

CORCORAN
JENNISON
Companies



City of Boston
Department of Neighborhood Development
26 Court Street, 10th Floor
Boston, MA 02108

Request for Proposal
COTE Ford Site
820 Cummins Highway / 30-32 Regis Road
Mattapan, MA

Corcoran Jennison Associates
150 Mount Vernon Street, Boston MA 02125
617-822-7350
September 30, 2014

Corcoran Jennison Associates

Request for Proposal

COTE Ford Site

820 Cummins Highway / 30-32 Regis Road
Mattapan, MA

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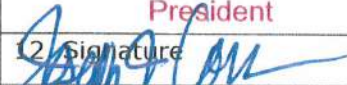
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a. Introductory Documents:

- iii. Appendix 1: Cover Sheet Form
- iv. Proposal Summary

Appendix 1

SOLICITATION, OFFER AND AWARD		3. Date Issued	
1. PROJECT NAME Cote Ford Site Mattapan	2. TYPE OF SOLICITATION <input type="checkbox"/> Invitation for Bids <input checked="" type="checkbox"/> Negotiated (RFP)	June 30, 2014	
4. ISSUED BY: City of Boston, Department of Neighborhood Development 26 Court Street, 9 th Floor Boston, MA 02180		5. ADDRESS OFFER TO: (If other than item 4)	
NOTE: In sealed bid solicitations "offer" and "offeror" mean "bid" and "bidder"			
SOLICITATION			
6. Sealed offers (original and 3 copies) will be received at the place specified in item 4 until 4:00 p.m. (EST) September 30, 2014.			
CAUTION: Late submissions, Modifications, and Withdrawals: See Section 10. All offers are subject to all terms and conditions contained in this solicitation.			
7. For Information Contact:	7a. Name Christopher Rooney	7b. Telephone (617) 635-0493	7c. Fax (617) 635-0282
			7d. E-mail Christopher.M.Rooney@Boston.gov
OFFER			
8. In accordance with the terms of this RFP, the undersigned agrees, if this offer is accepted, to furnish any and all supporting documentation upon request by DND.			
OFFER PRICE:	\$1.00		
9. SUBMISSION CHECKLIST			
(x)		(x)	
<input checked="" type="checkbox"/>	Appendix 1: COVER SHEET	<input checked="" type="checkbox"/>	Appendix 6: CONSTRUCTION EMPLOYMENT STATEMENT
<input checked="" type="checkbox"/>	PROPOSAL SUMMARY	<input checked="" type="checkbox"/>	Appendix 7: PROPERTY AFFIDAVIT
<input checked="" type="checkbox"/>	Appendix 2: STATEMENT OF BIDDER'S QUALIFICATIONS	<input checked="" type="checkbox"/>	Appendix 8: AFFIDAVIT OF ELIGIBILITY
<input checked="" type="checkbox"/>	Appendix 3: PRELIMINARY DEVELOPMENT BUDGET	<input checked="" type="checkbox"/>	Appendix 9: CHAPTER 803 DISCLOSURE STATEMENT
<input checked="" type="checkbox"/>	Appendix 4: PRELIMINARY OPERATING BUDGET	<input checked="" type="checkbox"/>	Appendix 10: BENEFICIAL INTEREST STATEMENT
<input checked="" type="checkbox"/>	Appendix 5: DEVELOPMENT TIMETABLE		
10. ADDRESS OF OFFEROR 150 Mount Vernon St., Boston MA 02125		11. Name and Title of Authorized Signatory (Print) Joseph J. Corcoran	
Phone Number 617-822-7350		12. Signature 	
		13. Offer Date 9/30/14	

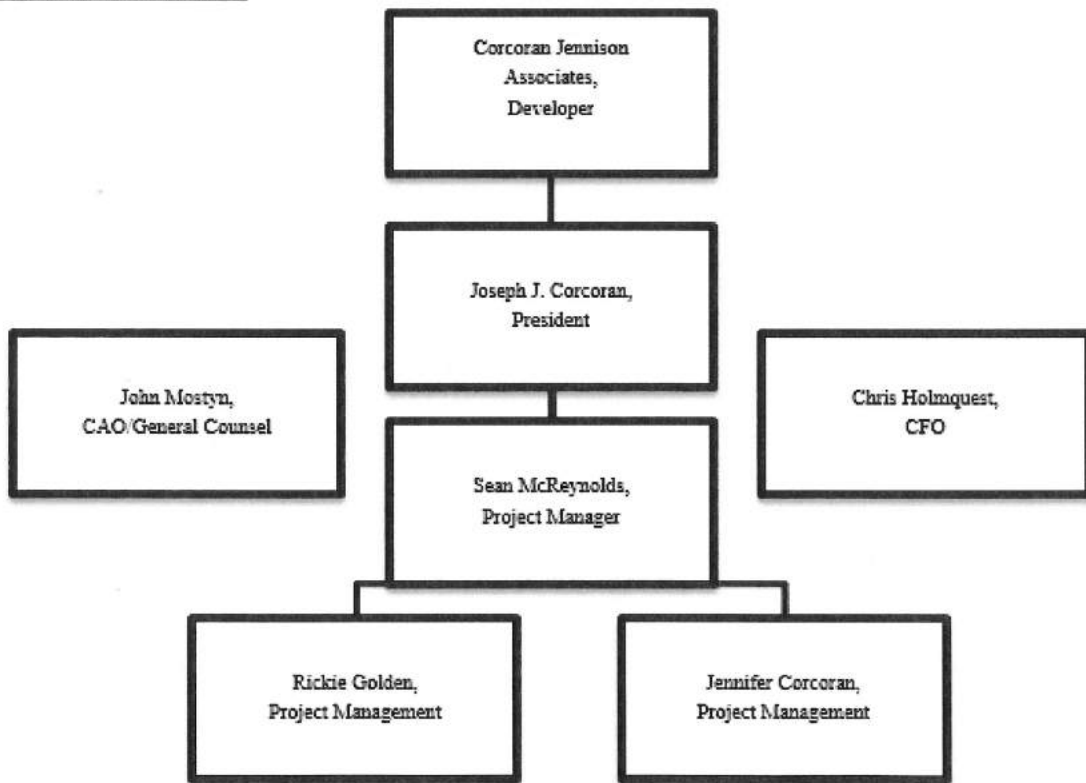
Corcoran Jennison Associates is interested in the redevelopment of the former Cote Ford Site into a mixed-use development featuring a market-rate apartment community accompanied by new commercial space.

Corcoran Jennison (CJ) is a national development and property management firm founded in 1971. CJ is a leader in the development and management of housing and has invested more than \$3.5 billion in real estate in 15 states and currently manages 13,000 units of multi-family housing inclusive of low income-affordable and market rate units and 1,000 condominium units. CJ currently has 1,000 employees.

Since 1971, Corcoran Jennison has developed all types of real estate, with a concentration on mixed-income rental housing. We have performed both rehab and new construction in both public and private housing and therefore have encountered and overcome the many complex elements that are a part of every development project, especially mixed finance developments that involve substantial relocation. Our strength as a company comes through post development and construction, when tenants move back and the full focus turns to creating a successful residential community.

For over 40 years, CJ has been positively transforming distressed urban neighborhoods into viable communities with sustainable affordable housing and new opportunities for residents. CJ has achieved success by working collaboratively with local authorities and community stakeholders to create sustainable mixed-tenure neighborhoods that raise expectations, reduce social stigma, and provide real hope and long-term opportunity for low-income and market-rate families.

Organizational Structure:



The Team:

Joseph J. Corcoran, President, Corcoran Jennison Associates

Specialization: Development, finance, asset and property management, affordable housing

Contribution to the team: Will oversee entire development process

Joseph J. Corcoran has been an executive with Corcoran Jennison Companies since 1985 and has extensive experience in all aspects of the real estate business, including development, finance, and asset and property management.

Corcoran Jennison, honored by the National Association of Home Builders as “Development Company of the Year,” and recognized for national excellence by organizations like the Urban Land Institute, is one of the country's leading builders, developers, and property management firms. The company has developed properties in excess of \$3.5 billion and pioneered the development and management of mixed income housing. The firm’s portfolio includes: residential housing, hotels, resorts, health facilities, academic campuses, retail centers, and golf courses.

Mr. Corcoran has 28 years of wide-ranging experience in the asset management of rental and for-sale housing, resorts and golf courses, and commercial properties. He is considered an expert in the entitlement process, and has overseen numerous community outreach initiatives in cities and towns throughout the East. Embracing a philosophy that communication and engagement are keys to community success, Mr. Corcoran has effectively directed many projects through a maze of complex permitting and community processes in a timely fashion.

A graduate of Boston College, he brings documented personal and professional skills to the task of developing and managing mixed income communities. Among his other associations, Mr. Corcoran is past president of the Builders Association of Greater Boston, a member of the Board of Directors of Northeastern University’s School of Public Policy and Urban Affairs, a trustee of Boston College High School and Elizabeth Seaton Academy in Dorchester, MA, and is a member of the Urban Land Institute and its Affordable/Workforce Housing Council, the National Association of Homebuilders, and the National Housing & Rehabilitation Association.

Tel: (617) 822 – 7354

Email: jjcorcoran@corcoranjennison.com

Sean McReynolds, Project Director, Corcoran Jennison

Specialization: Design and development, financing, programming strategy.

Contribution to the team: Project management, design, programming, and financing.

Mr. McReynolds brings over ten years of real estate development and capital markets experience to Corcoran Jennison Companies. As Project Director, Mr. McReynolds’s primary responsibility is overseeing transit-oriented development, “University Place Residences”, a \$70 million mixed-use project on a parcel of land located next to the JFK/UMass Station on the MBTA’s Red Line. The project will consist of 184 units of rental housing and 10,000 square feet of retail space with below grade parking on an existing three-acre surface parking lot.

Mr. McReynolds has development responsibilities on other CJ projects, including Cobble Hill, a 157 unit mixed-use development in Somerville, MA, and a \$35 million, 100-room hotel and ballroom addition to the Doubletree Downtown Hotel located in the heart of downtown Boston. He also has extensive experience in financial modeling proformas that incorporate various mixes of funds including but not

limited to: LIHTC, NMTC, tax-exempt bonds, agency debt (FHA, Fannie Mae, and Freddie Mac), pension fund equity, etc.

Prior to joining Corcoran Jennison Companies, Mr. McReynolds worked in Acquisitions for American Properties, Inc., an international developer and manager of office and multifamily properties, based in New York City. He also brings finance and capital markets experience having worked for Chimera Securities, a Wall Street based equity & debt trading firm.

For the past 4 years, Mr. McReynolds has assisted Joseph Corcoran with teaching a unique course at Boston College entitled “Real Estate & Urban Action”, which focuses on redeveloping mixed-income projects. Mr. McReynolds is an active young leader member of the Urban Land Institute (ULI), an Advisory Board Member of the Real Estate Council of Boston College (TREC), and an Emerging Leader in the Real Estate Finance Association (REFA). He graduated from Columbia University in 2009, where he received his masters in Real Estate Development. He received a BS in Finance from Boston College in 2004.

Tel: (617) 822 – 7382

Email: smcreynolds@corcoranjennison.com

Rickie Joanna Golden, Project Management, Corcoran Jennison

Specialization: Design and development, programming strategy

Contribution to the team: Project management, design, programming

Ms. Golden has 10 years of multi-family residential, retail and mixed-use development and development-related professional experience. As Project Director at Corcoran Jennison, Ms. Golden is responsible for managing the development of mixed-income and affordable housing, with a special focus on large-scale, urban, neighborhood revitalization projects. Ms. Golden has been with Corcoran Jennison for over two years.

