

Project Team

Developer



General Contractor



Architect





RESUMES

GENERAL QUALIFICATIONS

Mr. Tillman, Founder and President of Bridging the Gap Development, LLC (BTG), leads the company’s mission to rebuild healthy, sustainable communities through residential & commercial development by “bridging the [real estate and opportunity] gap[s]” in a community. In order to achieve this goal, he guides the development of a variety of projects including multi-family afford-able housing, mixed-income, and market rate rental and homeownership properties; community and cultural spaces; as well as commercial real estate. BTG also has over 150 new units slated for new construction in 2022-2023. As a board member of the Housing Alliance of Pennsylvania, Mr. Tillman continues to work to ensure all Pennsylvanians, especially the most vulnerable, have access to a home within reach. He is dedicated to tackling blight, homeownership, energy efficiency, affordable housing, and homelessness. The Housing Alliance of PA supports all of our efforts, including education, coalition building, research, and advocacy with the goal to make a safe and decent home available for all Pennsylvanians.

BTG has also been able to use its business acumen to innovatively train many unemployed and underemployed individuals with construction and/or weatherization skills. BTG, itself a Minority Business Enterprise, is committed to providing opportunities to other M/WBE enterprises.

HISTORY

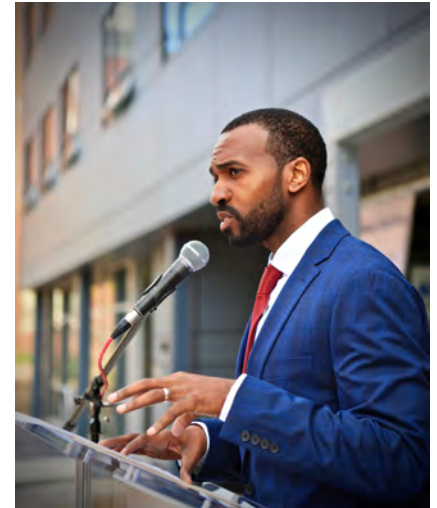
BTG was founded in 2006 and is a diversified real estate development firm based in Pittsburgh. To date, BTG has redeveloped over 85 units which include multi-family, commercial and single-family properties. Additionally, we previously were a partner in a weatherization business that weatherized over 900 homes throughout seven counties in Pennsylvania within a three year period. This multi-million dollar weatherization business had contracts with Gas and Electric utility companies, Housing Authorities and County Action agencies to perform services for homeowners and tenants to make their homes more energy efficient. We performed services for residents in Pittsburgh, Allegheny, Armstrong, Butler, Washington, Greene and Franklin Counties prior to selling our interests to focus on Development.

Overall, Tillman believes his unique combination of brokering commercial and residential deals as well as owning and operating several successful companies gives him a great advantage in business and serving his clients. A product of the environment he is providing for, Tillman knows what it is like to be unable to obtain employment and is very familiar with the communities he is developing. Tillman identifies mentorship as a key component and as a way to assisting people to get on tract to reaching their potential.

Expertise: Real estate Development, Real estate Sales and acquisition, Real estate Negotiation, Real-estate Rehabbing, Commercial Brokerage & Leasing, Property Management, Sustainable Design/Construction and Weatherization, Union Negotiation, Networking, Restaurant Management & Operations, Marketing.

DERRICK L. TILLMAN

DEVELOPMENT TEAM, PRESIDENT



YEARS OF EXPERIENCE

15



DEGREES

B.S., 2004, Information Science, University of Pittsburgh

LICENSES/ CERTIFICATIONS

Residential and Commercial Realtor, Pennsylvania

PROFESSIONAL AFFILIATIONS

Pennsylvania Housing Alliance Board

Mayor’s City of Pittsburgh Equitable Development Committee

Inclusionary Zoning Executive Committee

Housing Opportunity Trust Fund Board

Financial Freedom Ministry Leader - Macedonia Church of Pittsburgh

Company Description

Sota Construction has been in business as a Regional Commercial General Contractor since 1993. We take pride in our commitment to personal attention, open communication, sustainability, continuous process improvement, and true value engineering in order to meet or exceed the expectations of the client.

