

PROPOSED DEVELOPMENT TEAM

- 01 Trek Development Group - Developer/Property Manager
- 02 Housing Authority of the City of Pittsburgh/Allies and Ross Management and Development Corporation - Co-Developer/Owner
- 03 The M. Robinson Group - Community Builder
- 04 Fulani Development - Development Mentor
- 05 WRT - Architect
- 06 Gateway Engineers - Lead Civil Engineer
- 07 LaQuantra Bonci - Landscape Architect
- 08 Cosmos Engineering - Civil Engineering and Environmental Engineering
- 09 Sheffler & Company - Survey



LIHTC APPLICATION EXPERIENCE

TREK has been awarded more tax credit allocations from PHFA than any other developer in the State of Pennsylvania.

Since TREK's founding in 1992, TREK has developed more than 70 multi-family developments. Sixty-Five of those developments were financed using the the Low-Income Housing Tax Credit (LIHTC) program. TREK has been awarded more tax credit allocations from Pennsylvania Housing Finance Agency (PHFA) than any other developer in the State of Pennsylvania.

In all 65 LIHTC projects, TREK has served as developer/owner (or co-owner) with overall responsibility for delivery of product. TREK is expert at dealing with PHFA requirements and regulations including procurement, environmental, acquisition and disposition requirements, safe harbor requirements and mixed finance approvals. In every project, TREK has been responsible for construction management completion and has provided the construction completion guarantees as required by lenders and investors.



MELLONS ORCHARD II EAST LIBERTY, PITTSBURGH

TREK Development Group

PROJECT LIST

TC #	Development Name	Location	Type of Development	Total Project Cost	No. Of Units	No. LI Units	Financing Types	Developer
1 2016-604	Allegheny Dwellings (Sandstone Quarry)	Pittsburgh, PA	General Occupancy	21.1	65	47	TC, HOME	65
2 2011-802	Benet Woods (HEARTH)	Ross, PA	General Occupancy	3.5	11	11	TC	11
3 2010-611	Blairsville Family Housing (Grandview Pointe)	Blairsville, PA	General Occupancy	6.1	24	24	TC	24
4 2021-609 (2)	Blairsville Family Housing 2 (Grandview Pointe)	Blairsville, PA	General Occupancy	9.8	30	25	TC, HOME	30
5 2012-409	Braddock Overlook	Braddock, PA	General Occupancy	8.3	24	24	TC	24
6 2014-449	Brew House	Pittsburgh, PA	General Occupancy	21	76	48	TC, CON	76
7 2016-604	Brownsville Senior Housing	Brownsville, PA	Senior	8.5	24	24	TC, PH	24
8 2007-431	Century Building	Pittsburgh, PA	General Occupancy	17	60	28	TC, CON, HOME	60
9 2009-420	Dinwiddie Housing	Pittsburgh, PA	General Occupancy	7.5	23	23	TC, HOME	23
10 2011-203	Dinwiddie Housing Phase II	Pittsburgh, PA	General Occupancy	7.5	23	23	TC, HOME	23
11 2011-410	Dinwiddie Housing Phase III	Pittsburgh, PA	General Occupancy	9	26	26	TC, HOME	26
12 2016-410	Dinwiddie Housing Phase IV	Pittsburgh, PA	General Occupancy	8.2	23	23	TC, HOME	23
13 2000-82	Emory Housing	Pittsburgh, PA	Senior	2.8	24	24		24
14 2004-204	Felix Negley Apartments	Tarentum, PA	General Occupancy	5	26	26		26
15 1998-99	Fieldcrest Apartments	Robinson, PA	General Occupancy	0.8	10	10		10
16 2008-305	Fraser Hall Apartments	Turtle Creek, PA	Senior	11.5	72	72	TC	72
17 1996-89	Garfield Court	Robinson, PA	General Occupancy	0.9	8	8	TC, PH	8
18 2004-607	Glen Oaks	Indiana, PA	Senior	2.7	24	24	TC, PH	24
19 2008-604	Glen Oaks II	Indiana, PA	Senior	1.8	10	10	TC, PH	10
20 2020-0424	Harvard Beatty Housing (Mellon's Orchard 2)	Pittsburgh, PA	General Occupancy	13	42	33	TC	
21 2011-802	HEARTH Transitional (The Benedictine Place)	Shaler, PA	General Occupancy	7.2	20	20	TC	20
22 2003-203	Homestead Apartments Phase II	Homestead, PA	Senior	7	60	60		60
23 2003-415	Homestead Apartments Phase III	Homestead, PA	Senior	7.5	60	60		60
24 2006-409	Homestead Apartments Phase IV	Homestead, PA	Senior	9.1	52	52		52
25 2000-86	Homestead Apartments,	Homestead, PA	General Occupancy	6.4	60	60		60
26 2005-632	Indiana Family (Orchard Hill)	Indiana, PA	General Occupancy	4.5	24	24	TC, PH	24
27 2009-633	Indiana Family II (Orchard Hill Phase II)	Indiana, PA	General Occupancy	7.4	40	40	TC, PH	40
28 2019-809	Jeremiah Village	Zelienople, PA	General Occupancy	13.9	44	37	TC, HOME	
29 2010-529	Kittanning Cottages	Kittanning, PA	Senior	6.5	24	24	TC, PH	24
30 2001-714	Laurelbrooke Landing	Brookville, PA	Senior	0.8	11	11	TC	11
31 2004-626	Laurelbrooke Landing Phase II	Brookville, PA	Senior	1.3	11	11	TC	11
32 2006-633	Laurelbrooke Landing Phase III	Brookville, PA	Senior	1.8	13	13	TC	13
33 1998-102	Lavender Heights	Penn Hills, PA	Senior	2.3	24	24		24
34 2003-601	Lavender Heights Phase II	Penn Hills, PA	Senior	2.8	24	24		24
35 2020-453	McKean Streeting Housing	Kittanning, PA	Senior	11.3	36	33	TC	
36 2018-441	Mellon's Orchard	Pittsburgh, PA	General Occupancy	13.7	47	37	TC	
37 2004-602	Mercer Senior Housing Phase II	Mercer, PA	Senior	1	10	10		10
38 1994-73	Parkway	Homer City, PA	Senior	0.7	10	10	TC, PH	10
39 1996-81	Parkway Phase II	Homer City, PA	Senior	0.7	10	10	TC, PH	10
40 2010-616	Punxsutawney (Grace Place)	Punxsutawney, PA	Senior	6.5	24	24	TC, PH	24
41 2014-602	Ridgway Senior Housing	Ridgway, PA	Senior	6	20	20	TC	20
42 1999-59	Rockwood Senior Housing	Rockwood, PA	Senior	1	10	10	TC	10
43 1993-52	Schoolhouse Square	Saltsburg, PA	General Occupancy	1.8	24	24	TC, HOME	24
44 2002-403	Sharps Terrace	Sharpsburg, PA	General Occupancy	7	36	36	TC	36
45 2008-608	Sisters of Saint Joseph 1954 Building	Baden, PA	Senior	6.2	23	23	TC, PH, HOME	23
46	South Wheeling (Jacob Street Housing)	Wheeling, WV	General Occupancy	2.3	19	19	TC	19
47 2006-703	Tarentum I (Dalton's Edge)	Tarentum, PA	Senior	6.6	48	48		48
48 2005-632	Tarentum II (Dalton's Edge Phase II)	Tarentum, PA	Senior	8.8	72	72		72
49 1991-145	The Courtyard	Indiana, PA	General Occupancy	2	30	30	TC	30
50 1995-85	The Homestead	Indiana, PA	General Occupancy	2.4	24	24	TC, PH, 811	24
53 1998-56	The Village at Brierwood	Somerset, PA	Senior	1.2	11	11	TC	11
54 2005-606	The Village at Brierwood Phase II	Somerset, PA	Senior	2.4	20	20	TC	20
55 2008-606	The Village at Brierwood Phase III	Somerset, PA	Senior	3.4	20	20	TC	20
56 2012-605	The Village at Brierwood Phase IV	Somerset, PA	Senior	3.6	20	20	TC	20
57 2012-301	Thomas Village	Gibsonia, PA	General Occupancy	6.6	66	66	TC, HOME	66
58 1997-58	Valley View	Ford City, PA	Senior	0.9	11	11	TC	11
59 1999-58	Valley View Phase II	Ford City, PA	Senior	0.9	11	11	TC	11
60 2001-702	Valley View Phase III	Ford City, PA	Senior	1	11	11	TC	11
61 2004-601	Valley View Phase IV	Ford City, PA	Senior	2	20	20	TC	20
62 2009-612	Valley View Phase V	Ford City, PA	Senior	4.1	20	20	TC	20
63 2018-401	Washington Trust Building	Washington, PA	General Occupancy	10.8	24	24	TC	24
65	Wheeling Heights Phase II	Wheeling, WV	General Occupancy	5.7	18	18	TC	18

TOTAL

\$605.95

3415

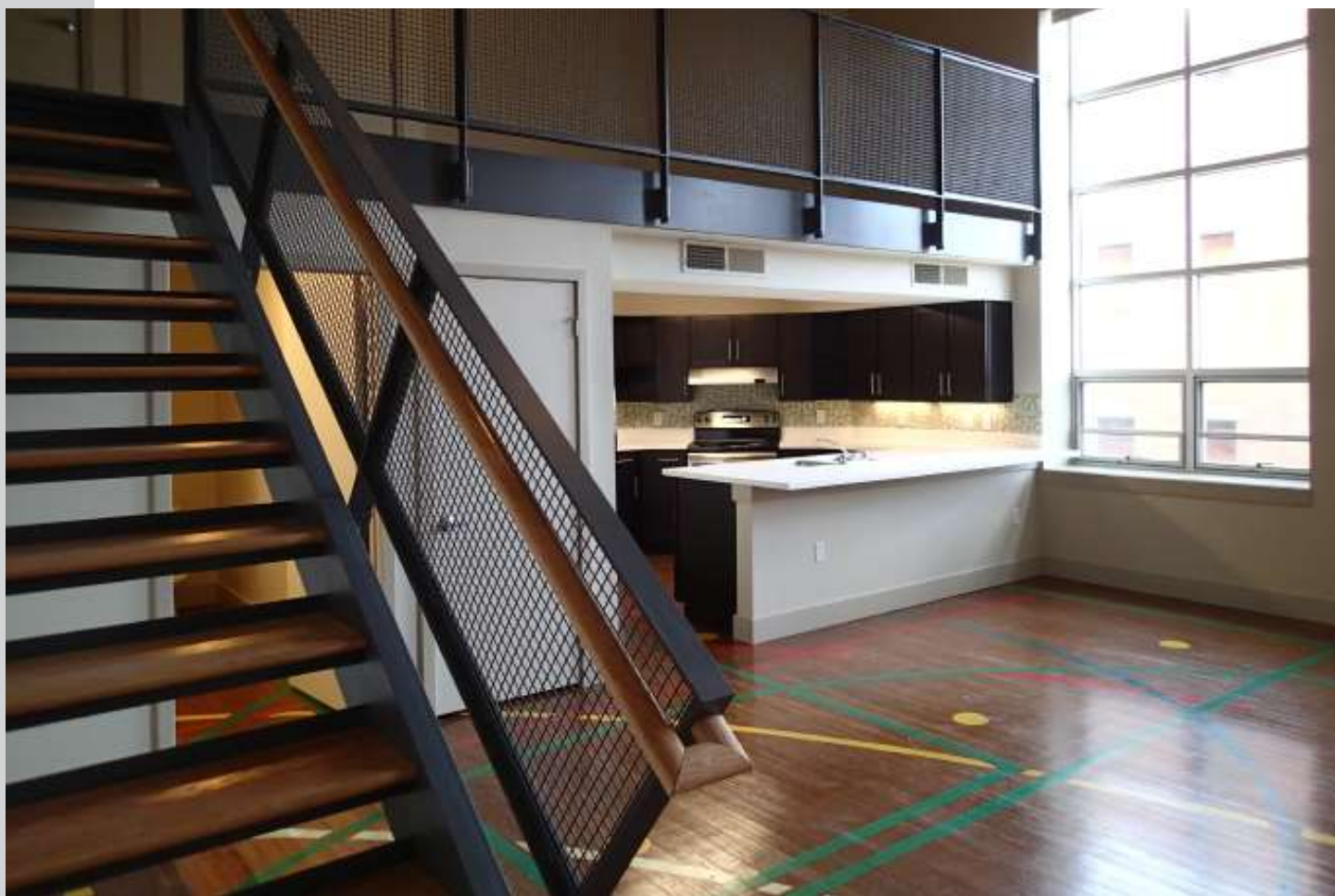
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GAP FINANCING EXPERIENCE