Ms. Golden earned a Master’s in Design Studies in Real Estate Development from Harvard University in 2012. The program is interdisciplinary with the Graduate School of Design, Harvard Business School, Harvard Law School, and the Kennedy School of Government. At Harvard, she earned a Distinction for her Master’s Thesis on the Economic Argument for Affordable Housing, a housing policy paper with Jim Stockard as advisor. She earned a Bachelor of Art’s Degree in the History of Art from the University of Pennsylvania in 2005. Prior to joining the Development Team at Corcoran Jennison, Ms. Golden was a Summer Associate in Development for the Urban Retail Group at Vornado Realty Trust in Manhattan. Ms. Golden also worked in Development at a private ownership/development firm in Manhattan, where she coordinated or participated in the development of four high-end, mixed-use condominium projects in Manhattan, including The Laureate on the Upper West Side, Element on West 59th Street, Mercer Greene in SoHo, and Reade57 in TriBeCa. Prior to this, Ms. Golden worked at The Museum of Modern Art (MoMA) in Manhattan, where she worked on interior spatial configurations and installations for the Education Center/final phase of the Museum expansion. She was the graduate advisor and curriculum developer for a new Undergraduate Exploratory Course in Real Estate at Harvard based on William Poorvu’s book, *The Real Estate Game*. Ms. Golden has been a guest lecturer in the Choice Neighborhoods Initiative and urban development at Boston College.

She is an active Young Leader Member of the Urban Land Institute (ULI), a member of the ULI Responsibly Property Investment Council, a selected Board Member of the Harvard Real Estate Academic Initiative, a member of the National Housing & Rehabilitation Association (NH&RA), The

Citizens' Housing and Planning Association (CHAPA), the National Association of Housing and Redevelopment Officials (NAHRO), and the CJP Real Estate Construction and Design Group.

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Email: rgolden@corcoranjennison.com

Jennifer Corcoran, Project Management, Corcoran Jennison

Specialization: Design and development, market analysis

Contribution to the team: Project management, design, market research & analysis.

Ms. Corcoran began working at Corcoran Jennison Companies in 2013 as a Marketing Associate in the Management division. In this role, she spent time at the company's mixed-income properties in Pittsburgh, Baltimore, and Boston, working with leasing departments to devise more effective marketing strategies and paying particular attention to new development projects in these markets. She regularly updates market surveys and stays abreast of local and national housing trends, and advises on programming and design in CJ's new development projects. She has pursued professional development classes in Real Estate Market Analysis and Best Practices in the Development Process through the Massachusetts Institute of Technology and the Urban Land Institute (ULI), respectively. She is also an active young leader in ULI. She graduated from Boston College in 2013 with a Bachelor of Art's degree in Philosophy.

Tel: (617) 822-7301
Email: jfcorcoran@cjmanagement.com

Christopher M. Holmquest, Chief Financial Officer, Corcoran Jennison

Specialization: Corporate Finance

Contribution to the team: Corporate Finance and overseeing accounting for CJ asset management

Mr. Holmquest started with Corcoran Jennison Company in 1985, where he began as Assistant Controller and was promoted to Treasurer and Vice President overseeing the company's financial, treasury, systems, and accounting operations. Among his many projects and responsibilities at Corcoran Jennison are that he handled the development reporting and accounting requirements for Harbor Point Apartments, the largest co-insured mixed income project ever completed with the Department of Housing and Urban Development and the Massachusetts Housing Finance Agency. Prior to joining Corcoran Jennison Companies, Mr. Holmquest was a Construction Accountant with Spaulding and Slye Construction Companies in Burlington, MA, and Financial Manager at Mitco Corporation in Boston, MA. Mr. Holmquest is a 1981 graduate of the University of Vermont and holds a B.S. in Business Administration/Finance and a number of certificates in finance and real estate from the MIT Center for Real Estate and Cambridge Institute. He is an active member of the Construction Financial Management Association and serves on various company advisory boards.

Tel: (617) 822 – 7362
Email: cholmquest@corcoranjennison.com

John A. Mostyn, General Counsel and ADA/504 Coordinator, Corcoran Jennison

Specialization: Fair Housing and ADA Compliance, Landlord/Tenant Matters, Employment Law, Real Estate Permitting, and Contracts

Contribution to the team: CJ Corporate Counsel

John Mostyn started with Corcoran Jennison in 1998. His responsibilities include providing legal advice to management with respect to the Company's operations, including compliance with fair housing and employment laws, contract negotiations, and real estate permitting. Among his many projects at Corcoran Jennison, Mr. Mostyn has advocated before numerous federal, state and local departments and boards and has secured approvals for various real estate developments. Prior to joining Corcoran Jennison, Mr. Mostyn was a law clerk for the White House Council on Environmental Quality and an attorney for a large, federal contractor specializing in environmental law. He is admitted to practice law in Massachusetts and the District of Columbia. Mr. Mostyn holds a J.D. from Northeastern University and a B.A. from Tulane University.

Tel: (617) 822 – 7274

Email: jmostyn@corcoranjennison.com

There have been no lawsuits brought against Corcoran Jennison Associates in the courts of Massachusetts in the past 5 years.

Ed Hodges, AIA, Principal & CEO, DiMella Schaffer Architects

Contribution to the team: Architecture & Planning

Mr. Hodges brings two decades of architectural experience to the team. His projects range from research and development facilities to academic, corporate, and commercial buildings. Matching an artistic eye with a practical hand, Ed designs with the philosophy that buildings should represent themselves with distinction and bring delight to their users. He holds a Bachelor of Architecture and a Bachelor of Environmental Design from North Carolina State University and studied at the Royal Academy of Art and Architecture through the Danish International Studies Program.

Tel: (617) 426—5004

Email: ehodges@dimellaschaffer.com

Development Plan

The Cote Ford site's unique designation as a Gateway Development District indicates that it should have a structure that is distinctive and monumental; Corcoran Jennison believes that not only should the building itself be an iconic visual cue, but also that the concept behind the building should be transformative in the neighborhood, as well. For this reason, we have confidence that the neighborhood can support a mixed-use development with a market-rate apartment community. Thanks to the dedication of the Blue Hill Avenue/Cummins Highway Working Advisory Group, the Blue Hills Neighborhood Association, and Mattapan Square Main Streets, as well as various other active community groups, Mattapan Square is a thriving community with a solid vision for the future. The redevelopment of the Cote Ford site has extraordinary potential to provide new residential and retail options for current and new residents alike, and will serve as a catalyst for increased economic investment in the surrounding area.

Developing a vision for this site is a collaborative process involving residents, neighbors, and other parties in interest. We offer the following plan with the intention of later refinement based on feedback from members of the community and the DND.

We are proposing 108 new residential units and 11,000 SF of commercial space, as well as a neighborhood park that will create 16,616 SF of new green space for public use. We believe that this proposal meets and exceeds the criteria laid out by the Department of Neighborhood Development, as well as the community expectations set forth by the Cummins Highway/Blue Hill Avenue Working Advisory Group (WAG).

For the 108 units to be built on the site, we propose the following income mix:

- 16 units would be 70% AMI units;
- 92 units would be market rental units

Advantages of Market-Rate Housing

Preliminary market analysis supports the idea that this section of Mattapan would be well suited for a market-rate renter. Market-rate units and affordable units will be interspersed throughout the development, without any distinction between the two.

Mattapan is an excellent community that market-rate tenants would be lucky to call home, but its aging stock of rental housing has not been substantially improved in decades. With the completion of the new Blue Hill Avenue MBTA Station on the Fairmount Line, residents of Mattapan will soon benefit from more direct access to Downtown Boston, expanding opportunities for employment and recreation. The Cote Ford site's proximity to both the MBTA station as well as the existing commercial hub in Mattapan Square poises it to be a desirable and convenient location for Boston renters.

As a privately-financed project, Corcoran Jennison also believes that this proposal will be superior to its competitors in its ability to deliver the final product in a timely manner, as opposed to possibly competing in several rounds of competitions for allocations of low income housing tax credits. Institutional investors have already expressed strong interest in partnering with us in this endeavor.

Design

The plan proposed by Corcoran Jennison has three unique areas of development: the Cote Ford building at 820 Cummins Highway (Parcel 18-01058000); 30-32 Regis Road (Parcel 18-01054000); and the smaller parcels at Regis Road and Cummins Highway (Parcel 18-01091000 and Parcel 18-01092000). All buildings will be constructed with superior quality materials, taking advantage of sustainable building principles and MEP systems. Corcoran Jennison will work closely with the architect, DiMella Schaffer, to ensure that the design includes a thoughtful exterior with attractive windows, doors, and exterior cladding, all of which will complement the existing architectural landscape.

The Cote Ford Building (Parcel 18-01058000)

We propose to rehab and utilize the existing structure at 820 Cummins Highway and use it as a podium upon which to build a five story, elevator-served, wood-frame building that will include 11,000 SF of street-level commercial space; 72 new rental units; and 70 covered parking spaces.

Our initial assessment reveals the existing garage structure located at the ground level of 820 Cummins Highway, with points of access from Regis Road, to be structurally sound with a high potential for reuse; covered garage parking is a valuable amenity to market renters and will provide an additional source of income for the project. Additionally, utilizing the existing structure will earn points toward a LEED Certification, if pursued, and cut back on the disruption to the neighborhood that would be caused by demolition and grade modification. A commercial tenant will be chosen with community needs and preferences in mind, and will fill a void in the commercial landscape of the community without disrupting existing businesses. Preliminary ideas for this space include a fitness center, a coffee shop, or some other commercial venture that promotes the building of community, and we look forward to hearing community feedback on potential uses. In addition to retail, the first level will also include a 5,930 SF terrace.

The 72 residential units in this building will be located on Floors 1 through 4 (with Garage level labelled "G"). The preliminary unit mix in this building includes four (4) studios at 500 square feet; fifty three (53) one-bedrooms at 700 square feet; and fifteen (15) two-bedrooms at 925 square feet. Units will be thoughtfully designed to maximize efficiency of space, light and energy. Some units will have views of the new park on the corner of Cummins Highway and Regis Road, while others will face into the new terrace area.

30-32 Regis Road (Parcel 18-01054000)

The existing structure located at 30-32 Regis Road will be demolished and replaced by 36 brand new apartments, separated into three 3-story walk up buildings with 12 units each. The unit mix per building will be six (6) studios at 500 square feet and six (6) two-bedrooms at 925 square feet. Two bedroom units will include patios on the ground floor or porches on the upper levels. The scale of these "townhouse" buildings will relate cohesively with the existing dwellings on Regis Road, maintaining a neighborhood feel. The buildings will be set back from Regis Road by fifteen feet, with attractive walkways and landscaping, and separated by side yards that are fifteen feet wide. At the rear of the building, 25 surface parking spaces will create a buffer between the residences and the train tracks, and ample green space will be included.

Regis Road/Cummins Highway Corner Site (Parcels 18-01091000 & 19-01092000)

On this parcel, totaling 16,616 square feet, we plan to create a public park for community enjoyment. The park will be thoughtfully designed to include a walking path, benches, attractive landscaping and a community garden. We welcome and encourage the input of the Mattapan residents in the naming of the park.