Our corporate mission is to “provide sophisticated, cost-effective, Total Quality Construction Services with a high degree of personal attention and a focus on high performance building methods.”

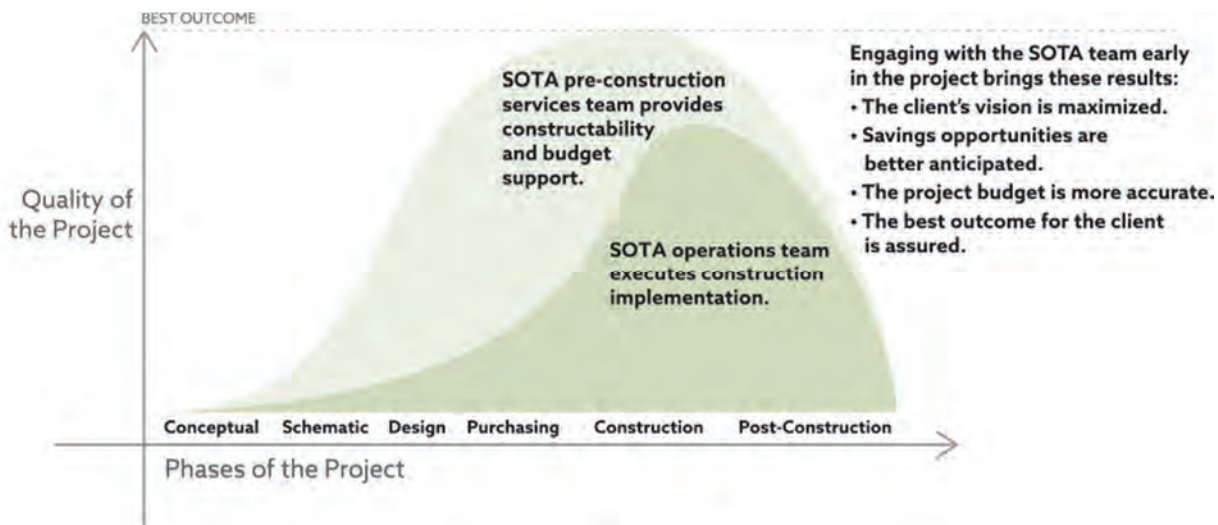
We believe very strongly that the contractor has a role to play as “the hand that feeds back to the mind” of the Architect and the Owner. We provide this feedback via interaction with

the Architect and the Owner during the pre-construction process and in a continual process improvement mode during construction.

As the below graphs show, this interaction during the pre-construction process provides for much higher quality construction products. When chosen to be a part of the team early on in the design process, we believe that our input allows for increased quality in the resultant building product. Just as many major manufacturing companies use a total quality management and team building approach to rebuild their industries and provide quality products, so must the construction industry embrace these principles to provide the best possible product for their customers.

The following quote from Michael T Kubal provides a constant guide for success in construction projects, and we believe it best defines Total Quality Construction™:

“For quality programs in construction to succeed, they must begin with a return to basics. This starts with the formation of a project team, one in which the customer’s (the building owner’s) interests are the interests of all involved. By satisfying the owner’s needs, all other team members in turn reach their individual goals.”



Graphs from *Engineered Quality in Construction* by Michael T. Kubal

We have found that by focusing on the true meaning of quality that our approach to providing construction services simply works. **We have satisfied clients**, and this is the true measure of our Total Quality approach.

Our **ability to bond work** is much greater than the work that we take on every year; we have more than adequate working capital and lines of credit for our workload. See attached letter from our bonding company.

We have an **active safety program**, one that is well tested in substantial renovation and new construction projects, including construction in occupied buildings or on occupied sites.

Our approach delivers very high value, and our office and field structure allow us to provide cost-competitive construction services. We are a merit shop contractor, which allows us flexibility in on-site work rules, attendant efficiency, and cost reduction.

