



P3 Partners, LLC



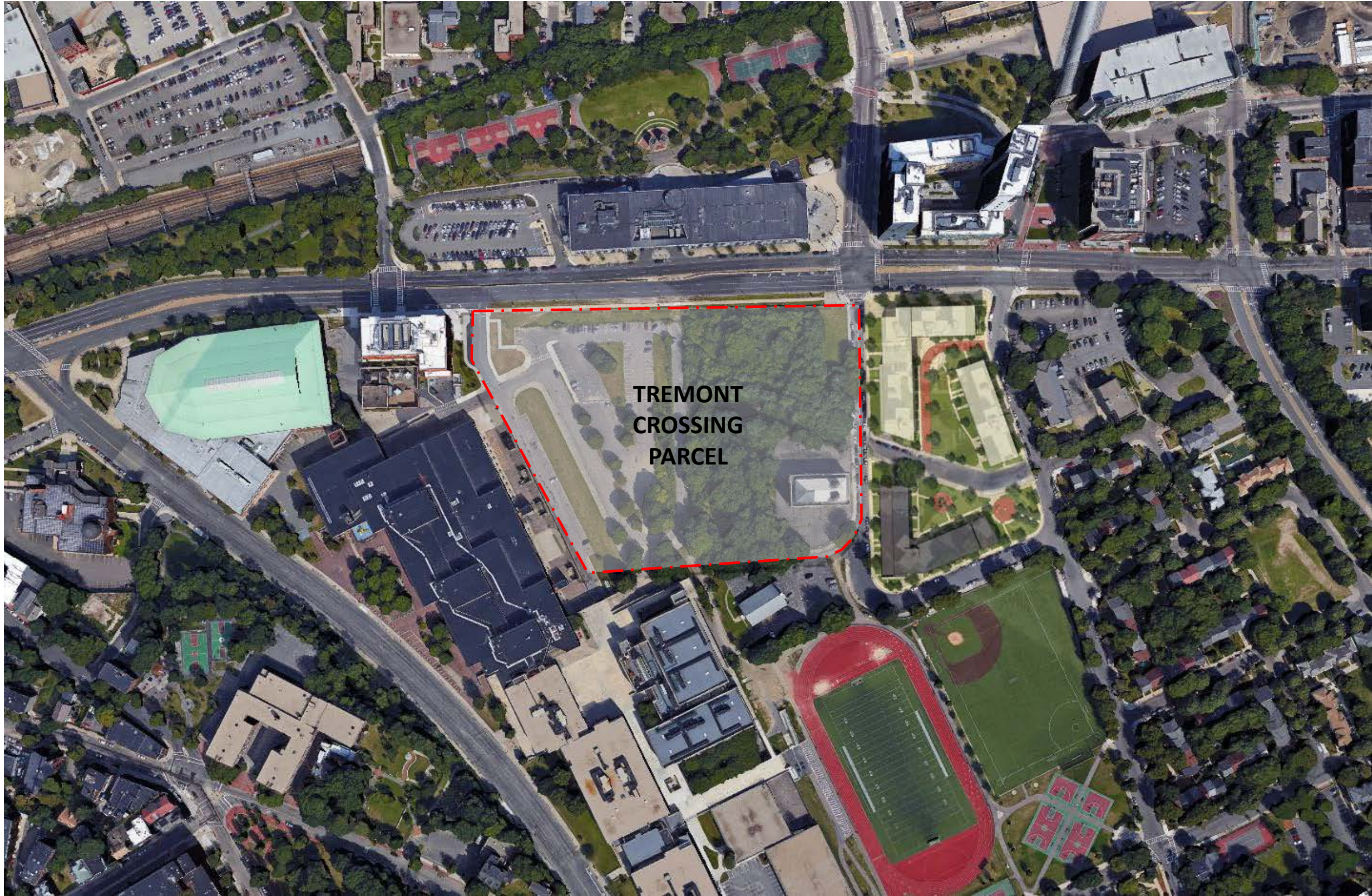
Cambridge Seven Associates, Inc.



Stull and Lee Incorporated
architecture + planning



NEIGHBORHOOD CONTEXT



TREMONT CROSSING
"WHERE COMMERCE AND CULTURE CONNECT"



HARMONIOUS BALANCE OF USES

MASSING PROGRAM
RESIDENTIAL: 315,000_{GSF}
HOTEL: 130,000_{GSF}
STUDENT HOUSING: 360,000_{GSF}
PARKING GARAGE: 580,000_{GSF}
RETAIL 385,000_{GSF}
OFFICE: 300,000_{GFS}
MUSEUM + ART STUDIO: 31,000_{GSF}
TOTAL 1,923,700_{GSF}

