



104 Walter Street Proposal

INTRODUCTION

Ms. Morgan McDaniel:

Thank you for allowing us to submit a bid for the 104 Walter Street project. After reviewing the request for proposal, we were immediately compelled to pursue this development and partner with the Boston Planning and Development Agency and Department of Neighborhood Development. The allure of pursuing this proposed development is simple as it allows our company to showcase its competence while providing affordable homeownership opportunities. The latter is embedded in our core values as we strive to make a difference in communities across the City of Boston. This development requires excellent vision, creativity, and expertise which are all skills we possess based on our past and present experiences. At Norfolk Design and Construction, we are all about building on past experiences to make a more meaningful impact on the future, and this proposed development would allow us to do precisely this.

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 completed development projects in the City of Boston. We have recently successfully developed a newly constructed two-family residence at 8-10 Loring Place in Hyde Park. The property, when acquired, was vacant with only a small shed present and was transformed into a fantastic structure that was sold as two condominiums in September 2019. The residence was equipped with high-efficiency systems and boasted superior craftsmanship. Before the Loring Place development, our company completed a rehabilitation project at 38 Garfield Avenue in Hyde Park and 10 Wilmore Street in Mattapan. In both instances, the severely deficient properties underwent extensive rehabs and were outfitted quality finishes and new efficient systems. The Hyde Park project was a single-family property, while the Mattapan project was a three-family property that speaks to the company's character to be able to adapt to different types of properties while producing superior products.

In 2019 we were awarded the 23-25 Rosebery project by the City of Boston and are currently in the construction phase with estimated completion in the 4th Quarter of 2021. This development opportunity provides two new affordable properties. In addition to the development under construction, our has been designated as the developer of choice for the Holborn and Scattered Sites RFPs, where we will be constructing a total of 15 affordable units. We are currently at various stages of design development as we prepare for staggered construction between 4th Quarter 2021 and 2nd Quarter 2022. During these efforts, we worked collaboratively with the City of Boston Department of



104 Walter Street Proposal

Neighborhood Development and the abutters to ensure the needs of both parties were met. 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 104 Walter Street with the same degree of professionalism and quality associated with our name and brand.

The opportunity to develop the parcel at 104 Walter Street would bring a new and reinvigorated energy to the neighborhood while allowing high-quality, affordable housing to be made available to four new families. Overall, the development will positively impact the Greater Boston community, and Norfolk Design and Construction would be honored to be the entity responsible for bringing this vision to reality.

Sincerely,

A handwritten signature in black ink, appearing to read 'Adler Bernadin', enclosed in a thin black oval.

Adler Bernadin
2021.05.19
07:44:47 -05'00'

Adler Bernadin

A handwritten signature in black ink, appearing to read 'Duane Boyce', written in a cursive style.

Duane Boyce

5/19/2021



104 Walter Street Proposal

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



104 Walter Street Proposal

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 that 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 detailed quality 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 with experience and partnerships with contractors and subcontractors ensure projects are delivered successfully.



104 Walter Street 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*

Work Experience:

I have 20 years of experience working in the construction industry. My career in construction started in 2001 when I joined the United States Marine Corp. as a heavy equipment operator. I have significant knowledge of estimating and the project management side of construction during my time as an 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 tasks 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 includes client relationship, asset acquisition, project budgeting, design review, contract management, and project feasibility.



104 Walter Street 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 an Assistant Project Manager/Estimator position where collectively, I was involved in projects that ranged from 1M to 12M. For the last ten 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 includes client relationships, 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



104 Walter Street Proposal

PROJECT SHOWCASE

We are proud to have renovated and built numerous homes during the 6 years we have been in business.



104 Walter Street Proposal

Development Concept

- a. The development at 104 Walter street will consist of a newly constructed three-family structure and a rehabilitated and renovated existing structure. This combination will help to facilitate the diversity in housing which was explicitly stated in the RFP documents. All units are at least three bedrooms and are designed to accommodate groups ranging from large families to smaller elderly groups. The proposed rehab of the existing 1,900SF structure is suitable for a large 100% AMI family as it features four bedrooms, 2.5 baths, and all of the components suitable for comfortable arrangements. The new structure features approximately 4,326 SF of space, with each 100% AMI unit featuring approximately 1,400SF of space, three bedrooms, and two full bathrooms. The proposed development at 104 Walter Street is designed to be a fusion of historical charm with modern and contemporary features, with the two structures complementing each other. In this very culturally rich Roslindale neighborhood, it is essential to preserve key features which contribute to its character. The proposed development will meet all requirements specified in the RFP to provide (4) affordable housing units on the site.

- b. As with any development, several construction opportunities will be afforded to contractors and suppliers. Based on recent experience with similar-sized projects, it is anticipated that this project will provide in excess of 30 -40 jobs during construction as the various contractor personnel will be allowed to showcase their skill. This does not include additional jobs that third-party vendors will provide to provide materials and equipment.



