

**HRA RFP
NANTASKET BEACH WATERFRONT DEVELOPMENT
OPPORTUNITY
HULL, MA**

BID SUBMISSION FOR NANTASKET LANDING

**October 15, 2018
NANTASKET LANDING PARTNERSHIP, LLC**



NANTASKET LANDING
Nantasket Beach Waterfront Development Opportunity

NANTASKET LANDING PARTNERSHIP, LLC

REAL ESTATE BROKERAGE



3A REALTY GROUP
1147 Hancock St.
Quincy, MA 02169

DESIGN / DEVELOPMENT



hal march associates
150 Parke Avenue
Squantum, Mass. 02171

Contacts (2.1, 2.6)

Hillary Birch
hillary3a@gmail.com
617.405.4962

Hal March
halmarch@comcast.net
617.330.5080

Project Location

Nantasket Avenue, Hull, Mass.
10.77 acres, 469,141 sq. ft., site area

Projected Opening

QII 2020

Project Concept (2.1)

Mixed-Use Mid-rise, 118,800sf ground level ±400 parking spaces, 176,245sf Residential 136 Units, 101,864sf Commercial Sports/Entertainment Center, Boardwalk plaza, Rooftop Restaurant, Public skate park, Public pier.

INTRODUCTION

Primary bidder, **3A Realty Group, Inc.** in partnership with **Hal March Associates**, comprising the **NANTASKET LANDING PARTNERSHIP, LLC** proffers our proposal for HRA RFP to develop a Mixed-Use Residential/Commercial structure on 10.77 acres at Nantasket Avenue, Hull, Massachusetts for occupancy in Spring of 2020 as part of a family tourist **DESTINATION** development.

We are confident the HRA and the Town of Hull, collaborating on the appropriate scope, would recognize this proposal as the highest and best use in keeping with their planning studies and economic goals. The unique tourism oriented location in Hull provides a distinct competitive advantage to Nantasket Beach neighborhood community, tourist and mercantile, for sports/theme family entertainment and resident destination services.

Concept (6)

With Hull functioning as a seasonal recreational beach destination, our development assessment is based on capitalizing Hull's family tourism economy but as a year-round destination. Historically the Town has also been the site of many theme parks with Coney Island style attractions, Paragon Park, the most prolific, closed its doors in the 1980's.

We are proposing crossover commercial uses that would span the winter seasons for year-round revenue stream operations. The proposed mixed-use NANTASKET LANDING is conceived as a community and family tourism year round destination, will provide 400 parking spaces, includes 136 beachside upscale residential units and a rooftop restaurant overlooking Boston skyline and Harbor lighthouses, plus a year-round Sports/Entertainment Center portending all indoor Basketball, Volleyball, Gymnastics, Swimming, Racquetball, Rock wall, Fitness, Spa, Golf simulators, Platform tennis, Trampoline, Bowling, Game Arcade, Go karting, and hosting year-round activities, competitions, exhibitions, events, teams/clubs, training/membership, gear/nutrition/retail.

Nantasket Ave., Hull Shore Drive and all side streets will feature drop offs and access a 400 space ground level Public Parking Garage with stairs and elevator access to the 75,397sf Public Boardwalk plaza above FEMA flood plain, avoiding permit issues. Pedestrian bridges will connect Boardwalk patrons safely across main thoroughfares to the ocean beach and Weir River Skate Park (Phase 2), in eventual collaboration (8) with Town of Hull and MDC, including hockey, inline, skateboard and public pier facilities. Boardwalk level 101,864sf Sports/Entertainment Center will offer patrons year-round indoor activities and family attractions.

Four triple wing structures afford 66% of 136 Residential Units with ocean views and 33% with harbor views and are conceived to separate and maximize privacy and circulation, topped off with a DESTINATION rooftop Restaurant with terrace oriented toward ocean and lighthouse views.

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Each Residential Unit will feature separate energy efficiency, a high level of finish, private laundry, window walls and 12 foot wide private balconies with water views to attract the considered target mix of family residents and single professionals from the greater Boston area.

With Callahan Construction hurricane-proof \$300psf budgeting and \$86.3M construction funding Inlanta Mortgage, we have serious interest from commercial operators. At a productive on-site meeting, the South Shore YMCA has expressed interest in opening a program center. And, with HRA "Selected Bidder" designation, we will resume negotiations with Apex Entertainment of Marlborough, Naskart of Connecticut, Dave and Buster's, Boston Bowl and local restaurateurs among others.

Competitive Advantage

Within this typical single family home suburban community, it is ever increasingly difficult for residents to compete with the upward trend of their coastal seaside property values. NANTASKET LANDING offers them a viable affordable alternative to maintain residency in their Hull hometown. Targeting resident families and single professionals will not over burden the local Hull School system while the project promises to bolster Hull property taxes with potential \$1.3M+ per year (@\$13.42, 2018 tax rate).

While NANTASKET LANDING promises to be an appreciable and sought-after modern exemplary Hull residential address, a sustainable systems concept will deliver additional advantages over the competition. No/low maintenance and 'green' materials and construction methods will be utilized throughout the structure assuring minimum initial and life cycle costs and environmental impact. Southern oriented rooftops will include solar electric photovoltaic panel arrays and electric wind turbine generators to offset common energy demands and offer lower Unit electric cost. Rainwater recycling and domestic water distribution tanks will be roof mounted to decrease pressure demand on the City water and storm systems.

The primary competitive advantage for this venture is its unique market location and convenience in Hull, with access to the Greater Boston population to the north, with all the universities and commerce in between, and Cape Cod to the south. The site lies just north of the Nantasket Business District, the classic New England seaside Nantasket beach, numerous local restaurants, merchant services, all within walking distance and Historic Boston Lighthouse and harbor islands. The immediate Hull-Cohasset-Weymouth neighborhoods are underserved for family tourist services and the surrounding South Shore communities are underserved for tourism facility attractions as well.

With these intrinsic benefits and competitive market pricing, we feel this future forward state of the art project will invigorate the commercial economy, is well positioned to sell out during construction and intend to begin marketing as soon as approvals are awarded.