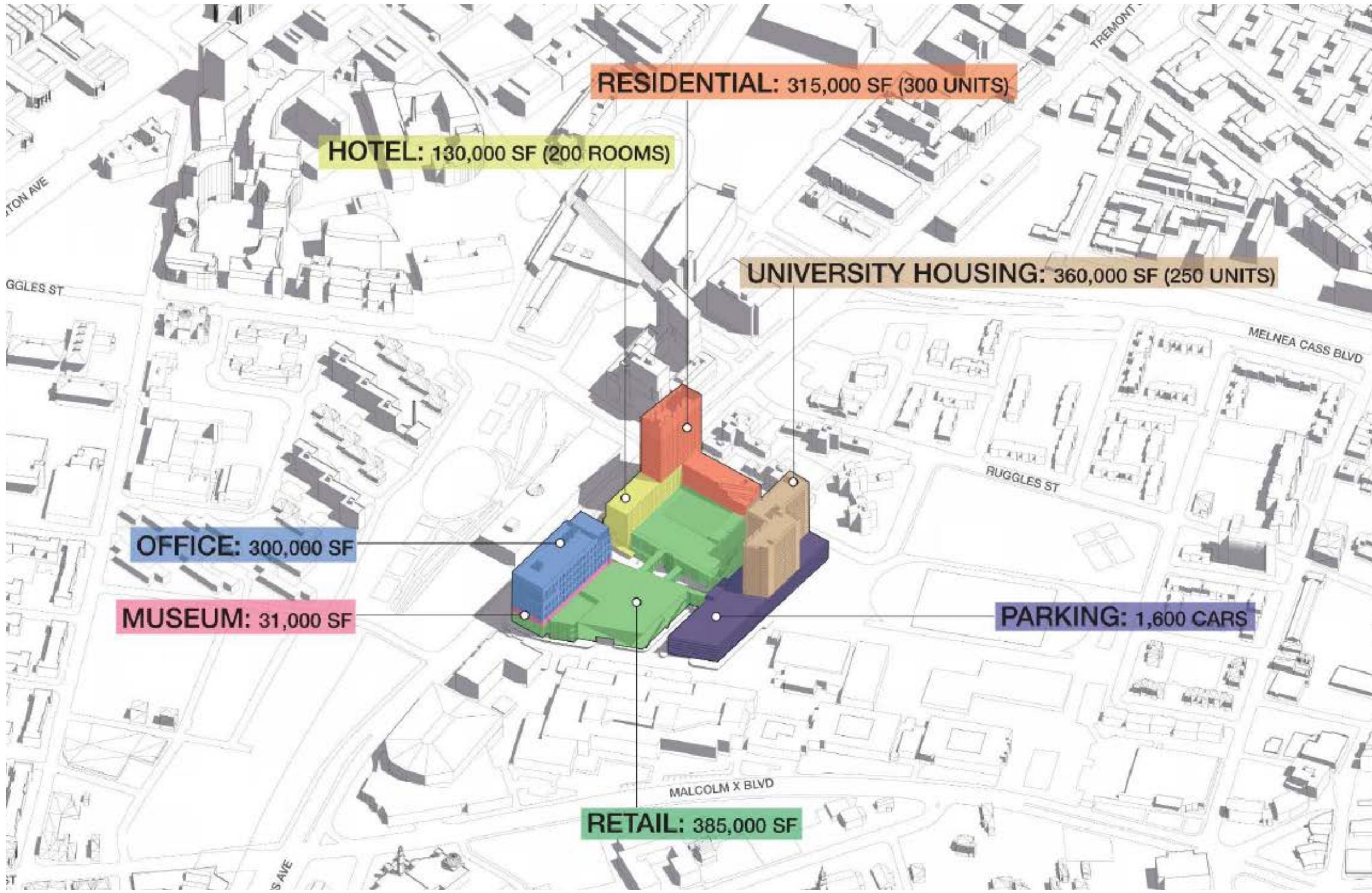
PARKING FOR 1,600 CARS



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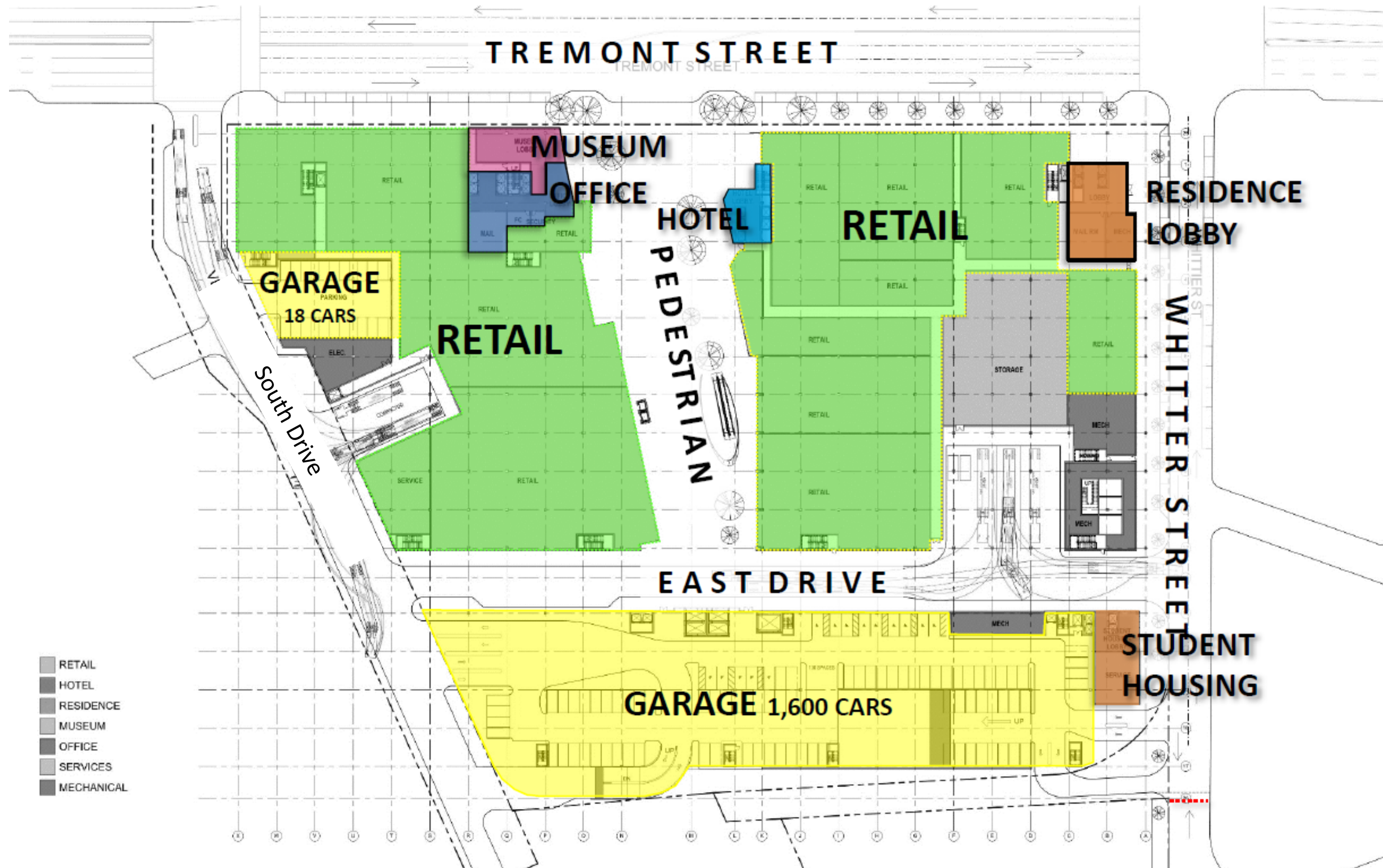
HARMONIOUS BALANCE OF USES