104 Walter Street Proposal

Development Plan

a. Immediately following the notification of designation the following steps will be initiated:

1. Issue contracts to architect and engineers - 4 Weeks
2. Conduct community outreach to ensure feedback is captured with the design team present. - 4 Weeks
3. Site Survey - 4 Weeks
4. Prepare an architectural set for ISD review. - 8 Weeks
5. ISD conducts a review and issues a rejection letter. - 4 Weeks
6. Prepare and submit ZBA application. - 2 Weeks
7. Conduct outreach as part of the ZBA process. - 8 Weeks
8. Attend a ZBA hearing and receive a decision. - 16 Weeks
9. Finalize Financing and Construction Contracts - 8 Weeks
10. Conduct BPDA Loan Closing - 4 Weeks
11. Construction Activities - 12 Months

b. Regulatory Approvals anticipated are as follows:

1. Zoning Board of Appeals (Construction of New Building. Relief is anticipated to be required for side and rear yard setback violations, number of units, required parking)
2. Boston Conservation Commission (Construction of New Building)
3. Boston Water & Sewer (Construction of New Building)
4. Boston Planning and Development Agency (Construction of New Building)
5. City of Boston Inspectional Services Department (Construction of New & Renovation of Existing Building)



104 Walter Street Proposal

Development Plan:

| Task | Date | Notes |
|--|-----------------------|--|
| Developer Designation | 5-19-21 | |
| Survey Work Complete | 9-20-21 | |
| Schematic Design | 6- 20-21 to 9-15-21 | |
| BPDA Schematic Design Approval | 9-15-21 | |
| Permit Application at ISD | 9-15-21 to 10-20-2021 | (5-6) week review for Refusal Letter |
| Massachusetts Environmental Policy Act Office (MEPA) Design Submission | 8-3-21 to 10-1-21 | Based on MEPA design review schedule |
| ZBA Hearing Date | 1-17-22 | Assume will not be able to build as of right |
| Design Development | 1-17-22 to 2-14-22 | |
| Plan Submitted to BWSC | 1-17-22 to 2-14-22 | |
| Bank Commitment | 1-24-22 | |
| Construction Permit | 2-14-22 to 2-28-22 | |
| BPDA Closing | 6-22-22 | |



104 Walter Street Proposal

| | | |
|--------------------|-------------------|--|
| Construction | 6-22-22 to 5-1-23 | |
| Project Completion | 5-1-23 | |

Development without Displacement

The development that we are proposing will not displace any existing residents of the Roslindale neighborhood. The existing single-family that is on the lot is vacant. All necessary construction on the site will not have any adverse effect on the neighboring abutters of the site to cause them to displace. All construction activities will be confined to the property boundaries, with the exception of utility tie-ins which will take place on the street. Utility tie-in construction activities will be communicated to the abutters at least two weeks before the commencement of construction, and a police detail will be hired to assist with traffic flow.

Boston Residents Jobs Policy

We are fully aware of the policies set forth by the Boston Residents Job Policy (BRJP). We are currently working with the City of Boston to meet all required BRJP on a project we have under construction at 23-25 Rosebery Rd Hyde Park for the Department of Neighborhood development. We are currently meeting the goals set by the Boston Resident Job Policy (BRJP). Below is our current workforce on the Rosebery Project:

- People of Color 56%
- Local Personnel 50%
- Local Business 50%
- Minority Own Business 50%
- Women Own Business 0%
- Non-People of Color 44%



104 Walter Street Proposal

Diversity and Inclusion

Norfolk Design & Construction is a Minority and Veteran Owned Business enterprise. We strive to work with and provide opportunities to local, small and disadvantaged businesses, as well as people of color and women, in the areas of job creation and training, business development and the procurement of goods, services and construction services in association with our construction projects. Below is a partial list of vendors /businesses that we have business relationships with or identified for future project needs.

Potential Contractors (Partial list subject to competitive bid)

| Company Name | Trade | Minority Participation | Address | State |
|---|-----------------------|------------------------|-----------------------------|-------|
| City Point Partners | Owner's PM (OPM) | WBE, SLBE | 11 Elkins Street, Suite 470 | MA |
| Coast and Harbor Associates, INC | Owner's PM (OPM) | MBE, WBE, SBE | 7 Kimball Lane, Suite D | MA |
| Janey Construction | Owner's PM (OPM) | MBE, SLBE | 236 Huntington Ave | MA |
| Nanepashemet Project Management, Inc. | Owner's PM (OPM) | SBE | 328 West Shore Drive | MA |
| Alexandra Construction Inc | Construction Managers | SBE | 109 Oak Street, Suite 101 | MA |
| Bald Hill Builders, LLC | General Contractors | WBE, SBE | 6 Merchant St Suite 1 | MA |
| Canton Corporation | General Contractors | SLBE | 10 Malcolm X Blvd. | MA |
| Design Construction & Consulting Services, Inc. | General Contractors | MBE, SLBE | 74 Howland Street | MA |