TREK will explore all the resources available for a Homewood LIHTC project to make a project of this type possible.

TREK Development has an extensive amount of experience using many sources of funding in connection with its LIHTC projects. This includes sources such as FHLB AHP, HOME, PennHOMES, CDBG, Public Housing capital funds and Section 8, Commonwealth Financing Authority funding, Historic Tax Credit equity, Solar Tax Credits, Energy Tax Credit equity, MUFFI, CTIF, Keystone funding, conventional debt, both PHFA and local lenders. Cobbling together all the resources that make a project financially feasible is what TREK has done for over 25 years and across the 70+ projects we have completed. TREK will explore all the resources available for a Homewood LIHTC project to make a project of this type possible.



TREK MBE/WBE COMMITMENTS AND PLAN

TREK Development Group (TREK) is committed to Diversity, Equity and Inclusion in all development projects as well as property/asset management. On each of our projects we expect to meet and/or exceed any goals set forth by local authorities or funding requirements. TREK has a documented history of achieving these numbers on past projects and anticipates meeting or exceeding these numbers with each future project.

Trek has historically reached out to minority and women-owned businesses for planning and/or professional services and through our selected general contractor for sub-consultants during the construction period. To identify and let contracts to firms related to professional services, TREK has and will continue outreach to areas firms. TREK will continue this practice if ultimately awarded this contract.

One partnership we would like to highlight is our intent to mentor Fulani Development Group. Fulani was founded by Mamadou Balde' in 2019 with a commitment to transform and improve communities through commercial real estate development, residential real estate development, and community development projects. TREK would mentor Fulani during the development process to increase their experience with the LIHTC program to better position them to provide similar services independently.



MWBE COMPLIANCE REPORT EXAMPLE- Mellons Orchard South

Total Opportunity /Contract Amount:	\$12,400,476
Total Amount Spent with MBEs:	\$2,483,276
Total Amount Spent with WBEs:	\$1,338,406

MBE Participation Goal 18%
MBE Actual Participation 20%

WBE Participation Goal 7%
WBE Actual Participation 11%

TREK SUSTAINABILITY

What we have learned is the importance of **assembling the best team of professionals, finding funding sources** to offset premium costs, and even though the payback is long, operating cost reduction **promotes stability in affordable housing.**

For the last 20 years, TREK Development Group has been actively working to incorporate sustainability into the design and development process. This has meant pursuing LEED Certification, Energy Star Certification, experimenting with PV and geothermal systems, or simply striving for the best HERS score possible. “Going Green” has meant stepping outside of our comfort zone to try things that have never been done and to take on risks that we don’t fully understand at the time. This type of innovation can lead to costly lessons or successful efficiencies.

What we have learned is the importance of assembling the best team of professionals, finding funding sources to offset premium costs, and even though the payback is long, operating cost reduction promotes stability in affordable housing.



TREK COMMUNITY ENGAGEMENT

Bedford Connect; a **neighbor networking** initiative comprised of small and large gatherings in a **comfortable and inclusive** format that ultimately led to **authentic communication** and the **building of trust**.

TREK strives to arrive at desired outcomes with our community partners through a collaborative approach. TREK strongly believes that early engagement in planning builds trust and is critical to creating a community poised for success. TREK and its planning partners, including the Housing Authority of the City of Pittsburgh and WRT, are committed to the early engagement of neighborhood groups, local leaders, elected officials and residents to assist in the planning, design and implementation of redevelopment projects. This is evidenced by recent relevant projects such as the Brew House Lofts, Mellon's Orchard South, Allegheny Dwellings (re-branded as Sandstone Quarry) and Bedford Dwellings Choice Neighborhoods Planning Initiatives.

Brew House Lofts required a dignified and well-executed resident relocation strategy in partnership with non-profit artistic group, Brew House Association. At Mellon's Orchard South, our team worked closely with the Penn Plaza Support and Action Coalition, as well as other community stakeholders, to create a housing preference for former Penn Plaza residents who were displaced from East Liberty with the closing of Penn Plaza. At Sandstone Quarry we worked closely with residents, neighbors, and the Housing Authority to develop a master plan for the redevelopment of Allegheny Dwellings which laid the ground work for the Choice Neighborhood planning process currently underway (See next page for more details). Bedford Dwellings Choice Neighborhoods Planning was the most robust community engagement process which led to the creation of Bedford Connect; a neighbor networking initiative comprised of small and large gatherings in a comfortable and inclusive format that ultimately led to authentic communication and the building of trust.



BEDFORD CONNECT VISIONING SESSION

INTEGRATED SUPPORTIVE SERVICES

TREK sees development and property management not only as an opportunity to invest in rental property, but more importantly, as an opportunity to invest in people, our Pittsburgh neighbors. TREK's mission: To **Create Value, Strengthen Communities and Enhance Lives** is what drives and guides our people. In 2010, TREK Development Group created its own Property Management division to develop a **human-centric approach to property management allows us to create aspirational, connected communities** where staff and residents take collective responsibility for a high-quality life for the community and ourselves. Our plan proposes that TREK Development Group would be both property manager and supportive services provider.

TREK employs a licensed social worker to guide the company's culture within the office, managed properties, and communities that it rebuilds. Community Managers are equipped to connect residents to community resources that will enhance lives and strengthen community. By taking a human-centered approach to property management and a network-building approach to supportive services, we see lives being changed and the Hill District being strengthened. We see the addition of the Reed Roberts units as a chance to increase our property management team to better serve the residents of the Hill District. And see this increased staff at the development as a possible first source housing opportunity.



BREWHOUSE LOFTS SOUTHSIDE, PITTSBURGH



OUR MODEL

Results Driven

As a results driven Management group, TREK's key metrics hold us and our team accountable to each other, our investors and residents. Through a transparent accountability tool, we assess each property based on our metrics and policies. It's our intent to identify strengths and areas for growth. We believe it is important for the entire team to know these metrics to ensure we are reaching financial solvency in each of our communities.

Human-Centered

As we work towards achieving and maintaining our key metrics, we are simultaneously looking for opportunities to enhance our human-centered approach. Our leadership team regularly evaluates our operations, training and staffing to ensure we are approaching situations through a human-centered lens rather than a compliance-centered one.

In a recent exercise, our leadership team identified ways in which a human-centered approach to property management differs from the traditional approach.

Traditional Property Management	Human-Centered Property Management
Property Manager	Community Manager
I cannot understand how they can't afford \$100 a month, that is cheap rent.	Removes the judgement, looks for the reason the resident is late with rent. Call the resident to communicate the process & to offer support/resources
Notice to Quit is being taped to the door to show other residents we don't play	Sealed communication to residents is delivered under the door, hand delivered, or tucked into the door frame. *we hold boundaries- not using people as an example.
"what does she do all day long, her kids are wild and her place is a mess"	Removes the judgement. "I was in Mrs... apartment and I was concerns about her health and safety because there was excessive garbage in the home. How can we help/communicate with her? Does she have/know about resources that are available to her?"
It's always been that way. These are the rules	Consistently re-evaluating rules

Rule
YAY. Social
All are wel
- RESPECTING
 ↳ Don't Loud
 ↳ Don't have t
 ↳ Tolerance
2. OPEN MINDED
 ↳ Approach di
3. COOL DOWN P
 ↳ SPACE
4. RESPOND E IN 2
5. FEEL FREE TO
6. ASK WHY? - COM
7. CLEAR DETAIL

Community Network Building

TREK's unique approach to Property Management believes that successful management of mixed income and affordable housing communities includes special attention to resident engagement practices. We recognize that it takes everyone in the community (staff and residents) to contribute to the quality of life

This commitment to a high-quality and engaging management operating culture is best described in TREK's Hospitality Covenant. Through the which 100% of TREK staff have committed to its three pledges:

- (1) Treat everyone with the kindness we all want
- (2) Do our own part to take care of the place where we live and work and
- (3) Take the time to help each other achieve our goals and aspirations.

Community Network Building Tools

TREK uses a variety of tools to engage with residents.

Twofer

TREK staff utilizing everyday property management tasks (recertification's, inspections, etc) as an opportunity to build relationships with residents and to address underlying issues in effort to minimize evictions and enhance the economic and social life of residents.

Network Night

Engaging and safe community gathering space that allows everyone to bring their ideas, concerns and work together to problem solve. This is a fun ritualized, community gathering where everyone is welcome and no one is able to monopolize the room.

Design Teams

Small groups of staff and residents that work together for a short period of time to address a specific problem, implement an idea or to seek feedback on policy changes.

Stewardship Team

A small team of staff and residents who collaborate as stewards of the network. Residents apply for to be on this team for a six month period and commit to contributing 5 hours a week to grow the network by intentionally engaging with their neighbors in the community.

The team meets weekly to work on engagement activities and to support each other on personal goals. Meetings include opportunities for relationship building, skill development and collaboration.