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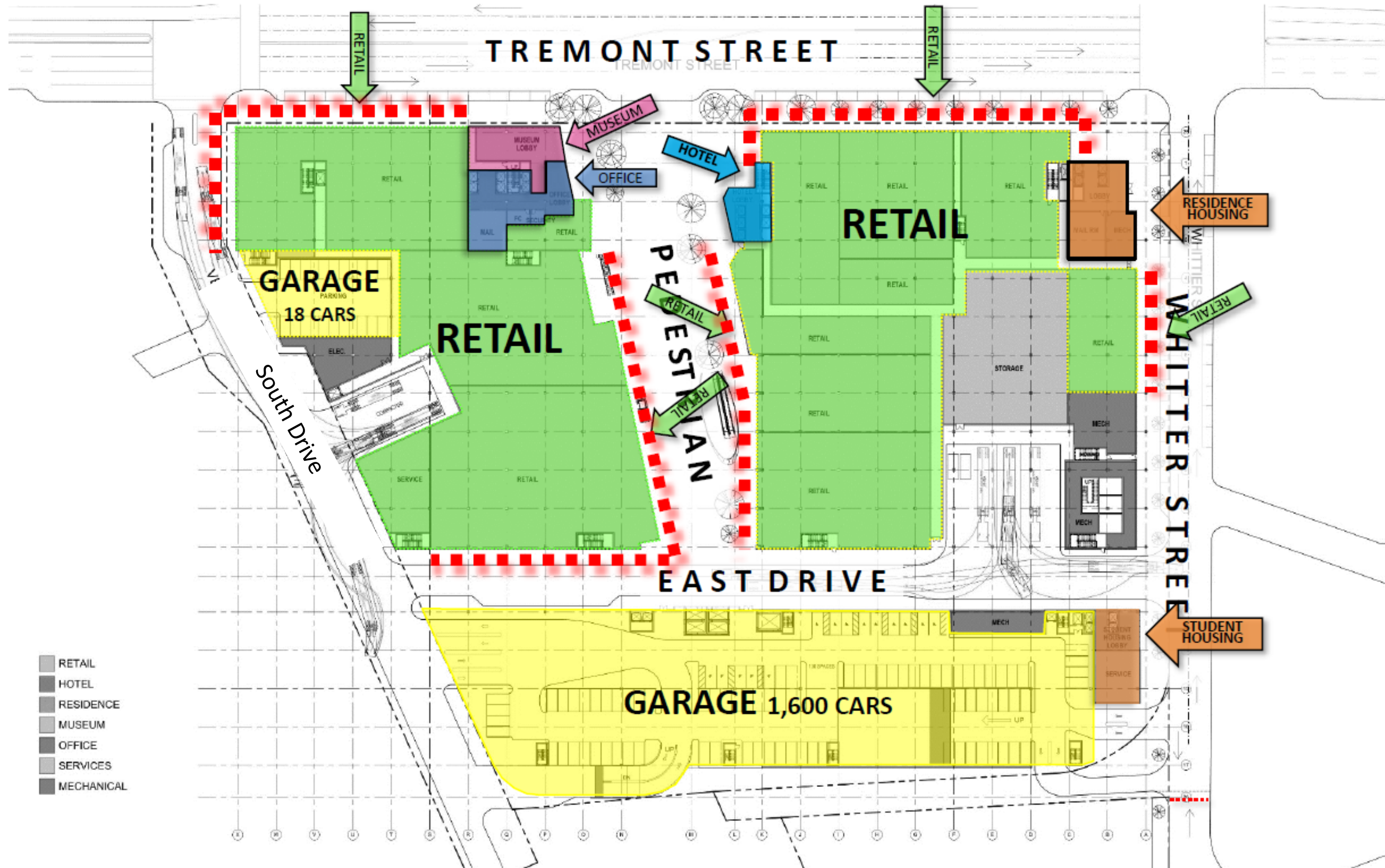
FIRST FLOOR PLAN



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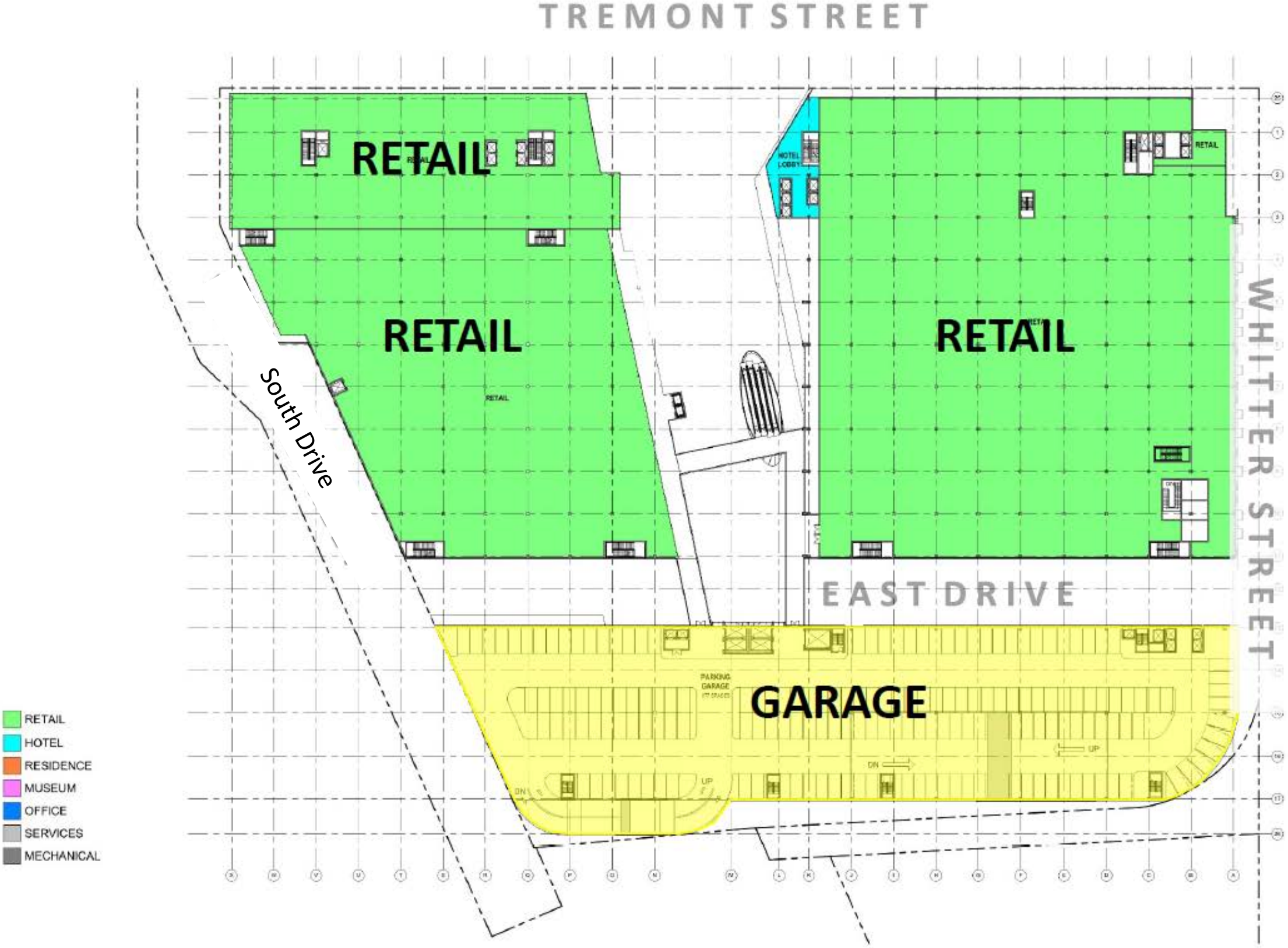
PEDESTRIAN ACCESS