Sota Construction has been recognized for our efforts in **MWDBE inclusiveness** with an induction into the Minority and Disadvantaged Business Council of Pittsburgh Governmental Committee Hall of Fame in February 2007.

In addition to formulating the construction budget, we will **compare the cost of various design and construction alternatives**. As a part of this alternatives analysis, Sota will give consideration to initial and life-cycle costs related to maintenance, energy, and operation.

Our **active quality assurance program** is a successful paradigm for delivering high quality construction products thanks to third party inspections, quality checklists for each trade area, and quality work circles to review and improve checklists.

Our preconstruction services make **our cost estimates accurate**. We have an excellent record of accuracy in our conceptual, schematic, and design development drawing phases as they relate to the final cost estimate at the construction document phase.

We use **the latest computer software** throughout preconstruction and construction to track project issues and communicate with project stakeholders. This includes: Timberline Project Management & Accounting, Primavera Scheduling, and various Building Information Modeling (BIM) software packages.

SOTA Total Quality Construction™

Helping to Keep Affordable Housing Affordable for more than 20 Years

WHO WE ARE

Sota Construction Services is a leading regional provider of sophisticated, cost-effective Total Quality Construction Services™. We take pride in our commitment to client satisfaction, open communication, personal attention,

continuous process improvement, dedication to sustainability, and value engineering. Our projects, several of which have won national awards, cover a range of work from medical, institutional, and light industrial to multi-family residential developments.



TOTAL QUALITY CONSTRUCTION™

Sota Construction Services, Inc., believes very strongly that the contractor has a role to play as “the hand that feeds back to the mind” of the Architect and the Owner. We provide this feedback via interaction with the Architect and Owner during the pre-construction process and in a continual process improvement mode during construction.

It all starts at the beginning of a building project with something called *integrated design*. By using this approach, our Green Building projects have proven to be cost-saving in both construction and in operation, and minimally damaging to the environment. We can assemble a team of architects, engineers, cost estimators and constructability review professionals to ensure that your effort to bring a sustainable approach to your construction project is successful.



OUR CLIENTS

Our client list includes:

- U.S. Army Corps of Engineers
- Allegheny County Housing Authority
- Pennsylvania Housing Finance Agency
- Pittsburgh History & Landmarks Foundation
- WYEP Radio
- Children’s Hospital of Pittsburgh
- Marriott International
- Papa John’s International

More ►

DUNS:

878300250

NAICS:

- 236115 – New Single-Family Housing Construction
- 236116 – New Multifamily Housing Construction
- 236220 – Commercial & Institutional Building Construction
- 237310 – Highway, Street, & Bridge Construction

Certifications:



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Ernest Sota

President of Sota Construction Services, Inc. & Green Development, Inc.

GENERAL QUALIFICATIONS

Professional experience includes architectural design work at the Urban Redevelopment Authority, construction project management and real estate development for new construction, adaptive reuse and historically certified restoration projects in the Pittsburgh region. Has had a strong interest in preservation and sustainable design since the mid-1970s. Founded Sota Construction Services Inc. in 1993; a mission driven general contracting firm focused on quality and practical sustainable solutions that performs over 40 million per year of construction.

Education
B.S., 1973, Environmental Design
The Pennsylvania State University

Licenses/Certifications
LEED Accreditation, 2002
PHIUS Certified Builder, 2015

Founded Green Development Inc. in 2001; a real estate development firm that has as its goal producing real estate that synthesizes profitability, excellent architectural design, sustainability and craft.