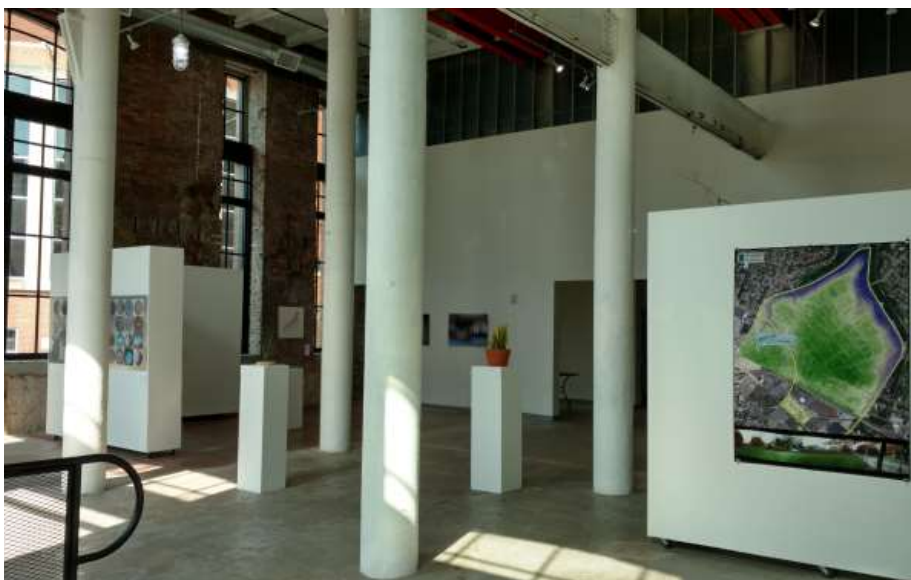
Members of the stewardship team receive a monthly stipend.

TREK RELATIVE EXPERIENCE

A trusted name in Real Estate

For over 25 years, we have differentiated ourselves as a mission-minded, for-profit real estate development and property management firm. We specialize in building and maintaining unique, innovative, sustainable and thriving communities.

Trek Development Group's portfolio consists of commercial, market rate, mixed-income, affordable housing tax credit and project-based Section 8. TREK has a proven track record of maintaining occupancy rates at or above 98% and rent collections at 98% by hiring mission-minded and skilled teams, creating operating efficiencies and through building strong, positive relationships with residents. We weave our innovative and collaborative development approach into the Property Management operations. This creates an aspirational, human-centric operating culture that strives to create co-investment of the quality of life in the community among the owners, staff and residents, working towards the triple aim of TREK's mission; to create value, enhance lives, and strengthn communities. The following sample of urban redevelopment projects are both developed and managed by TREK Development Group.



BREW HOUSE ASSOCIATION GALLERY SOUTHSIDE, PITTSBURGH



BEFORE



AFTER



DINWIDDIE STREET HOUSING, located in the City of Pittsburgh's Hill District, was developed in 4 phases between 2010 and 2016. The redevelopment of the Dinwiddie neighborhood began with the purchase of Reed Roberts (a 70-unit section 8 property adjacent to Dinwiddie Street). Reed Roberts was the greatest barrier to investment in the Dinwiddie neighborhood. It was a severely depressed housing development and known to be a den for criminals. The dissolution of this criminal hideaway paved the way for the Dinwiddie Housing investment.

The demand for quality, affordable family housing in the Hill District is very strong, because much of the city's low-income population is still concentrated in the Hill. Dinwiddie Street Housing not only addresses the undeniable need for quality, affordable family housing in the Hill District, but also furthers the City's commitment to the neighborhood's revitalization by integrating the construction of a new community service facilities and 18 new houses on vacant, underutilized property. The Dinwiddie projects have unleashed tremendous public and private resources stabilizing a specific section of the Hill District. Dinwiddie and large portions of the surrounding blocks will have completely transformed the neighborhood.

Dinwiddie Housing comprises 95 units which target a mix of incomes. There are 28 Project Based Section 8 units, and 67 LIHTC units. There are a mix of

1, 2 and 3 bedroom units (townhouses, walkup and apartment buildings).

TOTAL DEVELOPMENT COST
\$32,919,131

First Mortgage	\$2,852,000
Energy Credit	\$49,722
PA Sunshine Grant	\$30,220
Solar Tax Credit	\$56,970
URA of Pittsburgh	\$2,243,084
CFA Loan	\$273,872
Deferred Dev. Fee	\$41,820
Reinvested Dev. Fee	\$413,337
LIHTC	\$26,958,106

DEVELOPMENT TEAM

DEVELOPER	Trek Development Group
ARCHITECT	Rothschild Doyno Collaborative
CONTRACTOR	Mistick Construction



TREK
DEVELOPMENT GROUP



Sandstone Quarry Apartments is the first of several anticipated phases for the redevelopment of 272 units of Allegheny Dwellings, in partnership with the Housing Authority of the City of Pittsburgh. Located in the Fineview neighborhood of Pittsburgh's Northside, Allegheny Dwellings was originally built in three isolated plateaus: Letche Street, Belleau Drive, and Sandusky Court. The goal of this project was to create a mixed-income community that is better connected to the adjacent Central Northside and Fineview neighborhoods.

The first phase focused on redeveloping the lower section, Sandusky Court, and integrating scattered site parcels along Federal Street. The work included the remediation and demolition of 6 barrack-style buildings totaling 97 units around Sandusky Court. New townhouses were constructed on once vacant and blighted property along Federal Street. The resulting Phase I mixed-income community consists of 65 units in a mix of newly constructed townhomes, walk-up units, duplexes, and a four-story apartment building.

Through enhanced Supportive Service programming, this project aims to invest both in property and people to see lives enhanced and community strengthened for the residents and stakeholders at Sandstone Quarry.

TOTAL DEVELOPMENT COST
\$21,066,397

FUNDING SOURCES

Allies & Ross	\$12,840,528
HACP Site Prep Note	\$642,857
URA RHDIP	\$500,000
Key Bank Note	\$1,440,000
Bond Investment	\$62,118
LIHTC Equity	\$5,580,894

UNIT MIX

- 65 Total Units
- 18 Market Rate Units
- 47 units affordable to 20 - 60% AMI
- 47 PB Section 8 Units

DEVELOPMENT TEAM

DEVELOPER	Trek Development Group
ARCHITECT	Rothschild Doyno Collaborative
CONTRACTOR	Mistick Construction





Beginning construction in July 2019, Mellon's Orchard Housing will provide 47 units of new construction mixed income housing. Currently parking lots on the fringe of the East Liberty business district, the site will provide a mix of affordable and market rate units to the East Liberty community. A wave of high end market rate rental housing developments has resulted in the closing, relocation and demolition of older affordable housing options (Penn Plaza).

Mellon's Orchard Housing will help stem that tide by providing additional affordable options (through LIHTC income restrictions and Project Based Vouchers) and through the provision of an application preference for those relocated from affordable housing options (Penn Plaza). The redevelopment team is working closely with community groups and housing advocates to access those forced to move and notify them of the opportunities at Mellon's Orchard.

Trek is working directly with the City to provide for the reestablishment of the east liberty street grid (lost in 60's due to Urban Renewal and the creation of Penn Circle, a one way loop around the business district). The reconfiguration of Penn Circle to two-way traffic and the reconnection of both Beatty and Harvard Streets will re-establish a connection to the surrounding residential neighborhoods lost decades ago.

PROJECTED DEVELOPMENT COST
\$13,606,293

FUNDING SOURCES

LIHTC Equity	\$10,175,234
PHFA Loan	\$1,500,000
PHARE RTT	\$500,000
URA RHDIP	\$670,000
URA HOF	\$690,000
Reinvested Dev. Fee	\$71,059

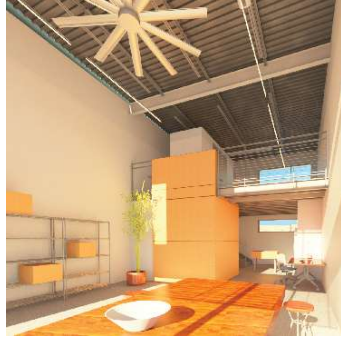
UNIT MIX

- 47 Total Units
- 10 Market Rate Units
- 37 units affordable to 50 - 60% AMI
- 8 PB Section 8 Units

DEVELOPMENT TEAM

DEVELOPER	Trek Development Group
ARCHITECT	Perfido Weiskopf Wagstaff +Goettl
CONTRACTOR	Mistick Construction





THE OVERLOOK - When the UPMC Braddock Hospital closed in 2010, the community of Braddock was faced with a decision on how the former grounds should be reused. After a series of public meetings, community engagement exercises and a public RFP process, TREK Development was selected to lead the redevelopment of the former hospital site. TREK was engaged in 2011 and has since developed The Overlook, an affordable townhouse development slated to convert to for-sale residences in 15 years.

501 BRADDOCK - The second phase of redevelopment included the construction of a commercial building. The 20,000 square foot commercial business center is anchored by a full-service urgent care center operated by Allegheny Health Network. This is a bold early step forward to commercial market restoration in the Braddock community and has catalyzed additional adjacent investment.

BRADDOCK CIVIC PLAZA - The community plaza that fronts the town's main street, Braddock Avenue is currently under construction. The master plan in conjunction with the community and designing the Overlook homes and commercial building has helped residents, visitors, businesses, and investors advance their shared vision for the community's future for a vibrant and welcoming Braddock.

TOTAL DEVELOPMENT COST
\$16,913,908

THE OVERLOOK	\$9,665,486
First Mortgage	\$1,147,145
Solar Tax Credits	\$39,926
Other	\$152,577
LIHTC Tax Credits	\$8,325,838

501 BRADDOCK	\$6,250,000
RACP Money	\$3,000,000
UPMC	\$3,000,000
CDBG	\$250,000

BRADDOCK PLAZA	\$998,422
Private Sources	\$500,000
PA DCNR & PA DCED	\$498,422

DEVELOPMENT TEAM

DEVELOPER	Trek Development Group
ARCHITECT	Rothschild Doyno Collaborative
CONTRACTOR	Mistick Construction





Trek Development Group has been one of the most trusted names in real estate development for more than 25 years, focusing on **CREATING VALUE, ENHANCING LIVES, AND STRENGTHENING COMMUNITIES** throughout the region. Trek has grown to a team of nearly fifty staff members involved in the development, ownership, and management of a real estate portfolio valued in excess of \$500 million.

Relevant experience of Trek Development (lead entity) principle staff members:



William (Bill) Gatti
President and CEO

William Gatti is the President and Chief Executive Officer of TREK Development Group, Inc. Mr. Gatti is directly involved in all aspects of the development process and from conception through design, construction and management. Mr. Gatti has extensive experience working with complex financial structures in the private and public/private partnership development markets. Since founding TREK Development Group and related companies in 1991, Mr. Gatti is responsible for the development of a housing portfolio valued in excess of \$500 million. Mr. Gatti, a native of Western Pennsylvania, received a Bachelor's Degree from Boston College's Wallace E. Carroll School of Management with concentrations in Marketing and Finance. He is a past board chair of the Design Center and is a trustee at Carlow University. He lives in Shadyside with his wife and 4 sons.



