

1. Development Team Overview

1a. *Proposer Information*

Dakota Partners submits the following Proposal for consideration regarding the Selection of a Developer for a Land Sale for Homeownership Development at 65-79 Seattle Street, Boston (Allston), MA.

Please address all correspondence to:

Penn Lindsay
235 Bear Hill Road, Suite 400, Waltham, MA
plindsay@dakotapartners.net
781-899-4002

Dakota Partners' development team includes the following team members and their respective responsibilities: Penn Lindsay (Vice President of Acquisitions & Development), Mark Pilotte (Vice President of Development), Jeremy Vieira (Development Director), and C.J. Horvath (Senior Development Project Manager). A firm profile including development team information is included in Appendix A.

1b. *Description of the Firm*

Dakota Partners, Inc. ("Dakota" or the "Developer"), a Massachusetts corporation, based in Waltham, Massachusetts, is a design, development, and asset management company that creates housing communities for a wide spectrum of resident types in eight states.

At the heart of what we do – Creating Housing That Matters – is upholding a responsibility to all stakeholders in the process. We make certain that our communities fit in with their surroundings and complement the neighborhoods, cities, and towns where we build. We use our design background to ensure that each residence is welcoming, functional, comfortable, and efficient.

Dakota's properties are accessible to the largest segment of the population in the places where we develop and manage properties, including teachers, first responders and skilled laborers. The household income for our residents is typically between 60% and 100% of the area's mean income (AMI).

Secondly, unlike most developers, Dakota Partners oversees every phase of the project, from acquisition to operations. We have dedicated teams in Development and Asset Management, and our stabilized portfolio features nearly 1,800 units.

A list of comparable projects completed by the Dakota over the last ten years, including homeownership development, affordable housing development, and sustainable development, is provided in Appendix B. Dakota has over 5 years of experience developing affordable housing and has shown a successful track record of completing projects of similar size, total cost, and affordability levels as the Proposed development, which meets the Minimum Threshold Criteria of the RFP.

1c. *Nature of the Entity*

Upon an award of the Memorandum of Understanding (MOU), Dakota Partners will form Metro 65 Owner, LLC for the sole purpose of developing, marketing, and selling the project. Concurrently, Dakota Partners will form Metro 65 Managing Member, LLC to act as General Partner (GP) of the 65-79 Seattle Street (the "Proposed Development"). Dakota's investor partner, The Brooksville Company, will have a percentage ownership in Metro 65 Owner, LLC and will act in a Limited Partner (LP) capacity.

1d. *Ownership Structure*

Metro 65 Owner, LLC will be owned by Metro 65 Managing Member, LLC and Dakota's investor partner, The Brooksville Company.

Metro 65 Managing Member, LLC is wholly owned by Dakota Partners' investment entity, DPI, LLC, its manager, and member. DPI, LLC is owned by Roberto Arista and Marc Daigle, both managing members and principals of Dakota Partners. An organization chart outlining the anticipated ownership structure is included in Appendix C.

1e. Development Team

The Proposed Development team is outlined below. Background information, including firm resumes, resumes for principals and employees expected to be assigned to the project, including experience on projects comparable to this development are included in Appendix D:

- i. Limited Partner/Equity Investor: The Brooksville Company
- ii. Architect: Bargmann Hendrie + Archetype, Inc. (BH+A)
- iii. Landscape Architect: Kyle Zick Landscape Architecture
- iv. MEP/FP Engineer: Wozny/Barbar & Associates, Inc.
- v. Structural Engineer: Alliance Structural Engineers, Inc.
- vi. Geotech Engineer: McPhail Associates, LLC
- vii. Civil Engineer: Bohler Engineering
- viii. Environmental Engineer: Sanborn Head
- ix. Surveyor: Feldman Land Surveyors
- x. Entitlement/Permitting Consultant: Epsilon Associates, Inc.
- xi. Traffic Engineer: Howard Stein Hudson
- xii. Passive House Consultant & LEED Green Rater: CLEARResult
- xiii. Permitting Attorney: Sheehan Phinney
- xiv. Affordable Housing Consultant: SEB Housing
- xv. Residential Brokerage Partner: to be determined during pre-development.
- xvi. Contractor: to be determined during pre-development.

1f. Development Team Interaction

BH+A has completed dozens of comparable projects of similar scope to the Proposed Development including size, total cost, and affordability levels. BH+A regularly works with Kyle Zick Landscape Architecture, Wozny/Barbar, Alliance Structural Engineers, McPhail Associates, Bohler Engineering, Sanborn Head, Feldman Land Surveyors, Epsilon Associates, Howard Stein Hudson, and CLEARResult.

BH+A has completed the following similar projects with the Proposed Development team:

- i. 450 Massachusetts Avenue in Boston with Epsilon, Wozny/Barbar, Howard Stein Hudson and McPhail Associates.
- ii. 143 Washington Street in Brighton with Epsilon, Wozny/Barbar, and McPhail Associates.

- iii. EBO Condominiums in East Boston with Kyle Zick and Wozny/Barbar.
- iv. Brio Condominiums in Hingham with Wozny/Barbar.
- v. 36-40 Sprague Street (pending construction start) in Hyde Park with Epsilon, CLEAResult, Bohler, Sanborn Head, Wozny/Barbar, and Kyle Zick.
- vi. The Overlook at St. Gabriel's with Epsilon, Bohler, and Feldman.
- vii. 63 Melcher Street with Epsilon.
- viii. Trac 75 in Allston, near the Proposed Development site.

Additionally, BH+A has active projects under construction with Alliance Structural Engineers located in Framingham, MA and Lynn, MA.

1g. Similar Projects

The Developer and development team have shown a successful track record of completed projects of similar scope and scale as the Proposed Development, including homeownership development experience, affordable housing development experience in the City of Boston, completion of at least two Article 80 review processes in the City of Boston, Passive House design projects, and LEED certifiable projects.