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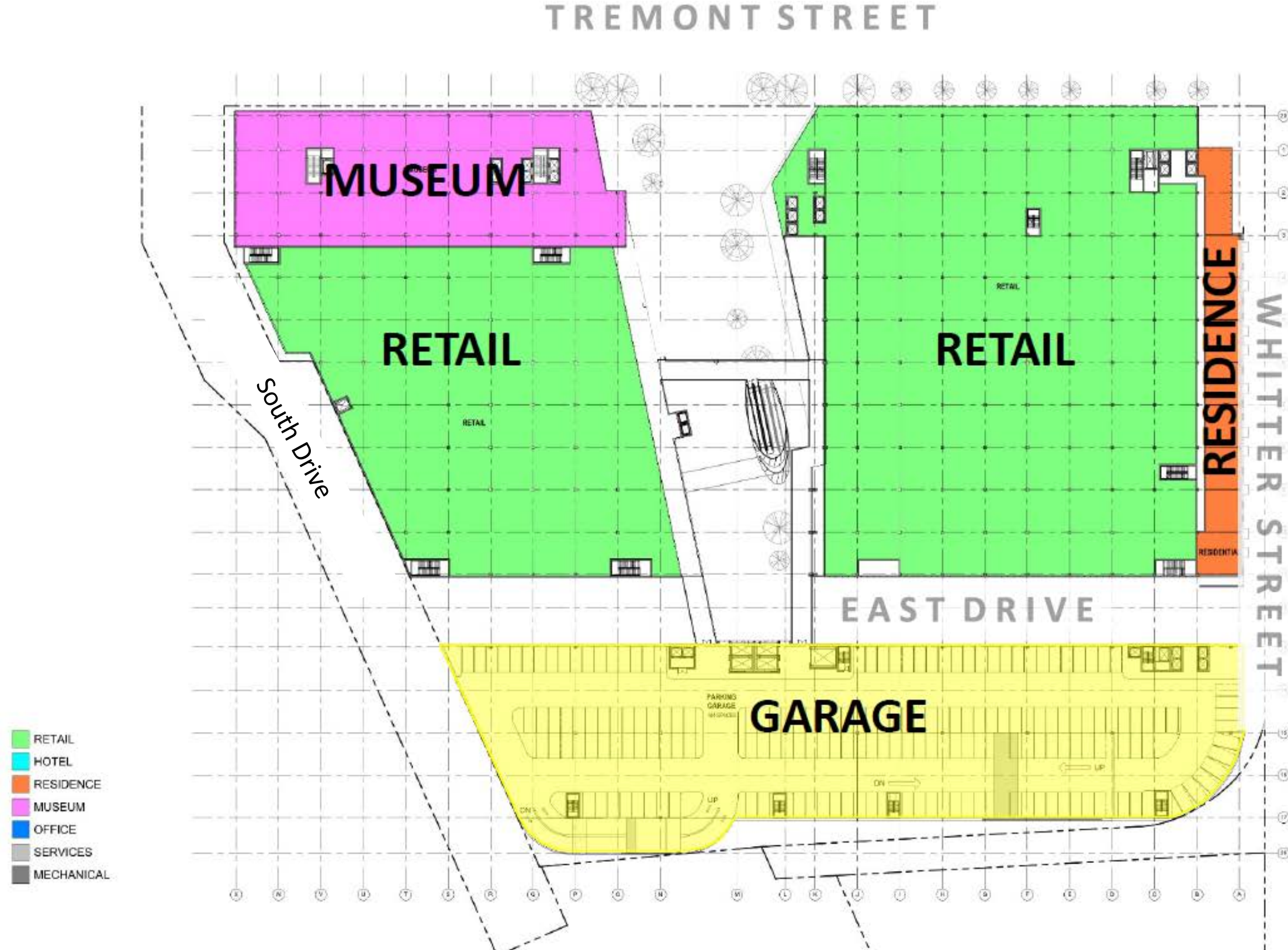
SECOND FLOOR PLAN



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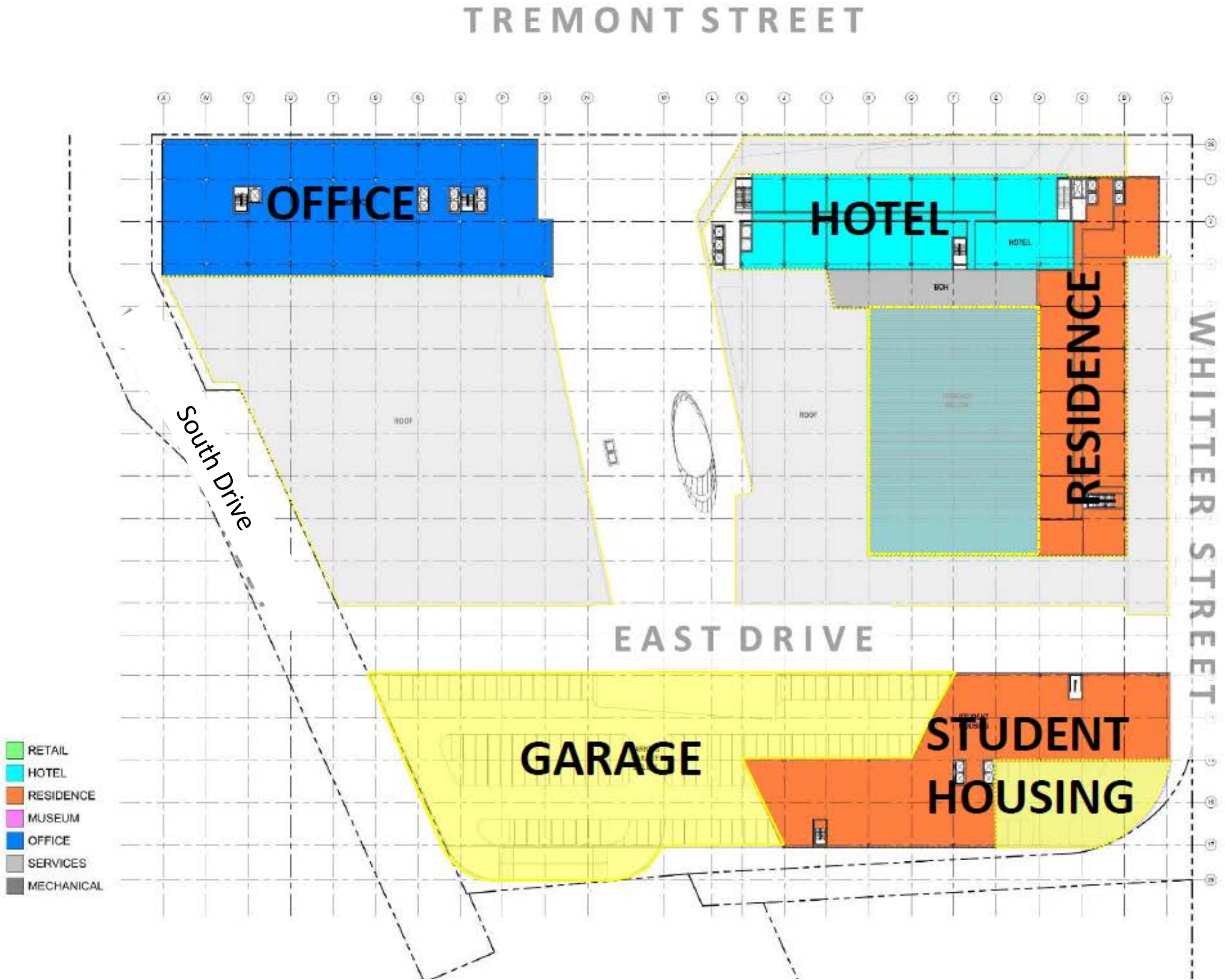
THIRD FLOOR PLAN