John Ginocchi
Executive Vice President

John Ginocchi has 35 years of experience in the community development/planning/RE development fields. With TREK for over 15 years, John has oversight responsibilities for both the development and property management divisions of TREK. John has been responsible for the development of over 50 communities throughout his career (LIHTC, HOPE VI, Mixed-income, Mixed-financed, and Market rate properties) and has an extensive amount of complex affordable housing finance experience. In addition to development experience, John was a senior planning consultant, providing community development and planning service to various municipal and public/private clients in Pennsylvania and West Virginia. Prior to consulting, John served as the Director of Housing for a HUD Entitlement Community (City of Parkersburg WV). John has extensive experience financing and closing large multi-faceted complex developments including mixed-financed, HTC/LIHTC, public housing and Section 8 communities, in both Pennsylvania and West Virginia.

John has a BS in Regional Planning from Indiana University of PA, AICP certification, PA RE Broker License - to be obtained in 2020. John also serves as the Vice Chair of the PA Developer Council



Addy Cullen
Project Manager

Addy is a Project Manager at Trek Development Group since 2021. She is responsible for overseeing the development of multi-family residential communities, managing these projects from feasibility through construction administration and tax credit close out. Prior to joining Trek, Addy has over 15 years of experience as an architect and real estate professional, managing the development and redevelopment of residential, retail, and office projects. Her work includes developing over 5,000 units of low/mixed income and market rate rental units across multiple states. Through her work with affordable, mixed-income, and public housing, she is knowledgeable in mixed finance and HUD development programs such as Low-Income Housing Tax Credit, tax exempt bonds, HUD/FHA lending programs, Federal Home Loan Bank Affordable Housing Program, local CDBG, HOME, Housing Trust Fund, RAD, and other HUD programs to develop, convert, preserve, and redevelop units of former public housing.

Addy earned a Master of Science in Real Estate at Johns Hopkins University and a Bachelor of Arts in Architecture from Washington University in St. Louis



Janelle Kemerer
Project Manager

Janelle is a project manager at Trek Development Group where she oversees the development of multi-family residential communities. Janelle manages the design, finance, construction and overall project development process that moves projects from conception through completion. With a strong interest in the social impact of real estate development, Janelle started with Trek as a social work intern where she was responsible for community network building within two Trek communities. Prior to Trek, Janelle's project management skills emerged during her career in architecture, designing affordable housing and other community development projects. Janelle holds a Master of Social Work degree with a concentration in Communities, Organizations, and Social Action from the University of Pittsburgh and is a Registered Architect.



Tricia Corwin
Director of Property & Assent Management

Tricia has over 12 years' experience in Property and Asset Management. In her previous role at The Community Builders as a Regional Director, she oversaw over 1500 residential and over 50,000 sq. ft. of commercial space across 4 states in the Mid-Atlantic. She brings extensive program knowledge, including LIHTC, HOME, Project-Based Section 8, Housing Choice Voucher and Market rate as well as commercial real estate leasing and management. She is adept at evaluating properties, teams and systems to develop new processes, and increasing operational and financial efficiencies.

Tricia currently carries the AHM (Assisted Housing Management), PHM (Public Housing Management) and ARM (Accredited Residential Management) designations and is currently working on obtaining her CPM.



Bethany Friel
Director of Mission, Culture & People

Bethany Friel, MSSA, LSW has a strong foundation in social work that includes 20 years of serving families and individuals in the Greater Pittsburgh region. Bethany has become a leader in housing programs and the delicate circumstances of housing in marginalized communities/neighborhoods. She earned her Masters in Social Science Administration from Case Western Reserve University in Cleveland, Ohio, and has worked in a variety of community agencies including The Pittsburgh Project, Pittsburgh Public Schools, and Glade Run Lutheran Services. Prior to joining TREK Development Group, Bethany served at HEARTH providing both direct services and leadership to transitional and permanent supportive housing programs. Bethany joined TREK Development Group in 2014 as the Supportive Services Coordinator and now serves as the Director of Mission, Culture and People. In this newly created role, Bethany leads the company strategic planning efforts, staff leadership and growth initiatives, community engagement for planning and development efforts, supportive services for residents and Human Resources. Bethany's focus within the property management division of TREK, in partnership with Tricia Corwin, the Director of Property Management allows Bethany to bring her social skill set in the art of empathy and humanism to a field that is largely immersed in logical analytics and numerical data. Her ability to keep empathy & social insight in the same conversations as (income and compliance centric operations), and strategic planning lend to a holistic company approach that sees tangible gains. Through this partnership, TREK has developed a human-centered culture in a Property Management company that meets TREK's mission to Create Value, Enhance Lives and Strengthen Communities.



Allies & Ross Management and Development Corporation (ARMDC) is a non-profit subsidiary of the Housing Authority of the City of Pittsburgh (HACP) created in 2007 to provide real estate development services assessing the physical viability of HACP properties, developing and implementing strategies to enhance the life cycle, maintenance and livability of HACP properties while generating income to support future development activities. ARMDC executed multiple affordable housing projects in the past including the Skyline Terrace I,II,III, Kelly Hamilton Homes, Cornerstone Village I,II,III,IV, Sandstone Quarry, and Glen Hazel Rental Assistance Demonstration.

Caster D. Binion, Executive Director



Caster D. Binion has served as the Executive Director of the Housing Authority of the City of Pittsburgh and Allies and Ross Management & Development Corporation, Inc. and its subsidiaries since February 2013. As Executive Director, Mr. Binion manages an annual budget of roughly \$200 million and is responsible for the operations of roughly 2,600 units of public housing, 6,200 Housing Choice Vouchers and 700 mixed-finance units. Mr. Binion has led several major affordable housing initiatives.

In addition to leading HACP's development efforts, Mr. Binion also leads the agency's efforts to provide public housing residents with programs and services that provide vocational training, employment assistance, crisis support, quality of life enhancements for senior citizens and education and recreation opportunities for youth. Over the last five years HACP and its affiliates have proudly exceeded these goals by achieving an MBE participation rate of 27% and WBE participation rate of 15%, in the process, providing small, minority-owned business with the opportunity to work on contracts worth more than \$50 million. Before he began his career in the housing industry, Mr. Binion led a distinguished career as a Paratrooper with the United States Army, serving during Operation Desert Storm and ultimately retiring in 1992.

Jung-Wook "JW" Kim, Director of Planning and Development

Director Kim has over 20 years of experience in affordable housing, managing and overseeing the development of hundreds of affordable housing units. Director Kim has also managed multiple HUD Choice Neighborhood initiatives, including the Larimer/East Liberty Choice Neighborhoods Redevelopment with a total project cost of \$130 million. Prior to his tenure at HACP, he worked at the Akron Metropolitan Housing Authority, responsible for Hope VI Revitalization grant oversight and the development of 400 mixed-income units of housing. Director Kim holds a Master's Degree in Geography & Urban Planning as well as a Ph.D. in Urban Studies and Public Affairs from the University of Akron.

Alexis Narotsky, Development Manager

Alexis Narotsky has been working at HACP for over four years. During her time at HACP as a Development Manager, she has overseen multiple projects including the acquisition of HACP's new administrative office located at 412 Boulevard of the Allies and North Negley Residences. Prior to working at HACP, Alexis worked at a small environmental non-profit, the Center for Responsible Shale Development, assisting with fund development, communications and outreach, and administrative tasks. Alexis holds a Bachelor of Arts in Political Science from the University of Pittsburgh with minors in Economics and Public Service.

M Robinson Group

MWBE Consulting & Corporate Event
Planning Firm



Montia Robinson
Owner

The M Robinson Group supports all of your corporate event planning needs, consulting and community engagement needs including trainings in diversity & Inclusion, mediation, trauma informed networking and mental health first aid.

Montia is an experienced community builder. She is a graduate of Shadyside School of Nursing and has an 18-year work history surrounding community health, supportive services, and HUD programming. She is passionate about utilizing community building to increase social justice while decreasing neighborhood isolations models. Her role includes supporting resident led initiatives, community engagement and building strong neighborhood network. Montia was this years recipient of the Pittsburgh Community Reinvestment Group's Community Development Award along with Bedford Dwellings residents and the Housing Authority of the City of Pittsburgh for their community engagement through Bedford Connect and the Choice Neighborhood planning process.



Fulani Development Group appreciates the importance of community. Our mission is to not only become a trusted real estate developer and development partner in the Pittsburgh area but to also transform and improve communities through the properties we develop. Founded in 2019, our vision for the future is to grow as a forward-thinking real estate development company, become a trusted development partner, and, most importantly, transform and improve communities through commercial real estate development, residential real estate development, and community development projects.



Mamadou Baldé
President

Mamadou has an extensive background in real estate and finance. From obtaining a Finance degree in underground and focusing on a corporate tract in law school, Mamadou's education prepared him for a career in business after graduation. Mamadou has held Associate positions at some of Pittsburgh's mid-size law firms while focusing his practice exclusively on real estate. Due to the oil and gas boom in the Appalachian Basin, Mamadou was able to represent clients with transactional matters in oil and gas and subsurface transactions.

Mamadou then joined the brokerage firm of Colliers International as the In-House Counsel with responsibilities ranging from reviewing contracts, and negotiating the terms of agreements to providing legal advice. then as a member of the Office Brokerage Team. As a member of the Office Brokerage team, Mr. Baldé will be responsible for contract and lease negotiations, acquisitions and dispositions and client relationships.

Most recently, Mamadou worked at ACTION-Housing as a Developer in Residence. There Mamadou was able to learn and participate in multiple Low Income (Historic, 9% LIHTC) and Mixed Income Tax Credit Housing Development Projects. Throughout his two years there, Mamadou saw real estate development projects from conception to delivery by participating in the predevelopment, design, tax credit application, construction and delivery phases of a project, just to name a few. With that experience, Mamadou founded Fulani Development Group, which focuses on community based development and community revitalization efforts.

May 1, 2020

Mamadou B. Balde, JD
Fulani Development Group
611 William Penn Place, Suite 800
Pittsburgh, PA 15219

RE: Response to RFQ's 2020-31 and 2020-32 (TREK/FULANI mentor relationship)

Dear Mamadou,

It is with great pleasure that TREK Development Group agrees to enter into a mentoring relationship with Fulani Development (Mamadou Blade – managing principal of Fulani, an MBE development company). We offer you the opportunity to advance your real estate development skill and capacity from an inside perspective (particularly LIHTC/Mixed Financed development). This opportunity is contingent upon TREK successfully securing an HACP development project (CHOICE implementation or individual mixed-financed project) through one of the current RFQ's (2020-31 or 2020-32), and HACP's acceptance of this agreement.

Our development interests, mission, and values align, and we believe TREK can provide Fulani with a unique training and development experience not otherwise available to a newcomer to the industry.

Our primary goal is to create a hands on learning opportunity to acquire the knowledge/skills to execute the development of a complex project from inception to completion.