The Developer has provided project summaries, details, and photographs of relevant projects in the New England region as well as a full listing of completed and in-construction projects from their portfolio as part of Appendix B. An additional list of similar projects by the development team is detailed in Appendix E, which meets the Minimum Threshold Criteria of the RFP.

1h. Legal Status

The Developer is not aware of any pending or threatened legal or administrative actions related to the Developer. Any past litigation has been resolved.

1i. Tax Status

The Developer does not owe any local, state, or federal taxes.

1j. References

References for three completed projects by the Developer, including contact names, titles, and current telephone numbers are included in Appendix F.

1k. Financial Statements

Due to its sensitive nature, financial statements of the Developer will be submitted electronically by Dakota's VP of Finance, Bill Anderson, either via secure link or by upload prior to the RFP submission deadline. Enclosed in Appendix G is a Letter of Interest from The Brooksville Company, which indicates their willingness to provide the required equity for the Proposed Development. Also enclosed is an accompanying letter of reference from UBS Financial Services, which provides confirmation of The Brooksville Company's financial aptitude and capacity to cover at least two times the total pre-development budget and Equity Requirements, which meets the Minimum Threshold Criteria of the RFP.

1l. Diversity, Equity, and Inclusion

The Developer has experience with creating opportunities for Diversity, Equity, and Inclusion (DEI) and has provided a plan for the Proposed Development consistent with BPDA and MOH requirements. The Developer is committed to the principles of diversity, equity, and inclusion (DEI) and encourages the participation of

Minority-Owned Business Enterprises (MBE), Women-Owned Business Enterprises (WBE), and other diverse businesses in all areas of development and operations, including construction, design, and other services. The commitment will be realized by the make-up of the development team and DEI strategies proposed during construction and ongoing operations. The Proposed Development team currently includes: Alliance Structural Engineers, a Small, Women-owned and Minority-owned (SWaM) business certified by the Commonwealth of Virginia; Bargmann Hendrie + Archetype, a former women-owned business enterprise, where currently, 36% of their staff are women and 24% of their staff are minorities; Howard Stein Hudson, a former women-owned business enterprise, where currently, 37% of their staff are women and 18% of their staff are minorities; and McPhail Associates that has an extensive DEI firm policy.

The Developer has not yet selected a general contractor for the Proposed Development but will review potential general contractors that use best efforts for subcontracting work related to DEI, including plans to advance diversity, equity, and inclusion in workforce participation. The Developer expects best efforts on M/WBE subcontractor recruitment and will work with the contractor to clearly identify shared hiring goals and develop an implementation plan.

The Developer will work with the general contractor early on to collaborate and communicate the City of Boston's and the Developer's subcontracting and workforce participation goals and tracking requirements. The Developer will arrange a kick-off meeting between the general contractor team and City staff to plan worker recruitment efforts among residents, businesses, and residents of public housing. The Developer will work with this collective group to prepare outreach material and flyers to ensure these job opportunities are well advertised and are successful in attracting those least likely to apply. The Developer will request regular meetings with members of the general contracting team throughout the preliminary pricing exercise, not only during the formal bidding phase, to understand new internal policies and approaches being taken to improve their subcontracting and workforce participation outcomes.

When the time comes for the general contractor to formally bid out the project trades, the contractor will host pre-bid conferences that are widely advertised through solicitation lists and local organizations working on DEI efforts in the Greater Boston construction industry to help identify qualified MBE and WBE subcontractors.

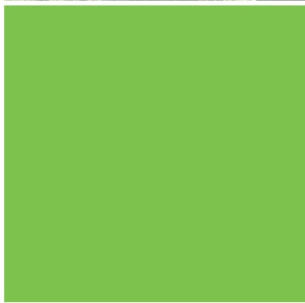
When bids are submitted, the Developer will require that the general contractor prioritize selecting subcontractors that meet or exceed the Project's DEI goals. The Developer and general contractor will use the resources and professional relationships they have developed and seek to further develop by placing qualified MBEs and WBEs on solicitation lists early in the contract buying process and connect with other affordable housing developers and CDCs in the area to ask for referrals to their preferred M/WBE subcontractors.

Following building completion, the Developer will incorporate DEI principles wherever possible across all ongoing operations, including among property management and maintenance teams. The Developer will work with and select an on-site property management firm that uses best practices for marketing and housing access for potential residents and bidding processes for contractors doing work at the property after occupancy that fosters DEI.

The Developer will staff the job in compliance with the Boston Residents Construction Employment Plan agreement and will aim to have at least 50% of the total employee work hours completed by Boston residents, at least 25% of total employee work hours completed by minorities, and at least 10% of total employee work hours completed by women. The Developer's supplier diversity plan includes targets to achieve certified diverse business participation for the Proposed development, which meets the Minimum Threshold Criteria of the RFP.



Dakota



Corporate Profile

Creating Housing
That Matters.

About Dakota Partners



THE DAKOTA DIFFERENCE

In Creating Housing That Matters, Dakota Partners thoughtfully balances livability in a safe, functional home with the needs of the community and environment. Our residences offer a comfortable, inviting home for teachers, firefighters and other essential workers who define “community.” Our affordable, workforce and market-rate multifamily residences in New England, New York and the Mid-Atlantic states promote pride of neighborhood and place. Our dedication to environmental responsibility is evident in the recognition we received from Affordable Housing News, which called Dakota Partners “the most active Passive House affordable housing developer in the nation.”

WHAT WE DO

Dakota Partners is a design, development, construction and asset management company that creates housing communities for a wide spectrum of resident types in eight states.

At the heart of what we do – Creating Housing That Matters – is upholding a responsibility to all stakeholders in the process. We make certain that our communities fit in with their surroundings and complement the neighborhoods, cities and towns where we build. We use our design background to ensure that each residence is welcoming, functional, comfortable and efficient.

Dakota properties are accessible to the largest segment of the population in the places where we develop and manage properties, including teachers, first responders and skilled laborers. The household income for our residents is typically between 60% and 100% of the area’s median income.

Secondly, unlike most developers, Dakota Partners oversees every phase of the project, from acquisition to operation. We have teams in Development, Construction and Asset Management, and our stabilized portfolio features nearly 1,800 units.