Corcoran Jennison is extremely committed to collaborating with the community in this venture at every junction. We will be prepared to present our development plan at a community meeting organized by the DND and welcome input from the residents of Mattapan at every stage of the development process. We agree to abide by the Boston Resident Job Policy and work with the community to maximize opportunities for construction employment and business opportunities for local residents, people of color and women on the project. We also agree to abide by the Boston Jobs and Living Wage Ordinance, including the “First Source Hiring Agreement” provisions of said ordinance.

Corcoran Jennison also agrees to coordinate closely with the DND on this venture, delivering monthly status reports to the Project Manager concerning Zoning Board of Appeals applications, Inspectional Services Department Permits, Final Design Specifications, environmental testing and remediation, acquisition of financing, and community feedback. We agree to confirm all scheduled project milestones with the DND prior to initiating work, and acknowledge that the determination of whether services were performed satisfactorily is at the sole discretion of the DND.

The demolition and rehabilitation of the existing structures and the construction of the new building will be executed in a timely and efficient manner, causing minimal disruption to the surrounding residences. After researching the environmental history of the property, Corcoran Jennison is confident in its abilities to address all environmental hazards in a safe and effective manner. We agree to maintain a safety and environmental program that complies with all applicable local, state, and federal regulations.

Please see Appendix 4 for our preliminary operating budget. The benefit of doing a project that is 85% market rate is that the rental revenue will service the operating expenses and any debt service. The project will financially run itself and we will ensure that the property is professionally managed to our highest standard.

Developer Qualifications

Corcoran Jennison (CJ) is a national development and property management firm founded in 1971. CJ is a leader in the development and management of housing and has invested more than \$3.5 billion in real estate in 15 states and currently manages 13,000 units of multi-family housing inclusive of low income-affordable and market rate units and 1,000 condominium units. CJ currently has 1,000 employees. On the pages that follow, we list what we believe are the qualifications that make Corcoran Jennison the DND’s best choice for the redevelopment of the Cote Ford Site.

Since 1971, Corcoran Jennison has developed all types of real estate, with a concentration on mixed-income rental housing. We have performed both rehab and new construction in both public and private housing and therefore have encountered and overcome the many complex elements that are a part of every development project, especially mixed finance developments that involve substantial relocation. Our strength as a company comes through post development and construction, when tenants move back and the full focus turns to creating a successful residential community.

For over 40 years, CJ has been positively transforming distressed urban neighborhoods into viable communities with sustainable affordable housing and new opportunities for residents.

Corcoran Jennison currently has two new market-rate, transit-oriented development projects in the pipeline: Cobble Hill, a \$50 million, 150 residential unit property with 12,500 square feet of retail space near Union Square in Somerville, MA, and University Place in Dorchester, a \$70 million project

comprised of 184 residential units, as well as retail space. More detailed descriptions of these projects are included in the following pages. CJ's Downtown Doubletree Hotel will have 98 rooms added by 2017, in addition to a ballroom addition and a new parking structure, for a total project cost of \$45 million. CJ's Bayside Doubletree Hotel will have 75 rooms added plus a ballroom and restaurant by 2016, for a total project cost of \$30 million. 200 market rate units will be added to Oak Hill by 2016, for a total project cost of \$35 million. CJ's total pipeline dollar amount is \$230 million.

UNIVERSITY PLACE

Dorchester, MA



University Place will include 184 new apartment units and 10,000 square feet of ground floor retail. The plan includes 67 studios, 73 one-bedroom units and 44 two-bedroom units. Reflective of current industry trends, the building features extensive amenity spaces, including a clubhouse area on the sixth floor with a conference room, poker room, outdoor patio, and a viewing area with a flat-screen TV. Additional amenities will include a fitness center, bicycle storage room, and underground garage parking. The community is proximal to the JFK/UMass Station on the MBTA's Red Line.





90 WASHINGTON Somerville, MA



Formerly Cobble Hill Apartments, the new development of **90 Washington Street in Somerville will include 157 residential units and 12,975 square feet of retail space.** The unit mix will include 30 studio units, 60 one bedrooms, 25 one bedrooms with dens, 39 two bedrooms and 1 three bedroom. Amenity spaces include a fitness center with a separate yoga room, a resident gathering area in the lobby, a conference room/ work area, and indoor bicycle storage & repair space. The site is located $\frac{1}{2}$ mile from the up-and-coming Union Square and directly across the street from the future Washington Street Station on the MBTA Green Line, anticipated to open in 2017.





During the last decade, CJ has focused on two areas: urban mixed-use development and public housing transformation utilizing the HOPE VI program. Corcoran Jennison Associates is a division of CJ seeking to partner with housing authorities to redevelop undercapitalized housing into safe mixed-income communities, as well as continuing to seek out market rate and mixed-use opportunities. Because CJ is not exclusively in the affordable housing development business, we are currently well-positioned to have principals in the company available to oversee the Cote Ford site redevelopment.

Our most notable developments have been the conversions of distressed multi-family properties into successful mixed-income neighborhoods. These include Harbor Point Apartments (1,283 units) in Boston, Massachusetts, Kings Lynne Apartments (441 units) in Lynn, Massachusetts, Villages at Montpelier (520 units) in Laurel, Maryland and Quaker Meadows (104 units) in Lynn, Massachusetts.

We then became involved in the HOPE VI program, working in partnership with housing authorities to transform their housing into mixed-income, mixed-finance communities including Oak Hill Apartments (718 units) in Pittsburgh, Pennsylvania, The Homes at Monterey Place (340 units) in New Haven, Connecticut, Southwood Square Apartments (315 units) in Stamford, Connecticut and Townhomes on Capitol Hill (134 units) in Washington, DC.

Our team has extensive experience in the planning and construction of mixed-income, mixed-finance housing development projects and experience in obtaining, structuring and implementing layered financing for such projects.

Our portfolio is comprised of a mix of low-income, moderate and market-rate housing. The market rate division of our development team was developing market rate properties during the last 5 years, while the affordable division completed an additional 86 units of mixed income rental housing using Low Income Housing Tax Credits at Oak Hill Apartments in Pittsburgh along with a 7,700 square foot community building and adjoining recreation center with a pool and tennis courts. In 2013, Corcoran Jennison completed a 24,252 square foot office and retail building using New Markets Tax Credits also at Oak Hill Apartments bringing total development for these two projects in excess of \$47 million. Both development projects were delivered on time and within budget.

Simultaneously, Phase II of our Crosstown Center Project in Boston, MA was completed in August 2007. The project served as a catalyst to the area that serves as a gateway to Fenway institutions including the Longwood Medical Area, the Museum of Fine Arts, and Northeastern University. Phase I included a 10-story, 175-room hotel, 22,000 square feet of restaurant and retail space, and a 650-space parking garage. Phase II includes a 212,000 square foot office building, of which 30,000 square feet is ground floor retail. Also included in Phase II is a 600 car addition to the existing parking garage. The project was an enterprise zone venture between the developer team and the City of Boston.

FBI/BI		Financing Sources / Government Programs	Investor	Tax Exempt Bond Allocation (if Applicable)	Accessible Units	Current Occup %	Other				Cost	Cost / Unit	Value	Value / Unit	Comments				
FBI	BI						Fixed/Close	Default	Lateral	Debtment									
0	0	Queen I 235/38 Queen II Mkt with VCHRS Col Level 1-13A with MRVP Queen IV / Mkt Queen V Mkt		\$13,200,000 Blended Phases I-III	0	96%					\$43,250,000	\$73,305	\$62,500,000	\$105,932					
0	0																		
0	0																		
0	0																		
0	0																		
0	0	HUD/235 Interest Reduction		\$11,385,000	0	98%					\$12,650,000	\$44,386	\$32,000,000	\$112,281					
0	0	USDA, Sec 515 HUD/Sec 8		\$2,025,000	0	100%					\$2,250,000	\$66,250	\$4,000,000	\$100,000					
0	0	HUD/MHFA Sec 8		\$5,965,000	5	100%					\$6,650,000	\$66,500	\$14,500,000	\$145,000					
0	0	HUD/MHFA Sec 8		\$3,195,000	4	100%					\$3,550,000	\$40,805	\$9,500,000	\$109,195					
40	0	Section 13A State Interest Reduction with MHFA with MRVP		\$24,750,000	22	99%					\$27,500,000	\$62,358	\$68,000,000	\$154,195					
0	0	HUD SEC 8 / HUD 223(F)		\$12,622,600	11	100%					\$14,025,000	\$62,892	\$38,500,000	\$172,646					
0	0	HUD/Sec 8		\$7,200,000	6	100%					\$8,000,000	\$64,795	\$35,000,000	\$239,726					
0	0	HUD/MHFA/ Section 8		\$6,165,000	7	100%					\$6,850,000	\$51,894	\$19,500,000	\$147,727					
0	0	Commercial		N/A		70%					\$13,300,000	N/A	\$18,000,000	N/A	153,000				
0	0	HUD/MHFA Sec 8		\$7,875,000	5	100%					\$8,750,000	\$84,135	\$15,000,000	\$144,231					

CUSIP	Free &SP	Financing Sources / Government Programs	Investor	Tax Exempt Bond Allocation (if Applicable)	Accrual Units	Current Occup %	Other				Cost	Cost /Unit	Value	Value /Unit	Comments
							Foreign	Default	Liquidity	Collateral					
3	0	HUD Sec 8		\$9,360,000	12	100%					\$10,400,000	\$81,175	\$25,000,000	\$147,059	
0	0	HUD SEC 8 / HUD 223(b)		\$13,050,000	12	100%					\$14,500,000	\$64,732	\$62,000,000	\$275,786	11,200
0	16	HUD/MHFA, SHARP, Se 08, MRPV/LHTC		\$186,000,000	64	99%					\$250,000,000	\$194,655	\$325,000,000	\$253,313	23,358
2	0	MHFA/SHARP with MRPV		N/A	7	97%					\$9,200,000	\$68,867	\$18,500,000	\$134,058	
0	0	Conventional		N/A	2	98%					\$105,000,000	\$115,894	\$215,000,000	\$237,307	
16	0	TIP County/ LHTC /MF Revenue Bond		\$23,400,000	2	98%					\$34,500,000	\$45,575	\$72,000,000	\$95,112	
10	0	Hope VI / LHTC /HACP ACC /MF Revenue Bond	Related Capital Group Lend Lease PNC Bank	\$70,000,000	4	100%					\$115,000,000	\$150,167	\$175,000,000	\$243,733	
0	0	Conventional		N/A	4	100%					\$25,000,000	\$180,253	\$38,000,000	\$230,769	
0	0	Tax Credits/ MF Revenue Bond		\$27,500,000		98%					\$32,500,000	\$227,273	\$41,000,000	\$266,713	15,000
0	0	MDCA Hope VI		N/A	6	99%					\$30,000,000	\$220,001	\$34,000,000	\$253,731	
6	0	Hope VI / LHTC / ACC / MF Revenue Bond	Related Capital Group	\$20,000,000	4	100%					\$52,500,000	\$154,412	\$65,000,000	\$161,765	
0	0	Hope VI / LHTC / ACC / MF Revenue Bond	Related Capital Group Lend Lease	\$25,000,000	4	100%					\$65,500,000	\$207,937	\$70,000,000	\$222,222	
0	0	Conventional		N/A	4	100%					\$91,000,000	\$271,642	\$104,000,000	\$310,448	
											\$917,075,000		\$1,436,000,000		