To achieve this goal, TREK Roles/Responsibilities would be as follows:

1. Provide Exposure to every aspect of the development process from planning/design, through project completion/close out.
2. Provide an opportunity to work closely with a seasoned project manager and senior management.
3. Provide Exposure to team members, including but not limited to (i.e. HACP, Residents, architects and engineers, HUD, etc.). This would include attendance at critical monthly meetings with HACP and other team members where progress, design, funding and other critical development components are discussed and decided.
4. Provide exposure to and participation in financial analysis/structure conversations, learning HUD mixed-finance safe harbor rules and regulations, LIHTC restrictions/requirements, etc. This would involve time with TREK Staff learning evaluating and developing budgets and other financial related documents.
5. Provide exposure to the closing process including investor negotiations, selection and due diligence. Attendance at and participation in key internal team and legal meetings, etc.
6. Provide an opportunity to attend and participate in job meetings throughout construction.
7. Provide an opportunity to participate in project close out including cost certification and construction loan satisfaction/perm loan closing.

The entire process will include a direct mentor relationship with John M. Ginocchi, EVP, to help Fulani (Mamadou Balde) increase it's amplitude and capacity moving forward.

Fulani Development Roles/responsibilities:

1. Mamadou Balde to work with and under the guidance of the EVP and a seasoned TREK Project Manager and agrees to be available to work throughout the development life cycle: conception, closing, construction and stabilization. We estimate the initial 6-12 month engagement to require an average of 20 hours per week, or as necessary to support the team and to learn critical development function necessary to move a project to a close. Upon closing, hours are estimated at 5/week.

Compensation:

TREK agrees to pay Fulani an hourly rate or monthly retainer to be negotiated based on the size and scope of the work to be provided to be determined when the development project scope is established.

Sincerely,

William Gatti

William J. Gatti
President

By signing below, I agree and acknowledge to this agreement

M. Balde

Mamadou Balde, Fulani Development

5/1/2020

Date



THIS CERTIFIES THAT

Fulani Development Group, LLC

cdba Fulani Development Group, LLC

* Nationally certified by the: **EASTERN MINORITY SUPPLIER DEVELOPMENT COUNCIL**

* NAICS Code(s) : 548111, 237210, 531311, 531312, 531390, 531110, 531120, 531190, 531210

* Description of their products/services as defined by the North American Industry Classification System (NAICS)

05/30/2019

Issued Date

PT03374

Certificate Number

Marvin C. Smith
Adrianne Timble

Valerie J. Colloid

05/31/2020

Expiration Date

Valerie J. Colloid, President/CEO

By using your password (NMSDC issued only), authorized users may log into NMSDC Central to view the entire profile: <http://nmsdc.org>

Certify, Develop, Connect, Advocate.

* MBEs certified by an Affiliate of the National Minority Supplier Development Council, Inc.®

We create
housing and
neighborhoods
that engage,
empower,
and connect
people.



WRT is a team of
architects, planners,
urban designers,
and landscape architects.





HOUSING AND NEIGHBORHOODS

John C. Anderson Apartments
Philadelphia, PA



WRT is an
interdisciplinary
practice, we create
inventive solutions
for complex
projects of all
sizes and scales.

Our work is imbued with public purpose, creating healthier, more vibrant environments in which to live, work, learn, and play, while establishing vital frameworks to improve quality of life future generations.

We value the impact of our collective approach to create simple solutions for complex problems across scales. We serve communities and campuses by designing places that enhance the natural and social environment.

With offices in Philadelphia and San Francisco, we seek to initiate, understand, and execute projects that create simple and effective solutions. We embrace our roots of 55 years, and continue the legacy of design that has flowed through the firm for the past five decades.

We apply our design and planning capabilities to the areas of Education, Housing and Neighborhoods, Communities, Parks and Open spaces.



HOUSING AND NEIGHBORHOODS

Logan Comprehensive Neighborhood Plan
Philadelphia, PA

WRT works collaboratively engaging and empowering neighborhoods to build resilient communities.

With offices in Philadelphia and San Francisco, WRT Initiates, understands, and executes simple and effective solutions for complex problems across all scales. We embrace our roots of 55 years and continue the legacy of design that has flowed through the firm for the past five decades.

Our approach is holistic, which frames our understanding and forms the basis for creative and appropriate response.

We work to understand what makes each assignment unique—the political, economic, natural, and administrative realities that enable us to create enduring projects. Our plans and designs are not predicated on a specific form or style, but rather driven by attention to specific local contexts and conditions, backed up by decades of institutional knowledge.





HOUSING AND NEIGHBORHOODS

Obery Court and College Creek Terrace
Annapolis, MD





We believe design is inclusive.

Our iterative design process depends upon, and is responsive to, local community values and aspirations. We see our work as supporting and expressing an alignment of the collective needs and values of a community.

We build consensus across a wide range of perspectives integrating community input into our design process. Our approach is minimally disruptive to residents, and optimal for responding to the needs of the larger community.

HOUSING AND NEIGHBORHOODS

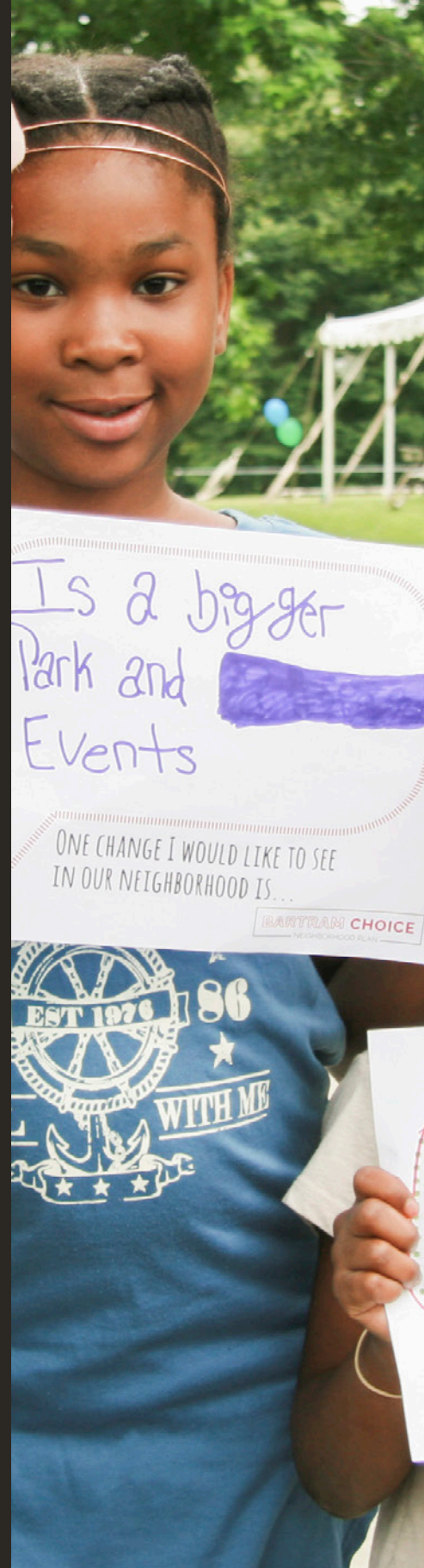
Morris Canal / Lafayette Park
Jersey City, NJ



PROJECT HIGHLIGHT
HOUSING AND NEIGHBORHOODS

Bartram Choice Neighborhoods Initiative

Philadelphia, PA





In February 2018, the Philadelphia Housing Authority (PHA) won a Choice Neighborhoods Initiative (CNI) Grant for the redevelopment of Bartram Village and the surrounding neighborhood in Southwest Philadelphia. The \$1.3 million award includes both Planning and Action. As the Planning Coordinator to PHA, WRT guided residents and stakeholders through the two-year planning process.

The planning process explored ways to reconnect the site to the surrounding neighborhood and build upon the area's many assets while harnessing the vision and vitality of anchor institutions nearby such as Bartram's Garden, PIDC, Pennovation, and University City.

To help develop local capacity, WRT organized a six-session Neighborhood Leadership Series for Bartram Village and neighborhood residents, where local professionals and neighborhood leaders presented on different topics, such as "Planning Philly Style," "Affordable Housing 101," and "The Power of Design and Nature." Community members learned about valuable local resources, how to come together and speak with a unified voice, and ways to shape the Bartram Choice plan.

Through task force meetings, regular community meetings, focus groups, a leadership series, and other special events, the process is striving to find ways for residents to "Blossom at Bartram."

What We Did

Master planning, community engagement, Urban Design

Awards

Blossom at Bartram, APA Pennsylvania Plan of the Year



I want more
Events

ONE CHANGE I WOULD LIKE TO SEE
IN OUR NEIGHBORHOOD IS...

BARTRAM CHOICE
NEIGHBORHOOD PLAN

Is a bigger
Park and
Events

ONE CHANGE I WOULD LIKE TO SEE
IN OUR NEIGHBORHOOD IS...

BARTRAM CHOICE
NEIGHBORHOOD PLAN

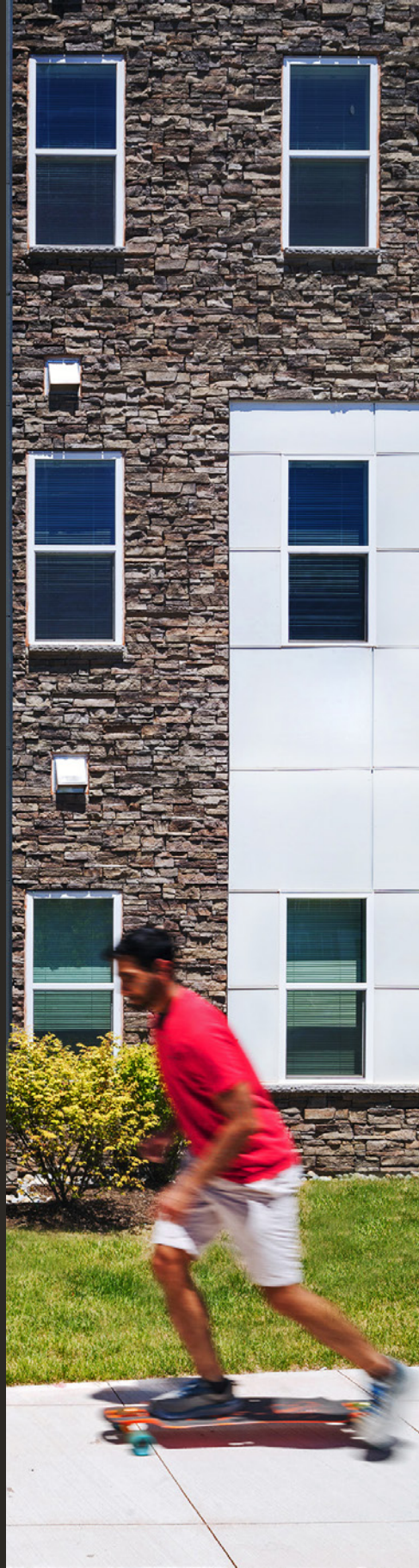




PROJECT HIGHLIGHT
HOUSING AND NEIGHBORHOODS

Truman Square

Edison, New Jersey





Truman Square redevelopment located in Edison, New Jersey was a two phase project including a total of 172 units, including 86 units of affordable multi-family housing for formerly homeless and veterans.

Amenities include an inviting community space, fitness room, management suite, and central laundry facilities. We look forward to watching the progress of this overall development that will create 172 units of high-quality, affordable housing.

What We Did
Architecture







We create sustainable, resilient communities.