104 Walter Street Proposal

| | | | | |
|---------------------------------------|---------------------|-----------|-------------------------------|----|
| Essex Newbury North Contracting Corp. | General Contractors | MBE | 55 Parker St. | MA |
| Fisher Contracting Corp. | General Contractors | MBE, WBE | 11 Webster Place | MA |
| Icarus Construction Services LLC | General Contractors | MBE | 340 Main 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 |
| 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 |
| 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 |
| Baker/Wohl Architects | Architect | WBE | 132 Lincoln Street | MA |
| Bargmann Hendrie + Archetype | Architect | WBE | 300 A Street | MA |
| Studio Luz Architects, LTD | Architect | MBE, WBE | 21C Wormwood Street | MA |
| Stull & Lee Inc | Architect | MBE | 33 Farnsworth St | MA |



104 Walter Street Proposal

| | | | | |
|---------------------------------------|-----------|----------|---|----------|
| Christopher Roche Architecture | Architect | SBE | 415 Neponset Ave # 4 | MA |
| Banks II Quan Associations | Engineers | WBE | DBA: B2Q Associates (100 Burt Road Suite 212) | MA |
| East Coast Engineering Inc. | Engineers | WBE | 147 Bakerville Road | MA |
| Engineered Solutions Inc | Engineers | SBE | 6 Union St.Suite 3 | MA |
| LandTech Consultants, Inc. | Engineers | SBE | 515 Groton Street | MA |
| Nitsch Engineering, Inc. | Engineers | WBE | 2 Center Plaza (Suite 430) | MA |
| Richard E. Galat | Engineers | SBE | dba TAG Engineering, LLC | MA |
| Thompson Consultants, Inc. | Engineers | SBE | 525 Mill Street | MA |
| WSP Flack & Kurtz Inc | Engineers | SLBE | 88 Falcon Ave (Suite 210) | MA |
| Boston Survey Inc. | Survey | SBE | C4 Shipway Place | MA |
| L.V.M.J | Sitework | SBE | 65 Howard Street | MA |
| Corrib Concrete | Concrete | SBE | 920 Randolph Avenue, 18706 North Creek Parkway, Suite 110 | MA WA |
| Contract Hardware Inc. | Carpentry | SBE | | |
| National Home Improvement | Carpentry | SBE | 447 Boston Post road | MA |
| Boston Max Construction | Carpentry | SBE | 421 Aden St, Fall River | MA |
| Best Paint Corporation | Painting | SBE | 127 Commercial Street | MA |
| Cross Country Painting Co | Painting | MBE, SBE | Po Box 526 | MA |
| Done Right Building Services, Inc. | Painting | MBE | Four Copley Place, Suite 125 | MA |
| Future Contracting Llc | Painting | MBE | 88 Warren St | MA |

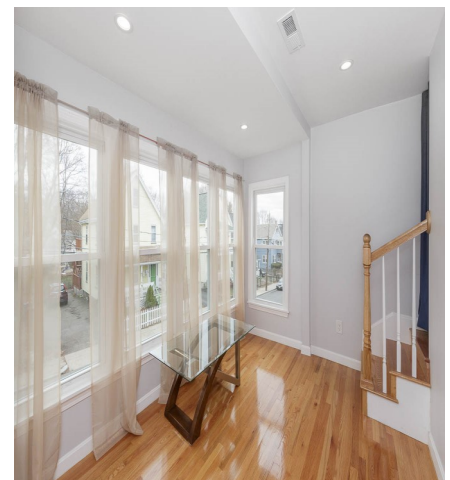


104 Walter Street Proposal

| | | | | |
|---------------------------------------|------------|-----------|--|----|
| Johnson Contracting | Painting | MBE | 24 Sandstone Drive | MA |
| New Color Painting | Painting | SBE | 191 Broadway #1R | MA |
| Nicholas Martinelli | Painting | SBE | dba Martinelli Painting (17 Selina Street) | MA |
| S&C Painting | Painting | MBE | 119 Harding St | MA |
| X-Cel Painting Company | Painting | MBE | 172 Green St | MA |
| Baynes Electric Supply Co., Inc. | Electrical | SBE | PO Box 1850 | MA |
| Coughlin Electrical Contractors, Inc. | Electrical | WBE | 100 Prescott Street | MA |
| Gaines Electric Contracting | Electrical | MBE, SLBE | 2 Ellis St (Suite B) | MA |
| Green Electric Co | Electrical | MBE | 10 Draper Street, Unit 17 | 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 |
| 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 |

**38 GARFIELD AVE.
HYDE PARK, MA**

- **Single Family Residence**
- **Year Renovated: 2018**
- **Open Concept**
- **4 Bedrooms**
- **3 Total Baths**
- **Approx. 2100 sq. ft**
- **Forced Hot Air**
- **Central Air Conditioning**
- **2 Car Driveway**
- **Hardwood Floors**
- **Quartz Countertops**
- **Stainless Steel Appliances**
- **Washer Dryer Hookup**
- **Bonus Space**
- **Lounge Area**



