Sec. or Tax ID # 463-10-3467
Principals	My Lam	
Principals		
Contact Person	My Lam	
Telephone No. / Fax. No.	(857) 939-5220	
E-mail	my.lam@escaudev.com	

65 . **General Partner:**

Legal Name		
Address		
Has this entity already been formed?	No	
Principal (if corporate)		
Contact Person		
% of Ownership		
Telephone No. / Fax. No.		
E-mail		

66 . **General Partner:**

Legal Name		
Address		
Has this entity already been formed?	No	
Principal (if corporate)		
Contact Person		
% of Ownership		
Telephone No. / Fax. No.		
E-mail		

67 . Development Consultant:

Legal Name
Address

Contact Person
Telephone No. / Fax. No.
E-mail

68 . Contractor:

Name
Address

Fed Tax ID #
Contact Person
Telephone No. / Fax. No.
E-mail

Nicoya Construction	
21-25 Batchelder St	
Roxbury, MA 02119	
475608988	
My Lam	
(857) 939-5220	
my.lam@escazudev.com	

69 . Architect:

Name
Address

Contact Person
Telephone No. / Fax. No.
E-mail

People and Companies, Inc	
128 Lincoln St, STE 110	
Boston, MA 02111	
Paul Yu	

70 . Management Agent:

Name
Address

Contact Person
Telephone No. / Fax. No.
E-mail

71 . Attorney (Real Estate):

Name
Address

Contact Person
Telephone No. / Fax. No.
E-mail

72 . Attorney (Tax):

Name
Address

Contact Person
Telephone No. / Fax. No.
E-mail

73 . Syndicator:

Name
Address

Contact Person
Telephone No. / Fax. No.
E-mail

Section 3 SOURCES AND USES OF FUNDS

Sources of Funds

Private Equity:

81 . Developer's Cash Equity	\$
82 . Tax Credit Equity (net amount) <small>(See line 360, Section 5, page 18.)</small>	\$
83 . Developer's Fee/Overhead, Contributed or Loaned	\$500,000
84 . Other Source:	\$

Optional user calculations

Public Equity:

85 . HOME Funds, as Grant	\$
86 . Grant:	\$
87 . Grant:	\$
88 . Total Public Equity	\$0

Subordinate Debt (see definition):

	Amount	Rate	Amortiz.	Term
89 . Home Funds-DHCD, as Subordinate Debt	\$0	%	yrs.	yrs.
Source:				
90 . Home Funds-Local, as Subordinate Debt	\$0	%	yrs.	yrs.
Source:				
91 . Subordinate Debt	\$0	%	yrs.	yrs.
Source:				
92 . Subordinate Debt	\$0	%	yrs.	yrs.
Source:				
93 . Subordinate Debt	\$0	%	yrs.	yrs.
Source:				
94 . Total Subordinate Debt	\$0			

Permanent Debt (Senior):

	Amount	Rate	Override	Amortiz.	Term	MIP	
95 . MHFA	MHFA Program 1	\$	%	%	yrs.	yrs.	%
96 . MHFA	MHFA Program 2	\$	%	%	yrs.	yrs.	%
97 . MHP Fund Permanent Loan		\$	%		yrs.	yrs.	%
98 . Other Permanent Senior Mortgage		\$	%		yrs.	yrs.	%
Source:							
99 . Other Permanent Senior Mortgage		\$	%		yrs.	yrs.	%
Source:							
100 . Total Permanent Senior Debt	\$0						
101 . Total Permanent Sources	\$500,000						

Construction Period Financing:

	Amount	Rate	Term
102 . Construction Loan	\$2,110,000	%	mos.
Source:	South Shore Bank		
Repaid at:	(event)		
103 . Other Interim Loan	\$0	%	mos.
Source:			
Repaid at:	(event)		
104 . Syndication Bridge Loan	\$0	%	mos.
Source:			
Repaid at:	(event)		

=VALUE!

=VALUE!

Uses of Funds

The Contractor certifies that, to the best of their knowledge, the construction estimates, and trade-item breakdown on this page are complete and accurate.

Direct Construction:

105 . Who prepared the estimates?

Name *Signature*

106 . Basis for estimates?