Mission, Vision & Values

MISSION

Our mission is clear – **Create Housing That Matters** to our residents, the community where they live, and the environment they live in. Our mission doesn't end when the building is done. We own and maintain our communities, and we are responsible for providing services to residents. When we ensure that our projects are sustainable and energy efficient, attractive and appropriate for residents and community, everybody benefits.

VISION

In coming years, Dakota Partners will expand its influence along the Eastern Seaboard and throughout the Upper Midwest. As a profitable, mission-driven company, we will continue to lead our industry by Creating Housing the Matters. Our strategy of using tools such as the

Low-Income Housing Tax Credit (LIHTC) and workforce housing programs – along with market financing— to deliver thoughtfully designed, well-built and energy-efficient multifamily communities will reach a growing number of people across diverse demographics and income levels.

VALUES

We like to say that **Dakota is a team sport**. No one staff member can do it all, but with collaboration, anything is possible. **We think differently** at Dakota, where the relentless pursuit of creative solutions to the most challenging project obstacles is a major part in what drives us. **We make it happen**, everyone on our team is willing to do what it takes to get the job done and done right.



Company Achievements

With 1407 units in its stabilized portfolio; 2000+ units in development; and projects in pre-development totaling over 1 million square feet in eight different states, Dakota is poised to be among the most prolific and successful affordable housing developers in the nation.



1,407 Units In Stabilized Portfolio

2,000+ Units In Development



13 New Projects Starting/ Under Construction In 2022

Active In 8 Different States



Named *Most Active Passive House Affordable Housing Developer* By Affordable Housing News

Marc Daigle

Principal/CEO

QUALIFICATION STATEMENT

Marc's primary role as CEO is to reinforce to the growing, expanding Dakota Partners team the vision of Creating Housing That Matters, enabling them to live this message daily and articulate it to the outside world. He also relishes his role as trainer and mentor to the bright, enthusiastic young people in and joining the firm.

An architect by discipline, he co-founded Dakota Partners to build a company that helps to address the affordable housing crisis in our society. With this as a guiding principle, and Marc as a leader, Dakota is creating communities that help individuals and families thrive, while also developing responsible, sustainable projects that conserve precious resources and reflect the nature of the surrounding neighborhoods. An avid outdoors person and novice pickleball player, Marc's wife and two daughters are the loves of his life.

EDUCATION & LICENSES

- Wentworth Institute of Technology, B.S.
Architectural Engineering

EXPERIENCE

DAKOTA PARTNERS, INC., *Waltham, MA*

Principal & Co-founder - real estate developer, builder and investor

- Manage day-to-day company operations, develop and implement company's strategic growth plan
- Source, evaluate and secure new acquisitions and development opportunities
- Oversee professional design team and integrate the design process
- Manage construction operations and maintain oversight of multiple projects in different phases
- Direct corporate marketing initiatives and sales and marketing of end product

EMERALD DEVELOPMENT GROUP, INC., *Watertown, MA*

Principal & Founder - real estate development and construction company specializing in the reclamation and redevelopment of obsolete urban sites into multi-family residential streetscapes.

- Responsible for acquisitions, design, construction, development, and corporate operations management
- Produced 22 projects totaling +/- \$70 million in value
- Located and secured new development opportunities
- Managed the permitting process of projects and secured financing, both debt and equity
- Simultaneously managed construction of multiple projects
- Directed unit marketing and sales strategy

Marc Daigle

Principal/CEO

ARCHITECTURAL PARTNERS, INC., Watertown, MA

Principal & Founder - architectural firm specializing in residential and commercial urban infill projects primarily for real estate developers.

- Oversaw the design of commercial, office and retail buildings in excess of 800,000 square feet of tenant fit-out space
- Directed the design of over 900 units of residential infill housing projects for developer clients
- Managed a staff of 10+ professionals
- Headed up the firm's business development activities, establishing and building client relationships
- Participated in the public approvals process through presentations to neighborhood groups and public officials

BOSTON COLLEGE, Chestnut Hill, MA

Senior Project Manager - Facilities Planning Department

- Collaborated with various department heads to design and manage construction projects for office space, classrooms and lecture facilities
- Participated in campus master planning project by supervising the preparation of architectural and engineering drawings, estimating project costs, coordinating bid packages, evaluating and selecting contractors, and negotiating contracts
- Oversaw project implementation: supervised construction and conducted project status meetings
- Prepared site accommodation study and model to facilitate the location of the 380,000 square foot Conte Arena

Roberto Arista

Principal/President

QUALIFICATION STATEMENT

Roberto sees great things ahead for the firm he co-founded and helps to lead as president. Dakota's transformation from a relatively small developer of affordable housing to a mid-sized, multidiscipline company working throughout the Northeast and Mid-Atlantic has resulted in an impressive in-house increase in overall expertise and ability to navigate complex world of regulations and rules that come with the territory. Roberto points to the Capital Lofts project in Hartford, which houses 112 families in a renovated, historic Pratt & Whitney factory, as a defining project in his career with Dakota.

He lives by the advice to think long and hard before building anything because it will be there for a long time and will serve as his and his firm's legacy. Roberto loves to travel and play soccer.