PLEASE NOTE: What we are NOT proposing also contributes to the competitive advantage of our economic concept. In our research of the opportunity with consultants at New Castle Hotels & Resorts, it is our considered analysis that, until a demonstrable year-round tourism economy is established, this RFP is premature to support a viable hotel venture. We have identified winter vacancies at the adjacent Nantasket Beach Resort to be the result of seasonal economic indicators.

We feel without year-round attractions, should a new hotel project be built next door, both hotels could suffer viability and probably fail.

In our opinion and as good neighbors, the Town planning goals to materially join the current south and north commercial districts, in concert with roadway reconfiguration, is best served with our year-round destination concept successfully in place and then advocating an anchor Hotel use, perhaps on the 2+acreage south of Phipps Street, physically separated from Nantasket Beach Resort.

The Marketplace

Competition

The Residential condominium comparable competitors, surrounding Hull 02045, included in the NANTASKET LANDING marketplace are enumerated in the appendix.

Response to Competition

NANTASKET LANDING **Nantasket Beach Waterfront Development Opportunity**

In addition to the clear-cut advantage of tourist oriented DESTINATION proximity to Nantasket beach, Business District and merchant services, NANTASKET LANDING will be distinguished by its focus on *Quality, Affordability, Service and Convenience.*

Quality in every aspect of the state of the art facilities, from hurricane-proof construction, security systems monitoring, sound and visual privacy to modern open space plans and uncompromising vistas.

Affordability in competitively priced occupancy and sustainable energy cost reductions.

Service consistent with the Management's background, a well trained staff operating in an atmosphere of expeditious professionalism, with an understanding that the Resident's satisfaction is central in fostering a successful lifestyle experience.

Convenience with ample secure parking and ease of access, on-site fitness, recreation and roof veranda, wired and wireless media network systems.

The Business Entity (2.5)

NANTASKET LANDING PARTNERSHIP, LLC team will incorporate to administrate the project to manage investors, acquisition, municipal permits, contract negotiations, design and engineering, construction, budgeting and finances, public relations and sales. 3A Realty Group, Inc. will further contract property management services for a long-term ownership apartment scenario.

NANTASKET LANDING PARTNERSHIP, LLC Management / Owners (4)

3A Realty Group, Inc.: Real Estate Brokerage

Hull resident of 3 years, Broker/Owner Hillary Birch specializes in condo and multifamily sales and has extensive experience throughout the area with leasing, property management, single family residential and commercial sales.

With more than 10 years in business, Hillary established 3A Realty Group as a boutique real estate firm committed to helping solve their clients personalized needs with flexible solutions. Situated in the heart of Quincy Center, 3A Realty Group works with property owners to sell, lease, property manage, and invest in and around the area with confidence that is backed by research and experience. As the leading leasing office in the area, 3A works to provide their clients with a quality analysis of income ratios in order to obtain the best return on their investments.

Within an ever-changing real estate market the 3A Realty Group team prides themselves on their ability to communicate with their clients and attend to their specific needs. As questions and obstacles arise for their clients, the 3A team utilizes their network within the community to respond quickly and effectively in order to ensure the best possible results.

Hal March Associates: Project Management / Design Development Administration

As an independent Consultant Architect with 40 years experience, Hal March has designed numerous multiple building type structures including high-rise residential and hotel installations around the country and the globe. In 1997 Hal began an autonomous design practice from his South Boston Fort Point studio, now in Squantum since 2006. He is fully responsible to deliver client projects start to finish, managing budget, design through construction administration, consultant engineering collaboration, CAD detailing and staff. Hal also has owned and operated REDD21, LLC a real estate development company, since 2000, designing and building vacation homes and condominiums in Maine's ski resorts.

Throughout his career, Hal has managed projects from small \$50K private home additions to the \$1B Hope Island Resort Complex in Sydney, Australia in 1989. 2015 was Hal March Associates banner year highlighted by the \$69.5M Al Shallal Planetarium in Jeddah, Saudi Arabia and, in 2017, \$5.1M Bluebird Storage signature facilities in Rochester and Manchester, NH.

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02In 2007-2009, as Project Architect, Hal provided Construction Administration, working together with **Callahan Construction**, in completing the Plymouth Housing Authority office complex, \$7.1M new construction, in Plymouth, MA., and Cherry Hill II, 5 story, 54 unit elderly housing, \$19.7M new construction, also in Plymouth, MA.

The NANTASKET LANDING, LLC development team approach combines the acumen and years of experience of 3A Realty Group, Inc., Hal March Associates, and our affiliated **Supporting Professionals** to position NANTASKET LANDING for success in the local Hull community.

Supporting Professionals:

Construction Management

Callahan Construction
Mike Callahan, Vice President
80 First Street
Bridgewater, MA 02324
Phone: 508 279 0012
www.callahan-inc.com

Legal

Thomas F. Williams & Associates PC
Attorneys at Law
Thomas F. Williams, Principal
21 McGrath Highway Suite 501
Quincy, Mass. 02169
Phone: 617.847.4200

Acquisition and Equity Investment Funding (3.1)

Rockland Trust
Richard C. Muraida
First Vice President, Lending Center Manager
Boston Commercial Lending
101 Arch Street, Suite 2020
Boston, MA 02110
Phone: 781-982-6681

Construction Financing (7.4)

Inlanta Mortgage, Inc
Dan Sheehan
Mortgage Planner / Branch Manager
3193 Cranberry Hwy, Suite 1
East Wareham, MA 02538
Phone: 508.743.5654 x13

Commercial Insurance (3.2)

Atlantic Advisers Insurance
Jeff Helms, President
683 Main St.
Norwell, MA 02061
Phone: 781.659.4040

3A Realty Group, Inc. has also collaborated with Hal March Associates on three recent RFP proposals including:

Edmund Quincy Towers, the Former Central Middle School, 1022 Hancock St. Quincy, MA. Mixed-Use Residential high-rise structure on 1.96 acre site. 400 residential Units, 550 space Parking Garage with street level Shops, a rooftop Fitness, Business Center and Restaurant. Project budget \$107,158,820

Hancock & Adams Office Condominiums, 1147 Hancock St., Quincy, MA. 60,643sf lot, 10 Storey, 112 Residential Studios, 30,000sf Office space with 224 linear feet street level Retail Shops, 156 space Parking Garage, a Fitness, Business Center and rooftop Restaurant. Project budget \$44,332,250

Greenbush Landing, MBTA Greenbush Station, 247 Driftway, Scituate, MA., 5.15 acres, TOD Mixed-Use Residential Low-rise, 102 Units, ±650 space Parking Garage, 140-Key Hotel, Fitness/Spa/Business Ctr., Rooftop Restaurant, Street level Retail/Commercial with Branch Bank, Supermarket, Convenience/Fuel Station, Medical Clinic. Project budget \$67,110,478

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Notes to Financials (7.1-4)

1 Source and Uses of Funds

Investor funds will collateralize acquisition and soft costs. Participating financial institutions will hold investor funds in interest bearing escrow accounts as security in underwriting acquisition and/or construction notes.