DV	Trade Item	Amount	Description
107 .	3 Concrete	\$9,035	
108 .	4 Masonry		
109 .	5 Metals		
110 .	6 Rough Carpentry	\$396,000	
111 .	6 Finish Carpentry	\$43,200	
112 .	7 Waterproofing	\$750	
113 .	7 Insulation	\$34,500	
114 .	7 Roofing	\$27,300	
115 .	7 Sheet Metal and Flashing		
116 .	7 Exterior Siding	\$49,178	
117 .	8 Doors	\$7,830	
118 .	8 Windows	\$24,500	
119 .	8 Glass		
120 .	9 Lath & Plaster	\$48,600	
121 .	9 Drywall		
122 .	9 Tile Work		
123 .	9 Acoustical		
124 .	9 Wood Flooring	\$9,600	
125 .	9 Resilient Flooring		
126 .	9 Carpet		
127 .	9 Paint & Decorating	\$43,200	
128 .	10 Specialties		
129 .	11 Special Equipment		
130 .	11 Cabinets	\$4,700	
131 .	11 Appliances	\$3,175	
132 .	12 Blinds & Shades		
133 .	13 Modular/Manufactured		
134 .	13 Special Construction		
135 .	14 Elevators or Conveying Syst.		
136 .	15 Plumbing & Hot Water	\$48,900	
137 .	15 Heat & Ventilation	\$108,000	
138 .	15 Air Conditioning		
139 .	15 Fire Protection	\$8,000	
140 .	16 Electrical	\$13,000	
141 .	Accessory Buildings		
142 .	Other/misc	\$695,395	
143 .	Subtotal Structural	\$1,574,863	
144 .	2 Earth Work		
145 .	2 Site Utilities	\$6,000	
146 .	2 Roads & Walks	\$17,400	
147 .	2 Site Improvement		
148 .	2 Lawns & Planting	\$15,800	
149 .	2 Geotechnical Conditions		
150 .	2 Environmental Remediation	\$10,000	
151 .	2 Demolition		
152 .	2 Unusual Site Cond	\$150,000	Retaining Wall and Tree Removal
153 .	Subtotal Site Work	\$199,200	
154 .	Total Improvements	\$1,774,063	
155 .	1 General Conditions		
156 .	Subtotal	\$1,774,063	
157 .	1 Builders Overhead		
158 .	1 Builders Profit		
159 .	TOTAL	\$1,774,063	

160 Total Cost/square foot: Residential Cost/s.f.:

Development Budget:

	Total	Residential	Commercial	Comments
161 . Acquisition: Land	\$299,000	\$299,000		
162 . Acquisition: Building	\$0			
163 . Acquisition Subtotal	\$299,000	\$299,000	\$0	
164 . Direct Construction Budget	\$1,774,063	\$1,774,063		(from line 159)
165 . Construction Contingency	\$95,766	\$95,766		5.4% of construction
166 . Subtotal: Construction	\$1,869,829	\$1,869,829	\$0	

General Development Costs:

167 . Architecture & Engineering	\$12,000	\$12,000		
168 . Survey and Permits	\$12,000	\$12,000		
169 . Clerk of the Works	\$0			
170 . Environmental Engineer	\$0			
171 . Bond Premium	\$0			
172 . Legal	\$15,000	\$15,000		
173 . Title and Recording	\$4,000	\$4,000		
174 . Accounting & Cost Cert.	\$0			
175 . Marketing and Rent Up	\$0			
176 . Real Estate Taxes	\$7,000	\$7,000		
177 . Insurance	\$8,000	\$8,000		
178 . Relocation	\$0			
179 . Appraisal	\$2,000	\$2,000		
180 . Security	\$0			
181 . Construction Loan Interest	\$186,983	\$186,983		
182 . Inspecting Engineer	\$5,000	\$5,000		
183 . Fees to:	\$0			
184 . Fees to: Lender	\$4,000	\$4,000		
185 . MIP	\$0			
186 . Credit Enhancement Fees	\$0			
187 . Letter of Credit Fees	\$0			
188 . Other Financing Fees	\$0			
189 . Development Consultant	\$0			
190 . Other: Utilities Back	\$15,000	\$15,000		
191 . Other:	\$0			
192 . Soft Cost Contingency	\$0			0.0% of soft costs
193 . Subtotal: Gen. Dev.	\$270,983	\$270,983	\$0	