EDUCATION & LICENSES

- Massachusetts Institute of Technology, MS in Real Estate from the Center for Real Estate
- Boston College, MBA with a concentration in Finance
- Northeastern University, BS in Civil Engineering with a concentration in Structural Engineering

EXPERIENCE

DAKOTA PARTNERS, INC., *Waltham, MA*

Principal & Co-founder - real estate developer, builder and investor

- Plan and implement company's strategic direction and maintain investor relations
- Evaluate and secure new development opportunities
- Manage the development of multiple project, including securing equity and debt financing

THE AUSTIN DEVELOPMENT GROUP, INC., *Stoneham, MA*

Principal & Co-founder - real estate development & investment firm specializing in residential infill projects

- Managed company operations and implemented strategic vision
- Sourced projects, negotiated purchase terms, and managed the permitting process and secured debt and equity financing for projects
- Simultaneously managed construction and renovation of multiple projects
- Managed unit sales and marketing

Roberto Arista

Principal/President

DIGIORGIO ASSOCIATES, INC., Boston, MA

Director of Real Estate Services - healthcare facility designer specializing in facility planning and real estate development for hospitals and healthcare institutions

- Consulted with clients on projects ranging in size from 30,000 SF Center for Cancer Care with leased medical office space to 80,000 SF renovation and new construction hospital projects
- Marketed company services, developing new business and maintaining client relationships
- Prepared market projections and feasibility studies
- Conducted campus-wide space capacity and master-planning initiatives

THE BRISTOL GROUP, INC., Boston, MA

Senior Management Consultant - Healthcare management consulting firm specializing in facility planning and real estate development for hospitals and healthcare institutions

- Consulted with clients on projects ranging from cancer care centers with leased medical offices to new construction hospital projects
- Managed facility projects from inception to completion, bringing together team of professionals to execute the vision
- Negotiated acquisition of real estate interests on behalf of clients

Cheryl Stulpin

Executive Vice President of Acquisitions & Development

QUALIFICATION STATEMENT

An experienced real estate executive with more than 30 years in development with specialization in affordable housing, Cheryl has a strong background in structuring complex development and financial transactions. As Executive Vice President of Acquisitions and Development, Cheryl is responsible for identifying, analyzing and structuring multi-family and mixed-use housing developments. Cheryl is focusing on expanding Dakota's footprint into new states.

Having developed over 50 development projects and 3,000 units of affordable housing, Cheryl's expertise in financial structuring incorporates combining public and private financing mechanisms such as Low Income Housing Tax Credits, Historic Tax Credits, Brownfield Tax Credits, Community Development Block Grants, HOME funding and HUD insured debt to ensure successful project execution.

EDUCATION & CERTIFICATIONS

- St. John Fisher University
- SUNY Empire State College

PROJECT EXPERIENCE

ASHLEY GROVE, *New Bedford, MA*

New Construction of 60 multi-family affordable units on former Brownfield site planned in three phases; designed to Passive House standards

SADDLERY LOFTS, *Hartford, CT*

Historic restoration of 1928 mill building into 79 multifamily, affordable units

HUNTINGTON VILLAGE, *Newport News, VA*

New construction of 96 multi-family units with clubhouse; designed to Earthcraft Gold standards

BRADY SQUARE, *Richmond, VA*

New construction of 264 multi-family affordable units & 2 clubhouses built in four phases

OAK TREE VILLAGE, *Griswold, CT*

New construction of 144 multi-family rental apartments; first PHIUS+ certified affordable housing community in CT

FRIARS COURT, *Hudson, NH*

New construction of 81 multi-family units constructed over 2 phases; designed to Passive House standards

Cheryl Stulpin

Executive Vice President of Acquisitions & Development

PROJECT EXPERIENCE

DEPOT VILLAGE, *Hanson, MA*

New construction of 48 multi-family rental apartments; designed to Passive House standards

BROOKSIDE TERRACE, *East Greenwich, RI*

New construction of 96 one- and two- bedroom apartments in four separate buildings built in two phases

THE RAIL YARD, *Concord, NH*

New construction of 199 multi-family units and a clubhouse planned in three phases

WOODLAND VILLAGE, *Goffstown, NH*

New construction of 74 multi-family units built in two phases

WOODLAND COVE, *Wareham, MA*

New construction of 150 multi-family units built over three phases

CEDAR POINTE, *Newington, CT*

New construction of 108 multi-family rental apartments; designed to Passive House standards

THE VILLAGES AT MANVILLE, *Manville, RI*

New construction of 72 mixed-income units in three buildings and a clubhouse

EDGE 400, *Hartford, CT*

New construction of 232 market rate apartments featuring studio, 1- and 2-bedroom units

STOCKBRIDGE LANDING, *Scituate, MA*

New construction of 68 townhouse-style condominiums featuring outdoor community gathering spaces, community clubhouse and fitness center

Penn Lindsay

Vice President of Acquisitions & Development

QUALIFICATION STATEMENT

With nearly twenty years of real estate development experience, Penn possesses the expertise, knowledge, and leadership skills to manage his team as Vice President of Acquisitions and Development for the Northeast region. Prior to joining Dakota, Penn was VP of Development for a national developer of affordable housing based in Portland, Maine with a focus on LIHTC communities. Before that, he was a Project Manager for a Boston-based housing developer with specialized expertise in historic and adaptive reuse projects. In these roles, Penn has worked on a wide range of project types and all stages of the development process.

Penn holds an MBA from the UCLA Anderson School of Management and a BA from the University of Pennsylvania.

EDUCATION

- UCLA Anderson School of Management, MBA
- University of Pennsylvania, BA in English

PROJECT EXPERIENCE

ASHLEY GROVE, *New Bedford, MA*

New Construction of 60 multi-family affordable units on former Brownfield site planned in three phases; designed to Passive House standards

SADDLERY LOFTS, *Hartford, CT*

Historic restoration of 1928 mill building into 79 multifamily, affordable units

CEDAR POINTE, *Newington, CT*

New construction of 108 multi-family rental apartments; designed to Passive House standards

THE VILLAGES AT MANVILLE, *Manville, RI*

New construction of 72 mixed-income units in three buildings and a clubhouse

THE RAIL YARD, *Concord, NH*

New construction of 199 multi-family units and a clubhouse planned in three phases

STOCKBRIDGE LANDING, *Scituate, MA*

New construction of 68 townhouse-style condominiums featuring outdoor community gathering spaces, community clubhouse and fitness center

Penn Lindsay

Vice President of Acquisitions & Development

PROJECT EXPERIENCE

WOODLAND COVE, Wareham, MA

New construction of 150 multi-family units built over three phases

WOODLAND VILLAGE, Goffstown, NH

New construction of 74 multi-family units built in two phases

FRIARS COURT, Hudson, NH

New construction of 81 multi-family units constructed over 2 phases; designed to Passive House standards