Participation Period From - To	Construction, # of Bldgs, # of Stories and year built.	Bedroom Size	Rental Income Source						Homeownership	Commercial Sq Ft
			Proj Base Sec 8	LIHTC	PHA - ACC	MIRVP/Voucher	Sec 8 Vouchers	IMA - Mod-Restrict		
1980 to Present	New Construction, Family/Elderly frame brick siding with 5 buildings & Retail shopping center 5 stories, built in 1982	1Br	190							11,200
		2Br	33							
1983 to present	Substantial Rehab & New Construction, family / elderly, multiple types of buildings sidings and roof types built in 1980, 58 buildings with multiple stories 2-7, 23,000 SF Commercial	1Br	53			10		306	23,359	
		2Br	113			9		533		
		3Br	130			11		42		
		4Br	54			4		2		
		5Br				12				
		6Br				4				
2001 to Present	Rehab family development with wood frame and pitched roof.	1Br	6					18		
		2Br	9					51		
		3Br	5					11		
1979 to present	Rehab family with fire resistive, brick siding, flat roof, one building, 5 stories built in 1973 4 elevators and sprinklered	5	3							
		1Br	188							
		2Br	31							
1976 to present	Resident Co-General Partner Substantial Rehab/New Family wood frame, pitched roof 47 buildings, from 2 to 5 stories, 4 elevators, sprinklered in mid rise	1Br			77	4	54	53		
		2Br			41	3	40	40		
		3Br			29	1	30	29		
		4Br			7	1	9	8		
		5Br			2		6	7		
1979 to present	New construction, elderly with fire resistive, masonry brick siding, pitched roof, sprinklered, 2 elevators with 1 building - 5 stories built 1982	1Br	137							
		2Br	8							
2002 to present	Resident Co-General Partner Edith Johnson = 99 MR William Griffith = 4 units 69 Webster = 49 Monterey Place = 188	5			77					
		1Br			126					
		2Br			89			5		
		3Br			40			5		
		4Br			8			4		
1998 to Present	Resident Co-General Partner Phase I - 637 rental, 7 homeowners, Phase I - IV Completed June 2003, Phase II - Wadsworth (86 units) Completed August 2011, Phase II - Commons (21,377 sq ft Commercial and 2,861 sq ft Retail)	5						16	24,657	
		1Br		2		200		84		
		2Br		9		17		160		89
		3Br		12		105		14		7
		4Br		0		10				
1987 to Present	New Construction condominiums, garden and townhouse style wood frame, pitched roofs built between	5							906	
		1Br								
		2Br								
		3Br								
1980 to present	Resident Co-General Partner Substantial rehab/family -, with 9 buildings, 2&3 stories, wood frame, pitched roofs built in 1983	1Br	34							
		2Br	39							
		3Br	28							

Participation Period From - To	Construction, # of Bldgs, # of Stories and year built.	Bedroom Size	Rental Income Source						Homeownership	Commerical Sq Ft
			Proj Base Sec 8	LIHTC	PHA - ACC	MRYV/Voucher	Sec 8 Vouchers	MA - Mod-Restrict		
1971 to present	New Family with wood frame pitched roof- 33 buildings, 3 to 5 stories built in phases 1971, 1972, 1981 and 1982	5	2					7	10	
		1Br	44			21	52		160	
		2Br	29			17	67		137	
		3Br				5	18		13	
		4Br				2			6	
1981 to present	New family/elderly with 23 buildings - 2-4 stories 5 elevators brick veneer siding, pitched roofs built in 1981	1Br	114							
		2Br	43							
		3Br	13							
1985 to present	New Construction, Family with wood frame, pitched roofs 22 buildings, 3 stories 4 elevators, built in 1985	1Br				29			35	
		2Br				30			37	
		3Br				7				
1972 to Present	New Construction, Elderly wood frame, pitched roof with 1 building, 2 stories built in 1981	1Br	38							
		2Br	3							
1978 to present	Rehab of former Industrial building, Family/elderly brick masonry building with 5 stories and 2 elevators, flat roof built in 1978	1Br	120							
		2Br	9							
		3Br	3							
2002 to present	Resident Co-General Partner New construction redevelopment of failed public housing	1Br		22	20				23	
		2Br		23	34				26	
		3Br		17	31				29	15
		4Br		8	55				7	
		5Br			20					
2000 to present	Resident Owned Cooperative Rehab/New family development wood frame, pitched roofs.	1Br							46	
		2Br							82	
		3Br							6	
1974 to present	New Construction, Elderly, wood frame with pitched roof built in 1983, 2 buildings and 3 stories - 2 elevators	1Br	99							
		2Br	1							
1995 to Present	Rehab family development with 65 bldgs, 3 stories garden built in 1965, brick siding- pitched roofs. Income Mix Restructured in 2012	1Br		341					86	
		2Br		226					56	
		3Br		10					2	
		4Br		28					8	
1971 to Present	New Elderly with 2 buildings 3 & 4 stories, masonry brick, flat roof, 2 elevators built in 1978	1Br	77							
		2Br	9							

1,665	715	975	317	153	139	1,938	1,076	99,216
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Below is a more detailed narrative description of each of CJ's relevant projects in which we provided similar services, illustrating our extensive knowledge and experience in planning and developing mixed-income and market rate housing in urban areas.

KEYSTONE
APARTMENTS
 DORCHESTER, MA

CORCORAN
JENNISON
Management LLC



Name: Keystone Apartments
Address: 151 Hallet Street
 Dorchester, MA 02124
 617282.9125
 www.cjapts.com

Property Manager: Marie Morreale

Category: Urban

Completed: Summer, 1979

Urban Site: 7 Acres
 223 Rental Units
 Senior Housing
 Substantial Rehabilitation

Management: Corcoran Mullins Jennison Management Company



This landmark 1915 piano factory had been abandoned for a number of years before Corcoran, Mullins, Jennison Inc. converted it into a residential building for seniors. The renovated design won the Boston Society of Architects' 1981 Award for Excellence in Architecture.

Keystone Apartments is one of the most popular senior communities in Boston. Residents enjoy outdoor sitting areas, a greenhouse and activity room, and a full activities program. One of the sites most endearing qualities is its beautiful landscape. Pride and effort are cornerstones in the CMJ companies continuing commitment to provide beautiful, affordable housing that people love to come home to. The sites five-year waiting list attests to this, and its success as a senior community. We respectfully submit the following for your consideration.



THE PENINSULA
BOSTON, MA

CORCORAN
JENNISON
Companies



Completion: Summer 2006
Urban High Rise Construction
Market Rate Residential: 336 Units
New construction of two 7- and 9- story buildings
Developer: Corcoran Jennison Company, Inc.
Construction: Corjen Construction
Management: Corcoran Jennison Management Company



The Peninsula is a new, 336-unit apartment community located near UMass/Boston and the JFK Library, on the Columbia Point Peninsula in Boston, MA. The development consists of seven and nine story buildings with panoramic views of Boston Harbor and the downtown skyline. Twenty two of the units are reserved for affordable housing.



The Peninsula is located on the MBTA bus route, and is walking distance to the MBTA subway system, just a 5-minute train ride to downtown Boston. Direct bus service is available from The Peninsula to the Longwood Medical Area, a prominent medical and pharmaceutical research area.

The Peninsula features studio, one, two and three bedroom units, and apartments are equipped with high-speed internet access and satellite television. Many units feature waterfront views. A swimming pool, fitness center, and parking are available on site.

**CROSTOWN CENTER
BOSTON**
BOSTON, MA

**CORCORAN
JENNISON**
Companies



Construction Start Phase I: November 2002
Construction Completion Phase I: May 2004

Construction Start Phase II: February 2006
Construction Completion Phase II: August 2007

Developer: Crosstown Center, LLC
Construction: Corjen Construction LLC
Hotel Management: Corcoran Jennison Hospitality LLC

Crosstown Center is located at the Massachusetts Avenue entry to the \$14 billion Central Artery Project and is adjacent to the Boston University Medical Center. The project marks the geographic gateway to Fenway institutions including, the Longwood Medical Area, the Museum of Fine Arts, and Northeastern University. Crosstown is a significant catalyst to the area, creating 160 construction jobs and 125 new permanent jobs in Phase I.

Phase I: Includes a 10-story, 175-room Hampton Inn and Suites "budget boutique" hotel, 22,000 square feet of restaurant and retail space, and a 650-space parking garage. Construction was complete in Spring of 2004, just in time for the Democratic National Convention in Boston. The contemporary design features a signature glass corner tower to identify the building's gateway image.

Phase II: Include a 212,000 square foot office building of which 30,000 square feet will be ground floor retail. Also included in phase II is a 600 car addition to the existing parking garage which will bring the total number of parking spaces in the project up to 1250. The contemporary design is a combination of glass, brick and metal panels that will complement the existing architecture of the Hotel in Phase I.

Crosstown Center is being developed by a minority led partnership that includes Corcoran Jennison and Boston developers Kirk Sykes and Tom Welch. Crosstown is an enterprise zone venture between Crosstown Center, LLC and the City of Boston. Corcoran Jennison Hospitality oversees management and operations of the hotel. Crosstown was designed by ADD, Inc. of Cambridge, MA in association with Primary Group of Boston, MA.

PARK SQUARE WEST
STAMFORD, CT

CORCORAN
JENNISON
Companies



Completion:	Phase I	Summer, 2001
Urban Site:	4.5 acres	
Mixed-Use:	143 mixed-income rental units 10,000 sq. ft. of commercial space	
New Construction		
Developer:	Corcoran Jennison Company, Inc.	
Construction:	Corjen Construction Company	
Management:	Corcoran Jennison Management Company	

Park Square West is a \$100 million mixed-use project on one of the last urban renewal parcels in Stamford, CT. Corcoran Jennison's proposal to redevelop the site was selected by the Stamford Urban Redevelopment Commission ("URC") for its superior design and the company's experience in revitalizing and redeveloping urban neighborhoods.

Phase I consists of 143 units of rental housing, 20% of which are affordable. Phase I is a combination of studio, one, two and three bedroom units, each designed with a computer area and T-1 Internet access. Other amenities include a fitness center, underground and garage parking, and full concierge service. The street level of the building features neighborhood retail and services.

Park Square West is just one half mile to the Stamford Metro North commuter train and Amtrack, and across from the Majestic Theatre in downtown Stamford.

To be completed in three additional phases, the final project will consist of 550 luxury mixed-income apartments in four high rise buildings with ground floor retail.

**HARBOR POINT
ON THE BAY
BOSTON, MA**

**CORCORAN
JENNISON**
Companies



First Occupancy 1988
Completed: 1990
Urban Site: 52 Acres
Mixed-Income Residential
 1,283 rental units
 23,400 sq. ft. of commercial and community space

New Construction and Rehabilitation
Public/Private Financing
Developer: Corcoran Mullins Jennison, Inc.
Architects: Goody Clancy & Associates
 Mintz Associates
Construction: Peninsula Construction Company
Management: CMJ Management Company

Harbor Point on the Bay was once Columbia Point, a mostly vacant, boarded up public housing project plagued by drugs and violence. It is now a revitalized, fully occupied, mixed-income neighborhood on Boston's waterfront. It is jointly owned by the residents and the development entity. This partnership demonstrates Corcoran Jennison's commitment to working with community residents during the development process and beyond. By entering into long-term ownership agreements with public housing residents, they have a voice in all development and operations decisions.