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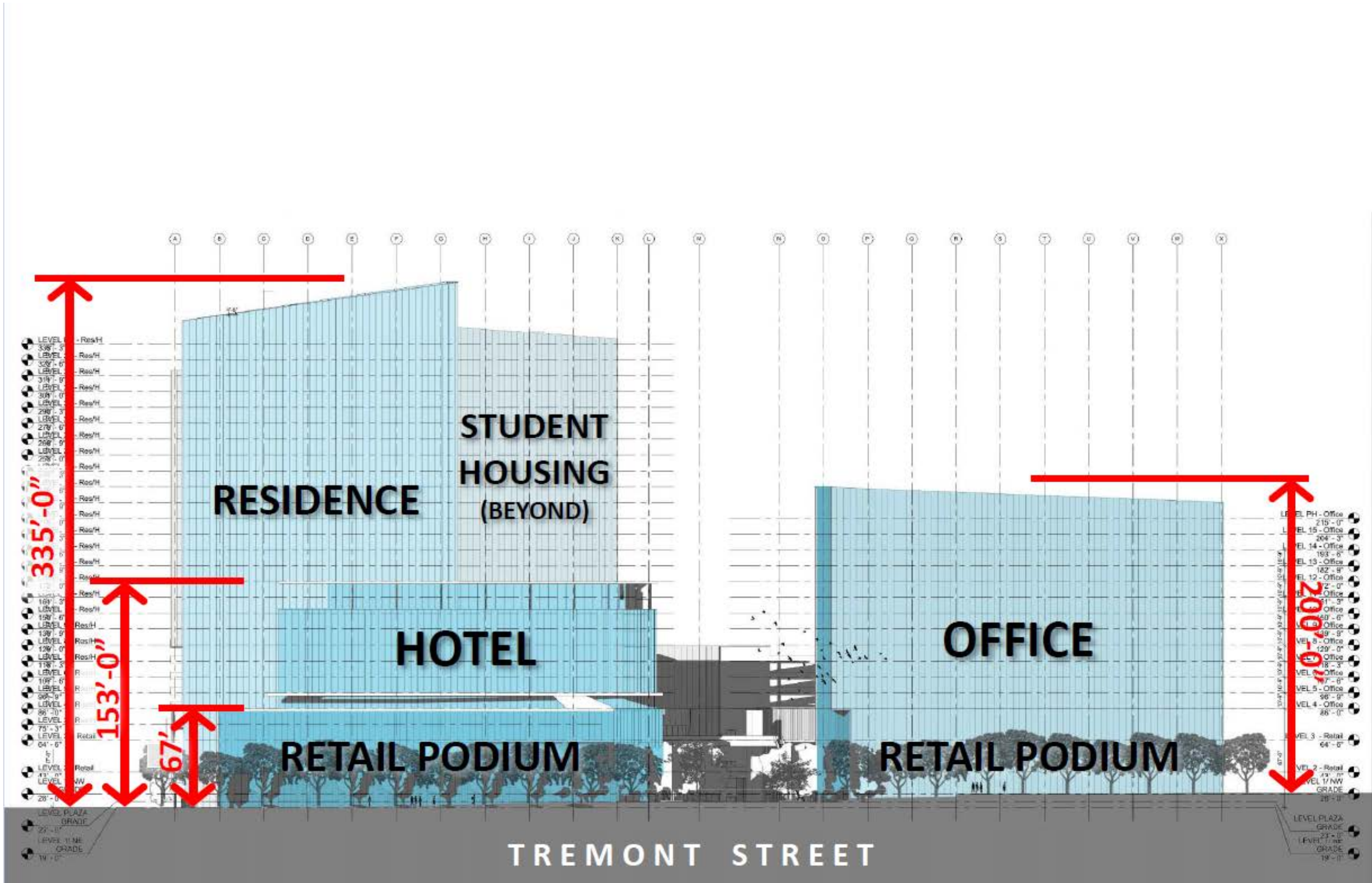
TYPICAL UPPER FLOOR PLAN



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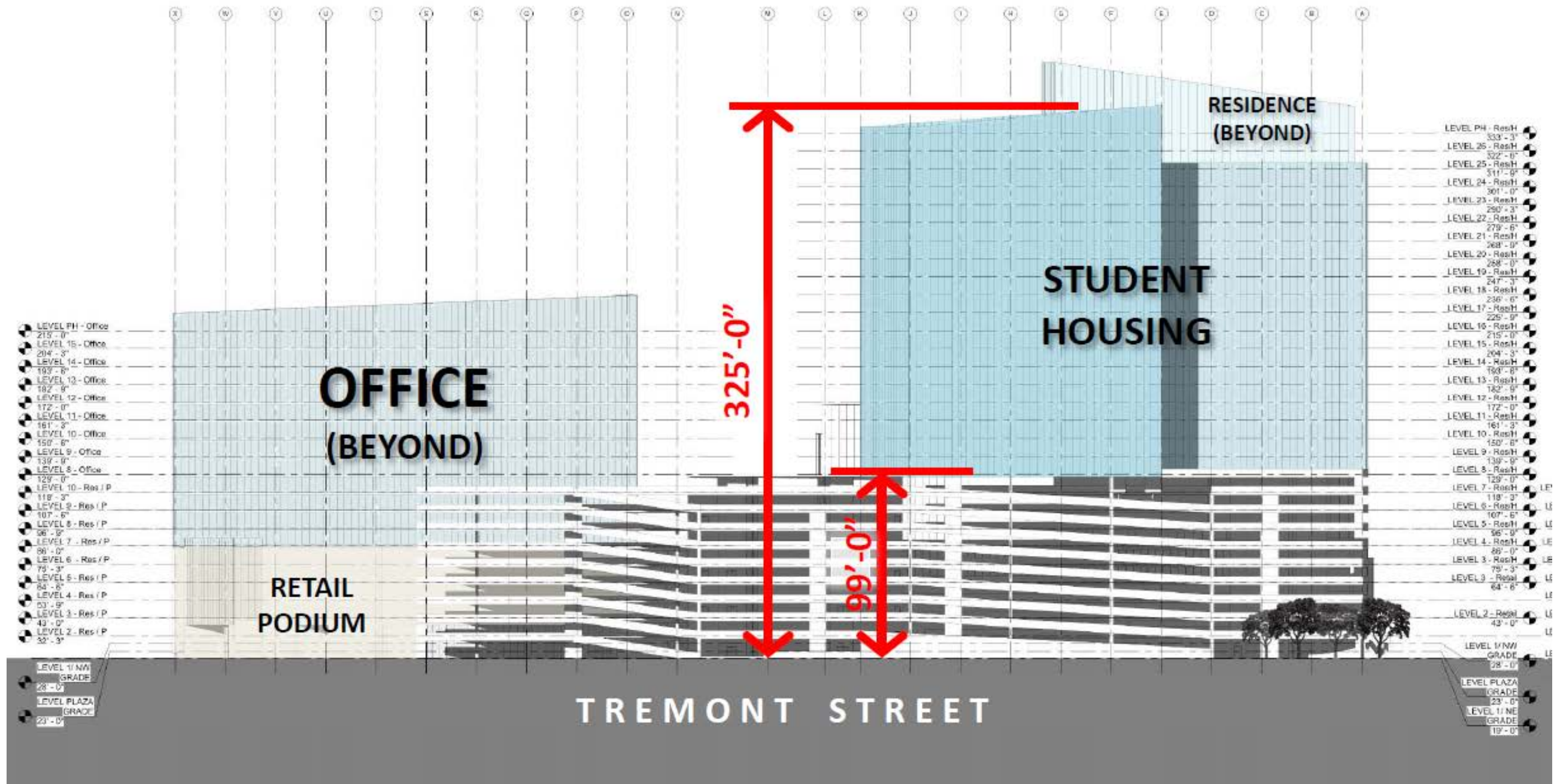
SECTION PLAN