2 Capital Budget

Current estimates indicate total project budgets contingent on the Scope of Project permitted by Hull Zoning (6). Callahan Construction has provided a square foot budget factor for the Building Improvements. Note that this quotient has been supplied in the absence of a bid set of plans, and is subject to change.

Developed by Hal March, based on $\pm 20\%$ return on investment. Higher returns can be anticipated depending on financing terms.

The accompanying Residential, Commercial and Parking component analysis is included as reference to illustrate our attempt to compare the difference in highest and best use. Note the proposed Condominium Sales vs. Rental Leasehold projections for comparison.

3 Allocation of Contingencies

Allocating 10% of Acquisition plus Construction Cost in contingencies for design, engineering, legal and permit fees, interim loan interest and other soft costs to the balance sheet.

4 Amortization

Principal and Interest payments for the Construction Loan included in soft costs. Assumes 2 year term, with deferred interest, compounding monthly.

5 Sales and Cost of Sales

Developed by Hillary Birch, based on comparable residential sales and rentals and understanding of the local market as both realtor and longtime South Shore resident.

6 Pro Forma Balance Sheet

Note Condominium Sales price points to the End Buyer are set to current market rate levels concurrent with Multiple Listing Service, Average Days On the Market (AVG DOM).

Note the high Apartment vacancy factor of 10%. This distinct competitive advantage provides a healthy operational cushion. Operating expenses, as a percentage of sales, will decrease as sales growth outpaces the inflationary effects on fixed costs. Cash flow Net Return Ratio, prior to debt service, will increase as measured by EBITDA. Investor distributions are set to that level which allow for year ending Maintenance Reserve.

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APPENDIX:

Project Plans (6)

Team Portfolios (4.3)

UNDER SEPARATE COVER:

Forms A-F

Deposit Check

Proforma Balance Sheets (7.1,7.3)

SAMPLE: Construction Loan Pre-Approval (7.3)

Financial Q&A (5.1a-g)

Certificate of Incorporation/FID (2.2-3)

MLS Days On the Market

- Condominium sales & leasing
- Commercial and Residential Investments
- Property Management
- Multifamily sales



Within an ever-changing real estate market the 3A Team prides themselves on their ability to communicate with their clients and attend to their specific needs. As questions and obstacles arise for their clients, 3A Realty Group utilizes their network within the community to respond quickly and effectively in order to ensure the best possible results.

