



Watertown City Council  
Monday, August 14, 2023  
7:00 p.m.

### WORK SESSION AGENDA

The City Council meeting will be held in City Council Chambers, 245 Washington Street, Watertown, NY and is open to the public.

#### Discussion Item:

1. Restore NY Grant Program:

Proposed Application for “Carriages on the River” Housing Development,  
629 Factory Street

Presenters:

Karl Schuler, President, Greenleaf Builders

Tony D'Arpino, Vice President, Greenleaf Builders

Scott Burto, WCP Consultants



# Greenleaf Builders



## Carriages on the River Watertown, NY - Project Overview -

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# 1





Carriages on the River  
Watertown, New York

## Project Narrative

### I. Project Information:

- 1. Project Type and Target Population:** The proposed project is developed for Workforce Housing and will have one hundred eight (108 +/-) total units being utilized for Housing with supportive services.
- 2. General Description:** The 629 Factory Street property is highly visible along NYS Route 283, a main route into the City from Fort Drum and are at the gateway to the Central Business District. The project is also at the gateway to the downtown area, which was awarded a 2019 \$10 million DRI grant, and has many exciting projects underway. The redevelopment of the Carriages on the River was identified as a priority and is the cornerstone of the Sewall's Island and Factory Square Revitalization and Redevelopment Design Plan completed by the City of Watertown in 2020. For these reasons, the city believes this is a perfect project for the State's Special project category.

The project developers, Greenleaf Builders and Taylor – The Builders, plan to work with The Workplace Training Center with job fairs and employment opportunities. They will work with the training center to reach out to area Veteran groups to offer opportunities and training for the project. With neighboring Fort Drum, it provides a direct opportunity to employee Veterans.

Fort Drum is just 10 minutes from the Carriages on the River project, providing current military families and veterans with a new quality housing option. Fort Drum's military families are always looking for housing off the base where they can become a part of the local community, get the children more involved in local schools, clubs and events and this project will give them new opportunities. Several military members that become a part of the Watertown community also look to retire here with their families. The project will provide veterans with new quality housing options to remain in the Watertown community.

This project will repurpose 629 Factory Street via major rehabilitation and additional new construction to create a total of one hundred eight (108 +/-) total units. Once completed, the total square footage of the project will be 118,900 sf. There will be areas within the buildings dedicated to common space including community rooms, laundry facilities and some office space along with a potential daycare.



3. **Current Regulatory Restrictions on the Property:** There are currently no regulatory restrictions on the property.
4. **Amenities:** Each apartment will have laminate countertops, stainless steel range and oven, dishwasher, refrigerator, and microwave oven. Public Laundry facilities on the first floor will include five washers and five dryers. Community Rooms on the second and third floors will also be a part of the facility. Trash and recycling areas, Emergency Call system, TVCC security system and a 360-degree camera system will be installed. Flooring will be made of high-grade vinyl; bedrooms will have carpet. Building will be ADA Compliant, and all apartments will have ADA ready bathrooms. Building and individual apartments will be equipped with a Fire Alarm System and a Fire Suppression System and as stated, an Emergency Call system.

## II. Project Design and Scope of Work:

1. **Description of preservation/rehabilitation scope of work to be undertaken:** The proposed project includes the rehabilitation of 629 Factory Street. In all, the building will contain one hundred eight (108 +/-) total units. All units have been equipped with safety features (audible and visual emergency notification, etc.) for preparation for any hearing and/or vision impaired tenants. All units will be equipped with a range and oven, dishwasher, refrigerator, microwave oven and a garbage disposal. Each apartment will have heating and air conditioning, along with gas services. Tenants will be responsible for their own utilities-gas and electric.

In addition to the one hundred eight (108 +/-) total units, there will be a Community Room in the buildings with an attached kitchen which will be used for tenant gatherings. Laundry facilities are located on the first floor for convenient tenant use. Storage space is available on each floor as well as in designated locations in the basement. In addition to tenant storage, the basement will house the Boiler Room, Water Service Room, Maintenance & Building Storage, and the Elevator Machine Room.

2. **Design of building, shape, type of building materials.** The existing building is currently a multiple floor structure constructed of concrete block and brick. The renovation includes a complete makeover of the interior to include all new walls, floors, and ceilings. The new design will also include new energy efficient windows, sound proofing insulation and vinyl and fiber cement siding. Total square footage of the completed building will be approximately 118,900 sf. There will be an elevator in the building to allow for easy access to each successive floor.