SALE YEAR: 2019

SALE PRICE: 579,000

**10 WILMORE ST
MATTAPAN, MA**

- **3 Family residence**
- **Year Renovated: 2017**
- **9 Total Bedrooms**
- **3 Total Baths**
- **Approx. 3900 sq. ft.**
- **Tankless Water Heater**
- **Baseboard Heating**
- **Shared 2 Car Driveway**
- **Hardwood Floors**
- **Breakfast Bar**
- **Granite Countertops**
- **Stainless Steel Appliances**
- **Washer Dryer Hookup**



SALE YEAR: 2017

SALE PRICE: \$770,000

**171 CENTRAL ST
STOUGHTON, MA**

- **Single Family Residence**
-
- **Year Renovated: 2015**
- **3 Bedrooms**
- **3 Total Baths**
- **Approx. 2000 sq. ft**
- **Baseboard Heating**
- **Hardwood Floors**
- **Large Master Suite**
- **Washer Dryer Connection**
- **Family Room**
- **Sewer Upgrade**
- **Upgraded Electrical**
- **New Roof**



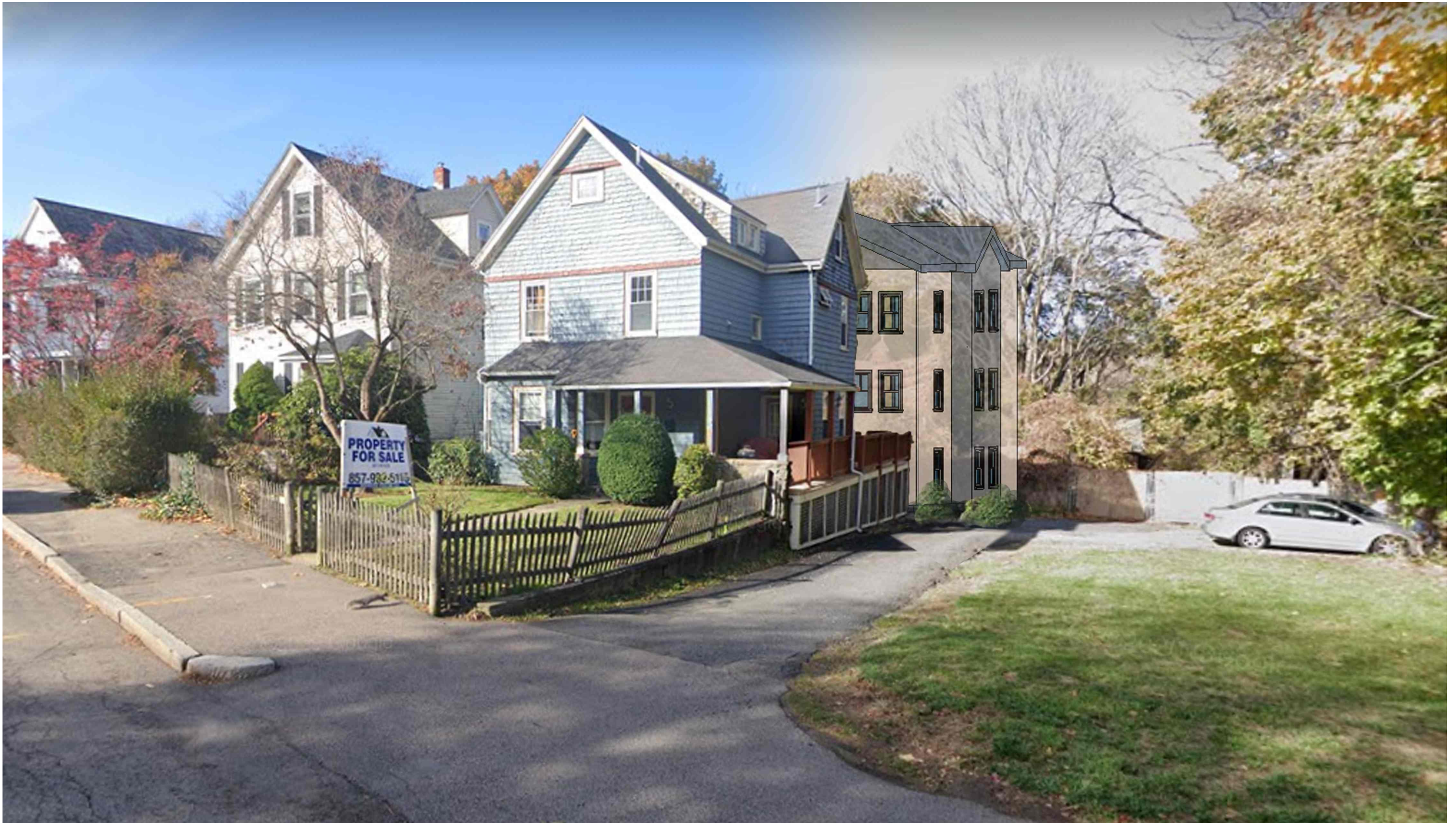
**SALE YEAR: 2016
SALE PRICE: 359,000**



104 Walter Street Proposal

Design Narrative

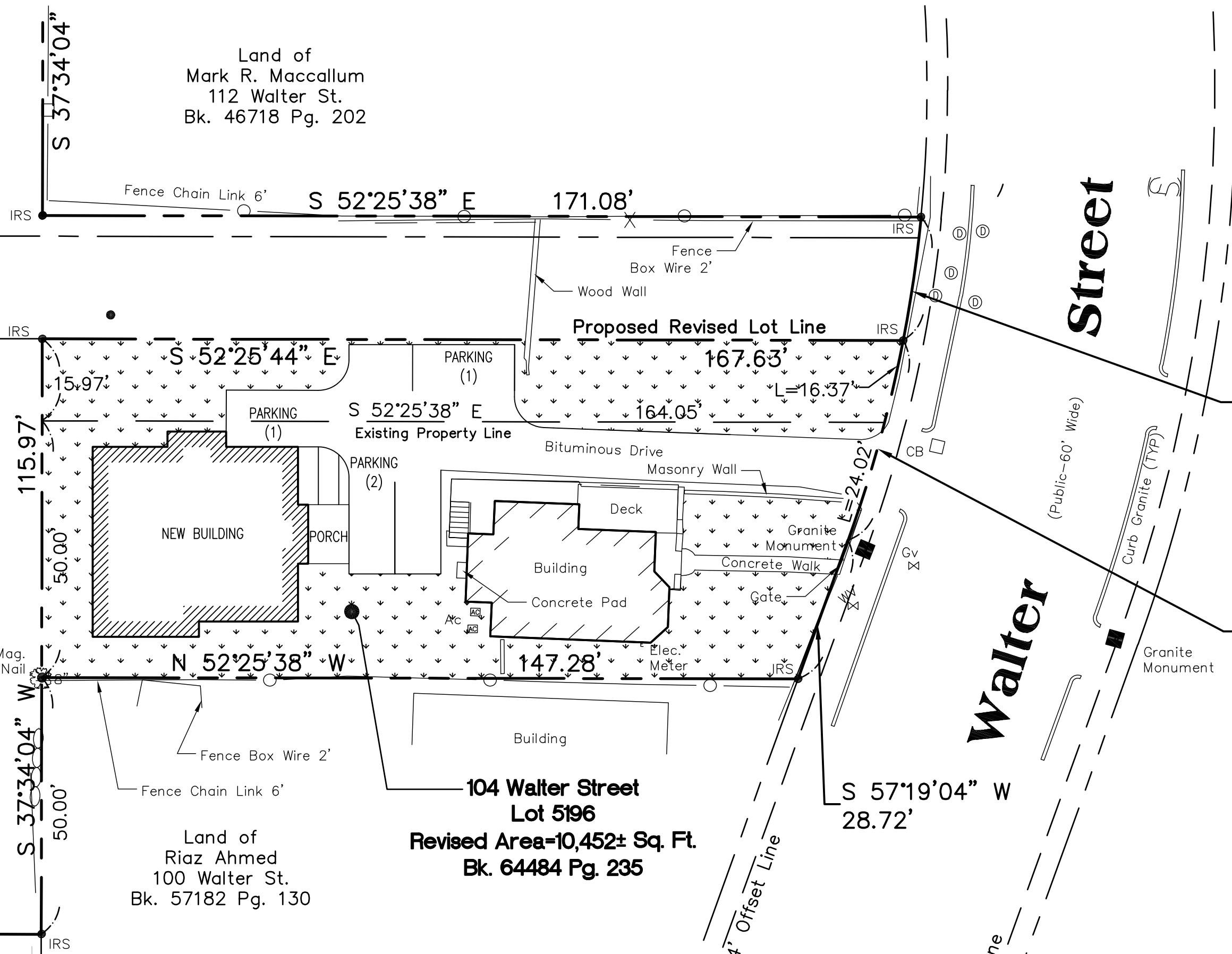
Maintaining the existing character of the neighborhood while undertaking this development is paramount and as a result certain design decisions were made. The first was to rehabilitate the existing structure. This was important to us as it ensured the architectural integrity and beauty of this more than 100 year structure. With the existing structure in good condition, the decision to enhance the inside was a simple one. With the decision to rehabilitate the existing building, it was important that the new building complement the existing given the proximity. As a result certain architectural features such as the roof design and siding components such as shingles were carried forward to the new building design. The fusion of the new building and existing is vital to ensure the design is cohesive. The space was utilized to ensure the parking requirements and the landscaping requirements could be met as outlined in the RFP. The overall design and development plan will not only allow us to meet all the RFP requirements, but it will also allow us to deliver all (4) units as affordable housing.