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www.3ARealtyGroup.com

Hillary Birch
Owner/Broker
781.608.1425



Single Families



New construction



Condominiums



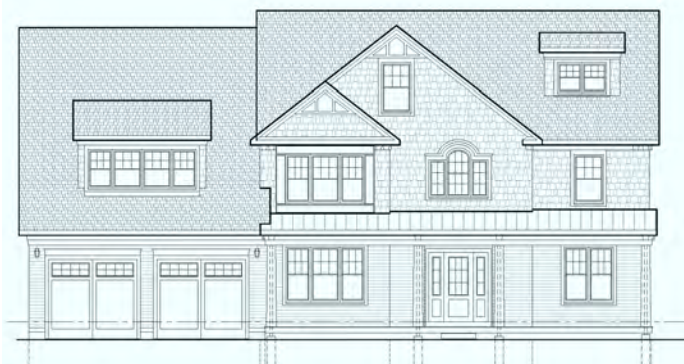
Multi-Families



Investment projects

SINGLE FAMILY

PUD, Newton, MA



Windham, ME



HAL MARCH

Sunday River, ME



Quincy, MA



Berkshires, MA

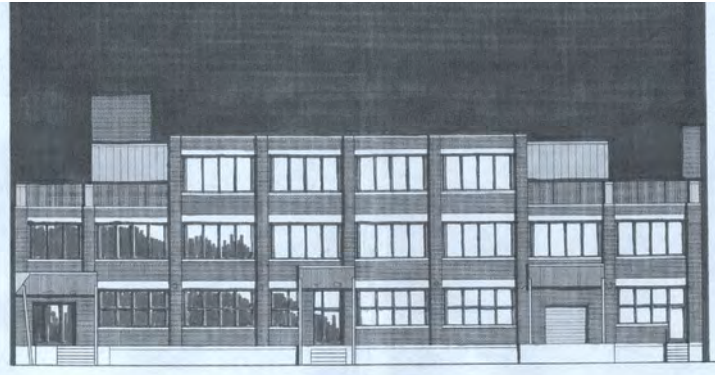


Berkshires, MA



MULTI-FAMILY

Dorchester, MA



South Boston, MA



Shawnee Peak, ME



South Boston, MA



HAL MARCH

Plymouth, MA



Worcester, MA



HOSPITALITY

Helmsley New York, NYC



HAL MARCH

Marriott Wardman, Wash. DC



Sheraton Reston, VA



Jazz Café, Boston, MA



Sheraton Smithtown, NY



Marriott Wharf, Newport, RI



INSTITUTIONAL-COMMERCIAL

Lexington Academy, MA



Housing Authority, Plymouth, MA



Vedanta Temple, Boston, MA

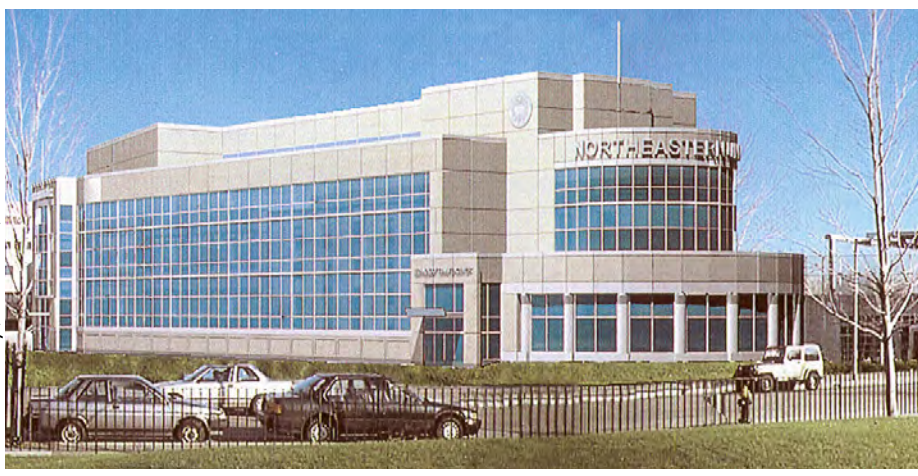


HAL MARCH

MASS Info Tech Ctr, Chelsea, MA



NU Library, Boston, MA



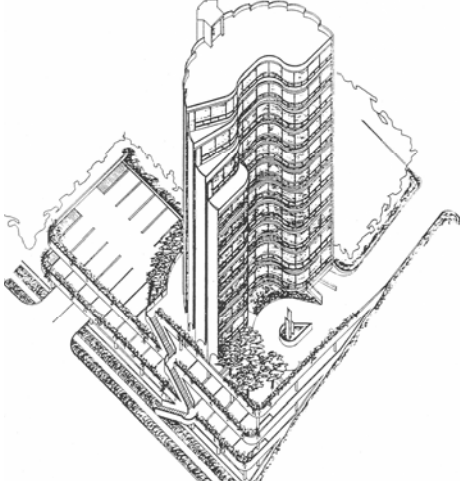
Hotel Prototype, Quincy, MA



BU Medical Center, Boston, MA

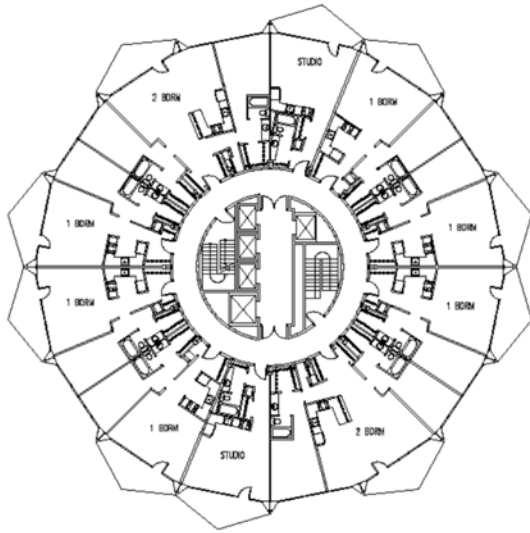


Office Tower, Cincinnati, OH

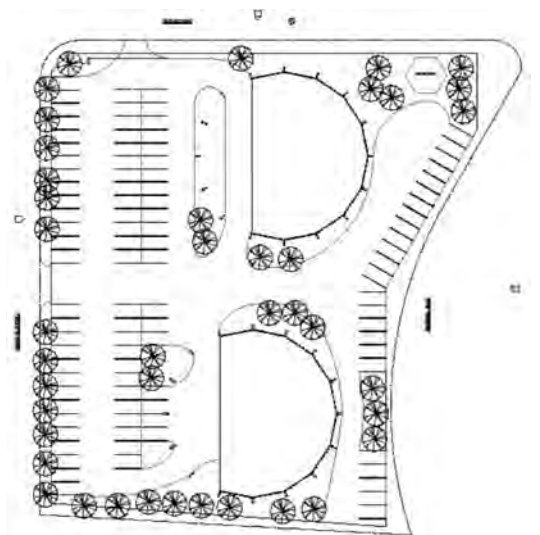


HAL MARCH
2015

Edmund Quincy Towers
Quincy, MA

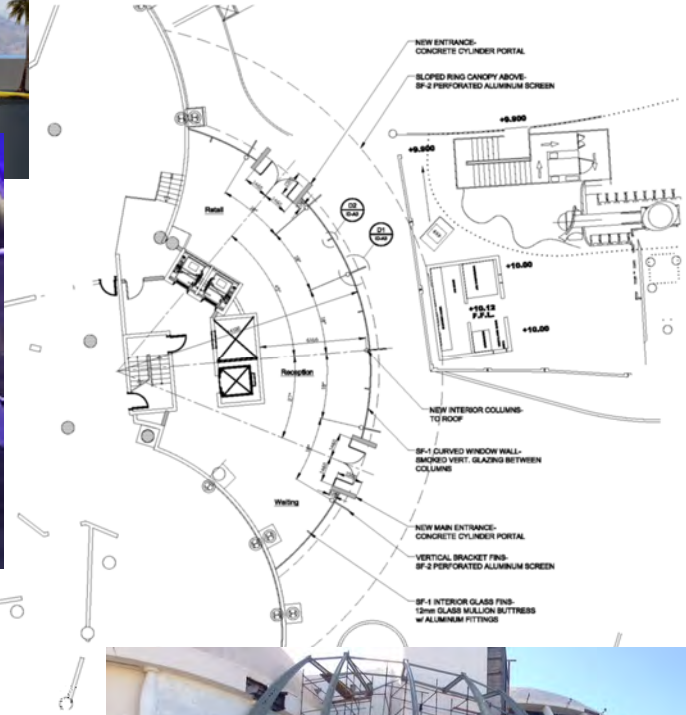
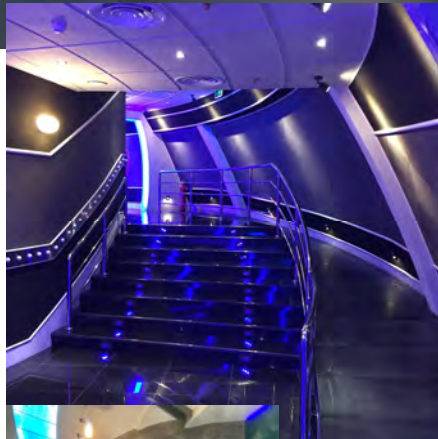