We design for lasting impact. We believe housing is essential to a thriving neighborhood. We specialize in master planning with a focus on thoughtfully integrated mixed-income and affordable housing. We treat each project as an opportunity to improve the quality of people's lives through design.

HOUSING AND NEIGHBORHOODS

Norris Homes
Philadelphia, PA

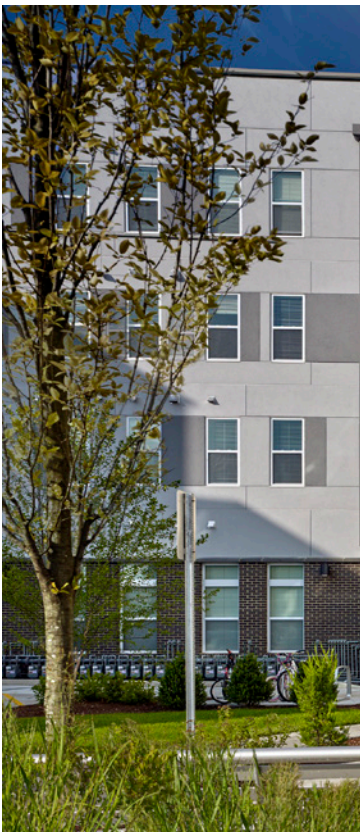


PROJECT HIGHLIGHT
HOUSING AND NEIGHBORHOODS

Meriden Commons

Meriden, CT





Downtown Meriden was transformed into a socially and environmentally resilient through this project.

This mixed-use transit-oriented project provides 75 mixed-income units within the downtown and 5,000 sf of ground-floor retail. Designed to overlook the new Meriden Green, residents have direct access to the park with bike trails, amphitheater, and a farmer's markets.

The building design takes a holistic approach to sustainability, meeting passive house standards and influenced a reduced carbon footprint through energy reduction, while providing the occupants with the best indoor air quality and thermal comfort. All three buildings will obtain Passive House certification.

What We Did

Urban design, Planning, Architecture, Landscape Architecture







We design within context.

Every project presents an opportunity to thoughtfully respond to the unique characteristics of a community. We don't impose a particular design aesthetic, but rather design within the context of an existing neighborhood. We thrive when faced with challenges of a complex urban site or a distinctive existing building.

HOUSING AND NEIGHBORHOODS

John C. Anderson Philadelphia, PA



GROUND FLOOR

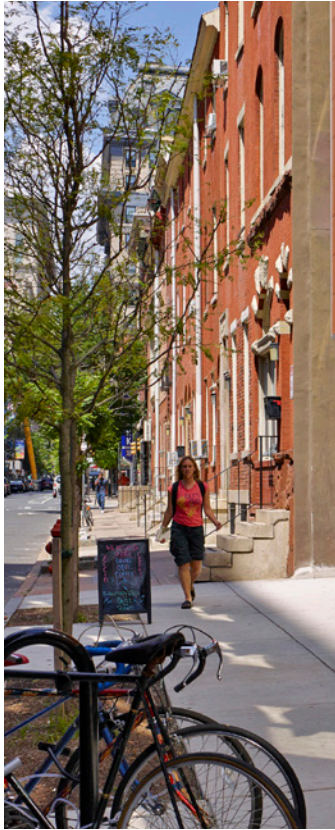
- 1. NEIGHBORHOOD CAFE
- 2. ENTRY / LOBBY / MAIL
- 3. OFFICE / RESIDENT SERVICES
- 4. LOBBY / COMMUNITY LIVING ROOM
- 5. ELEVATOR LOBBY
- 6. COMMUNITY MULTI-PURPOSE ROOM
- 7. LAUNDRY
- 8. BUILDING SUPPORT SERVICES

PROJECT HIGHLIGHT
HOUSING AND NEIGHBORHOODS

John C. Anderson Apartments

Philadelphia, PA





GROUND FLOOR

- 1. NEIGHBORHOOD CAFE
- 2. ENTRY / LOBBY / MAIL
- 3. OFFICE / RESIDENT SERVICES
- 4. LOBBY / COMMUNITY LIVING ROOM
- 5. ELEVATOR LOBBY
- 6. COMMUNITY MULTI-PURPOSE ROOM
- 7. LAUNDRY
- 8. BUILDING SUPPORT SERVICES

The goal in this project was to provide affordable housing open to all low-income persons 62 years or older, but to do so in an environment that celebrates diversity and creates a setting where elders of the LGBTQ community can feel fully welcome and secure.

The 56-unit, six-story complex is located in the core of Philadelphia’s dense and very vibrant Washington Square West neighborhood. Fronting on busy 13th Street where it abuts highrise neighbors, but also extending back to one of Philadelphia’s “littlest streets” revered for its charming residential character, the project presented very unique urban design and architectural challenges. The ground floor has 1,800 SF of commercial space, some of which is reserved for communal building purposes.

What We Did

Architecture, Design, Landscape Architecture

Awards

AIA National, National Housing Award

AIA PA, Paul Davidoff Planning Achievement Award







We're committed to sustainability.

We aim to use a predictive energy use model for 100% of our buildings so we can inform our designs and make sound decisions that maximize their energy efficiency, applying the lessons learned from our highest-performing buildings across our entire portfolio.

We apply energy modeling to our neighborhood and community planning projects because early planning decisions like building orientation, building massing, and even the choice to include porches can have dramatic effects on energy performance over the life of a building.



PROJECT HIGHLIGHT
HOUSING AND NEIGHBORHOODS

Paseo Verde

Philadelphia, Pennsylvania





This transit-oriented development transformed a 2-acre brownfield site into a vibrant mixed-use affordable and market-rate workforce housing. Paseo Verde offers 120 units of sustainable housing for low and moderate income families, approximately 30,000 SF of ground floor retail and community services, commercial office space, and parking.

Situated at the physical dividing line between the APM neighborhood and Temple University, the mixed-use site weaves the two neighborhoods together and leverages the pedestrian-rich environment of the adjoining transit station.

In addition to achieving LEED for Homes Platinum certification, Paseo Verde was the first project in the nation to achieve a LEED for Neighborhood Development Platinum certification, and is now seen as a model for sustainable redevelopment in inner-city neighborhoods.

What We Did

Planning, Architecture, Urban Design

Awards

Congress for the New Urbanism, Merit Award,
Block, Street, and Building category

Urban Land Institute Philadelphia,
Inaugural Awards for Excellence

AIA Pennsylvania, Merit Award, Unbuilt Category





PROJECT HIGHLIGHT
HOUSING AND NEIGHBORHOODS

Mill Creek Gardens

Jersey City, New Jersey





Mill Creek Gardens is a low-rise, 126-unit, mixed-income transit-oriented community located in Jersey City, NJ. The project site was once known as Montgomery Gardens, which featured six mid-century towers on a super block that were disconnected from the surrounding community. Three of the towers were demolished in 2015 when construction began on the first phase of Mill Creek Gardens.

The community is located in a mixed-use area of residential and commercial properties with numerous schools, parks, restaurants, and churches nearby and easy access to the Medical Center as well as the New Jersey Turnpike and PATH rail system. On-site amenities include 2,500 square feet of community space, with a computer learning center, a warming kitchen, offices, and a fitness facility.

Multiple streets were named in commemoration of distinguished residents, including Dr. Johnathan C. Gibbs Jr., a ground-breaking African-American Jersey City physician who served the Jersey City community in the Jersey City Medical Center across the street of Mill Creek Gardens.

What We Did
Planning, Architecture



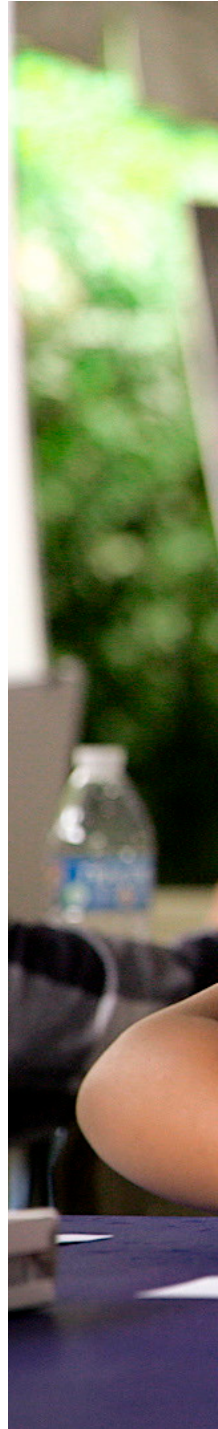


HOUSING AND NEIGHBORHOODS

Imagine Austin Comprehensive Plan
Austin, Texas

We see ourselves as
an extension of our
clients' team.

We respect the context of each project at every step of the process, understanding that there is no "one-size-fits-all" solution for the work we do. We benefit from the cross-pollination of ideas, perspectives, and techniques by emphasizing integrative learning, critical thinking, and collaborative problem solving.





HOUSING AND NEIGHBORHOODS

Bartram Choice Neighborhoods Initiative
Philadelphia, PA

HOUSING AND NEIGHBORHOODS

John C. Anderson Apartments
Philadelphia, PA





WRT has received more than 350 local and national planning and design awards.

We were one of the first firms to tackle issues of ecological, social, and economic resiliency with large scale interventions and planning—something we remain committed to today.

WRT has received numerous design awards including the ASLA National Firm award and the inaugural PA Excellence Award.

Noteworthy:

Paseo Verde,

Philadelphia, PA

The nation's first LEED Platinum Neighborhood Development certification (second in the world).

John C. Anderson Apartments,

Philadelphia, PA

One of the first LGBTQIA-friendly affordable senior housing developments in the country.

Microsoft Campus,

Silicon Valley, CA

The first Net-Zero Water campus in the nation (also LEED, Living Building Challenge, and Well Building Standard certifications).

GreenPlan Philadelphia,

Philadelphia, PA

The city's first integrated, sustainable city-wide open space planning framework.

We create transformative impact through planning and design. WRT's success is based on our tradition of excellence, innovation, and leadership in planning and design, and our commitment to the firm's guiding principles of designing with nature and reinforcing urbanism.

WRT's pioneering spirit guides our practice, transforming introspection into actionable new ways of serving our communities while remaining true to our collective values.



We design and plan
for education,
housing and neighborhoods,
community developments,
parks and open spaces.



PHILADELPHIA
1700 Market Street
Suite 2800
Philadelphia, PA 19103
T: 215.732.5215

SAN FRANCISCO
478 Tehama Street
Suite 2B
San Francisco, CA 94103
T: 415.575.4722

www.wrtdesign.com



Morris Canal/Lafayette Park

Jersey City, NJ

AWARDS

New Jersey Future, Smart Growth Award for Creative Neighborhood Affordable Housing

Nastional Association of Housing and Redevelopment Officials, National Award of Excellence in Project Design

Jersey City Landmarks Conservancy, Jersey City Preservation Initiative Award (given to the Jersey City Housing Authority)

WRT's revitalization plan and HOPE VI grant application was crucial to the success of this neighborhood transformation, bringing over \$34 million in Federal funds to the mixed-income development. Designed by applying smart growth principles to private market standards, the project's 500 new homes are within a five-minute walk to the Hudson Bergen Light Rail Line, shopping, schools, and parks and convenient to downtown Jersey City and Manhattan.