194 . Subtotal: Acquis., Const and Gen. Dev.	\$2,439,812	\$2,439,812	\$0	
---	-------------	-------------	-----	--

195 . Capitalized Reserves	\$0			
196 . Developer Overhead	\$500,000	\$500,000		
197 . Developer Fee	\$0			

198 . Total Development Cost	\$2,939,812	\$2,939,812	\$0	TDC per unit \$489,969
-------------------------------------	-------------	-------------	-----	-------------------------------

199 . TDC, Net	\$2,439,812	\$2,439,812	\$0	TDC, Net per unit \$406,635
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STATEMENT OF PROPOSER'S QUALIFICATIONS FORM

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

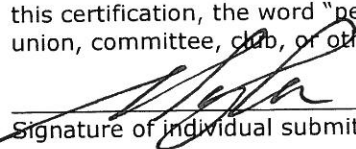
1. Name of proposer: ESCAZU DEVELOPMENT, LLC
2. Names and titles of principals: My Lam, Manager

3. Names of authorized signatories: My Lam
4. Permanent main office address: 21-35 Batchelder St, Boston, MA 02119

Phone: 857-939-5220 Fax: _____ Email: my.lam@escazudev.com
5. Date organized: July 2, 2013
6. Location of incorporation: Boston, MA - Suffolk County
7. Number of years engaged in business under your present name: 5 years
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. COMMONWEALTH OF MASS
 - c. THE PUBLIC TRUST FOR LAND

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

Manager

Title

ESCAZU DEVELOPMENT, LLC

Legal Name of Organization

3/4/19

Date

APPENDIX 2: DEVELOPMENT FINANCIALS FOR MARKET-RATE HOMES

Instructions: Complete all shaded boxes, all other boxes will self-calculate. Refer to Tab 2 for Affordable Home Financials

I. DEVELOPMENT BUDGET

PROPERTY	120-122 Hancock			TOTAL
HOUSE MODEL	3Fam			All Market Rate
GROSS SQUARE FOOTAGE	10,800			10,800
NET SQUARE FOOTAGE	10,260			10,260
1 Direct Construction Costs				\$155,439
2 Hard Cost Contingency	\$155,439			\$10,000
3 Allocation for potential soil remediation	\$10,000			\$150,000
4 Other Contingency Retaining wall & Tree Removal	\$150,000			\$1,554,390
	\$1,554,390			
CONSTRUCTION				
5 Subtotal: Construction Expense	\$1,869,829	\$0	\$0	\$1,869,829
GENERAL DEVELOPMENT COSTS				
6 Survey/Siting & Permits	\$12,000			\$12,000
7 Architect	\$12,000			\$15,000
8 Legal	\$15,000			\$4,000
9 Title & Recording	\$4,000			\$2,000
10 Appraisal	\$2,000			\$7,000
11 Real Estate Taxes	\$7,000			\$8,000
12 Insurance	\$8,000			\$186,983
13 Construction Loan Interest	\$186,983			\$5,000
14 Construction Inspection Fees	\$5,000			\$15,000
15 Utilities & Back Charges	\$15,000			\$4,000
16 Fees to Construction Lender	\$4,000			\$0
17 Other:				\$0
18 Other:				\$0
19 Other:				\$0
20 Other:				\$0
21 Soft Cost Contingency				\$270,983
22 Subtotal: General Development	\$270,983	\$0	\$0	\$500,000
23 DEVELOPER FEE & OVERHEAD	\$500,000			\$2,640,812
24 TOTAL COST TO BUILD AS SPECIFIED	\$2,640,812	\$0	\$0	\$2,640,812
RECOMMENDED COST-SAVING REVISIONS TO SPECIFICATIONS¹				
Describe				\$0
25				\$0
26				\$0
27				\$0
28				\$0

¹ You are encouraged to more fully explain the advantages of your proposed changes on a separate sheet, clearly marked "Cost-Saving Recommendations"