EDMUND QUINCY TOWERS
1022 Hancock Street, Residence Proposal Prototype
Hal March Associates



HAL MARCH 2015

Al Shallah Planetarium Jeddah, Saudi Arabia





Callahan Construction Managers

Mixed-use Experience

80 First Street | Bridgewater, MA 02324 | 508-279-0012 | www.callahan-inc.com

FAST FACTS

85% of work comes from repeat clients

Largest Open Shop Contractor in New England

KEY TEAM MEMBERS:

- Patrick Callahan, President
- Timothy Callahan, VP Site and Utility Construction
- Dennis Sheehan, VP Finance and Administration
- Doug Morrison, Chief Operation Officer
- Raj Bhango, Director of Marketing and Business Development
- Thomas Zimmerman, Cost Controller

AWARDS AND RECOGNITION

- Preservation Massachusetts: Excellence in construction planning on historic sites
- National Associated Builders & Contractors: Gold Level Safety Training and Evaluation Process award – 2010, 2011, 2012, 2013, 2014, 2015

KEY PROJECTS

- Currents on the Charles – Hines Waltham, MA
- Cloverleaf Apartments – Forest Poperties Natick, MA
- Assembly Row - Federal Realty Somerville, MA
- Marina Bay – Hines Quincy, MA

Callahan is a full service construction company serving the New England and Mid-Atlantic regions. We provide a wide range of preconstruction and construction management services, and execute large- and small-scale building projects for clients in multiple markets. With extensive experience, dedication to strong partnerships, and the ability to provide enhanced services that the competition can't, we consistently deliver solutions that exceed clients' expectations. It's why we're known as one of the leading open shop firms in New England.

History

Founded over 65 years ago, Callahan quickly established itself as a major player in the Northeast, completing projects for high profile, fast-growing clients such as Howard Johnson's and Dunkin Donuts. As the company grew, founders Jack and Marie Callahan brought each of their five sons in the business, beginning a tradition of family involvement that continues today.

In 2015 was named one of the United States' Top 400 contractors by ENR magazine. Today, led by Patrick Callahan, we employ over 180 employees and break ground on roughly 30 projects each year. On average, 75 percent of our work is repeat business from existing customers, which speaks to our track record and the quality of our work.

We're committed to doing what it takes to remain one of the region's premier open shop construction companies. To us, this means being by our clients' side every step of the way – through prompt and open communication, transparent and cost-effective operations, adherence to strict safety controls, and integration of sustainable building practices. We're invested in the success of the communities where we work, and dedicated to remaining a name our clients know and trust.

Broad experience, enhanced services, great people

We provide preconstruction, construction management, and self performed site work services to clients in the senior housing, residential, hospitality, corporate, and retail markets. Our enhanced preconstruction services – which include bid solicitation, budgeting and estimating, site feasibility, and value engineering – are a key strength. They deliver value by allowing us to identify innovative ways to control costs, manage schedule, and improve quality.

Whenever appropriate, we recommend sustainable construction approaches. Many of our projects incorporate highly efficient materials that minimize waste and reduce carbon footprint. Our team includes LEED certified project management and civil engineering professionals. We recently installed 124.8 kW's of solar panels at our corporate headquarters: this system will tie into the power grid and is expected to have a payback on initial investment of only 3.5 years.

The strength of our services is matched by the caliber of our people, who are some of the best in the industry. Our leadership team possesses hundreds of years of collective experience, and the strong, long lasting relationships we form with clients, employees, and partners are the backbone of our business. Every member of the Callahan family, from company executive to on-site laborer, is committed to integrity, quality work, client service, and successful project management. Clients work with us – and stay with us – because of the quality of the structures we build, and the relationships we cultivate.

Owner: Federal Realty

Architect: ADD, Inc.

Units: 447

Size: 768,000 GSF w/garage

Project Type: New construction

Location: Somerville, MA

Assembly Row is two combine buildings that are made to look like one structure. One building is a 5 Story wood frame and the other is a 20 story steel frame. Along with that there is a 6 story precast parking garage that is attached to the structures. The site challenges include contaminated soils as well as two different types of ground improvement.



Owner: Hines

Architect: Elkus Manfredi / Cube
3 Studios

Units: 352

Size: 631,370 GSF

Project Type: New construction

Location: Quincy, MA

The Boardwalk Residences at Marina Bay is a 4 story wood frame high end apartment building with two levels of below building parking as well as 25,000 SF of retail space. Due to the the site being located on the water we will be repairing an old seawall and adding a new 22,000 SF boardwalk on wood piles.



Owner: Sundance at Harvard
Square Holdings

Architect: Peter Quinn Architects

Units: 20

Size: 40,600 GSF w/garage

Project Type: New construction

Location: Cambridge, MA

Callahan provided construction management services and associated site work for this new mixed-use structural steel building. The project includes a below-grade parking garage, ground level retail and 20 luxury residential units. The residential units are available in studio, one- two- and three-bedrooms. Amenities include granite counter tops, custom cabinets, floor to ceiling windows with power black out shades, a concierge and a roof garden. All systems are smartphone controlled. In addition, a state-of-the-art security system with video monitoring is installed in every unit.