Harbor Point is an award winning, national model for transforming public housing and creating private, mixed-income housing. Awards include the FIABCI Award for International Excellence, the Rudy Bruner Award for Urban Excellence, and the Urban Land Institute Award for Excellence.

The development entity was Peninsula Partners, a Limited Partnership composed of Corcoran Mullins Jennison, Inc. (Managing General Partner), Cruz Construction Company, and Keen Development. The development cost of \$250 million was financed through a complex package of private and public loans and private equity, including, tax-exempt bond financing and low income housing, tax credits.

Harbor Point is the nation's first federal public housing project to be converted to private mixed income housing. The community's success served as a model for the development of HUD's Hope VI public housing revitalization program.

The Commonwealth of Massachusetts constructed the Old Harbor Park adjacent to Harbor Point. This waterfront linear park is part of Boston's Harbor Walk park system and provides important connections between Harbor Point and other city neighborhoods.

References:

1. Christopher F. Robie
Senior Vice President, Commercial Lending
Citizens Bank
28 State Street
Boston, MA 02109
Tel: (617) 725 – 5605
Fax: (617) 725 – 5695
Christopher.robie@citizensbank.com

Mr. Robie has handled Corcoran Jennison’s corporate account with Citizens Bank for over 10 years.

2. Vincent Tufo
CEO
Charter Oak Communities
(formerly Stamford Housing Authority)
22 Clinton Avenue
Stamford, CT 06901
Tel: 203-977-1400
vtufo@charteroakcommunities.org
Project: Southwood Square, Stamford CT
Charter Oaks Communities (former Stamford Housing Authority) hired Beacon/Corcoran Jennison for the HOPE VI redevelopment of the Southfield Village public housing development now Southwood Village, a mixed income community.

3. Jonathan Matterazzo
Relationship Manager, Commercial Real Estate
Santander/Sovereign Bank
Mail Code: MA1-SST 05-16
75 State Street
Boston, MA 02109
Tel: (617) 757 – 3505
Fax: (617) 346 – 7330
jmattera@sovereignbank.com

Jonathan Matterazzo manages Corcoran Jennison’s account at Santander/Sovereign Bank. CJ has a 6-7 year relationship with Santander/Sovereign Bank, and CJ has commercial loans and several accounts with the bank.

4. Leon Levine
Family Dollar Stores
P.O. Box 1017
Charlotte, NC 28201
Tel: (704) 814-3281

Mr. Levine is an investor with Corcoran Jennison Companies since 1993 in Westminister Company, a portfolio of over 60 affordable housing properties in North Carolina, South Carolina and Virginia.

Permits / Licensing

Corcoran Jennison Associates, Inc. and Corcoran Jennison Company, Inc. are duly registered and in good standing with the Secretary of the Commonwealth of Massachusetts for the following business activities: "To engage in the business of owning, leasing, managing, selling and otherwise dealing in real estate." We will continue to be duly registered and in good standing indefinitely. We will provide documentation upon request.

Subcontractor / Partnerships

DiMella Shaffer Architects

281 Summer Street
Boston, MA 02110

Corcoran Jennison and DiMella Schaffer have a long and successful history working together. Projects that we have collaborated on together include University Place in Dorchester, MA; 90 Washington Street in Somerville, MA; Milton Fuller Village, in Milton, MA. We have also consulted DiMella Schaffer on a variety of planning and feasibility exercises.

AWARDS

AWARD:	2011 WBE Award of Achievement
Recipient:	CMJ Management Company
Presented by:	MassHousing
AWARD:	2010 Deal of the Year, Apartment Finance Today
Recipient:	Oak Hill Apartments, Pittsburgh, PA - Wadsworth Phase
Presented by:	Apartment Finance Today
AWARD:	2009 WBE Achievement Goal in the Balance of State Area during the fiscal year
Recipient:	CMJ Management Company
Presented by:	MassHousing
AWARD:	2008 Grand "Green Star" Award
Recipient:	Ocean Edge Condominiums, Cape Cod, Brewster, MA
Presented by:	(PGMS) Professional Grounds Management Society
AWARD:	2007 MBE and WBE Million Dollar Achievement
Recipient:	CMJ Management Company
Presented by:	MassHousing
AWARD:	2007 Annual Landscape Award
Recipient:	Ocean Edge Resort & Club, Brewster MA
Presented by:	Institute of Real Estate Management (IREM)
AWARD:	2007 RHA Community of Excellence for the Commonwealth of Massachusetts
Recipient:	Keystone Apartments, MA
Presented by:	Rental Housing Association
AWARD:	2007 ULI Award for Excellence - The Americas Competition
Recipient:	King's Lynne Apartments, Lynn, MA
Presented by:	Urban Land Institute, Washington, DC
AWARD:	2006 Communities of Quality Award - National Award
Recipient:	Keystone Apartments, Dorchester, MA
Presented by:	NAHMA (National Affordable Housing Management Association)
AWARD:	2006 MBE Million Dollar Achievement
Recipient:	CMJ Management Company
Presented by:	MassHousing
AWARD:	2006 Annual Landscape Award
Recipient:	Cobble Hill Apartments, Somerville, MA
Presented By:	Institute of Real Estate Management (IREM)

AWARDS

- AWARD:** 2005 Communities of Quality Award - National Award
Recipient: Harbor Point Apartments, Dorchester, MA
Presented by: NAHMA (National Affordable Housing Management Association)
- AWARD:** 2005 Million Dollar Achievement
Recipient: CMJ Management Company
Presented by: Mass Housing Minority Business / Women Enterprise Goals
- AWARD:** 2005 Communities of Quality Award
Recipients: Cobble Hill; Harbor Point; Keystone; Kings Lynne; Millbrook Square; Quaker Meadows; Queen Anne's Gate; Ramblewood; Savin Hill; Village at Fawcett's Pond and Westborough Country Village
Presented by: National Affordable Housing Management Association (NAHMA)
- AWARD:** 2004 Outstanding National Affordable Housing Professional
Recipient: Marie Morreale, Property Manager, Keystone Apartments, 2005
Presented By: New England Affordable Housing Management Association (NEAHMA)
- AWARD:** 2005 Communities of Quality Regional Award for Exemplary Family Development
Recipient: Quaker Meadows Apartments, Lynn, MA
Presented by: NEAHMA (New England Affordable Housing Management Association)
- AWARD:** 2004 Award of Achievement "Exceeding Minority Business Enterprise and Woman Business Enterprise Goals"
Recipient: CMJ Management Company
Presented by: MassHousing
- AWARD:** 2004 Award of Achievement
Recipient: Corcoran Jennison Management Company
Presented By: Irish Immigration Center
- AWARD:** 2004 Charter Award for Oak Hill, Pittsburgh, PA, a mixed-income housing project
Recipient: Goody Clancy Architects
Presented By: Congress for New Urbanism (CNU)
- AWARD:** 2004 Communities of Quality Award for Exemplary Development for the Elderly
Recipient: Brunswick Village, Southport, NC
Presented By: Southeastern Affordable Housing Management Association (SAHMA)
- AWARD:** 2004 Communities of Quality Award for Outstanding Turnaround of a Troubled Property
Recipient: LaDeara Crest, Winston-Salem, NC
Presented By: Southeastern Affordable Housing Management Association (SAHMA)

AWARDS

- AWARD:** 2004 Outstanding National Affordable Housing Professional
Recipient: Elizabeth More, Director of Administration, Corcoran Jennison Management Co.
Presented By: New England Affordable Housing Management Association (NEAHMA)
- AWARD:** 2003 Annual Landscape Award
Recipient: Keystone Apartments, Dorchester, MA
Presented By: Institute of Real Estate Management (IREM)
- AWARD:** 2003 Best in Apartment Living Awards
Maintenance Excellence; Curb Appeal Excellence; Overall Community Excellence
Recipient: Foxwood Manor, Levittown, PA
Presented By: Apartment Association of Greater Philadelphia (AAGP)
- AWARD:** 2003 Faces of GreenSpace
Recipient: Corcoran Jennison Company
Presented by: Boston GreenSpace Alliance
- AWARD:** 2003 Housing Professional Interest Area (PIA) Award.
Recipient: Monterey Place, New Haven, CT
Presented by: American Institute of Architects (AIA)
- AWARD:** 2003 Award of Achievement "Exceeding Minority Business Enterprise and Woman Business Enterprise Goals"
Recipient: CMJ Management Company
Presented by: Massachusetts Housing Finance Agency
- AWARD:** 2002 Management Company Recognition Awards Program
Recipient: Corcoran Jennison Management Company
Presented by: NEAHMA - The New England Affordable Housing Management Association
- AWARD:** 2002 Best of Seniors Housing Design Awards
Recipient: Corcoran Jennison and Fuller Village
Presented by: Seniors Housing Council, National Association of Homebuilders
- AWARD:** 2002 Award of Achievement "Exceeding Minority Business Enterprise Goals"
Recipient: CMJ Management Company
Presented by: Massachusetts Housing Finance Agency
- AWARD:** 2001 Charter Award for The Townhomes on Capitol Hill, Washington, DC, a HOPE VI project
Recipient: Goody Clancy Architects
Presented by: The Congress for the New Urbanism

AWARDS

- AWARD:** 2000 ULI Award for Excellence
Recipient: The Townhomes on Capitol Hill, Washington, DC
Presented by: Urban Land Institute, Washington, DC
- AWARD:** 2000 Pillars of the Industry "Development Firm of the Year"
Recipient: Corcoran Jennison Company, Inc.
Presented by: National Association of Homebuilders, Washington, DC
- AWARD:** 2000 Pillars of the Industry, "Judge's Special Award for Unique Development"
Recipient: The Townhomes on Capitol Hill, Washington, DC
Presented by: National Association of Homebuilders, Washington, DC
- AWARD:** 2000 Top 1000 High Performing Multifamily Properties
Recipients: The Villages at Montpelier, Laurel, MD; CambridgeSide Apartments, Cambridge, MA;
The Villages at Marley Station, Glen Burnie, MD; The Villages at Fawcetts Pond, Hyannis, MA;
Ships Cove Apartments, Fall River, MA
Presented by: US Department of Housing and Urban Development, Washington, DC
- AWARD:** 2000 Minority Business Enterprise Outstanding Goal Achievement
Recipient: CMJ Management Company
Presented by: Massachusetts Housing Finance Agency
- AWARD:** 2000 Minority Business Enterprise Meeting and/or Exceeding Goal In Balance of State
Recipient: CMJ Management Company
Presented by: Massachusetts Housing Finance Agency
- AWARD:** 2000 Outstanding Community for Landscaping
Recipient: Cobble Hill Apartments, Somerville, MA
Presented by: International Real Estate Managers
- AWARD:** 2000 Communities of Quality Regional Award for Exemplary Elderly and Disabled Housing
Recipient: Keystone Apartments, Boston, MA
Presented by: National Affordability Housing Management Association, Washington, DC
- AWARD:** 2000 Gold Tee Award
Recipient: Ocean Edge Resort & Golf Club, Brewster, Cape Cod, MA
Presented by: Meetings & Convention Magazine
- AWARD:** 1998, 1999, 2000 Paragon Award for Outstanding Meeting and Recreation Facilities
Recipient: Ocean Edge Resort & Golf Club, Brewster, Cape Cod, MA
Presented by: Corporate Meetings and Incentives Magazine