PROJECT EXPERIENCE

- Designed and constructed one of Pittsburgh's first green building/renovation projects in 1977; reconstructed 2005. The reconstructed Roland Street Urban Biophilic Pavilion project; designed by Gerard Damiani AIA, won two AIA Design Pittsburgh awards in 2005 with special recognition for the owner/builder team.
- Project executive for the historically certified adaptive reuse of the former Pennsylvania Railroad Station in Pittsburgh – a 450,000 s.f. 50 M project.
- Multiple LEED and Energy Star projects please see listing of relevant completed projects.
- LEED registered Sota Construction Service office building, Platinum certified. This project scored the fifth highest LEED score in the history of the LEED program when certified.
- Constructing and development partner in various commercial and residential projects including a hillside residential development; Windom Hill Place and the 48 unit Riverside Mews project which includes Pittsburgh's first net zero home.
- Pittsburgh areas largest solar thermal array at Ross Hill Retirement Residence at 1.5 Mbtu
- Pittsburgh's first hybrid pv/cogen project at South Hills High School adaptive reuse project a 27kw photo voltaic array with a 65kw co-generation plant that will reduce carbon footprint of on-site power by 85%.

PRESENTATIONS

- AIA Build Pittsburgh Presentation 2015 – Eden Hall Project
- Home within Reach Conference 2013 – Geothermal Use and Tax Incentives
- NAIOP presentation 2011 Pittsburgh – Practical sustainable approaches in real estate development
- Homes within Reach Conference – Harrisburg, 2008
- Green Building Alliance – Energy Efficiency in Multifamily Housing 2008
- NESEA conference – Boston 2008 Energy efficiency in mixed use buildings.
- Pittsburgh Bar Association Conference – 2008
- Greening of Historic Properties National Summit – 2006 Felician Sisters Convent and School
- Envirodesign 8 – Minneapolis, MN – 2004 Felician Sisters Convent and School
- PANPHFA Conference - Hershey, PA Felician Sisters Convent and School 2004
- Green Building Alliance - Workshop Reuse of Building Materials Pittsburgh, PA 2004
- Green Building Alliance - Sustainability and Construction specifications Pittsburgh, PA 2004
- USGBC Greenbuild poster presenter Pittsburgh, PA 2003
- High Performance Schools Conference - Pittsburgh, PA 2003
- Pennsylvania Department of Historic Preservation workshop Pittsburgh, PA 2001

PROFESSIONAL AND COMMUNITY ACTIVITIES AND AWARDS


- American Institute of Architects Associate member
- Associated Builders and Contractors, former Board Chair
- Construction Junction, former board member
- Environmental Defense Fund President's Council member
- Green Building Alliance, Pittsburgh, PA, former board member – chair of public policy committee
- United States Green Building Council, member
- Inducted into the Minority and Disadvantaged Business Council of Pittsburgh Governmental Committee hall of fame, Feb 2007
- Associated Builders and Contractors, Award of Merit, GC – Residential, Blackbird Artist Lofts, 2006
- American Institute of Architects, Certificate of Merit & Green Design Citation, Southside Bioshelter, 2005
- Associated Builders and Contractors, General Contractor of the Year Over \$6 Million, 2005
- The City of Pittsburgh and The Historic Committee, Historic Preservation Award, 1301-1311 Liverpool Street, May, 2002
- National Association of Home Builders, National Council on Seniors' Housing, The Best of Seniors' Housing Awards Program, Munhall Retirement Residence, 1999
- National Association for County Community and Economic Development, HOME Program – Aided Construction, Award of Excellence, Carnegie Retirement Residence, October, 1996
- National Association of Home Builders, National Council on Senior's Housing, Carnegie Retirement Residence, National Winner of Gold Seal for the Best of Affordable Seniors' Housing, 1996
- American Institute of Architects, American Association of Homes and Services for the Aging, Design for Aging, Award of Merit, 2005
- National Association of Home Builders, National Green Building Awards, Green Project of the Year, Affordable Multifamily, 2005
- Boston Society of Architects, Sustainable Design Award, 2005
- American Institute of Architects, Pittsburgh Chapter, Green Design Citation, 2004
- Northeast Sustainable Energy Association, Northeast Green Building Design Awards, First Place, Places to Live, 2004
- Environmental Design and Construction, Excellence in Design Awards, 2004
- Western Pennsylvania Environmental Awards sponsored by Dominion and the Pennsylvania Environmental Council, Finalist in the Green Design Category, 2003

Phil Ford

Vice President

GENERAL QUALIFICATIONS

Phil Ford is a leader of the Sota Team in both management and preconstruction. He has overseen a diverse array of complex projects throughout his tenure, with project budgets up to \$36 million. He brings a diverse knowledge base to the company atmosphere, having managed projects ranging from new construction to substantial gut-rehabilitation, including work with historic restoration, design build projects, and PHFA and HUD funded projects. Phil has in-depth knowledge of many current management control systems. His diverse 15 years of specific in-market experience, work ethic, and team mentality are distinct contributions to the Sota Team.