Central to the urban design is the Morris Canal Walk, which commemorates the neighborhood's industrial heritage and serves as a civic plaza, bringing together all ages to enjoy the walk's playground, community gardens, seniors' garden, and community center. This has also been recognized as the city's first green project through material reuse from the previous site, comprehensive stormwater management, low VOC surfaces, and exceeding EPA performance requirements. The community's design and access to amenities make it one of Jersey City's most attractive neighborhoods.



WRT is a team of planners, urban designers, architects and landscape architects.



WRT ROLE

Grant Writing
Community Engagement
Master Planning
Landscape Architecture

AWARD

FY 17 HUD Choice Implementation
Grant Recipient

PROJECT REFERENCE

Kyle Flood, AICP
Senior Advisor
to the President & CEO
Philadelphia Housing Authority
kyle.flood@pha.phila.gov
215.684.5134

North Central Choice Neighborhood Plan

Philadelphia, PA

WRT worked in collaboration with community residents and stakeholder organizations, the City of Philadelphia, the Philadelphia Housing Authority and its partners to lead a planning process that became the focus of a successful \$30-million HUD Choice Neighborhoods grant for North Central Philadelphia. The program supports a comprehensive approach to revitalization that links new and rehabilitated housing with well-functioning services, schools, public assets, transportation, and access to jobs. The centerpiece of the Transformation Plan included demolition and redevelopment of the severely distressed and outdated Norris low-rise public housing development. This was coupled with a series of innovative, new mixed-use Transit-Oriented Developments (TODs) centered around the SEPTA Regional Rail station adjacent to Norris which, taken together, create a critical mass of population density, activity, walkability, and transit access that is truly a model for sustainable urban redevelopment.

WRT worked with PHA Norris Homes residents and community stakeholders to identify housing and neighborhood priorities. WRT then used that input to test and design a housing and neighborhood plan that met HUD program requirements. The architectural drawings and plans developed by WRT were used to apply for the \$30-million HUD Choice neighborhoods grant.

The catalyst development project in this neighborhood plan is also one of WRT's flagship projects – Paseo Verde.

WRT worked with Jonathan Rose Companies and Asociación de Puertorriqueños en Marcha (APM) team to develop a 1.9-acre brownfield site adjacent to the SEPTA Regional Rail Temple University station – the fourth busiest stop in the regional transit system. This transit oriented development delivers a mixed-use program focused on affordable and market-rate workforce housing. Paseo Verde offers 120 units of sustainable housing for low and moderate income families, approximately 30,000 SF of ground floor retail and community services, commercial office space, and parking.

Situated at the physical dividing line between the APM neighborhood and Temple University, the mixed-use site weaves the two neighborhoods together and leverages the pedestrian-rich environment of the adjoining transit station.

In addition to achieving LEED for Homes Platinum certification for both the mid-rise apartment building and the townhouses, Paseo Verde was the first project in the nation to achieve an LEED for Neighborhood Development Platinum certification, and is now seen as a model for sustainable redevelopment in inner-city neighborhoods.





Orchard Ridge

Baltimore, MD

AWARDS

New Jersey Future, Smart Growth Award for Creative Neighborhood Affordable Housing

Nastional Association of Housing and Redevelopment Officials, National Award of Excellence in Project Design

Jersey City Landmarks Conservancy, Jersey City Preservation Initiative Award (given to the Jersey City Housing Authority)

Community input during master planning for the redevelopment of two contiguous public housing sites in northeast Baltimore indicated that the residents' preference was for a townhome-style community. The resulting WRT plan created 238 rental townhomes, 77 rental apartments and 189 homeowner townhomes.

The Residences at Orchard Ridge allows for fully accessible rental flats that range from one to five bedrooms to be interlaced with two- and three-story rental townhomes throughout the site. Stacked end units on each building allow the upper units to have full porches at their side entries. The Towns at Orchard Ridge offers a variety of models, sizes and prices for homeowners. Two- and three-story townhomes provide a range of amenities and options, including multi-level ground floor plans and finished basements.



WRT is a team of planners, urban designers, architects and landscape architects.



The variety of unit sizes and types encourages a socio-economically diverse community. Interaction and community involvement is fostered through small community parks, with walking paths and play areas designed for a variety of ages and physical abilities. Shared amenities also include a 5,000 SF Community Building. Private off-street parking is neatly concealed in the rear of all homes, preserving a neighborly connection between covered front porches and accessible sidewalks throughout the site.





Freedom Village / The Heritage at Alexander Hamilton

Paterson, NJ

AWARDS

- 2016 Multifamily Executive Award
(Senior Category)
- 2016 Smart Growth Award

Beginning in 2007, WRT worked with The Housing Authority of the City of Paterson, NJ and Pennrose, their development partner, on the master planning of a new mixed income community on the site of the former Alexander Hamilton public housing project. WRT assisted the Housing Authority in securing an 18.4 million dollar grant for the project in 2011. Since that time, WRT has participated in the design and implementation of The Heritage at Alexander Hamilton, which includes 180 units of mixed income rental townhouses and stacked townhouses, and 25 homeowner townhouse units, completed in 2015. Designed around a completely new street system intended to connect the site to the surrounding street grid, the plan incorporates the concepts of walkable communities, the use of contextual building forms and setbacks, and human scale in a new traditional neighborhood design. Located in close proximity to transit, shopping and schools, and only minutes from downtown Paterson, the redevelopment supports “smart growth” concepts. Building placement was carefully planned for placemaking, and the result is a secure, properly scaled community for the enjoyment of the new and



returning residents. The master plan for the site also includes a new LEED Silver certified Community Building, completed in 2015 and an early education center.

On an adjacent property, two independent senior living apartment buildings have replaced the former Apollo Dye industrial buildings. Freedom Village was completed in 2015 and added 66 one and two bedroom apartments in a vibrant, amenity rich complex with community rooms, an on-site fitness center and a variety of resident services. The building met Energy Star and NJ Green requirements, and incorporated LED lighting and renewable energy from a solar photovoltaic array. Parks Crossing at Freedom Village, completed in 2016, also met Energy Star and NJ Green, and provided another 63 units for independent seniors.





JOSEPH W. HEALY

AIA, LEED® AP BD+C
MANAGING PRINCIPAL | ARCHITECT



PROJECT EXPERIENCE

+ Project Award

The Willows at Greenwich
Greenwich, NJ

Uplands Phases 2A & 2B
Baltimore, MD

Aston Heights
Newark, NJ

Montgomery Gardens
Jersey City, NJ

Meriden Commons Phases One + and Two +
Meriden, CT

Village at Park River +
Hartford, CT

Roosevelt Hospital Redevelopment
Edison Township, NJ

Branch Village
Camden, NJ

Obery Court & College Creek
Annapolis, MD

Truman Square Phases A & B
Edison, NJ

Riverview at New Bridge Landing
River Edge, NJ

Birchwood at Cranbury Seniors Apartment
Cranbury, NJ

The Willows at Cranbury
Cranbury, NJ

8th and Vine
Philadelphia, PA

STRATA East +
Allentown, PA

STRATA Symphony +
Allentown, PA

Four City Center +
Allentown, PA

Joe serves as Managing Principal of WRT. His commitment to sustainable design throughout his career has deeply influenced WRT's exemplary approach to planning and building. Joe is part of the core leadership of WRT's national housing practice, with a particular focus on affordable housing and senior living. He has won numerous awards, most recently for the \$4.6-million Blue Ball Dairy Barn in New Castle, Delaware, an historic and adaptive reuse project that garnered both a Gold LEED rating and the highest Honor Award from The American Institute of Architects in Philadelphia. From 2010-2012, Joe served as Chairman of the Board of the Delaware Valley Green Building Council, a non-profit membership organization whose mission is to transform the Delaware Valley through sustainable and environmentally responsible planning, design, construction and operation of the region's buildings, landscapes, cities and communities.

EDUCATION

Carnegie Mellon University, *Bachelor of Architecture*

AFFILIATIONS + AWARDS

The American Institute of Architects

The Carpenters' Company of the City and County of Philadelphia, Member

Delaware Valley Green Building Council (DVGBC), Board Chairman (2010 - 2012)

Foundation for Architecture

ENGAGEMENT

Philadelphia Emerging Architects, Inaugural Co-Chair, 2016-2017

AIA Philadelphia Board of Directors, Associate Director, 2015-2016

Philadelphia Center / Architecture + Design, Strategic Facilities Master Plan Committee

AIA PA Emerging Professionals Committee

Friends of Louis I. Kahn Park, Philadelphia, Board of Directors

CANstruction Philadelphia, Event Chair

AIA Philadelphia Design Committee

ASLA Annual Meeting & Expo, Washington, DC, 2010

AIA Delaware Sustainable Design Presentation, 2007

Delaware Department of Natural Resources & Environmental Control, DVGBC

Green Buildings Presentation, 2006

Delaware Department of Natural Resources & Environmental Control,

Presentation to Secretary and Division Directors, 2005

Delaware Recreation & Parks Society Conference Speaker on Sustainable Design, 2005



DAVID GAMBA

CPHD
SENIOR ASSOCIATE | DESIGNER

PROJECT ROLE: ARCHITECTURAL DESIGNER



PROJECT EXPERIENCE

+ Project Award

North Central Choice Neighborhood Phase V
(Norris Homes V)
Philadelphia, PA

Paseo Verde +
Philadelphia, PA

Delaware County Fairgrounds +
Chester, PA

St. Luke's Manor +
Cleveland, OH

Dauphin House Senior Residences
Philadelphia, PA

Riverview at New Bridge Landing
Riveredge, NJ

The Residences at Roosevelt Park
Edison, NJ

The Mill at Easton
Easton, PA

Wemrock Residences
Freehold, NJ

Truman Square
Edison, NJ

As Senior Associate, David provides leadership for WRT's Housing and Neighborhood practice, especially nurturing client relationships, staff development, and consistently delivering impactful work. With extensive project management experience, he effectively manages and communicates with clients and teams and is very skilled at building consensus around program, design, and technical issues. David's diverse project portfolio includes extensive work in multi-family housing, low income housing, historic preservation, and adaptive re-use. His attention to detail and collaborative nature have been acknowledged by peers, teammates, and clients as essential tools to the successful completion of projects.

Throughout his 18 year career, David has worked on all project phases from site planning through construction administration. Most recently, David is the project manager on two new low-income housing tax credit projects whose goals include providing increased access to affordable housing in north central Philadelphia. The Dauphin House Senior Residences will bring 52 new low-income senior rental apartments to the area and the North Philadelphia Choice Phase V project is the final phase of the HUD Choice Neighborhoods Implementation Grant, which will replace the existing low-income rental units on site with 130 mixed income rental units to the neighborhood adjacent to the Temple University Train station.