AWARDS

AWARD:	1999 Inner Circle Award
Recipient:	Ocean Edge Resort & Golf Club, Brewster, Cape Cod, MA
Presented by:	Association Meetings Magazine
AWARD:	1999 Gold Prism Award for CambridgeSide Apartments
Recipient:	Corcoran Jennison Company, Inc./Corjen Construction
Presented by:	Builders Association of Greater Boston
AWARD:	1999 Gold Prism Award
Recipient:	The Townhomes on Capitol Hill, Washington DC
Presented by:	Builders Association of Greater Boston
AWARD:	1999 Gold Prism Award for Best Direct Mail Piece
Recipient:	Corcoran Jennison Company, Inc.
Presented by:	Builders Association of Greater Boston
AWARD:	1999 Silver Prism Award for Harborlight House
Recipient:	Corjen Construction
Presented by:	Builders Association of Greater Boston
AWARD:	1999 Silver Prism Award for Best Marketing Campaign
Recipient:	Corjen Construction, LLC
Presented by:	Builders Association of Greater Boston
AWARD:	1998, 1999 Greens of Distinction
Recipient:	Ocean Edge Resort & Golf Club, Brewster, Cape Cod, MA
Presented by:	Corporate Incentive Travel Magazine
AWARD:	Black & White Boston Business Profile Award
Development:	Corcoran Jennison Companies
Presented by:	Black & White Boston
AWARD:	1998 Affordable Housing Award
Development:	The Villages at Marley Station, Glen Burnie, MD
Presented by:	The Mortgage Bankers Association of America, Washington, DC
AWARD:	1997, 1996 Golden Links Award
Development:	Ocean Edge Resort and Golf Club, Brewster, Cape Cod, MA
Presented by:	Corporate Meetings and Incentives Magazine
AWARD:	1996 Award for Best Overall Project and Best Residential Project
Development:	Harbor Point Community Apartments, Boston, MA
Presented by:	FIABCI (International Real Estate Federation, Paris, France)

AWARDS

AWARD:	1996 Pillars of the Industry Award, "Most Creative Financing"
Development:	The Villages at Marley Station, Glen Burnie, MD
Presented by:	National Association of Homebuilders, Washington, DC
AWARD:	1996 Honor Award for Excellence in Landscape Maintenance
Development:	Ocean Edge Resort and Golf Club, Brewster, Cape Cod, MA
Presented by:	Professional Grounds Maintenance Society and Grounds Maintenance Magazine
AWARD:	1995 Certificate of Recognition for Outstanding Minority Business Enterprise Vendor Achievement
Recipient:	Corcoran, Mullins, Jennison, Inc.
Presented by:	Massachusetts Housing Finance Agency
AWARD:	1994 Pillars of the Industry Awards, "Property Management Company of the Year"
Development:	Corcoran Jennison Management Company
Presented by:	National Association of Homebuilders, Washington, DC
AWARD:	1994 Citibank America's "Top 8 Greatest Resorts" and, "Second Best Food Resort in the Northeast"
Development:	Ocean Edge Resort, Brewster, Cape Cod, MA
Presented by:	Citibank
AWARD:	1994, Honorable Mention, New England Health Care Facilities Award
Development:	Notre Dame Health Care Center, Worcester, MA
Presented by:	Boston Society of Architects and the New England Health Care Assembly
AWARD:	1993 Rudy Bruner Award for Urban Excellence
Development:	Harbor Point Community Apartments, Boston, MA
Presented by:	The Bruner Foundation, New York, NY
AWARD:	1992 Urban Innovation Honor Roll
Recipient:	Joseph E. Corcoran
Presented by:	American Foundation of Landscape Architects, Washington, DC
AWARD:	1992 ULI Award for Excellence
Development:	Harbor Point Community Apartments, Boston, MA
Presented by:	Urban Land Institute, Washington, DC
AWARD:	1992 Certificate of Recognition for Outstanding Minority Business Enterprise Vendor Achievement
Recipient:	Corcoran Mullins, Jennison, Inc.
Presented by:	Massachusetts Housing Finance Agency
AWARD:	1992 Outstanding Contribution to Educational Support
Recipient:	CMJ Management Company
Presented by:	Institute of Real Estate Management, Washington, DC

AWARDS

AWARD:	1992, 1991 Outstanding Contribution and Performance
Recipient:	CMJ Management Company
Presented by:	New England Assisted Housing Management Association
AWARD:	1990 Gold Prism Award "Best Residential Rental Community"
Development:	Massachusetts Mills, Lowell, MA
Recipient:	CMJ Builders and the Joseph R. Mullins Company
Presented by:	Builders Association of Greater Boston
AWARD:	1990 Adrian Award for Best Resort and Conference Center Advertising Campaign
Development:	Ocean Edge Resort and Golf Club, Brewster, Cape Cod, MA
Presented by:	Hospitality Sales and Marketing Association International, Washington, DC
AWARD:	1988 Renaissance Award
Development:	The Mansion at Ocean Edge, Brewster, Cape Cod, MA
Presented by:	Remodeling Magazine and the National Association of Homebuilders, Washington, DC
AWARD:	1986 Award for National Excellence
Development:	The Villages at Montpelier, Laurel, MD
Presented by:	Department of Housing and Urban Development, National Program for Community Development Excellence, Washington, DC
AWARD:	1986 Excellence in Design and Construction
Development:	Ocean Edge Resort, Brewster, Cape Cod, MA
Presented by:	Remodeling Magazine and the National Association of Homebuilders, Washington, DC
AWARD:	1985 Builder of the Year
Recipient:	Gary Jennison
Presented by:	Builders Association of Greater Boston
AWARD:	1983 Feature Performance Award
Development:	The Villages at Montpelier, Laurel, MD
Presented by:	Professional Builders Magazine
AWARD:	1981 Award for Excellence in Architecture
Development:	Keystone Apartments, Dorchester, MA
Presented by:	AIA Boston Chapter, Boston Society of Architects

b. General Evaluation Criteria Documentation:

- vi. Appendix 2: Statement of Bidders Qualification Form
- vii. Appendix 3: Preliminary Development Budget Form
- viii. Appendix 4: Preliminary Operating Budget Form
- ix. Appendix 5: Development Timetable Form
- x. Appendix 6: Construction Employment Statement Form

STATEMENT OF PROPOSER'S QUALIFICATIONS

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

1. Name of proposer: Corcoran Jennison Associates, Inc.

2. Names and titles of principals: Joseph J. Corcoran

3. Names of authorized signatories: Joseph J. Corcoran

4. Permanent main office address:

150 Mount Vernon Street, Suite 500, Boston MA 02125

Phone: 617-822-7350 Fax: 617-822-7352 Email: jjcorcoran@corcoranjennison.com

5. Date organized: 2/20/1990

6. Location of incorporation: Massachusetts Affiliates are as follows: Corcoran Jennison Company, Inc (27 Years) Corcoran Mullins Jennison (43 years)

7. Number of years engaged in business under your present name: Corcoran Jennison Associates, Inc (24 years)

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

- a. Mass Housing
b. HUD
c. Boston Housing Authority

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

President

Title

Corcoran Jennison Associates, Inc.

Legal Name of Organization

9/30/14

Date

Appendix 3

PRELIMINARY DEVELOPMENT BUDGET

PROPOSER'S NAME: Corcoran Jennison Associates, Inc.

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	\$ 1
Site Prep/Environmental	\$ 2,120,000
Construction	\$ 23,660,000
Construction Contingency	\$ 1,289,000
Architect(s) and Engineer(s)	\$ 1,050,000
Development Consultant	\$ 275,000
Survey and Permits	\$ 280,690
Legal	\$ 400,000
Title and Recording	\$ 50,000
Real Estate Taxes	\$ 30,000
Insurance	\$ 50,000
Construction Loan Interest	\$ 742,500
Construction Inspection Fees	\$ 100,000
Other: Marketing	\$ 425,166
Other: Furniture, Fixtures & Equipment	\$ 125,000
Other: Financing Fee	\$ 360,000
Other: 3rd Party Reports	\$ 30,000
Other:	\$
Soft Cost Contingency	\$ 550,000
Developer Overhead	\$ 300,000
Developer Fee	\$ 1,570,000
TOTAL: ALL USES	\$ 33,407,357

SOURCES OF FUNDING	AMOUNT
Sponsor Cash In Hand	\$ 1,123,736
Additional Sponsor Fundraising	\$ 10,113,621
Philanthropic Funding	\$ 0
Philanthropic Funding	\$ 0
Bank Loans	\$ 22,170,000
Donated Materials/Services:	\$ 0
Other:	\$ 0
Other:	\$ 0
TOTAL ALL SOURCES:	\$ 33,407,357

Committed

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:

Our feasibility study concludes an acquisition price for the property of \$1 is necessary. We have assumed the project must be built with union wages and we cannot achieve the same rents as downtown Boston. The market rate capital structure requires a return on its investment that cannot be achieved based on cost assumptions for hard costs and potential disposal and treatment of contaminated soil removal and remediation. If these assumptions change, then it is possible the project could afford to pay some amount for the land.

In any event, we believe that a market rate property will pay market real estate taxes and encourage economic activity in the neighborhood.

Appendix 4

PRELIMINARY OPERATING BUDGET

PROPOSER'S NAME: Corcoran Jennison Associates, Inc.

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	Committed
Studio Affordable Rents - 5 units	\$ 61,200	<input type="checkbox"/>
One Bedroom Affordable Rents - 5 units	\$ 71,400	<input type="checkbox"/>
Two Bedroom Affordable Rents - 6 units	\$ 97,992	<input type="checkbox"/>
Studio Market Rents	\$ 291,600	<input type="checkbox"/>
One Bedroom Market Rents	\$ 987,000	<input type="checkbox"/>
Two Bedroom Market Rents	\$ 712,000	<input type="checkbox"/>
Parking Income	\$ 155,700	<input type="checkbox"/>
Other Misc. Income	\$ 64,800	<input type="checkbox"/>
Retail / Commercial Income	\$ 220,000	<input type="checkbox"/>
Vacancy Allowance - Residential	\$ (111,000)	<input type="checkbox"/>
Vacancy Allowance - Retail / Commercial	\$ (22,000)	<input type="checkbox"/>
ANNUAL OPERATING INCOME: ALL SOURCES	\$ 2,529,392	<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
Payroll & Benefits	\$ (162,000)
Utility Costs	\$ (108,000)
Marketing & Leasing	\$ (37,800)
Administrative	\$ (32,400)

Management Fee	\$ (88,529)
Maintenance	\$ (108,000)
Taxes & Insurance	\$ (270,000)
Replacement Reserves	\$ (21,600)
	\$
	\$
	\$
	\$
	\$
	\$
	\$
ANNUAL OPERATING COSTS: ALL SOURCES	\$ (828,329)

Explanatory notes:

Appendix 5

DEVELOPMENT TIMETABLE

PROPOSER'S NAME: Corcoran Jennison Associates, Inc.

Assuming that you are designated on November 01, 2014, indicate below your target dates for achieving these key development milestones.