Owner: Hines

Architect: Cube 3 Studios

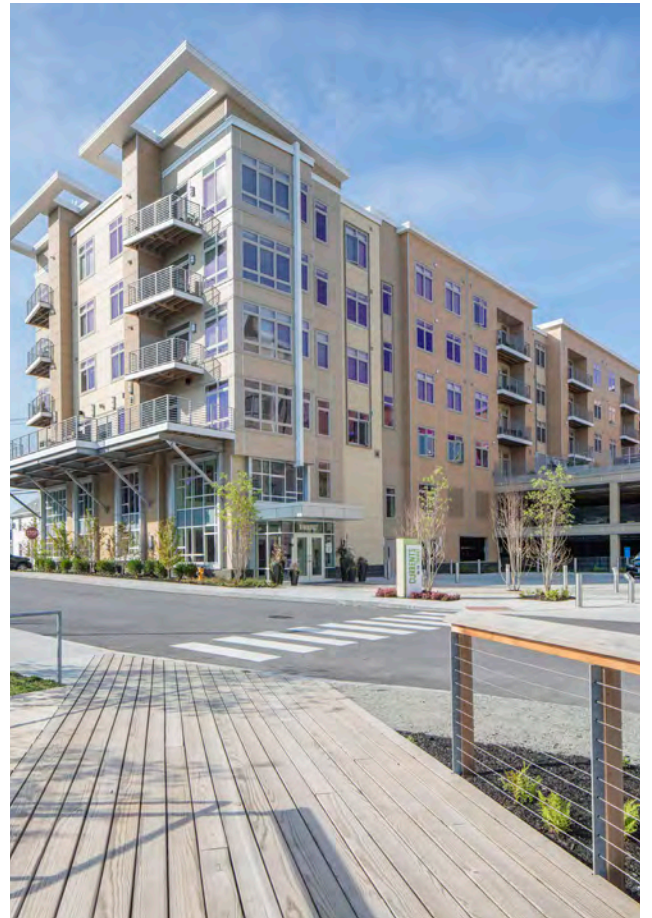
Units: 200

Size: 377,010 GSF w/ garage

Project Type: New construction

Location: Waltham, MA

The E-shaped building hosts 200 rental luxury apartments and a package of high-end amenities such as a resort-style swimming pool, a state-of-the-art fitness center and sports lounge, and an internet café. Each unit is equipped with stone counter tops, stainless steel appliances, high-quality cabinets and lighting and an open kitchen/living design with all-wood floors. Many units have private balconies or patios overlooking the river. The four-story residential building clad in brick along the urban street sides also includes an underground parking garage on two levels that offer up to 400 parking spaces.



COURTYARD MARRIOTT WALTHAM

Owner: Winter Street Trust

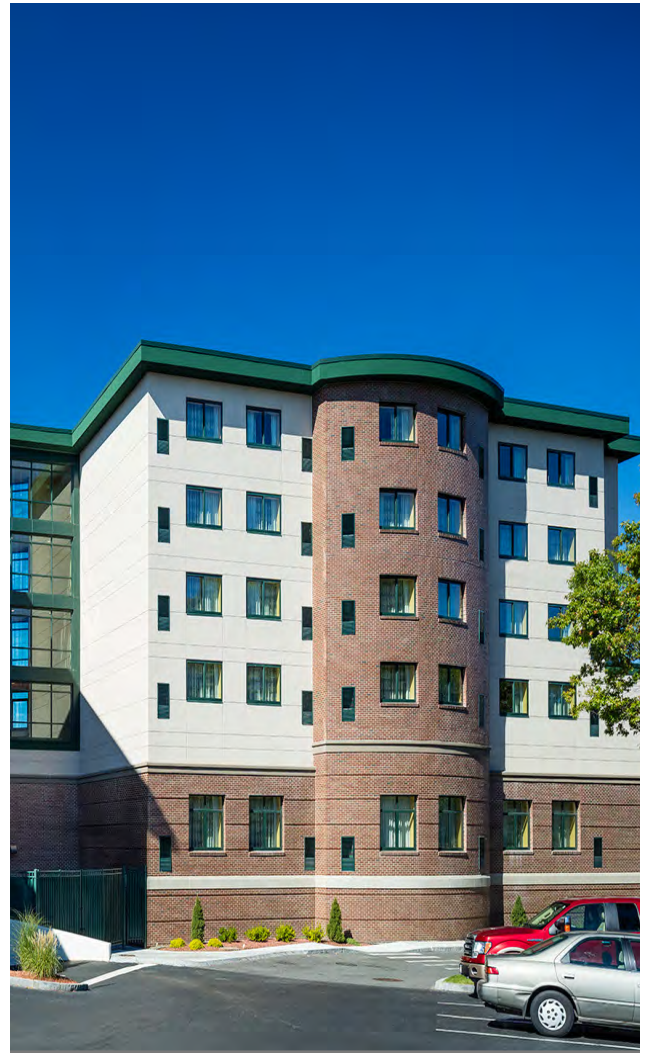
Architect: BMA Architectural Group

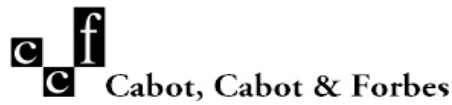
Units: 55

Project Type: New addition

Location: Waltham, MA

Callahan provided preconstruction services and is providing construction management services for this new five story addition to the Courtyard Marriott in Waltham. The addition will include 55 guest rooms and a new service and loading area.



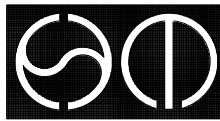




hal march associates • design • development
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phone 617.330.5080