3. **Public utilities (Sewer, Water, Electric, TV Cable, Natural Gas) are provided.** Tenants will be responsible for their own electric and gas usage, as each apartment will be equipped with its own electric meter.
4. **Type of parking available, open to public or tenant only.** Onsite Parking will be available to tenants and visitors only and will be open parking.
5. **Commercial Space square footage intended use.** The intent is to work with a local daycare and have them as our commercial space that will be included in this proposed project.
6. **Design of grounds, seating areas and open spaces.** Improvements to the project site will include new parking spaces in the front and back of the building. In addition, there will be two (2) Electric Vehicle Charging Stations at the rear of the property. New landscaping features including trees and benches will be placed throughout the property, including a potential new walkway and garden area with bench seating, which will allow residents to enjoy a nature feel in a secure setting along the waterway.
7. **Description of distinctive design features (handicap accessible, efficiency in operating and management costs, etc.)** The building will comply with all handicap accessibility guidelines. In addition, the elevation will not require a ramp at the entrances. There will be a new elevator installed accessing all floors. The entire building, as well as each apartment, will be equipped with both visual and audible warning devices and we will be installing a back-up generator to provide necessary services should a power outage occur. The interior corridors will all have handrails installed for safety. Each apartment will be equipped with safety devices including, but not limited to shower/bath grab bars, lavatory grab bars. All units will be equipped with emergency call pull cords for safety. A CCTV security system and a 360-degree camera system will allow signals to be available to all residents through their TV/fed through cable. The building will have a Building Manager on-site/on-call 24 hours a day, 7 days a week for any issues.
8. **Green Building Standard** – The building and apartments are designed and will be constructed in compliance with NYS-DHCR, HUD, NYS Building & NEC Code. Additionally, the property will be designed to follow the EPA's Multifamily High Rise Program and Energy Star Certified Homes program as well as the NYSDERDA Low-Rise Residential New Construction Program.



### III. Land information

1. **Description of current ownership of land.** The current owner of the Factory Square LLC with an address of 603 Washington Street Watertown, New York 13601.
2. **Description of site control.** Factory Square LLC is the owner of the property and is named as such on the property deed.
3. **Description of source of funds to pay for land acquisition.** The costs associated with the land acquisition have been included in the Project Cost.
4. **Description of environmental issues.** There is a limited amount of asbestos in the current caulking, roofing and interior floor and will be abated by a qualified Asbestos Abatement Contractor following NYS guidelines. A Phase 1 has been completed and a Phase 2 is currently ongoing.
5. **Description of zoning requirements and status of local approvals.** The property will not require any form of rezoning by the buyer.

### IV. Project Financing Information:

1. **Description and status of subsidy financing**
  - 1.1. Construction and permanent loans will eventually be requested.
  - 1.2. The City of Watertown is acting on the Developers behalf as the Sponsor for several active grant requests.
2. **Description and status of real estate tax abatement, PILOT agreements and/or exemption.** The Town Assessor is working on a 581A based tax assessment.
3. **Supportive housing service and operating awards**



**V. Ownership Structure:**

**1. Development Team/Ownership Information**

- Developer/Owner– Greenleaf Builder’s will be responsible for overseeing all aspects of the development and operation of the project. This will include preparing and submitting funding applications, obtaining necessary approvals, site acquisition, negotiating with construction lenders and tax credit syndicators, providing guarantees, ensuring that all organizational filings are done in a timely manner and ensuring compliance with all applicable laws and program requirements.
- Development Consultant/Owner/Applicant – Alodgio will assist with reviewing of the application and in answering technical questions based on their prior project experience.
- General Contractor – Greenleaf Builder’s will be responsible for generating cost estimates, coordinating all subcontractors, preparing hard cost requisitions, coordinating with the Owner and Architect. The Contractor is also responsible for delivering the Certificate of Occupancy for the project.
- Architect – Greater Living Architecture will be responsible for the project design and construction administration. They will verify the percentage of completion and sign-off on all requisitions. They will manage any Change Orders and will coordinate with HCR’s Design Services unit. They will also be responsible for compliance with all aspects of the Green Building and Energy Initiatives.
- Management/Leasing Agent– Neighbors of Watertown will be responsible for all aspects of tenant outreach, marketing, rent-up and all aspects of the management of the project and will be responsible for compliance with HCR and the equity provider’s requirements.
- Financing – Will provide the Construction and Permanent Loans for this project.
- Attorney (Real Estate) – Will oversee all legal aspects of the project as related to the real estate portion of this project.
- Attorney (Tax) – Will be responsible for providing legal guidance on the tax credit application and any agreements associated with the tax credits awarded to this project.



## Carriages on the River Project Approach:

### 1. Project Direction Has Pivoted

The original project scope included both 567 Fairbanks Street and 629 Factory Street as the primary buildings in the Carriages on the River Project. The updated and revised plan is to only utilize 629 Factory Street for affordable housing, while 567 will have an alternative use-either office space, daycare facilities, or a boutique hotel. As a result of this change, the Restore New York Grant Budget Request has also been modified.