TREMONT CROSSING
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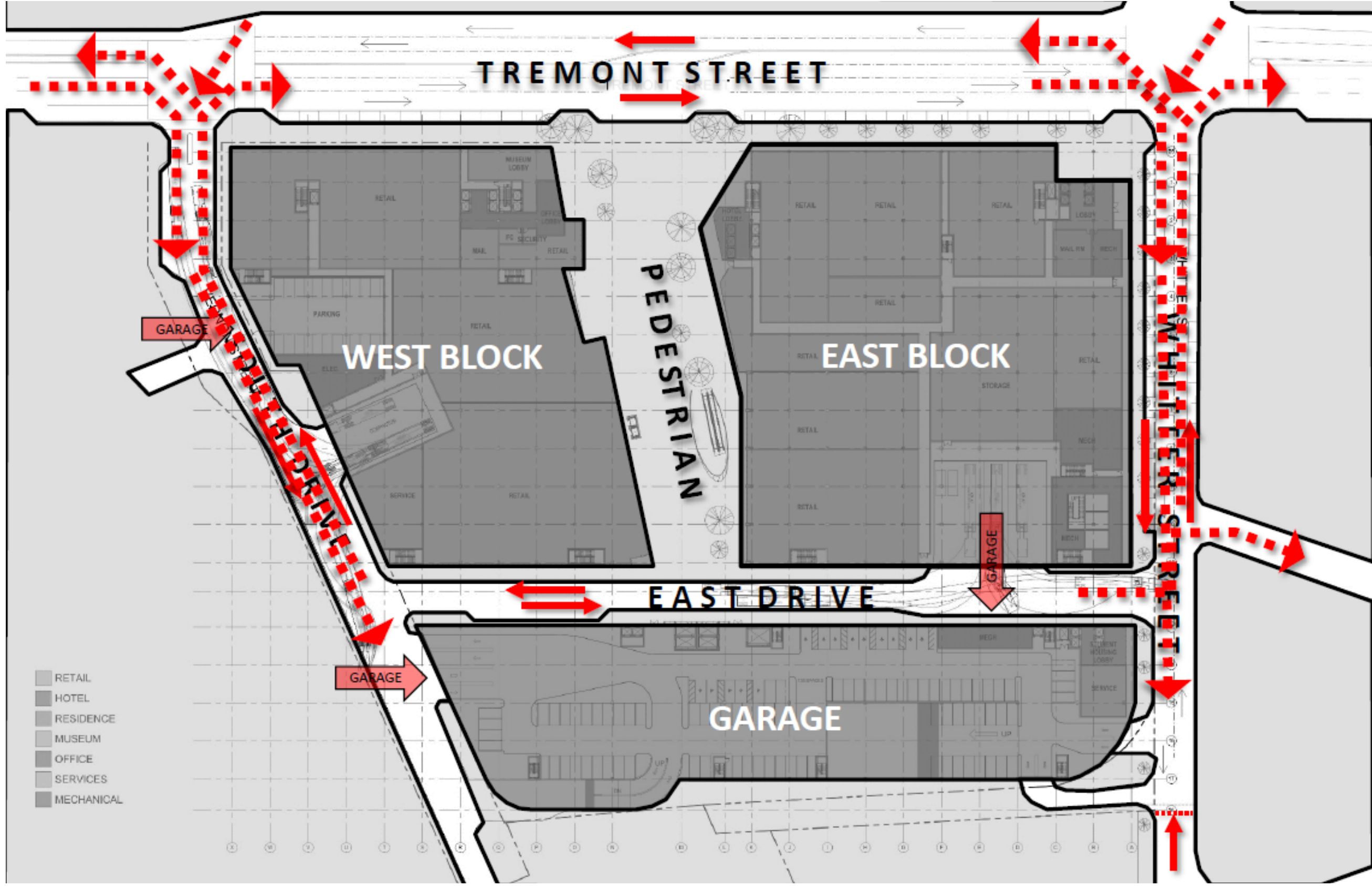
SECTION PLAN



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VEHICULAR CIRCULATION



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ECONOMIC DEVELOPMENT AND JOB CREATION

- Project will bring 1.4 million square feet of new development to Roxbury:
 - Catalyst for continued revitalization of the Community.
- Brings much needed goods and services to Roxbury:
 - Value oriented grocery (BJ's Wholesale);
 - Retail (creates sense of place and dynamic neighborhood for Lower Roxbury).
- Significant construction related jobs (24 months of construction):
 - 2,000 total construction jobs.
- Approximately 1,200 office jobs accessible to the community.
- Approximately 800 retail and hotel jobs.

COMMUNITY BENEFITS

One Time Contributions:

NCAA Museum	\$13,550,000
Good Shepherd Church Rehabilitation	400,000
Job Training Center- Contribution	<u>360,000</u>
Total One Time Contributions	\$14,310,000

Ongoing Annual Benefits:

Alice Taylor Housing	\$10,000
Whittier Apartments	10,000
Office of Collaborations and Partnerships	125,000
Rent Contribution for Local Entrepreneurs	40,000
Student Housing Roxbury Scholarship	<u>450,000</u> (approximate value)
Total Annual Benefits	\$635,000

NCAAA MUSEUM



- World-class 31,000 square-foot museum and cultural facility;
- Operating budget funded via ownership in the Project (serving as a perpetual endowment);
- Vital cultural connection to the Community.

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DYNAMIC RETAIL DESTINATION



Retail tenants will include: BJ's Wholesale Club, 8 screen cinema, pharmacy, clothing stores, health club, restaurants, boutiques...

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VIBRANT PEDESTRIAN ENVIRONMENT



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HOTEL AND OFFICE USES



- 175 Room Hotel:
 - Select service concept;
 - Choice Hotels approved site for Cambria Suites flag;
 - Tremont Crossing committed to union labor at the hotel (signed neutrality agreement).

- Office:
 - Approximately 300,000 square feet;
 - Important element in the balance of job creation;
 - Approximately 1,200 jobs;
 - Will help to transition Lower Roxbury to an established office market;
 - Will create opportunities for local entrepreneurs, including restaurants, shops and boutiques which serve the office use.