Site Plan
Nantasket Landing Development
Hull, Massachusetts
10.15.2018



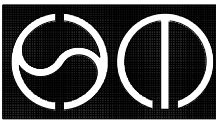
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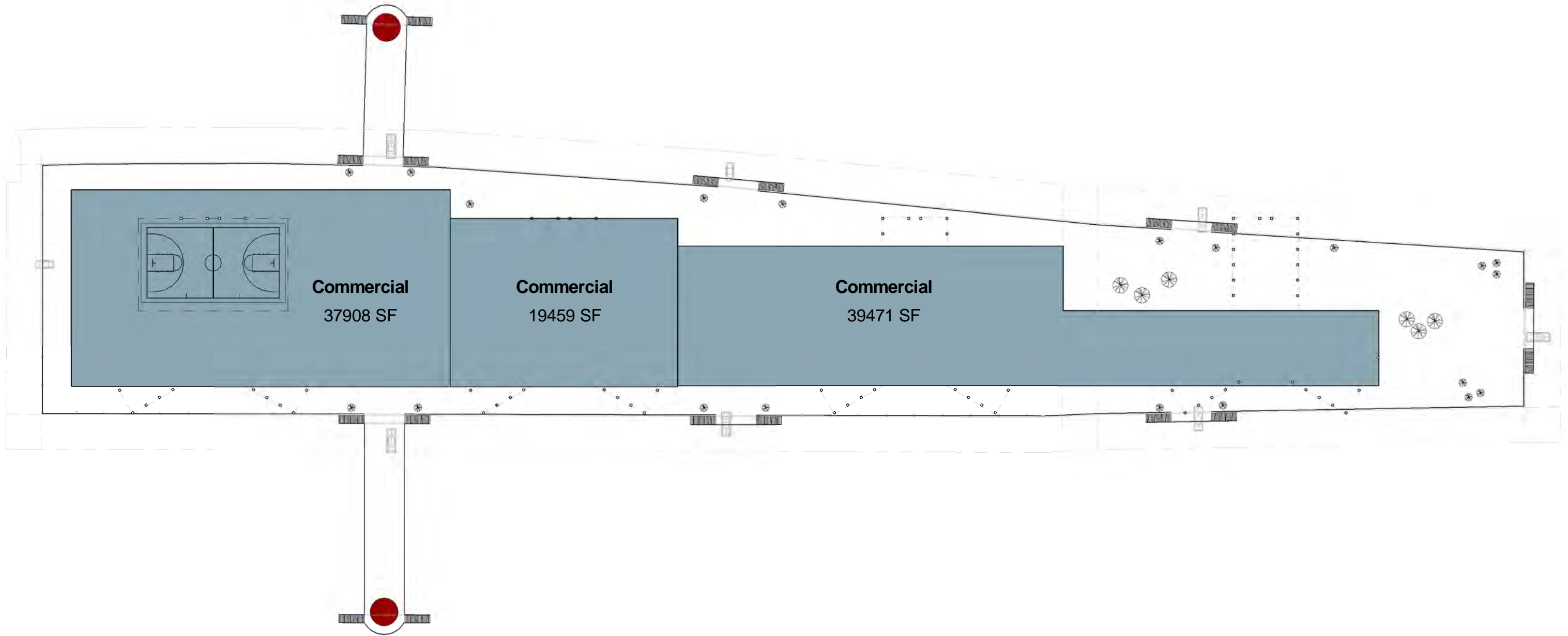
400+ Ground Level Parking Nantasket Landing Development

Hull, Massachusetts

10.15.2018



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Commercial Boardwalk Plaza Nantasket Landing Development

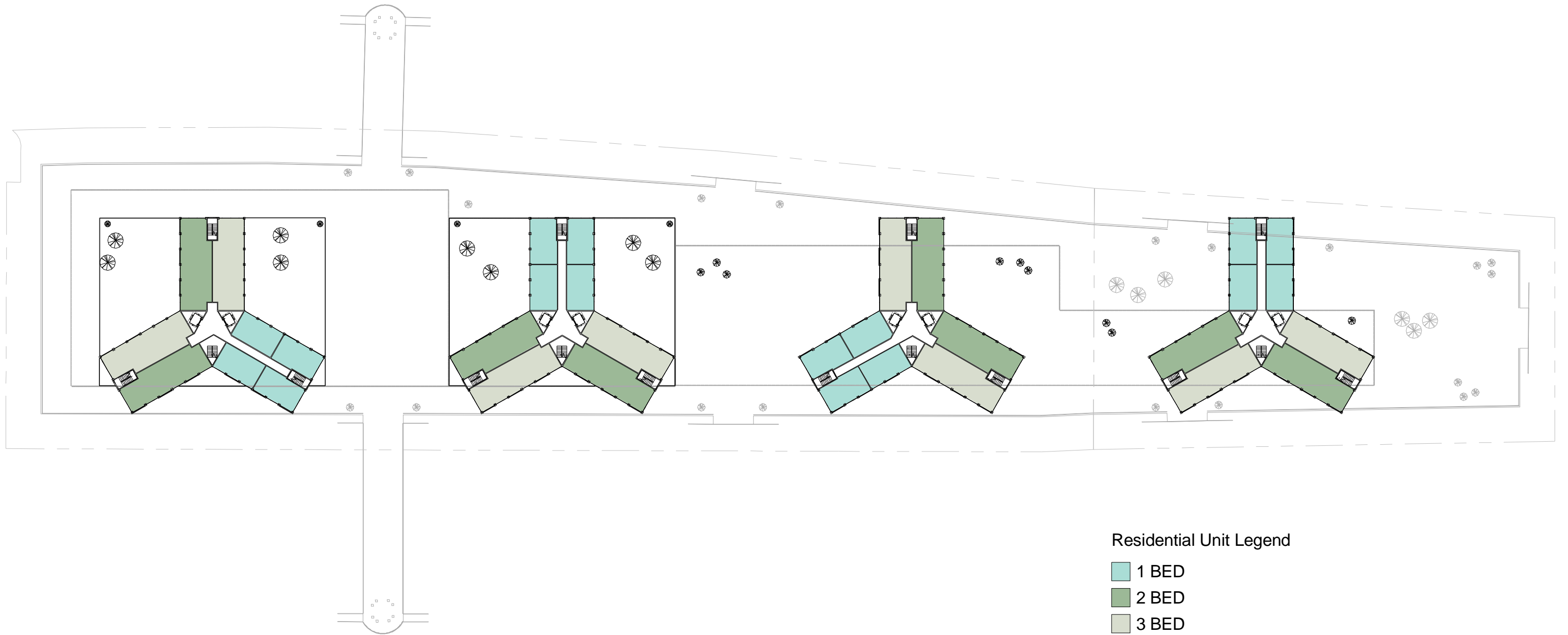
Hull, Massachusetts

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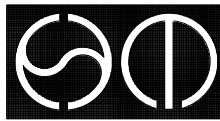
Residential Units
Nantasket Landing Development
Hull, Massachusetts
10.15.2018