II. SALES, LAND PRICING AND FINANCING PLAN

PROPERTY	120-122 Hancock			TOTAL
HOUSE MODEL	3Fam			All Market Rate
SALES				
29 Market Price	\$3,090,000			\$154,500
30 Sales Expenses (Brokerage, Marketing etc)	\$154,500			\$2,935,500
31 Net Proceeds From Sale	\$2,935,500	\$0	\$0	\$2,935,500
LAND PRICE CALCULATION				
32 Net Proceeds From Sale (Line 31)	\$2,935,500	\$0	\$0	\$2,935,500
33 Cost To Build As Specified (Line 24)	\$2,640,812	\$0	\$0	\$294,688
34 Land Price	\$294,688			
	<i>Land Price is difference between Net Proceeds From Sale (Line 35) and Cost To Build (Line 32), or \$100, whichever is greater</i>			
CONSTRUCTION FINANCING				
35 Total Development Cost Including Land	\$2,935,500	\$0	\$0	\$2,140,812
36 Construction Loan	\$2,140,812	\$0	\$0	\$294,688
37 DND Land Financing Land acquisition cost, if above \$100	\$294,688	\$0	\$0	\$500,000
38 Equity: Developer Fees/OH	\$500,000	\$0	\$0	\$0
39 Other Equity:				\$0
40 Other Equity:				\$2,935,500
41 Total Sources - Construction	\$2,935,500	\$0	\$0	\$2,935,500

PRELIMINARY OPERATING BUDGET FORM

PROPOSER'S NAME: ESCAZU DEVELOPMENT, LLC

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
	\$ 0.00
	\$
	\$
N/A	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
ANNUAL OPERATING INCOME: ALL SOURCES	\$ 0.00

Committed

<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>

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
	\$ 0.00
	\$
	\$
	\$
	\$
N/A	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
ANNUAL OPERATING COSTS: ALL SOURCES	\$ 0.00

Continued on next page

Explanatory notes:

The sponsor is proposing multifamily/condos for sale only.

DEVELOPMENT TIMETABLE FORM

PROPOSER'S NAME: ESCAZU DEVELOPMENT, LLC

Assuming that you are designated on 5/1/2019, indicate below your target dates for achieving these key development milestones.

MILESTONE	DATE
Designs Complete	5/15/19
Apply for Permit(s)	5/15/19
Zoning Relief Anticipated?	<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO
All Development Financing Committed	6/1/19
Permit(s) Issued	6/1/19
Financing Closed	6/15/19
Construction Begins	6/21/19
Construction Complete	5/21/20

CONSTRUCTION EMPLOYMENT STATEMENT FORM

PROPOSER'S NAME: ESCAZU DEVELOPMENT, LLC

How many full time employees does your firm currently have?

Under 25 25 -99 100 or more

Are you a Boston-based business? YES NO

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

Are you a Minority-owned Business Enterprise? YES NO

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

Are you a Woman-owned Business Enterprise? YES NO

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


RESIDENT, MINORITY AND FEMALE CONSTRUCTION EMPLOYMENT

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

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:

Reach out to our current network.



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 to 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: 58 Mascot St, 37 Jacob St, 23 Dumas St, Boston, MA

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.

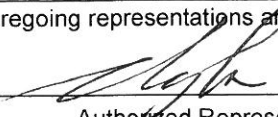
Applicant: ESCAZU DEVELOPMENT, LLC

List Addresses of Boston Properties Owned:	PARCEL ID NUMBER
19 Dumas St, Boston, MA 02124	1403654000
70-72 Mt. Pleasant Ave, Boston, MA 02119	0802684000
19-21 Mt. Pleasant Ave, Boston, MA 02119	0802572000
43-45 Forest St, Boston, MA	0802776000
47 Forest St, Boston, MA	0802638001
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.

My Lam, Manager

Print Name and Title



Authorized Representative's Signature

3/4/19

Date

857-939-5220

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: ESCAZU DEVELOPMENT, 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

4th day of MARCH, 20 19

SIGNATURE: _____

A handwritten signature in black ink, appearing to be 'J. G. ...', written over a horizontal line.

TITLE: Manager

ORGANIZATION: ESCAZU DEVELOPMENT, LLC

ADDRESS: 21-35 Batchelder St, Boston, MA 02119

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:

Dwayne Morales

BORROWER:

My Lam

THE COMMONWEALTH OF MASSACHUSETTS

Suffolk, ss.

March 4th 20 19

Then personally appeared the above named My Lam, Manager of Escazu, (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.