BALANCED RESIDENTIAL PROGRAM



- 300 multifamily, residential units:
 - 260 market rate units:
 - Working with BRA on middle income strategy to bring units within reach of working families;
 - 40 units will be “affordable” as defined by Boston’s Inclusionary Development Program;
 - Full amenity package will include:
 - Fitness center, media room, storage room, bicycle storage, garage parking and family room.

- Student housing facility:
 - Approximately 300 units (850 beds)

STUDENT HOUSING: CREATING HOUSING FOR WORKING FAMILIES

- Boston lacks an adequate number of middle-income housing units available for working families:
 - Contributing to the problem is the lack of facilities for university students, who end up competing with working families for the limited supply of middle-income housing;
 - In many cases, groups of four or more students share two and three bedroom middle-income housing units, making it impossible for working families to afford the resulting increase in rents.
- To help solve the problem, the City of Boston has an initiative to create 53,000 new units of housing by the year 2030:
 - The new middle-income units will be facilitated by the creation of 16,000 new student housing units, much of it by private development.
- The new student housing will take the students out of the existing market-rate housing and will therefore reduce competition for these units and thus lower rents.
- There are approximately 45,000 students who live off campus in Boston.

LOWER ROXBURY LACKS ADEQUATE SUPPLY OF MIDDLE INCOME HOUSING

- Of Lower Roxbury's 4,000 total housing units, only 1,000 are market rate/middle-income:
 - 75% of all the housing in Lower Roxbury is subsidized and not available to middle income families.
- According to a 2013 report, there are approximately 582 students who live in Lower Roxbury and therefore compete for the limited supply of market-rate housing:
 - 13% of the market-rate housing in Lower Roxbury is occupied by students;
 - Following this trend, by 2018, approximately 20% of the market rate housing in Lower Roxbury will be occupied by students.
- The continued transformation of Lower Roxbury will make it a much more desirable neighborhood for students to live in and the number of students moving to Lower Roxbury will likely increase in the future:
 - Therefore, unless there is adequate planning, after the Tremont Crossing project is completed, the balance of housing in Lower Roxbury would likely resemble the Fenway and Mission Hill neighborhoods, where approximately 35% of the market rate housing is occupied by students.
- By including approximately 250 units (850 beds) of student housing as a part of the project's mix of uses, the number of students occupying market-rate housing in Lower Roxbury will be reduced and controlled in the future:
 - Additionally, Tremont Crossing will increase the number of market-rate, multi-family housing units in Lower Roxbury by 25% with the creation of 260 new housing units;
 - Approximately 40 additional units will be affordable.

LANDMARK PROPERTIES

DEVELOPMENT | CONSTRUCTION | MANAGEMENT | INVESTMENT

THE S STANDARD

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WHO WE ARE

- **Landmark Properties** is a vertically-integrated real estate company that specializes in developing and managing high quality university housing.
 - Landmark is a major investor in all of its projects
 - Serves as developer through the entitlement and construction process
 - Provides in-house general contractor services through a wholly owned subsidiary, **Landmark Urban Construction**
 - Runs marketing, lease-up, and operations with its in-house, management company
- Past developments have come with endorsements and letters of support from planning officials, law enforcement, and community members because they:
 - bring student renters out of local, single-family homes
 - concentrate them in a way that improves relations with local residents
 - provide a meaningful contribution to the tax base
 - relieve rental pressures on market-rate housing
 - redevelop sights that are frequently blighted with attractive architecture
- As a result, Landmark has been one of the most active student housing developers in the United States for three of the last four years and was named *the* most active in 2015.



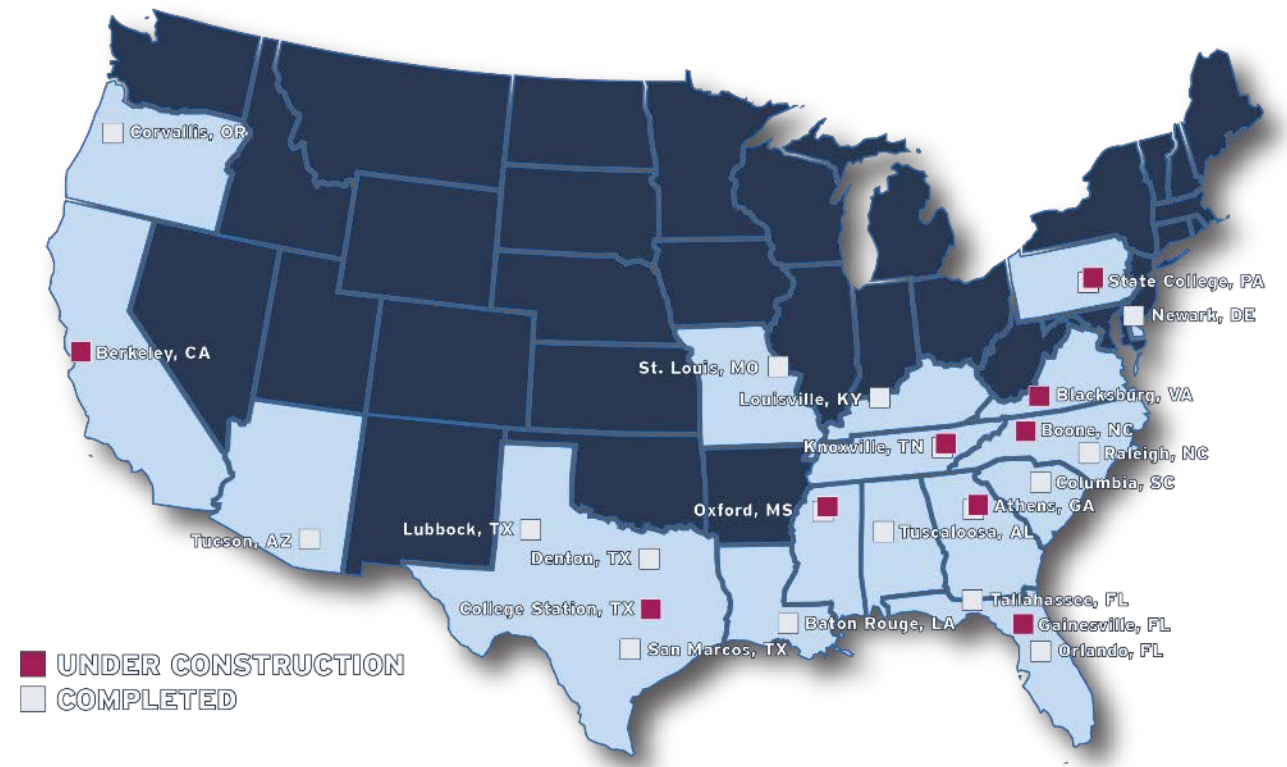
WHO WE ARE

Landmark is one of the most active student housing developers in the United States and has development experience in sixteen different states across the country.

The company offers a high-quality, award-winning, student housing brand along with an established, successful track record of working with, and being an asset to, the local community.