Education
B.A.E., 2004, Finance &
International Business
The Pennsylvania State University

Licenses/Certifications
PHIUS Certified Builder, 2015

Since returning to Pittsburgh in 2008, Phil has evolved as a market leader in progressive approaches to high performance buildings and construction. Phil has completed LEED and Passive House Certified projects, and was a Project Director at Sota for the execution of Chatham University's Eden Hall Campus. Embracing Sota's core mantra of being the "hand that feeds back to mind", he has traveled across the country to present at conferences such as New Gravity, The North American Passive House Conference, NESEA, and Homes Within Reach; thoughtfully pushing the envelope for sustainable approaches to construction and design among his peers. Phil trained to become a PHIUS certified builder in 2015 at the Yestermorrow School in Vermont and holds a B.S. in Finance and International Business from the Pennsylvania State University.

PROJECT EXPERIENCE\

- **Morningside Crossing** – Renovation of a 3-story existing school as well as a new addition into a Passive House multifamily apartment building containing 46 units for mixed-income seniors
- **4830 Hatfield Street** – Restoration of an 1872 schoolhouse into 11 market-rate apartments
- **Dobil Laboratories** – Design-build conversion of a former roller rink into a high tech warehouse and office space
- **Falconhurst** – Historically certified renovation of a scattered site in a designated historic district in Wilksburg including 33 total units of about 52,000 SF
- **The Lofts at Mt. Washington, Pittsburgh, PA** – Historically certified renovation of the former Prospect Middle School into 67 market rate apartments.
- **The Locomotive Lofts, Lawrenceville, PA** – LEED Registered Project - Renovation and addition to a train depot into 48 market rate loft apartments
- **The Crescent Apartments, Wilksburg, PA - Energy Star Rated**- PHFA Funded Substantial Historically Certified Renovation/Historic Preservation of 33,000 SF building into 27 apartment units
- **South Hills Retirement Residence, Pittsburgh, PA** – LEED Registered Project – PHFA and HUD funded Substantial Renovation and adaptive reuse of the former South Hills High School into a mixed-use community asset with 106 units of senior affordable and market rate apartments.

- **Riverside Mews, Pittsburgh, PA - Energy Star Rated** – New Construction townhomes in the South Side of Pittsburgh- One unit includes Pittsburgh’s first “Net Zero” residential unit as recognized by Builder Magazine.
- **Masonic Village of Sewickley Assisted Care Facility, Sewickley, PA** – Combined rehabilitation and major addition of existing and occupied skilled care facility.
- **Our Lady of Hope-Provincial House, Beaver Falls, PA** - Substantial renovation of a 38,000 SF former elementary school into the North American headquarters for the Felician Sisters of North America. Mixed-use Convent, Chapel, and Offices. – Beaver Falls, PA
- **Jefferson Overlook** - New Construction 2 over 2 condominium community on the outskirts of Washington, D.C. – Alexandria, VA
- **Suffield Meadows** - New Construction Condominium, Multi-Family Attached and Single Family planned retirement community. –Warrenton, VA

DESMONE ARCHITECTS



COMPANY BACKGROUND

Desmone Architects began in 1958 when Principal Charles L. “Luke” Desmone joined the firm of his uncle, John Desmone. We’ve grown from a small family-owned business into one of Pittsburgh’s premier design firms.

We recognize the profound effects architecture can have on the spirit and development of the people — and communities — for which it is designed. We appreciate that building is a business transaction, and that a return on investment must be realized. When selected for a project, we immerse ourselves in the priorities and holistic vision of the client organization, the project and the greater community.