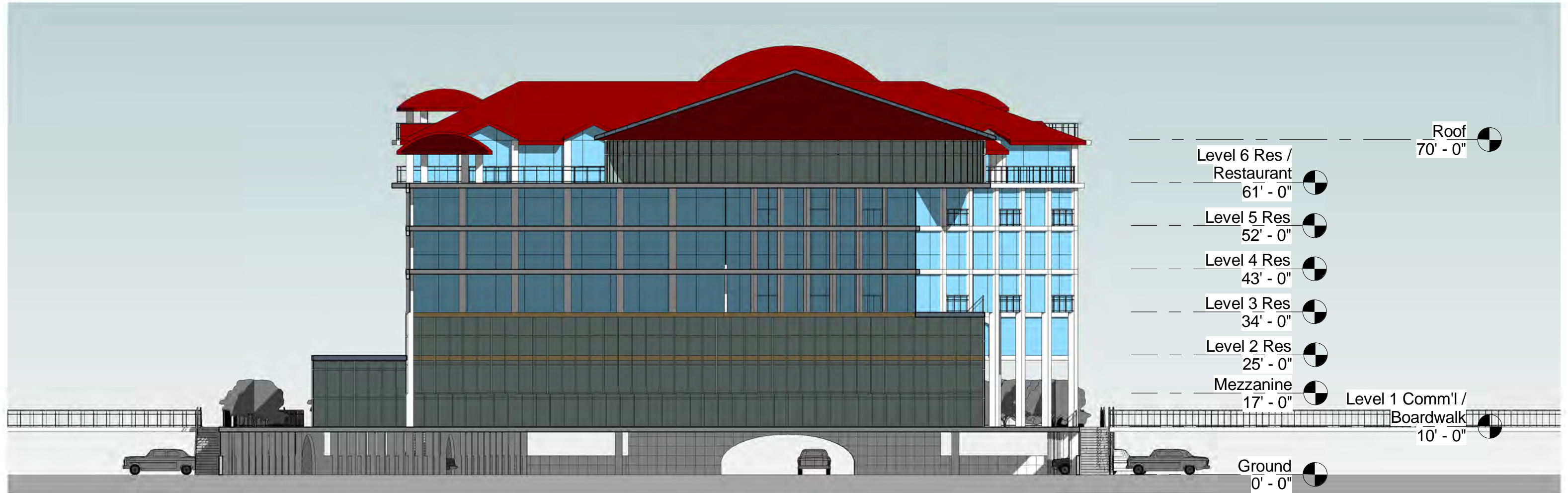
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East Beach Views
Nantasket Landing Development
Hull, Massachusetts
10.15.2018



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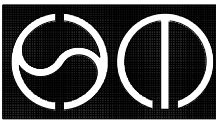


East Beach Elevation and Section at Restaurant Nantasket Landing Development

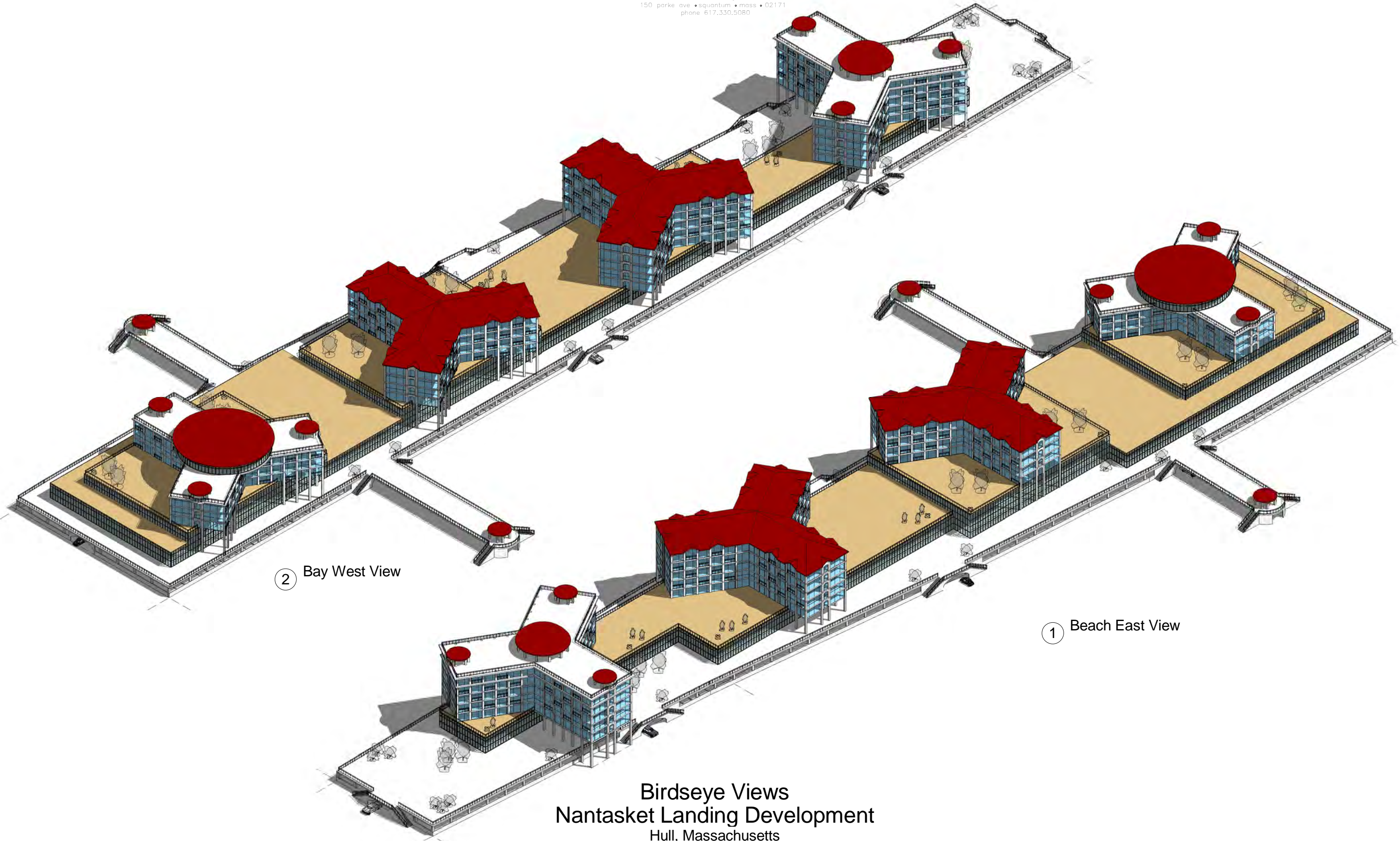
Hull, Massachusetts

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② Bay West View

① Beach East View

Birdseye Views
Nantasket Landing Development
Hull, Massachusetts
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