Other accolades include:

- “Number 1 Developer in Student Housing”
– *Landmark Properties, 2015, Student Housing Business*
- “Student Housing Pioneer”
– *Wes Rogers - CEO and President, April 2013, Real Estate Forum*
- “Project of the Year”
– *The Retreat at State College, 2014, Multifamily Executive*
- “Best Package & Offering of Amenities”
– *The Retreat at State College, 2014, Student Housing Business*
- “Number 1 Student Housing Contractor”
– *Collegiate Construction, 2013, Student Housing Business*
- “Best New Development,” “Most Creative Financing,” and “Best Architecture/Design.”
– *The Retreat at San Marcos, 2013, Student Housing Business*



ON-SITE MANAGEMENT

Landmark is one of the largest student housing operators in the country. As a result, our communities benefit from the maintenance, security, and care of a professional and sustainable management company. Management services include:

- 24-hour concierge service that ensures community rules are fully enforced and that resident needs are quickly addressed.
- Regulations limit the colors and styles of drapes, lights, and furniture that can be seen on balconies or porches and through resident's windows.
- Fully-staffed management office during daytime hours tasked with providing resident services, fielding maintenance requests, and coordinating resident events.
- A year-round residence life program requires that on-site staff host at least two seminars each month at the property. These seminars are focused in one of four key areas: philanthropy, academics, wellness, and community.
- Property managers live on-site, providing an additional layer of support to ensure prompt attention is provided to any issues that may arise, particularly after normal business hours.
- Staff of 3-4 maintenance personnel ensure proper upkeep and presentation of the property. They provide quick response to maintenance requests submitted during business hours as well as after-hours emergency maintenance services.
- A dedicated liaison to the University and/or community is able to proactively address concerns before they become problems.

SECURITY

Landmark places a large emphasis on security at all of its projects to ensure residents feel safe in their homes. This emphasis also sets the tone for behavior on the property and is key to successful community relations. Security measures include:

- Lease agreements that restrict resident gathering hours and frequency, and that outline management's enforcement of community rules and regulations.
- All gatherings of 10 or more guests must be registered with on-site management and are closely supervised.
- A three-strikes policy whereby problem residents are fined and eventually evicted for violations of the community policies.
- A robust residence life program which encourages residents to know their neighbors and appreciate their community, thus reducing rules violations and improving safety in the facility.
- Security officer lives on-site rent-free, ensuring residents are not infringing on the rights of others, which creates a feeling of safety and security for residents and neighbors alike.
- Answering service with call forwarding to on-site manager and on-site security officer ensure quick after-hours responses to any security or reported policy violations.
- Electronic access keys significantly improve resident security. Much like modern hotel key systems, their use is required up to five times before residents can access their bedrooms.
- Video surveillance at exterior points of entry, garage entry, and amenity areas.

REPRESENTATIVE ARCHITECTURE

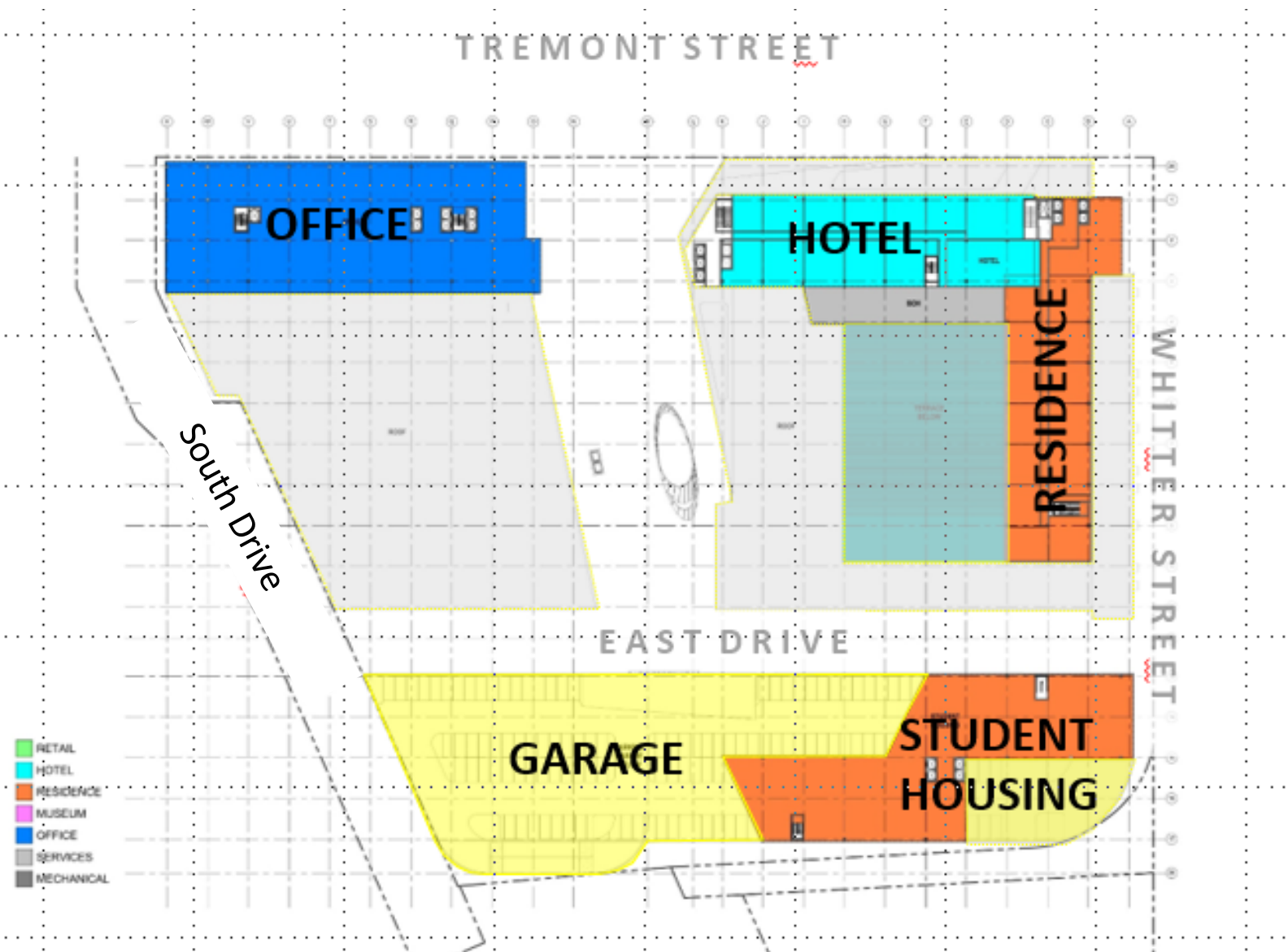
Landmark has extensive experience with a wide range of high-density developments.



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IMPLEMENTATION OF STUDENT HOUSING AT TREMONT CROSSING



- Student housing building will sit on top of the project's parking structure;
- Creates a habitable, urban use for the parking garage block;
- Elements of the student housing façade will be integrated into the design of the parking structure making the garage more harmonious with the urban fabric of Lower Roxbury;
- Student housing is an important element in the vitality and cohesiveness of the Tremont Crossing project;
- Student housing will be an important element in the project's uses that will contribute to the NCAA Museum's endowment and operations.



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