### 2. Updated and Revised Stabilization Request Budget

Our Team has adjusted the Grant Request Budget, where the most recent budget varies from the earlier one. The original budget included both buildings in the concept plan, while this Restore New York request has a budget that is only focused on the one building located at 629 Factory Street. With the building at 567 Fairbanks Street being in Flood Plane A, we have decided as a Team to incorporate a different use for 567 Fairbanks Street. As a result of these changes, our updated budget, which we are now calling our “Stabilization Budget”, is approximately \$12,475,000.00 (shown below).

Updated Submission 2023.8.3	
Carriages on the River Stabilization Budget	
<b>Acquisition</b>	
Land	\$ 2,000,000.00
Building	
<b>Subtotal</b>	<b>\$ 2,000,000.00</b>
<b>Infrastructure</b>	
Demolition	\$ 675,000.00
Abatement	\$ 200,000.00
Roof Securement	\$ 3,500,000.00
Masonry Restoration	\$ 4,600,000.00
Timber Framing Restoration	\$ 1,500,000.00
<b>Subtotal</b>	<b>\$ 10,475,000.00</b>
<b>Grand Total</b>	<b>\$ 12,475,000.00</b>



### **3. Feedback from ESD**

Directly following the news in Q1 that we were not awarded the Grant for Restore New York; we contacted Steve Hunt at Empire State Development (ESD) for a TA Call. Our hope was to better understand why the award was not given to our project and take that information to reevaluate our strategy. Steve at ESD was very helpful in providing us with solid direction and advice on how we should take the next steps. With the updated Stabilization Budget that we are now planning on submitting, the State will not be as concerned on where the additional subsidy stack will be coming from, rather more importantly recognizing it is our focus to secure the existing asset of the community-629 Factory Street.

### **4. Market Analysis**

As we continued to refocus on our strategy for the area and our project, we thought it was important to get an updated and project-specific Market Analysis by an accredited appraiser of New York State completed. The updated Market Analysis came back with a strong weighted capture rate of 5.66% which is excellent and indicative of strong overall support. According to our conversations with HCR and the State of New York's Affordable Housing Division, if the Capture Rate is below 10%, the project will receive support from the State for a potential Bond Deal.

### **5. Letter of Credit**

In attempting to provide additional backfill and financial support, one of our lenders (ESL) has provided a Letter of Credit for approximately 7M in support of the project. We wanted to secure this Letter of Credit to show our dedication to the Project, as well as the Community regarding this project.

### **6. Collaborative Partners**

With strong support being provided by organizations like the Development Authority of the North Country, the Watertown Local Development Authority, ESD, and a variety of State Senators, we wanted to maintain momentum by adding to our Team some local presence. Our hope is to include in the Carriages by the River project, Credo Transitional Living Services, Neighbors of Watertown, along with the Henry Keep Foundation and possibly a local day care provider.