PERSON TO CONTACT

CHIP DESMONE
CEO

📞 412.683.3230

✉️ CDESMONE@DESMONE.COM

MULTI-FAMILY PROJECTS

250+

YEARS IN BUSINESS

61

and going strong

MULTI-FAMILY SF

1.5M+ designed
in the last 5 years

OFFICE LOCATIONS

3
Pittsburgh, PA
Morgantown, WV
Salisbury, MD

ZONING/PERMITTING

99.1%
success rate since
1987

TOTAL AREA

98.9M SF
constructed all time

IN-HOUSE CAPABILITIES

Programming/Visioning

Space Planning

Architectural Design

Interior Design

Navigation through Code/Permit/
Zoning proces

3D Modeling/Rendering

LEED/WELL/WIRED
Scoring Certifications



THE URA WILL GET AN EXPERIENCED TEAM WITH THE RELEVANT SKILLS AND KNOWLEDGE TO HELP REALIZE A SUCCESSFUL PROJECT, GAINED THROUGH COMPLETING SIMILAR LOCAL AND NATIONWIDE PROJECTS THAT STIMULATE CREATIVE SOLUTIONS TO COMPLEX URBAN CHALLENGES.

MILLER STREET APARTMENTS

PITTSBURGH, PENNSYLVANIA

THE SITE

BTG devised a strategy to redevelop 328 Miller Street, Hill District, Pittsburgh, Pennsylvania into the Miller Street Apartments. Prior to demolition, a derelict building and a vacant parcel were situated there amongst newly built affordable and market rate housing. Redeveloping the site has become the anchor for helping to revitalize the block.

TARGET POPULATION

The Miller Street Apartments will serve 36 families within one five-story building. Of the 36 units, BTG will have Section 8 PBV subsidy from the Housing Authority of the City of Pittsburgh for nine units. These residents will pay no more than 30% of their income toward rent. More than 60% of the units serve households earning at or below 50% AMI, and all units will serve residents at or below 60% AMI. Six units will be designed for persons with mobility impairments.

RESIDENTIAL DESIGN AND COMMUNITY AMENITIES

The Miller Street Apartments is designed to include 28 one-bedroom apartments and eight two-bedroom apartments. For convenience, there is a washer and dryer in each unit. Amenities and services include a community room and office space for supportive services and property management. Residents can enjoy a landscaped entrance courtyard. Exceedingly rare, 328 Miller provides off street parking, which provides direct and private access to the building and the residential elevator.

CLIENT

Urban Redevelopment Authority of Pittsburgh

COMPLETION DATE

2019

PROJECT COSTS

\$12,000,000

BRIDGING THE GAP'S ROLE

- Developer
- Team Creation & Management
- Visionary & Innovator of Unique Affordable Housing Model
- Financing



HIGHLIGHTED PROJECTS

Sota Construction Services has completed 18 PHFA projects to date, including:

- ▶ Dorchester Apartments of Mt. Lebanon
- ▶ Oakland Affordable Living
- ▶ Morningside Crossing
- ▶ Hillcrest Senior Residences
- ▶ Falconhurst Apartments
- ▶ East Liberty Place South
- ▶ Plum Retirement Residence
- ▶ Crescent/Wilson Apartments
- ▶ South Hills Retirement Residence
- ▶ East Liberty Place North
- ▶ Allegheny Hills Retirement Residence
- ▶ Woodcrest Retirement Residence
- ▶ The Legacy Apartments
- ▶ Ross Hill Retirement Residence
- ▶ The Oaks Retirement Residence
- ▶ Sarah Street Townhomes
- ▶ Carson Retirement Residence
- ▶ Munhall Retirement Residence



Morningside Crossing

Retrofit to an 1897 school along with a new addition of 46 units of future Passive House-certified multifamily apartments for mixed-income seniors. The building also includes a community center, an outdoor plaza, and 40 covered parking spaces.