MILESTONE	DATE
Designs Complete	July 2015
Apply for Permit(s)	December 2014
Zoning Relief Anticipated?	<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO
All Development Financing Committed	July 2015
Permit(s) Issued	October 2015
Financing Closed	October 2015
Construction Begins	November 2015
Construction Complete	(18 Months) May 2017

CONSTRUCTION EMPLOYMENT STATEMENT

PROPOSER'S NAME: Corcoran Jennison Company, Inc.

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 developers 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:

We have won several awards for exceeding targets and expectations in terms of hiring, residents, minorities, and females on our projects. We will continue to employ the same actions we have always taken to promote employment of mix groups, including targeted advertising, recruiting and oversight to ensure all targets are met or exceeded.

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:

c. Compliance Review Documentation:

- v. Appendix 7: Property Affidavit Form
- vi. Appendix 8: Affidavit of Eligibility Form
- vii. Appendix 9: Chapter 803 Disclosure Statement Form
- viii. Appendix 10: Beneficial Interest Statement Form

AFFIDAVIT OF ELIGIBILITY

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 (12) 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.

This statement is made under the pains and penalties of perjury this 30th day
of September, 2014
Month Year


Proposer Signature

Co-Proposer Signature (If Applicable)

CHAPTER 803 DISCLOSURE STATEMENT

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 30th day
of September, 2014
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)**

INSTRUCTION SHEET

NOTE: The Division of Capital Asset Management and Maintenance (DCAMM) shall have no responsibility for insuring that the Disclosure Statement has been properly completed as required by law. Acceptance by DCAMM of a Disclosure Statement for filing does not constitute DCAMM's approval of this Disclosure Statement or the information contained therein. Please carefully read M.G.L. c. 7C, s. 38 which is reprinted in Section 8 of this Disclosure Statement.

Section (1): Identify the real property, including its street address, and city or town. If there is no street address then identify the property in some other manner such as the nearest cross street and its tax assessors' parcel number.

Section (2): Identify the type of transaction to which this Disclosure Statement pertains --such as a sale, purchase, lease, etc.

Section (3): Insert the exact legal name of the Public Agency participating in this Transaction with the Disclosing Party. The Public Agency may be a Department of the Commonwealth of Massachusetts, or some other public entity. Please do not abbreviate.

Section (4): Insert the exact legal name of the Disclosing Party. Indicate whether the Disclosing Party is an individual, tenants in common, tenants by the entirety, corporation, general partnership, limited partnership, LLC, or other entity. If the Disclosing Party is the trustees of a trust then identify the trustees by name, indicate that they are trustees, and add the name of the trust.

Section (5): Indicate the role of the Disclosing Party in the transaction by checking one of the blanks. If the Disclosing Party's role in the transaction is not covered by one of the listed roles then describe the role in words.

Section (6): List the names and addresses of **every** legal entity and **every** natural person that has or will have a **direct or indirect** beneficial interest in the real property. The only exceptions are those stated in the first paragraph of the statute that is reprinted in Section 8 of this Disclosure Statement. If the Disclosing Party is another public entity such as a city or town, insert "inhabitants of the (name of public entity)." If the Disclosing Party is a non-profit with no individual persons having any beneficial interest then indicate the purpose or type of the non-profit entity. If additional space is needed, please attach a separate sheet and incorporate it by reference into Section 6.

Section (7): Write "none" in the blank if none of the persons mentioned in Section 6 is employed by DCAMM. Otherwise list any parties disclosed in Section 6 that are employees of DCAMM.

Section (8): The individual signing this statement on behalf of the Disclosing Party acknowledges that he/she has read the included provisions of Chapter 7C, Section 38 (formerly Chapter 7, Section 40J) of the General Laws of Massachusetts.

Section (9): Make sure that this Disclosure Statement is signed by the correct person. If the Disclosing Party is a corporation, please make sure that this Disclosure Statement is signed by a duly authorized officer of the corporation as required by the statute reprinted in Section 8 of this Disclosure Statement.

**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: 820 Cummings Highway / 30-32 Regis Road, Mattapan MA
- (2) TYPE OF TRANSACTION, AGREEMENT, or DOCUMENT: Purchase
- (3) PUBLIC AGENCY PARTICIPATING in TRANSACTION: Department of Neighborhood Development
City of Boston
- (4) DISCLOSING PARTY'S NAME AND TYPE OF ENTITY (IF NOT AN INDIVIDUAL):
Corcoran Jennison Associates, Inc. (Benefit Corporation)
- (5) ROLE OF DISCLOSING PARTY (Check appropriate role):
- | | |
|--|---|
| <input type="checkbox"/> Lessor/Landlord | <input type="checkbox"/> Lessee/Tenant |
| <input type="checkbox"/> Seller/Grantor | <input checked="" type="checkbox"/> 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

RESIDENCE

Joseph J. Corcoran 141 Gerald Road, Milton MA 02186

- (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

**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)**

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 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.

Corcoran Jennison Associates, Inc.

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

Joseph J. Corcoran **09/30/14**

AUTHORIZED SIGNATURE of DISCLOSING PARTY DATE (MM/DD/YYYY)

Joseph J. Corcoran President

PRINT NAME & TITLE of AUTHORIZED SIGNER





SITE AND GROUND FLOOR PLAN
September 30, 2014

Cote Ford Site Mattapan, Boston, MA



FLOOR AREA RATIO

Cummins Level 1	32,520 sf
Cummins Level 2	22,748 sf
Cummins Level 3-5	65,916 sf
Regis Road Levels 1-3	42,750 sf
Total Gross Square Feet	163,934 sf
Total Lot Area	113,695 sf
FLOOR AREA RATIO	1.33

OPEN SPACE PROVIDED

Cummins Park	16,615 sf
Regis Front / Rear / Side Yards	15,020 sf
Level 2 Terraces	6,700 sf
TOTAL OPEN SPACE	38,336 sf

UNITS

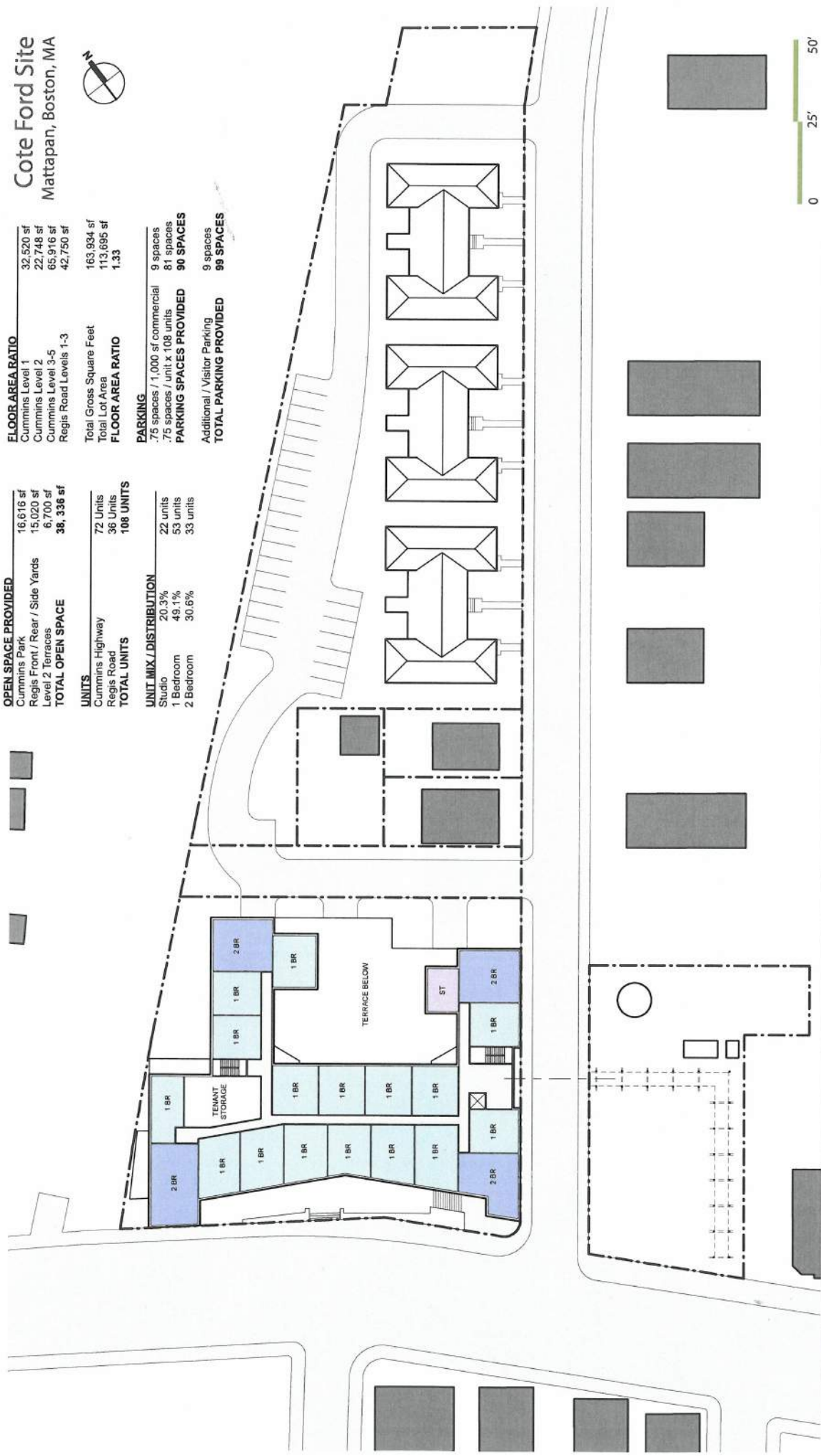
Cummins Highway	72 Units
Regis Road	36 Units
TOTAL UNITS	108 UNITS

PARKING

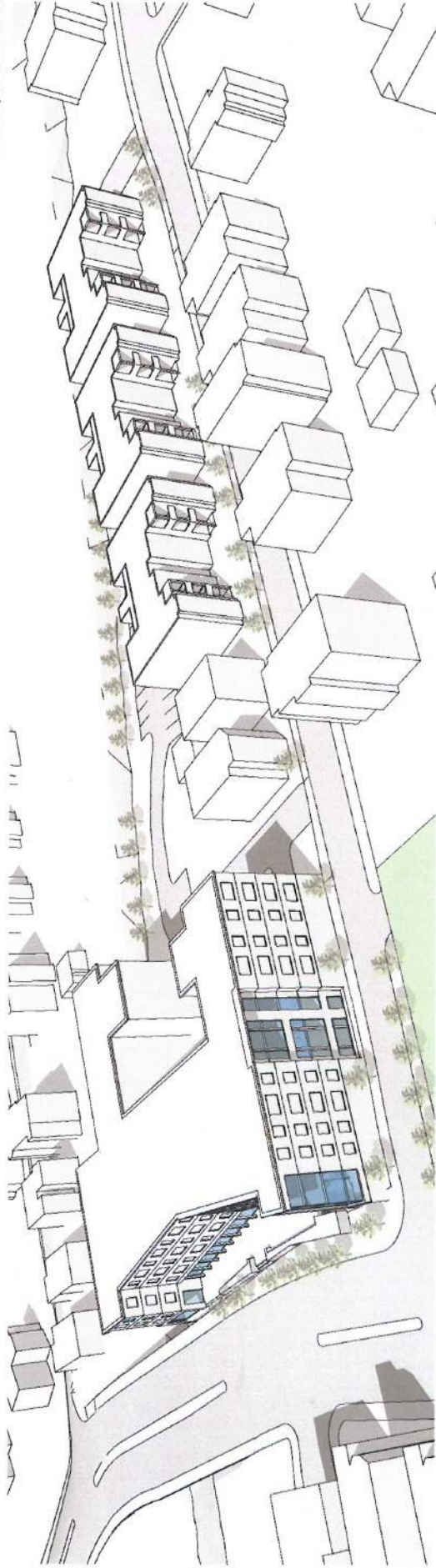
.75 spaces / 1,000 sf commercial	9 spaces
.75 spaces / unit x 108 units	81 spaces
PARKING SPACES PROVIDED	90 SPACES
Additional / Visitor Parking	9 spaces
TOTAL PARKING PROVIDED	99 SPACES