My Commission Expires:

June 20, 2025



Nhung M.T. Lam
Name: Nhung M.T. LAM
Notary Public

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 4th day
of March, 2019
Month Year



Proposer Signature

Co-Proposer Signature (If Applicable)

**DISCLOSURE STATEMENT FOR
TRANSACTION WITH A PUBLIC AGENCY CONCERNING REAL PROPERTY
M.G.L. c. 7C, s. 38 (formerly M.G.L. c. 7, s. 40J)**

The undersigned party to a real property transaction with a public agency hereby discloses and certifies, under pains and penalties of perjury, the following information as required by law:

- (1) REAL PROPERTY: 120-122 Hancock St, Dorchester
- (2) TYPE OF TRANSACTION, AGREEMENT, or DOCUMENT: Purchase
- (3) PUBLIC AGENCY PARTICIPATING in TRANSACTION: City of Boston Department of Neighborhood Development
- (4) DISCLOSING PARTY'S NAME AND TYPE OF ENTITY (IF NOT AN INDIVIDUAL):
My Lam -- Escazú Development, LLC
- (5) ROLE OF DISCLOSING PARTY (Check appropriate role):

_____ Lessor/Landlord _____ Lessee/Tenant

_____ Seller/Grantor x Buyer/Grantee

_____ Other (Please describe): _____

- (6) The names and addresses of all persons and individuals who have or will have a direct or indirect beneficial interest in the real property excluding only 1) a stockholder of a corporation the stock of which is listed for sale to the general public with the securities and exchange commission, if such stockholder holds less than ten per cent of the outstanding stock entitled to vote at the annual meeting of such corporation or 2) an owner of a time share that has an interest in a leasehold condominium meeting all of the conditions specified in M.G.L. c. 7C, s. 38, are hereby disclosed as follows (attach additional pages if necessary):

NAME

My Lam

RESIDENCE

21 Batchelder Street, Roxbury

- (7) None of the above- named persons is an employee of the Division of Capital Asset Management and Maintenance or an official elected to public office in the Commonwealth of Massachusetts, except as listed below (insert "none" if none):
- (8) The individual signing this statement on behalf of the above-named party acknowledges that he/she has read the following provisions of Chapter 7C, Section 38 (formerly Chapter 7, Section 40J) of the General Laws of Massachusetts:

No agreement to rent or to sell real property to or to rent or purchase real property from a public agency, and no renewal or extension of such agreement, shall be valid and no payment shall be made to the lessor or seller of such property unless a statement, signed, under the penalties of perjury, has been filed by the lessor, lessee, seller or purchaser, and in the case of a corporation by a duly authorized officer thereof giving the true names and addresses of all

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persons who have or will have a direct or indirect beneficial interest in said property with the commissioner of capital asset management and maintenance. The provisions of this section shall not apply to any stockholder of a corporation the stock of which is listed for sale to the general public with the securities and exchange commission, if such stockholder holds less than ten per cent of the outstanding stock entitled to vote at the annual meeting of such corporation. In the case of an agreement to rent property from a public agency where the lessee's interest is held by the organization of unit owners of a leasehold condominium created under chapter one hundred and eighty-three A, and time-shares are created in the leasehold condominium under chapter one hundred and eighty-three B, the provisions of this section shall not apply to an owner of a time-share in the leasehold condominium who (i) acquires the time-share on or after a bona fide arms length transfer of such time-share made after the rental agreement with the public agency is executed and (ii) who holds less than three percent of the votes entitled to vote at the annual meeting of such organization of unit owners. A disclosure statement shall also be made in writing, under penalty of perjury, during the term of a rental agreement in case of any change of interest in such property, as provided for above, within thirty days of such change.

Any official elected to public office in the commonwealth, or any employee of the division of capital asset management and maintenance disclosing beneficial interest in real property pursuant to this section, shall identify his position as part of the disclosure statement. The commissioner shall notify the state ethics commission of such names, and shall make copies of any and all disclosure statements received available to the state ethics commission upon request.

The commissioner shall keep a copy of each disclosure statement received available for public inspection during regular business hours.

- (9) This Disclosure Statement is hereby signed under penalties of perjury.

My Lam
PRINT NAME OF DISCLOSING PARTY (from Section 4, above)


AUTHORIZED SIGNATURE of DISCLOSING PARTY

3/4/2019
DATE (MM / DD / YYYY)

My Lam, Manager of Escazú Development, LLC
PRINT NAME & TITLE of AUTHORIZED SIGNER