DEPOT VILLAGE, Hanson, MA

New construction of 48 multi-family rental apartments; designed to Passive House standards

SOUTHWEST VILLAGE APARTMENTS, Jackson, MA

Renovation of 1974 building into 128-unit family property

SPRING CREEK APARTMENTS, Pleasant Hill, IA

New construction of 36-unit age-restricted apartments

EPISCOPAL HOUSE APARTMENTS, Allentown, PA

Renovation of 1969 HUD 202 building into 210-unit senior tower property

MCCANN VILLAGE APARTMENTS, Newton, IA

Renovation of 1980 HUD 202 building into 80-unit senior community

GOLDEN KEY APARTMENTS, Jackson, MS

152-unit senior property

MAYFAIR TOWERS APARTMENTS, Huntsville, AL

52-unit senior property

RIVER VIEW TOWER APARTMENTS, Chattanooga, TN

161-unit senior tower property

LORING HOUSE APARTMENTS, Portland, ME

Historic restoration of Portland City Hospital into 102-unit senior housing

LAUREL WOOD PLACE APARTMENTS, Bridgeport, CT

Renovation of 1972 HUD 202 building into 102-unit senior tower community

NORTHWOOD VILLAGE APARTMENTS, Jackson, MS

New construction of 120-unit family property

GLENBROOK TOWNHOUSES, Lincoln, NE

New construction of 90-unit family property

SKYVIEW, Batesville, MS

Renovation of 1976 building into 102-unit family and senior housing

Mark Pilotte

Vice President of Development

QUALIFICATION STATEMENT

As Vice President of Development, Mark plays an integral role in growing Dakota's portfolio. He is responsible for all aspects of the real estate development and permitting process. Mark brings more than 25 years of both national and international real estate development expertise, with a background in residential, office, industrial, retail, and hotel development.

He holds a Bachelor of Architecture degree from Roger Williams College and is a member of the Board of Directors on the Greater Hartford Arts Council.

EDUCATION & CERTIFICATIONS

- Roger Williams University, Bachelor of Architecture, Civil Engineering

PROJECT EXPERIENCE

ASHLEY GROVE, *New Bedford, MA*

New Construction of 60 multi-family affordable units on former Brownfield site planned in three phases; designed to Passive House standards

DEPOT VILLAGE, *Hanson, MA*

New construction of 48 multi-family rental apartments; designed to Passive House standards

WOODLAND COVE, *Wareham, MA*

New construction of 150 multi-family units built over three phases

CEDAR POINTE, *Newington, CT*

New construction of 108 multi-family rental apartments; designed to Passive House standards

THE RAIL YARD, *Concord, NH*

New construction of 199 multi-family units and a clubhouse planned in three phases

WOODLAND VILLAGE, *Goffstown, NH*

New construction of 74 multi-family units built in two phases

Jeremy Vieira

Development Director

QUALIFICATION STATEMENT

With nearly 15 years of real estate development experience, Jeremy is responsible for implementing Dakota's development projects from conception through closing, construction, lease-up and stabilization. Utilizing his expansive knowledge of the industry, strong leadership and communication skills, and a keen eye for detail, Jeremy delivers his projects on schedule and within budget, while ensuring high-quality workmanship.

Prior to joining Dakota, he managed the development of LIHTC projects totaling nearly 300 units, and over \$200 million in total development costs, and encompassing the full development cycle from predevelopment through project closeout.

Jeremy earned his Masters in Real Estate Development from Columbia University and his Bachelors in Accounting & Finance from Bridgewater State University.

EDUCATION & CERTIFICATIONS

- Columbia University, MS in Real Estate Development
- Bridgewater State University, BS in Accounting & Finance; concentration in Finance

PROJECT EXPERIENCE

THE RAIL YARD, Concord, NH

New construction of 199 multi-family units and a clubhouse planned in three phases

FRIARS COURT, Hudson, NH

New construction of 81 multi-family units constructed over 2 phases; designed to Passive House standards

STOCKBRIDGE LANDING, Scituate, MA

New construction of 68 townhouse-style condominiums featuring outdoor community gathering spaces, community clubhouse and fitness center

WOODLAND VILLAGE, Goffstown, NH

New construction of 74 multi-family units built in two phases

MISSION BAY, San Francisco, CA

New construction of 141 units of Permanently Supportive Housing with ~\$80 million Total Development Cost

BAY MEADOWS, San Mateo, CA

New construction of 68 VASH & Section 8 Units with ~\$55 million Total Development Cost

C.J. Horvath

Senior Development Project Manager

QUALIFICATION STATEMENT

As Senior Development Project Manager, C.J. oversees development of tax credit funded residential developments for our projects from initial permitting through lease up and conversion to permanent loan.

C.J.'s experience includes developing both permanent supportive housing and general affordable housing. When living in Los Angeles, C.J. picked up beach volleyball, but he also enjoys skiing, playing most sports, spending time outdoors, and competing in Settlers of Catan tournaments. He earned his Master of Urban and Regional Planning from UCLA and his B.A. in International Economics from American Univeristy in Washington D.C.

EDUCATION & LICENSES

- UCLA - Master of Urban and Regional Planning
- American Univeristy, B.A. International Economics

EXPERIENCE

DAKOTA PARTNERS, INC., Waltham, MA

Senior Development Project Manager

HOLLYWOOD COMMUNITY HOUSING CORPORATION, Los Angeles, CA

Senior Project Manager

- Led all aspects of the development process on several projects including acquisition, entitlements, design, financing, deal structuring, construction, and community outreach

LINC HOUSING CORPORATION, Long Beach, CA

Senior Project Manager

- Led all aspects of the development process on several projects including acquisition, entitlements, design, financing, deal structuring, and community outreach

CTY HOUSING, Los Angeles, CA

Lead Consultant

- CTY Housing, formerly known as Yasmin Tong Consulting, provides financial advisory and project management services to affordable housing developers and jurisdictions throughout California

CLEARCOMPANY TALENT MANAGEMENT SOFTWARE, Boston, MA

Customer Success Manager

- Managed a portfolio of 100 clients with annual expenditures of \$750k, led 10-person team in sales and client retention, averaging 140% of sales quota, promoted within 10 months of starting at ClearCompany, and awarded for providing best customer service.