① EXTERIOR PERSPECTIVE RENDER



Land of
Mark R. MacCallum
112 Walter St.
Bk. 46718 Pg. 202

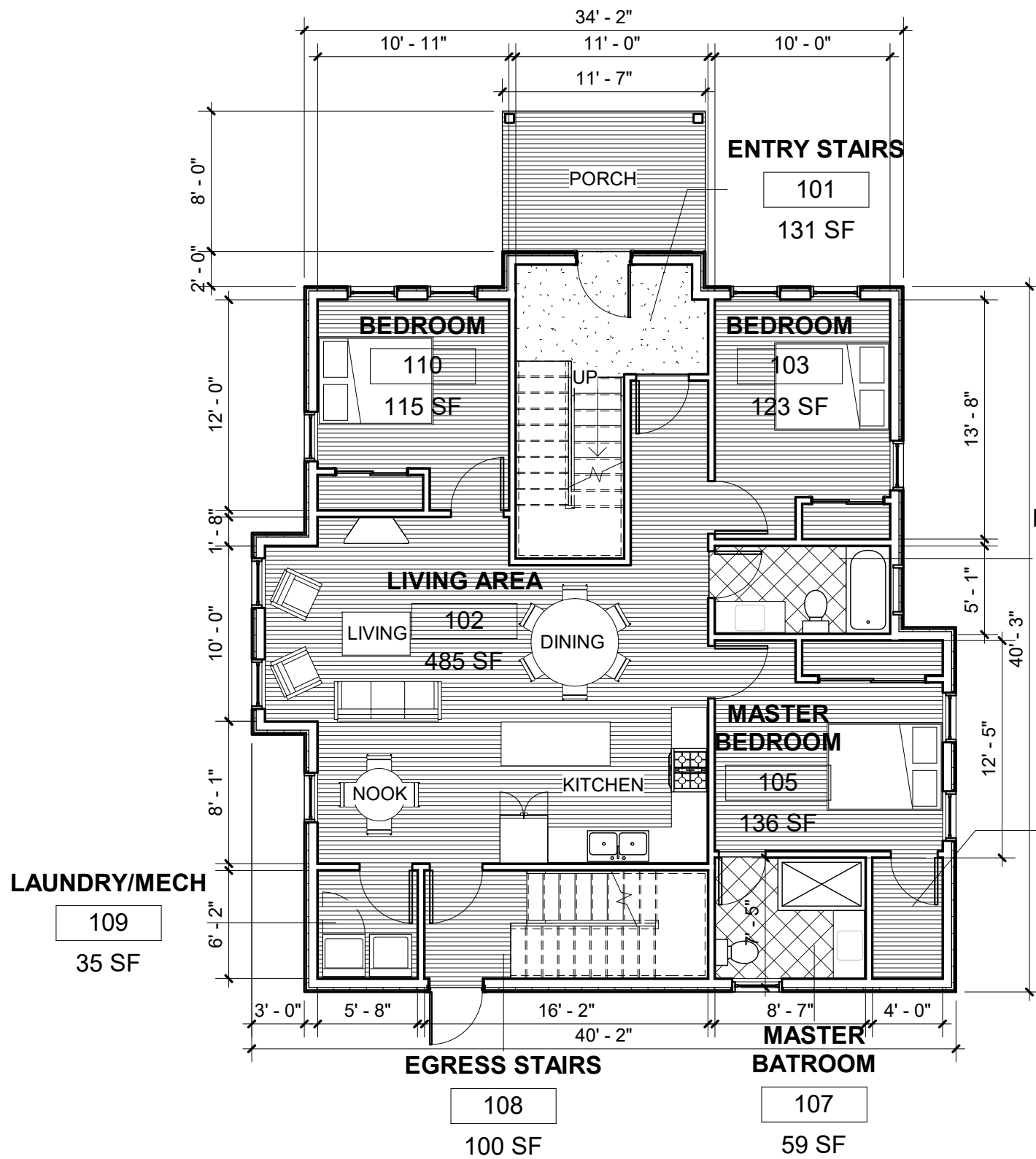


$\Delta=5^{\circ}21'15''$
R=260.00'
L=24.30'
S 45°05'14" W
Ch=24.29'