UNIT MIX / DISTRIBUTION

Studio	20.3%	22 units
1 Bedroom	49.1%	53 units
2 Bedroom	30.6%	33 units



Cote Ford Site
Mattapan, Boston, MA



AERIAL AT CORNER OF CUMMINS HIGHWAY AND REGIS ROAD

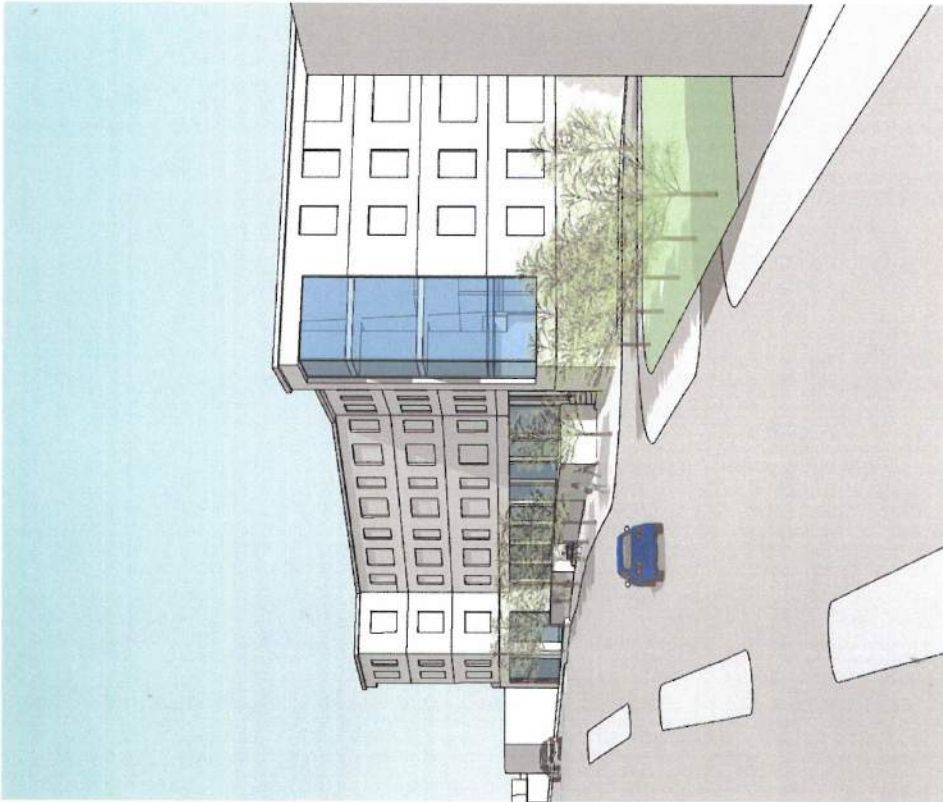


CORNER OF CUMMINS HIGHWAY AND REGIS ROAD

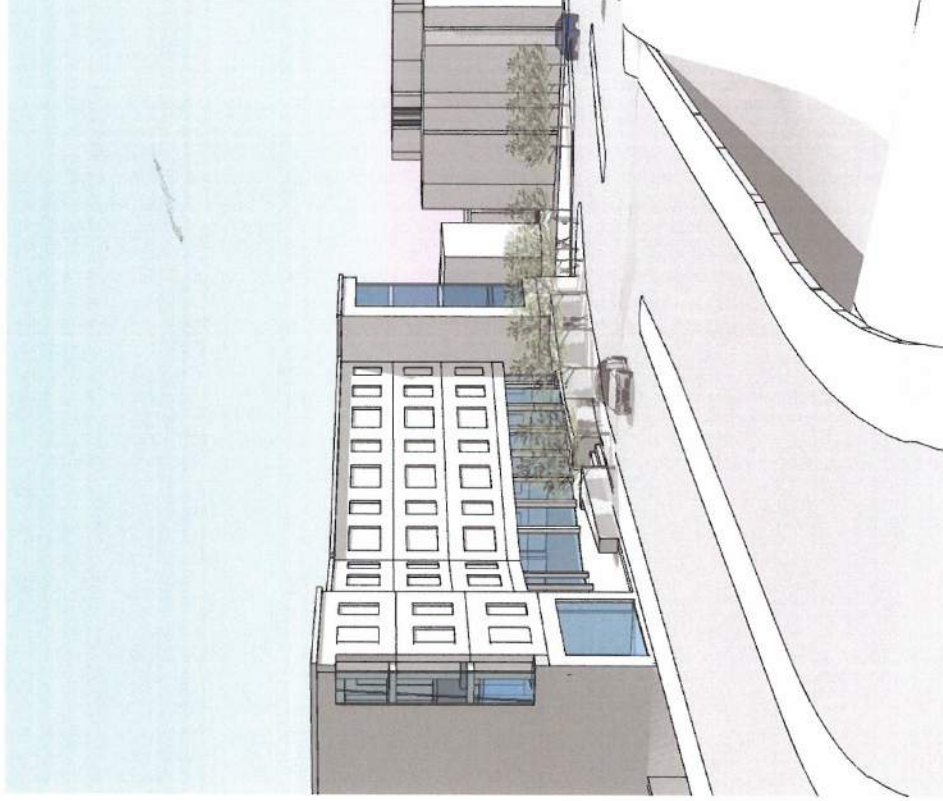
DiMella
Shaffer

PERSPECTIVE VIEWS
September 30, 2014

Cote Ford Site
Mattapan, Boston, MA



VIEW NORTHWEST ON CUMMINS HIGHWAY



VIEW EAST ON CUMMINS HIGHWAY

Development Name; Street Address, City, State, Zip; Tax Credit ID #; Name of Limited Partnership; Federal Tax ID Nbr; Construction Activity	Date Completed	Total Units	Financing Sources / Government Programs	Unit Count				(B) Build (D) Develop (M) Manage (O) Own	Participation Period From - To	Construction, # of Bldgs, # of Stories and year built.	Bedroom Size	Rental Income Source						Homeownership	Commercial Sq Ft			
				50% median	60% Median	80% Median	Market/Mod					Proj Base Sec 8	LIHTC	PHA - ACC	MIRV/Voucher	Sec 8 Vouchers	MA - Mod-Restrict			Market		
Cobble Hill Apartments 84 Washington Street Somerville, MA 02143 Cobble Hill Associates LP 04-2722843 Owner: CMJ	1980	223	HUD / Section 8	223	0	0	0	D,M,O	1980 to Present	New Construction, Family/Elderly frame brick siding with 5 buildings & Retail shopping center 5 stories, built in 1982	1Br 190 2Br 33									11,200		
Harbor Point Apartments One Harbor Point Blvd Dorchester, MA 02125 Owner: CMJ	1988	1283	HUD/MHFA/Section 8 SHARP	400	0	0	883	B,D,M,O	1983 to present	Substantial Rehab & New Construction, family / elderly, multiple types of buildings sidings and roof types built in 1980, 58 buildings with multiple stories 2-7, 23,000 SF Commercial	18r 53 2Br 113 3Br 130 4Br 54 5Br 12 6Br 4		10								23,359	
Hunters Glen 854 Issaqueena Trail Seneca, SC 29630 Hunters Glen Associates, LP 04-2722844 Owner: CMJ	2001	100	Multi Family Revenue Bond (80/20) w/ Project based Sec 8. FHA #05435508	20	0	0	80	M	2001 to Present	Rehab family development with wood frame and pitched roof.	18r 6 2Br 9 3Br 5											
Keystone Apartments 151 Hallet Street Dorchester, MA 02124 Keystone Apart Units, Inc. LP. 04-2669580 Owner: CMJ	1979	222	HUD Section 8	222	0	0	0	D,M,O	1979 to present	Rehab family with fire resistive, brick siding, flat roof, one building, 5 stories built in 1979 4 elevators and sprinklered	5 3 18r 198 2Br 31											
Kings Lynne Apartments 115 O'Callaghan Way Lynn, MA 01905 Kings Lynne Apartment Assoc. Inc. LP 04-2615050 Owner: CMJ	1976	441	Section 13A State Interest Reduction with MHFA with MRVP	296	0	0	145	D,M,O	1976 to present	Resident Co-General Partner Substantial Rehab/New Family wood frame, pitched roof 47 buildings, from 2 to 5 stories. 4 elevators, sprinklered in mid rise	18r 2Br 3Br 4Br 5Br		77	4	54	53						
Millbrook Square Apartments 17 Mill Street Arlington, MA 02174 Millbrook Square Associates, Inc. LP 04-2722844 Owner: CMJ	1979	145	HUD / Section 8	145	0	0	0	B,D,M,O	1979 to present	New construction, elderly with fire resistive, masonry brick siding, pitched roof, sprinklered, 2 elevators with 1 building - 5 stories built 1982	18r 137 2Br 8											
Monterey Place 69 Webster Street New Haven, CT Owner: Beacon/Corcoran/Jennison	2003	354	Hope VI / LIHTC / HACF ACC	331	0	0	9	B,D,M,O	2002 to present	Resident Co-General Partner Edith Johnson = 59 MR William Griffith = 4 units 69 Webster = 49 Monterey Place = 188	5 18r 2Br 3Br 4Br		77		126					5 5 4		
Oak Hill Apartments 280 Burrows Street Pittsburgh, PA 15213 Owner: Beacon/Corcoran/Jennison	1999 - 1A - 1B 2002 - 1C 2003 - 1D 2011 - Wad 2013 - Com	725	Hope VI / LIHTC / HACF ACC / MF Revenue Bond/NMTC	515	0	0	203	B,D,M,O	1998 to Present	Resident Co-General Partner Phase I-637 rental, 7 homes, Phase I - IV: Completed June 2003, Phase II-Wadsworth (86 units) Completed August 2011, Phase II-Commons (21,377 sq ft Commercial and 2,851 sq ft Retail)	5 18r 2Br 3Br 4Br	2	9	200	17	160	12	105	0	10	16 84 89 14 7	24,657
Ocean Edge Condominiums P.O. Box 392 Brewster, MA 02631 Various Tax I.D. #s. Owners: 17 Condo Associations		906	Conventional						1987 to Present	New Construction condominiums, garden and townhouse style wood frame, pitched roofs built between	5 18r 2Br 3Br 4Br										906	
Quaker Meadows 65 Memorial Park Avenue Lynn, MA 01902 Quaker Meadows Associates 04-2782434 Owner CMJ/ Residents Association	1980	101	HUD/MHFA/Section 8	101	0	0	0	B,D,M,O	1980 to present	Resident Co-General Partner Substantial rehab/family - with 9 buildings, 2&3 stories, wood frame, pitched roofs built in 1980	18r 34 2Br 39 3Br 28											