Woodland Cove

Wareham, Massachusetts

ESTIMATED COMPLETION

2023/2024

TOTAL DEVELOPMENT COST

\$23.8 million

PROJECT HIGHLIGHTS

New construction of 150 multi-family units built over three phases

FINANCING PARTNERS

Brookline Bank
MA DHCD
Mass Housing
HUD
Blue Hub Capital

FINANCING

LIHTC



WOODLAND COVE will be comprised of five buildings that will be built in three phases. Construction for the first and second phases will consist of 63 units each, and the third phase will add 24 more units. Located on a busy commercial strip near the Bourne Bridge, Woodland Cove's 150 total units will be made up of 27 one-bedrooms, 106 two-bedrooms and 17 three-bedrooms.

All of the buildings will be constructed using Passive House design and each individual unit will contain Energy Star appliances to ensure high energy efficiency year round. Passive House design is a set of energy efficient building principles that utilizes super insulation, airtight building envelope and heat-recovery ventilation systems to reduce overall energy consumption. An early adopter of Passive House, Dakota is the most active developer in our industry with close to a dozen projects currently under construction or in development using Passive House principles.

Financing for this project comes through a combination of State and Federal low-income housing tax credits (LIHTC), Massachusetts state housing subsidy funds and conventional debt through commercial lenders.



Yarmouth Commons

Yarmouth, Massachusetts

COMPLETION

2019

TOTAL DEVELOPMENT COST

\$22 million

PROJECT HIGHLIGHTS

New construction of 69 multi-family rental apartments

Features community clubhouse and fitness center

FINANCING PARTNERS

Bank of America

DHCD

Town of Yarmouth - AHT

FINANCING

LIHTC



DAKOTA PARTNERS' Yarmouth Commons project is located at 881 Route 28 in South Yarmouth, Massachusetts. The development consists of three residential buildings, an expansive common green space, fitness center, leasing office, playground, and community center. Two of the residential buildings are two stories in height, one with 19 residential units and the other with 20 units. The third residential building is three stories in height with 30 units.

The apartments feature open concept floor plans, spacious bedrooms, and modern kitchens with Energy Star appliances. Units also have a heat-recovery ventilator (HRV) unit that provides continuous fresh air while also enhancing energy efficiency.

Yarmouth Commons is located in an attractive suburban setting with convenient access to Route 28 and Route 6 and to the cities of Hyannis and Barnstable. Many amenities can be found within a short drive of the complex.

Construction began in the spring of 2018. Yarmouth Commons welcomed its first residents in Summer of 2019.

Depot Village

Hanson, Massachusetts

COMPLETION

2022

TOTAL DEVELOPMENT COST

\$17.5 million

PROJECT HIGHLIGHTS

New construction of 48 multi-family rental apartments

Designed to Passive House standards

FINANCING PARTNERS

Bank of America
Massachusetts DHCD
MA Housing Partnership
Mass Housing

FINANCING

LIHTC



Depot Village in Hanson, Massachusetts is the first family-affordable housing development in the area. On average, the wait list for Section 8 housing in the Hanson area is eight years; as such, Depot Village provides much-needed, quality housing for an underserved and growing population whose household income is typically between 60% and 100% of the median area income.

Depot Village was designed to Passive House standards, a performance-based certification that focuses on dramatic reduction of energy use for heating and cooling. An early adopter, Dakota is one of the nation's most active Passive House developers of affordable housing with close to a dozen projects currently under construction or in development.

Like many Dakota communities, Depot Village is transit-oriented – located just steps from the MBTA commuter rail stop, which is Hanson's only available form of public transportation. The station is accessible via a lighted path and a new 25 foot footbridge built by Dakota.

The community features 48 affordable rental units in one large building, consisting of 12 one-bedroom apartments, 31 two-bedroom apartments and 5 three-bedroom apartments. It is also within walking distance from several small retail and service amenities along Route 27.

Tenney Place

Haverhill, Massachusetts

COMPLETION

2016; 2018

TOTAL DEVELOPMENT COST

\$38 million

PROJECT HIGHLIGHTS

New construction of 144 apartment units

FINANCING PARTNERS

Bank of America
MA DHCD
MA Housing Partnership
Boston Community Loan Fund
North Shore HOME Consortium
City of Haverhill

FINANCING

LIHTC
HOME
Affordable Housing Trust Fund
Neighborhood Stabilization



TENNEY PLACE is ideally nestled in a residential enclave in Haverhill, but just minutes from public transportation and dining, shopping and entertainment options. Designed for maximum comfort and efficiency, Tenney Place offers spacious open layouts, walk-in closets and modern kitchens with sleek black Energy Star appliances. Many of the apartment homes feature French doors that open onto a private patio or balcony.

A two-phased development, Tenney Place features 144 apartments in four buildings. The first phase of the project includes one three-story and one four-story building, with a mix of one, two and three bedroom apartments. Phase One was fully occupied within a few months due to the high demand.

Phase II of the project, which added another 72 units in two identical buildings, was completed in the fall of 2018. A clubhouse with a community lounge and fitness center was also built during the second phase of the project.

Whitman Woods

Tyngsborough, Massachusetts

COMPLETION

2010; 2011

TOTAL DEVELOPMENT COST

\$24 million

PROJECT HIGHLIGHTS

New construction of 96 total multi-family units within four buildings

FINANCING PARTNERS

Bank of America
MA Housing Partnership
MA DHCD
Boston Capital

FINANCING

LIHTC
Affordable Housing Trust
Priority Development Fund



DAKOTA PARTNERS' first affordable housing community, Whitman Woods offers 96 high-quality two bedroom apartment homes to families in the Merrimack Valley. Located in a wooded setting just minutes from Routes 3 and 495, Whitman Woods offers convenient access to area schools and universities, businesses and recreation activities, as well as to abundant shopping and dining options.