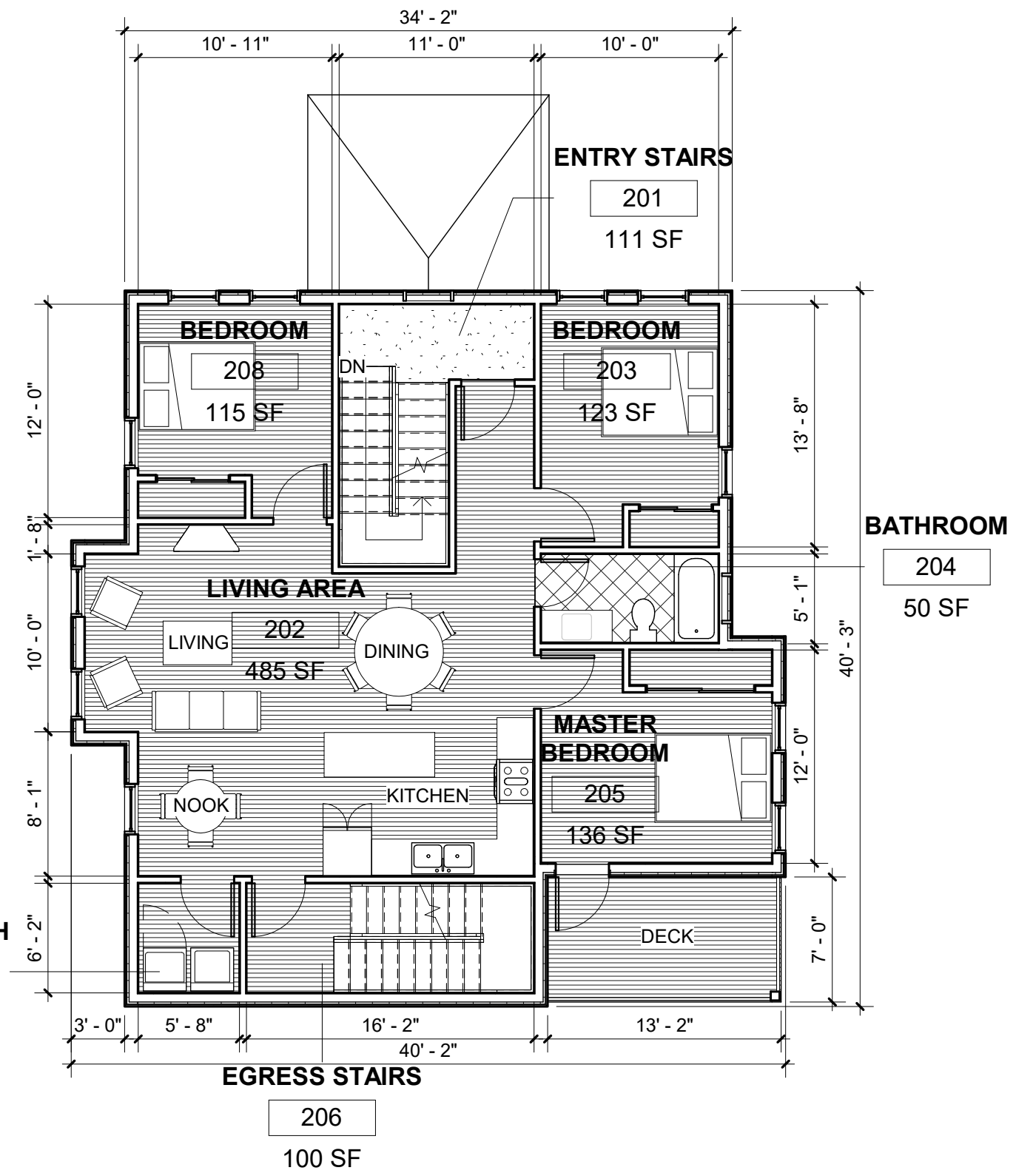
$\Delta=8^{\circ}54'03''$
R=260.00'
L=40.39'
S 52°12'23" W
Ch=40.35'