Dorchester Apartments of Mt. Lebanon

Dorchester Apartments features 60 one- and two-bedroom units of affordable senior housing built to Passive House and Enterprise Green building standards. Amenities include a private parking lot, community room, roof-top deck, exercise and recreation rooms, and a library.



East Liberty Place South

This four-story, mixed-use development has 67,000 s.f. of residential space over 11,000 s.f. of commercial space on the first floor. ELPS offers 52 apartments of affordable family housing and market-rate apartments, including several ADA-compliant units, a rooftop patio space, and covered parking.



South Hills Retirement Residence

Partial demolition, substantial renovation & adaptive reuse of a former high school into a mixed-use community asset, including a 106 unit independent living senior housing community; a 7,500 sf neighborhood fitness center; and a 4,500 sf early childhood development center. Certified LEED Gold.



Oakland Affordable Living

49 affordable, sustainable apartment units divided between a scattered site. Wadsworth features two lower level parking garages and 25 one-, two- and three-bedroom units (six ADA and two with hearing and visual aid accessible adaptations).



Hillcrest Senior Residences

At the time of certification, Hillcrest was the largest certified Passive House project in the US. Every effort was made to improve the building's functionality and environment. MEP penetrations were carefully sealed to prevent air leakage, which maximizes the high-efficiency system's full potential.



East Liberty Place North

Construction of a new four-story residential/commercial building containing 54 apartments that featured energy-efficient heating & cooling systems, lighting & improved thermal envelope along with many other green features. This was PHFA's first LEED Gold project.



The Legacy Apartments

This uniquely styled building, consisting of 108 independent living units of affordable housing for seniors with commercial storefront space, was constructed using local labor, for which the Housing Authority of the City of Pittsburgh recognized Sota Construction as the Section 3 Contractor of the Year.



THE BRIDGE ON FORBES



Client	Campus Advantage, Inc
Program	New Construction
Location	3407 Forbes Ave, Pittsburgh, PA
Cost	Undisclosed
Area	201,000 SF
Status	Complete
Services	Architectural Services
Construction	Delta Beam

The Bridge on Forbes offers 197 luxury apartments to students and professionals in the heart of Oakland on Forbes Ave. The 10-story building features a two-level parking garage with 148 spaces, 489 beds, two outdoor courtyards, and two retail components. Ample amenity spaces allow residents to collectively study in designated rooms, and socialize by the outdoor fire pits. The 3rd floor fitness center offers floor to ceiling windows with views of downtown Oakland.

Performing both Architecture and Interior Design Services, Desmone designed a mix of 3-bedroom, 2-bedroom, 1-bedroom and studio apartments that optimized floor area utilization while maintaining generous public spaces for residents. The design maximizes buildable use of the site while providing ample natural light into the interior spaces and the two central third-floor courtyards.



DOUGHBOY SQUARE APARTMENTS



Client	Doughboy Square, LLC
Program	New Construction
Location	Pittsburgh, PA
Cost	\$14,200,000
Area	90,000SF
Status	Completed
Services	Planning, Architecture
Construction	3 stories wood frame over two stories steel frame/concrete deck



Doughboy Apartments is an urban infill project in the City of Pittsburgh's Lawrenceville neighborhood. The project is a 90,000 square foot building with parking on a lower level for 41 cars. At the street level the building has 16,000 square feet of retail space with an entrance lobby to the apartment building above. There are 45 units, 36 market-rate and 9 affordable LIHTC units(20%). These luxury apartments are equipped with high end kitchens including stainless steel Energy Star appliances. Each unit has Energy Star washer and dryers and balconies with views to the street, downtown, and the Allegheny river.



121 7TH STREET APARTMENTS



Client	Red Rocks Group
Program	Renovation
Location	Pittsburgh, PA
Cost	\$4,700,000
Area	55,600 SF
Status	Completed
Services	Architecture
Construction	Existing heavy timber

This project consists of renovating an existing historic heavy timber building into a multi-family apartment building in Pittsburgh's Cultural District. When completed, the building will house 40 one-and-two bedroom apartments. The project is eligible for National Park Service Historical Tax Credits.