Whitman Woods was completed in two phases between 2010 and 2012. The first phase of construction, which consisted of three three-story buildings, was delivered in 2010. Its 72 units were fully leased within six months. The fourth building, adding an additional 24 units, was completed in February 2011 and fully leased within three months.

Constructed using modular technology, units feature spacious floor plans, bedrooms with walk-in closets, well-appointed kitchens with Energy Star appliances, and air conditioning. Some units feature balconies, patios or decks. Community amenities also include laundry facilities within each building, a playground, community garden, basketball court and dog park.

Stockbridge Landing

Scituate, Massachusetts

EXPECTED COMPLETION

2023

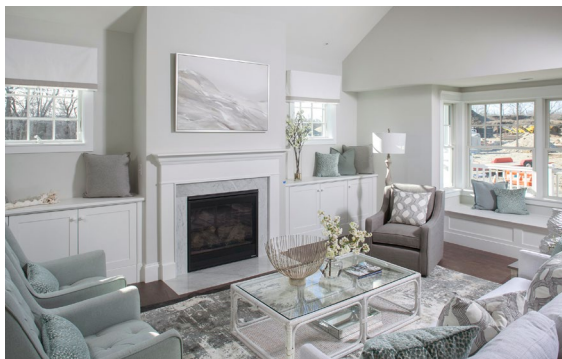
TOTAL DEVELOPMENT COST

\$30 million

PROJECT HIGHLIGHTS

New construction of 68 townhouse-style condominiums

Features outdoor community gathering spaces, community clubhouse and fitness center



STOCKBRIDGE LANDING is comprised of 68 two-bedroom townhouse-style condominiums. Fifty-one units will be sold at market rate and seventeen will be entered into the affordable housing lottery for workforce families. The thoughtfully-designed townhouses will each have their own aesthetic appeal with a choice of seven different floorplans.

Each of the duplex apartments will be built with ThermoSeal™ spray foam and Owens Corning™ fiberglass insulation, provided to meet the Massachusetts State Energy Code for efficiency. Units will also feature hardwood floors, Andersen Energy Star-rated windows, stainless steel appliances and a Heat & Glo gas fireplace with stone tile surround and a wood mantel. There will be optional finish upgrades available.

Phased construction of Stockbridge Landing began in September 2019; as each unit was completed, owners moved into their new homes.

Oak Tree Village

Griswold, Connecticut

COMPLETION

2021

TOTAL DEVELOPMENT COST

\$25 million

PROJECT HIGHLIGHTS

New construction of 72 multi-family rental apartments

PHIUS+ Core Certified

2022 Multifamily Executive Merit Award

Winner, Mixed-Income Category

FINANCING PARTNERS

Bank of America

CT Department of Housing

CHFA

FINANCING

LIHTC



OAK TREE VILLAGE is a new mixed-income apartment community in Griswold, CT. As the first major development in several years, Oak Tree Village marks the beginning of a major revitalization for the Town, which has committed long-term investment in improving community life with new shopping and entertainment options downtown. Built on previously vacant and unused land that had fallen into disrepair, Oak Tree's beautiful, contemporary buildings and lush open spaces for

residents to enjoy are a welcome addition to the area.

Oak Tree Village fills a critical void of affordable housing in Griswold. Offering a mix of affordable and market rate units, this community was designed with luxury and sustainability in mind. It features traditional New England architecture and was built according to Passive House standards, utilizing super insulation, airtight building envelope and heat-recovery ventilation systems to reduce overall energy consumption.

Conveniently located, residents benefit from the many public transportation options available in close proximity to the community, including a proposed Route 8 Southeast Area Transit (SEAT) bus stop at the entrance of the property. Commuters needing access to Route 395 will find Oak Tree Village's location with an access ramp just outside of the community.

Oak Tree Village features 72 new units within two buildings spanning three floors and features a clubhouse for residents to enjoy. The community offers a mix of one- and two-bedroom, open-concept style apartments to a mixed-income market.

The Rail Yard

Concord, New Hampshire

ESTIMATED COMPLETION

2023/2025

TOTAL DEVELOPMENT COST

\$54.9 million

PROJECT HIGHLIGHTS

New construction of 199 multi-family units and a clubhouse planned in two phases

FINANCING PARTNERS

New Hampshire Housing

FINANCING

LIHTC



THE RAIL YARD is a new affordable housing apartment community that will feature housing for local residents earning between 30% and 60% of the Area Median Income (AMI). The average household income in Concord in 2022 was \$86,638.

Financing for this project has been secured through a combination of soft debt financing and a permanent debt construction loan from New Hampshire Housing and federal tax credit equity from Stratford Capital.

With waitlists for affordable and subsidized housing stretching from six months to several years, the demand for safe and affordable housing in Concord is strong. Planned in two phases, The Rail Yard will feature 199 total units in four newly constructed, three-story wood-frame buildings. Phase 1 will be comprised of 96 affordable units and a 2,500 square foot clubhouse and Phase 2 will add 103 more units.

The 34-acre site was previously the site of the Boston & Main Railroad, dating back to 1842. More recently, the blighted site had fallen into disrepair. This new affordable housing community will provide safe, vibrant, and affordable housing to the community while also revitalizing the area.

Construction began in Summer 2022.

Cedar Pointe

Newington, Connecticut

EXPECTED COMPLETION

2024/2025

TOTAL DEVELOPMENT COST

\$29.4 million

PROJECT HIGHLIGHTS

New construction of 108 multi-family rental apartments over two phases

Designed to Passive House standards

FINANCING PARTNERS

Bank of America
CT Department of Housing
CHFA

FINANCING

LIHTC



DAKOTA PARTNERS' project Cedar Pointe, located on 550 Cedar Street in Newington, CT, will transform approximately 11 acres of a vacant brownfield site into 108 newly constructed apartments. This transit-oriented apartment development is located near a newly constructed CTfastrack station. Newington currently has less than 10% affordable housing, so this community will help fulfill the Town's

desire to create more affordable housing and fill a critical void for residents who might otherwise be priced out of the area.