104 Walter Street
Lot 5196
Revised Area=10,452± Sq. Ft.
Bk. 64484 Pg. 235

Land of
Riaz Ahmed
100 Walter St.
Bk. 57182 Pg. 130

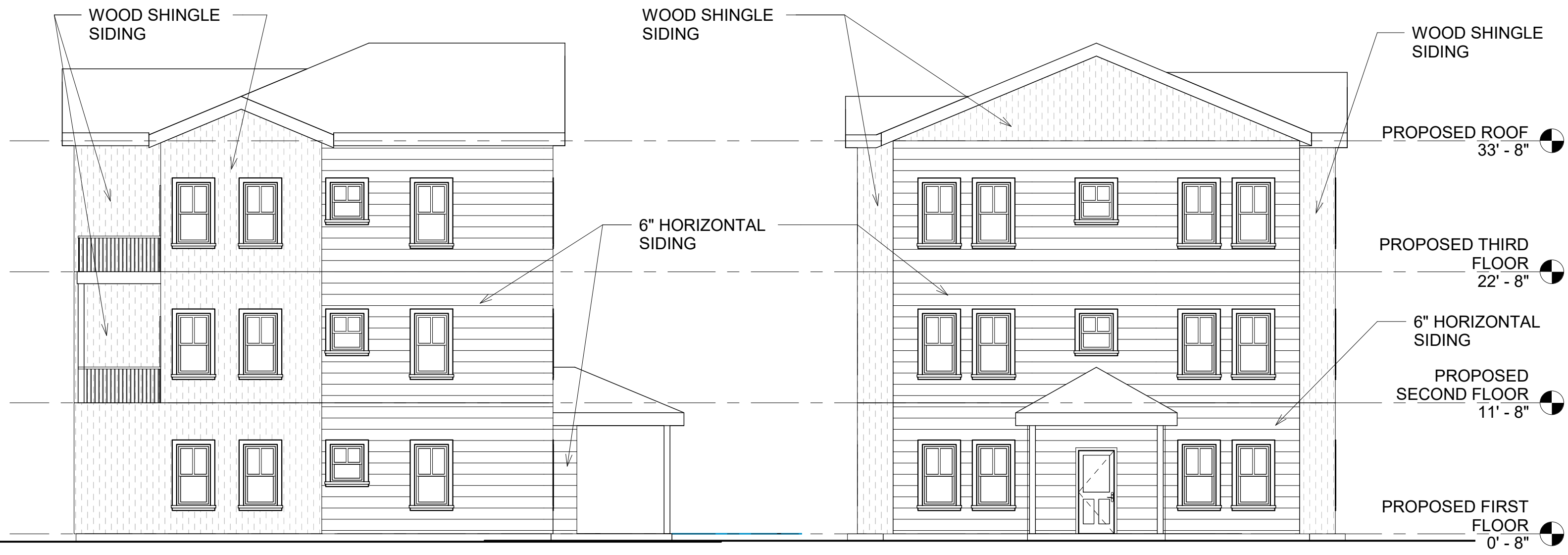


1 PROPOSED FIRST FLOOR
1/8" = 1'-0"



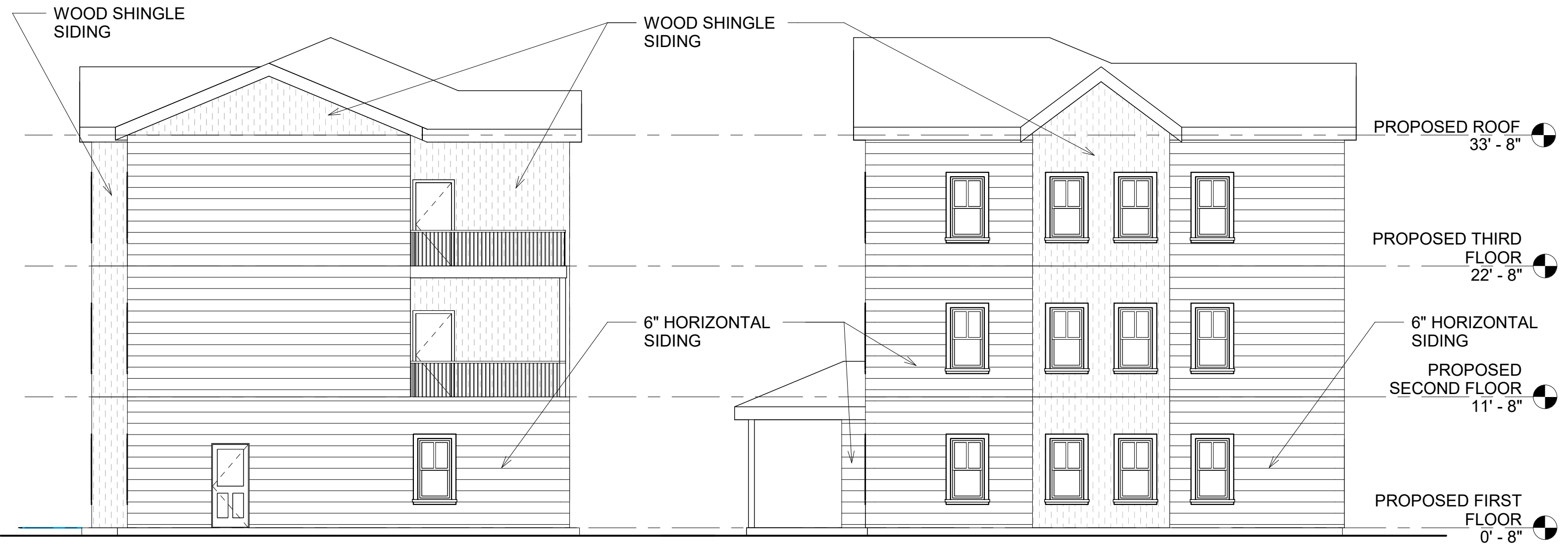
2 PROPOSED SECOND FLOOR
1/8" = 1'-0"

Project: 104 WALTER STREET
Drawing: PROPOSED FLOOR PLANS
Date: 05/17/2021
Scale: 1/8" = 1'-0"



2 PROPOSED LEFT ELEVATION
1/8" = 1'-0"

1 PROPOSED FRONT ELEVATION
1/8" = 1'-0"



① PROPOSED REAR ELEVATION
1/8" = 1'-0"

② PROPOSED RIGHT ELEVATION
1/8" = 1'-0"