EDUCATION

Philadelphia University, *Bachelor of Architecture*



TROY ROG-URMAN

AIA, NCARB
ASSOCIATE | ARCHITECT



PROJECT EXPERIENCE

+ Project Award

Pennrose - Greenleaf Development
Washington, D.C.

Pennrose Kinder Park
Woodlyn, PA

Westbrook Village
Hartford, CT

*Warren Multifamily Residential
Affordable Housing
Warren, NJ*

*Verona Multifamily Residential
Affordable Housing
Verona, NJ*

*The SOME Conway Center**
Washington, DC

*Renovation of N Street Village**
Washington, DC

*Eager Square Apartments**
Baltimore, MD

**Representative projects completed
during tenure with other firms.*

Troy Rog-Urman is an architect with over 13 years of experience in design, leadership, and project management across mixed-use and affordable multi-family residential programs.

Troy has a broad knowledge of building typologies in diverse environments and scales. As an architect, Troy approaches design challenges through a lens focused on collaboration to find the best solutions for every project.

A leader in the office, Troy has a deep commitment to making a difference in the community. His passion for excellent design and community-focused clients is contagious. As an alumnus of Cornell University, he is also a strong believer in the importance of education and mentorship – often a visiting lecturer at local universities and volunteering with the Washington Architectural Foundation. In his dozen years of practice, he has been proud to work with non-profit organizations, affordable housing developers, and government clients of all types.

EDUCATION

Cornell University, College of Architecture, Art and Planning, *Bachelor of Architecture*

Organizational Structure

Gateway is a full-service civil engineering and consulting firm with multiple offices that can design and manage a project from concept to completion. For over 65 years, the company has been at the forefront of innovation in the engineering industry. Today, the company effectively and efficiently manages literally thousands of projects a year for a diverse group of clients throughout the country.

Our services consist of land development engineering, municipal engineering, landscape architecture, surveying, GIS mapping, construction administration and inspection, environmental and ecological services, geotechnical investigations and engineering, as well as structural and transportation engineering and analysis. We strive to incorporate and implement sustainable design principles on every project. We routinely provide design through construction services on many LEED certified projects and continue to generate and deliver cutting edge sustainable design solutions on virtually every project.

Gateway's mission is to help our clients reach a higher level of success through knowledge, experience, and responsiveness. Your project team will always be available to assist you with any issues or questions that arise, and you will have the security of knowing that your best interests are truly being served. Our integrated approach to project management, customer-centric professional solutions and decades of experience will ensure that we exceed expectations and deliver value on every project we perform.

A Tradition of Excellence

Since 1882, Gateway and its predecessors have upheld a commitment to excellence in civil engineering, surveying and development services for municipal and private clients.

Our ancestors include highly respected firms who played prominent roles in developing Pittsburgh and communities throughout the region: McBride Surveying and Engineering; Robert A. Schneider; Blum, Weldin and Company; Braun and Fulton; M.E. Frye and Associates, Gray-Warnick Engineering and Engineering Mechanics, Inc. (EMI). With multiple locations and a national clientele, Gateway Engineers is proud to continue their tradition by offering a wide range of high-quality, client-focused services.



Early predecessors of what is known today as The Gateway Engineers, Inc. The above picture was originally taken in the early 1900's in southwestern Pennsylvania

Bringing together experienced engineers, land surveyors, construction inspectors, landscape architects, CADD operators, geographic information systems analysts, and dedicated support staff; Gateway can design and manage a project from survey to as-built.

Client Satisfaction by Design: Our Project Management System

Gateway Engineers strives to meet—and exceed—client expectations on every project, regardless of size or scope. To ensure that we do, we designed a comprehensive, project-focused structure and support program known as the Gateway Project Management System.

As part of this system, two high-level leaders take responsibility for every project. A Project Manager serves as primary client contact, leads the project team, and coordinates all resources required for successful completion of the project. Additionally, a Principal-in-Charge oversees each project to ensure that client needs are met and that quality remains consistently high.

The Gateway Project Management System also employs a state-of-the-art, proprietary Resource Allocation Database (RAD) which enables us to match the precise needs of your project with the best qualified people in our organization. This dynamic system gives Project Managers valuable flexibility in organizing personnel without bureaucratic “department” or “functional” boundaries. Similarly, Project Managers have access to a range of resources to ensure project success, including cost estimating and scheduling tools, a robust financial management system, cost control and reporting systems, an extensive library of file archives (over 100 years’ worth), and an exemplary Quality Assurance / Quality Control Program.

Because Project Managers bear so much responsibility for each project’s success, the Gateway Project Management System also includes a Manager

Development Program designed to continuously improve manager capabilities.

Monthly training sessions are mandatory, along with supplementary training on specific topics as required. We also monitor all Project Managers through our Performance Evaluation and Management System, with project quality and client satisfaction as the primary measures of success.

Executive oversight of the Gateway Project Management System comes from our Chief Operating Officer, who consults on all projects and meets monthly with each Project Manager to ensure that the highest standards are maintained. The direct involvement of top-level management is designed to facilitate workflow, quickly remove any obstacles, and give clients access to a chief executive if questions or concerns require such attention.

Our Performance Evaluation and Management System continually monitors project managers’ progress and sets high goals for performance, education and training. Project quality and client satisfaction are the primary measures of success.

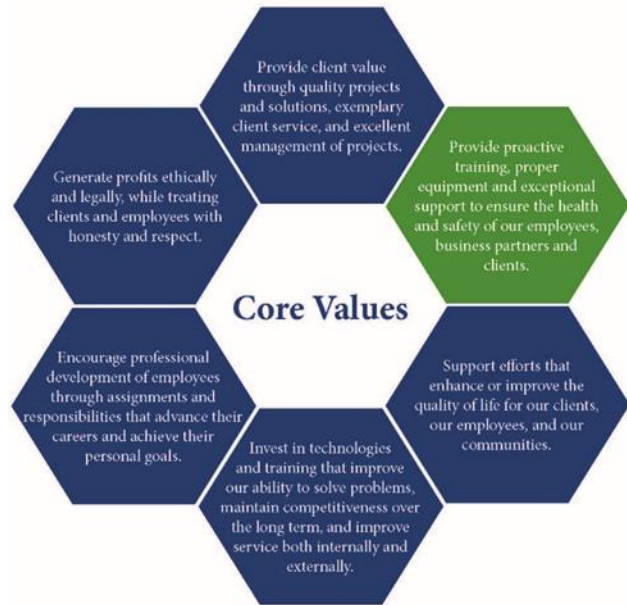
Environmental Health & Safety – Our Commitment

Doing business with Gateway Engineers means you are working with an organization that operates safely. It is much more than a promise – it's a core value.

Gateway Engineers is committed to fostering a culture grounded in safety. It is our belief that the health and safety of all our stakeholders must be considered in every phase of our project execution methodology. We seek to provide proactive training, proper equipment, and exceptional support to ensure the health and safety of our employees, business partners, and clients. Our dedication to safety is demonstrated through a myriad of training, systems, tools and processes we have developed to certify that everyone in our organization not only understands but routinely engages in environmental, health, and safety (EHS) best practices.

At the heart of our efforts is the company's united understanding of what we do and who we are as an organization, otherwise known as our Core Values. Our Core Values are made up of six quintessential elements that drive all of our business decisions and delineate our operations. As highlighted on the graphic to the right, we both value and take responsibility for the health and safety of all of our stakeholders.

To ensure we are operating in an efficient yet safe manner, we adhere to a robust EHS system which sets clear goals and objectives. Through establishing distinct responsibilities and providing the optimal level of support, our employees are empowered and accountable for their actions.



A major component of our EHS efforts is the alignment of personnel otherwise known as our EHS tier system. The company's EHS tier system is designed to not only protect our most valuable resource (our employees), but to provide our clients with professionals that are qualified and trained to work safely. Within the tier system each of our 150+ employees are assigned to a specific tier. The tiers are dependent upon the nature of the employees work and the sites he/she routinely visit. While some employees' EHS training is more robust than others, all employees receive ongoing support and have a thorough understanding of the importance that the company places on safety.

As our industry continues to evolve, Gateway Engineers remains dedicated to delivering performance and value to the marketplace while remaining on the forefront of innovative and safe solutions.



LaQuatra Bonci
ASSOCIATES
LANDSCAPE ARCHITECTURE

LaQuatra Bonci Associates is a landscape architecture, urban design, and land planning firm based in Pittsburgh, Pennsylvania. We believe in the art of the designed landscape as a powerful and transformative tool to restore and enhance ecology, promote community well-being, and add economic vitality. Drawing on the rich legacy of our profession, we are committed to understanding historic precedents, public constituents, and site intricacies to develop unique and contextual design solutions. It is our passion to create innovative, elegant, and timeless landscapes.

LaQuatra Bonci Associates provides professional landscape architectural, urban design and planning services and pairs regularly with nationally known firms from the allied professions to ensure your project engages the highest level of expertise. From the broadest conceptual visions to the most intricate landscape detail, we want to help you envision and bring your project to reality.

Cosmos Technologies, Inc. (Cosmos) is a small business engineering consulting firm located in Pittsburgh, PA, Harrisburg, PA, Cleveland, OH and Akron, OH. Cosmos was founded by President and Owner, Frederick Douglas. Cosmos is a certified minority business enterprise (MBE) and HUBZone company.



CIVIL SITE DESIGN & LAND DEVELOPMENT

Commercial, institutional, residential subdivision design which includes site grading, geometric design of streets, design of curb & gutters, sidewalks, trails, utility design, quality takeoff, preparation of construction plans, contract documents and technical specifications. In addition, we provide stormwater management with an emphasis on integrating green infrastructure (GI) methods.

ENVIRONMENTAL, HEALTH & SAFETY MANAGEMENT

Permitting, environmental and safety compliance management, Industrial Hygiene assessments (inclusive of asbestos, lead, and mold testing), as well as Phase I/II/III environmental and archaeological assessments. Additionally, Cosmos provides OSHA safety training and certification.

Sheffler & Company is a growing Civil Engineering & Surveying firm located 12 miles north of the City of Pittsburgh in Sewickley, Pennsylvania. The company was founded by Gary A. Sheffler, Sr., PLS in 1970. The company President is Cristina L. Sheffler. Gary A. Sheffler, Jr., PE/PLS is the principal in charge of Engineering & Surveying Services. The company is certified as a Women's Business Enterprise by the Women's Business Enterprise National Council (WBENC).



Sheffler has extensive expertise in providing professional civil engineering and surveying services, focusing on private land development projects. The staff of professionals possesses expertise in the areas of land development, site layout, grading, storm water management, hydrology and hydraulics, soil erosion and sedimentation control, and surveying. Sheffler is technically oriented with over 95% of the work completed by our office in digital format. We have access to a variety of computer software programs which assist us in providing our engineering & surveying consulting services. Our staff consists of registered professional engineers and surveyors who strive to provide quality engineering and an unmatched level of personal service to every project. Sheffler utilizes partnering firms to provide Traffic Engineering, Geotechnical Engineering, and Aquatic Resource Investigation services.