Cedar Pointe consists of 108 units of multifamily housing, which will be constructed in two phases. Phase 1 will feature 72 units within two, three-story garden style buildings and a community building. The units will consist of a mix of one- and two-bedroom apartments and will be built to Passive House standards. There are several benefits that residents will enjoy from living in a Passive House community, including savings in monthly utility bills from reduced energy use, high indoor air quality due to excellent ventilation, and a sound-proof home due to air tightness and super insulation.

The property is listed on the Connecticut Brownfields and previously contained an auto dealership, which created an environmental situation that will be mitigated before the apartments are built. All original buildings have been demolished and the site is currently vacant and ready for development.

DAKOTA PARTNERS
PRIOR DEVELOPMENT EXPERIENCE
(last ten years)

Currently Own: Project name	Type	Units	Year	Project Type Primary financing	Role	Status
Pine Valley Mill Milford, NH	Rental	50	2013	Historic Conversion 9% LIHTC	Developer	Complete
179 Allyn Street Hartford, CT	Rental	63	2013	Historic Conversion Market Rate	Developer	Complete
Village Green I Hyannis, MA	Rental	60	2014	New Construction 9% LIHTC	Developer/Contractor	Complete
Laurel Hill Road Brookfield, CT	Rental	72	2015	New Construction 4% LIHTC	Developer/Contractor	Complete
Tenney Place I Haverhill, MA	Rental	72	2016	New Construction 9% LIHTC	Developer	Complete
Village Green II Hyannis, MA	Rental	60	2015	New Construction 9% LIHTC	Developer/Contractor	Complete
390 Capitol Ave. Hartford, CT	Rental	112	2015	Historic Conversion Market Rate	Developer	Complete
East Street New Milford, CT	Rental	40	2016	New Construction 9% LIHTC	Developer/Contractor	Complete
Stony Brook I Suffield CT	Rental	36	2017	New Construction 4% LIHTC	Developer/Contractor	Complete
Tenney Place II Haverhill, MA	Rental	72	2018	New Construction 9% LIHTC	Developer	Complete
Columbus Commons New Britain, CT	Rental	80	2017	New Construction 9% LIHTC	Developer/Contractor	Complete
Yarmouth Commons Yarmouth, MA	Rental	69	2017	New Construction 9% LIHTC	Developer/Contractor	Complete
Stony Brook II Suffield CT	Rental	48	2019	New Construction 4% LIHTC	Developer/Contractor	Complete
Lincoln Lofts Lincoln, RI	Rental	45	2019	Historic Conversion 9% LIHTC	Developer/Contractor	Complete
Huntington Village, Newport News, VA	Rental	96	2019	New Construction 9% LIHTC	Developer/Contractor	Complete
Oaktree Terrace, Griswold, CT	Rental	72	2019	New Construction 9% LIHTC	Developer/Contractor	Complete
Depot Village, Hanson, MA	Rental	48	2019	New Construction 9% LIHTC	Developer/Contractor	Complete
Friar's Court, Hudson, NH	Rental	47	2019	New Construction 9% LIHTC	Developer/Contractor	Complete
Friar's Court II, Hudson, NH	Rental	34	2020	New Construction 4% LIHTC	Developer/Contractor	Complete
Brookside Terrace, East Greenwich, RI	Rental	48	2019	New Construction 9% LIHTC	Developer/Contractor	Complete

Under Construction: Project name	Type	Units	Year	Project Type Primary financing	Role	Status
Brookside Terrace II, East Greenwich, RI	Rental	48	2019	New Construction 9% LIHTC	Developer/Contractor	2023 Completion
Stockbridge Landing, Scituate, MA	Condo	74	2018	Townhouse Condominiums	Developer/Contractor	2023 Completion
Woodland Village I	Rental	42	2020	New Construction 9% LIHTC	Developer/Contractor	2023 Completion
Woodland Village II	Rental	32	2020	New Construction 4% LIHTC	Developer/Contractor	2023 Completion
Woodland Cove I, Wareham, MA	Rental	63	2020	New Construction 9% LIHTC	Developer/Contractor	2023 Completion
Brady Square I - 9%, Richmond, VA	Rental	66	2019	New Construction 9% LIHTC	Developer/Contractor	2023 Completion
Brady Square I - 4%, Richmond, VA	Rental	66	2019	New Construction 4% LIHTC	Developer/Contractor	2023 Completion
Woodland Cove III, Wareham, MA	Rental	24	2020	New Construction Workforce Housing	Developer/Contractor	2023 Completion
Cedar Pointe, Newington, CT	Rental	72	2020	New Construction 9% LIHTC	Developer/Contractor	2023 Completion
Woodland Cove II, Wareham, MA	Rental	63	2021	New Construction 9% LIHTC	Developer/Contractor	2023 Completion
Brady Square II - 9%, Richmond, VA	Rental	66	2020	New Construction 9% LIHTC	Developer/Contractor	2023 Completion
Brady Square II - 4%, Richmond, VA	Rental	66	2020	New Construction 4% LIHTC	Developer/Contractor	2023 Completion
The Rail Yard, Concord, NH	Rental	96	2021	New Construction 4% LIHTC	Developer/Contractor	2023 Completion
Oxoboxo Lofts Uncasville, CT	Rental	72	2018	Historic Conversion 9% LIHTC	Developer	2024 Completion

Pre-development: Project name	Type	Units	Year	Project Type Primary financing	Role	Status
Hudson Heights, Stillwater, NY	Rental	120	2022	New Construction 4% LIHTC	Developer	Awarded
Cedar Pointe II, Newington, CT	Rental	36	2022	New Construction 9% LIHTC	Developer/Contractor	Awarded
The Village at Manville, Lincoln, RI	Rental	72	2021	New Construction 9% LIHTC	Developer/Contractor	Awarded

Metro 65

65-79 Seattle Street
Project Org Chart