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# Property Information

► **Seller:**

**Factory Square, LLC  
603 Washington Street  
Watertown, NY 13601**

► **Premises:**

**629 Factory Street,  
Watertown, NY  
Tax ID #6-05-104.100**

► **Purchase Price:**

**\$2,000,000**

► **Partner:**

**Neighbors of Watertown  
Credo Transitional Services  
Henry Keep Foundation**

# Property Aerial



**629 Factory Street Watertown, NY**

# Building Summary

## ► Construction Overview

- **118,900 GSF**
- **One Building – Existing Rehab**

## ► Unit Matrix

- **(108 +/- ) Total Units**

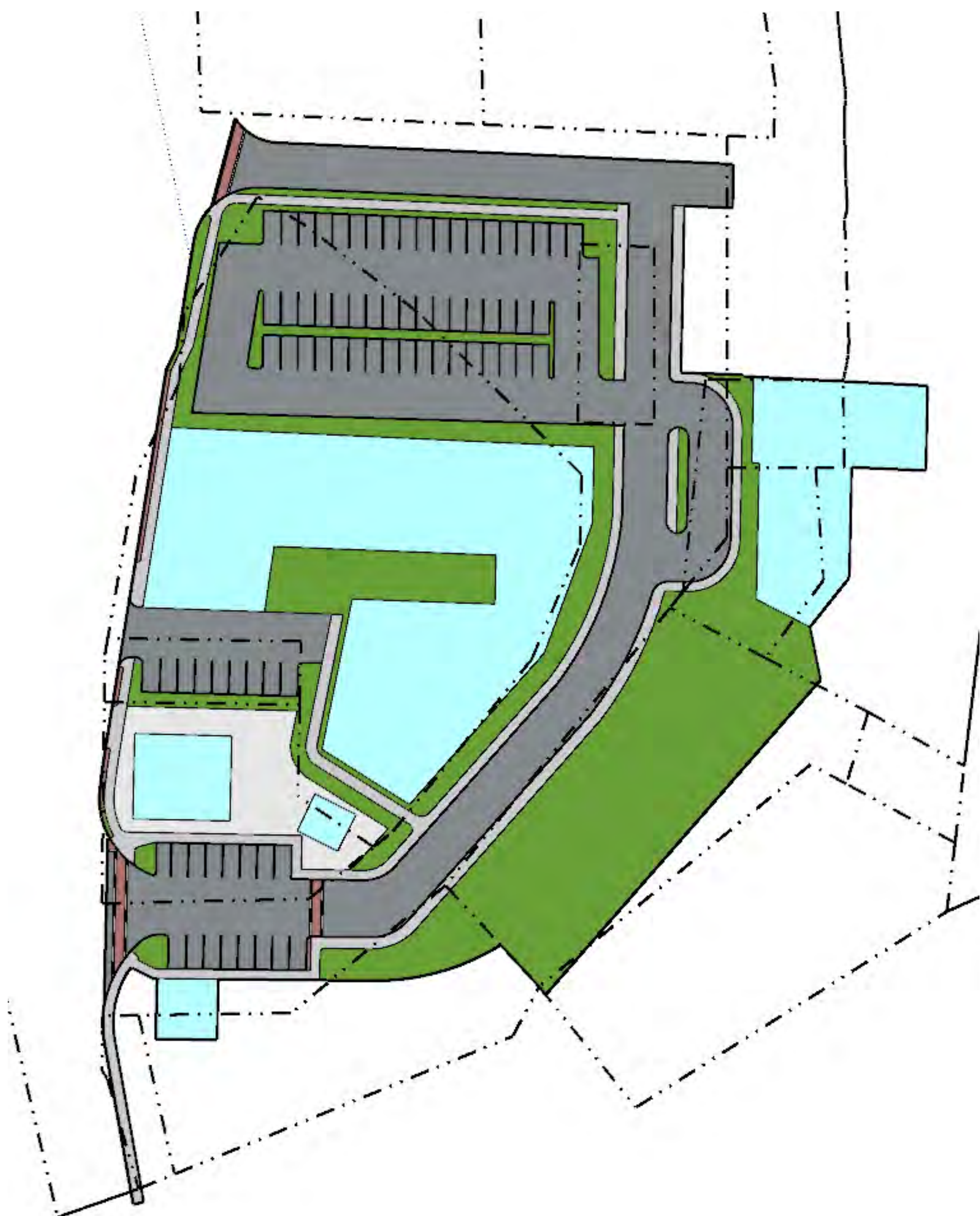
# Concept Floor Plan



**629 Factory Street Watertown, NY**



# 3





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# Proposed Team Overview



GC/Design  
Mgmt.



MEP Engineer



Consultant



*Henry Keep Foundation*

Non-Profit  
Partners



Structural  
Engineer



Architect



Site Engineer

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# Greenleaf Overview



Greenleaf  
Builders  
GC/Design  
Mgmt.

# Greenleaf Overview

**Greenleaf Community Builders specializes in the construction of quality affordable housing, offering a full line of real estate services, from the initial development concept design to a turn-key construction project. We pride ourselves on being successful in assisting owners and developers with value engineering and constructing their developments regardless of the size of their budget and property challenges.**



# Aligned Mission

Greenleaf's overall mission and goals align very similar in nature to those of our non-profit partners: Neighbors of Watertown; Credo Transitional Services; and the Henry Keep Foundation, using our pre-development and development expertise to help create opportunities for people to live and work in thriving, diverse communities from which they can create family assets and access robust community services.

## Summary of Greenleaf Project Goals:

- ▶ **Adaptive Re-Use**
- ▶ **Most Efficient Land Use**
- ▶ **Urban In-fill Properties**
- ▶ **Energy Reduction**
- ▶ **Water Reduction**
- ▶ **Green Building Products/Systems**
- ▶ **Sustainable Maintenance and Use**
- ▶ **Total Neighborhood Solutions or Preferred Towne Centre Approach**



# Organizational Chart



Jayne  
Penepent  
(CFO)



Karl Schuler  
(President)



**Tony D'Arpino**  
(Vice President)



Fred Lehmann  
(Project Executive)



Dan Daley  
(Project Manager)



Bob Key  
(Chief Estimator)



Geoff Cook  
(Dir. Marketing/BD)



## **Karl Schuler, President:**

Mr. Schuler has extensive experience in project programming, budget forecasting, conceptual estimating and coordinating design build services. Since 1989 Mr. Schuler has budgeted and managed the firm's largest projects from Massachusetts to California. Mr. Schuler has worked with private developers as a liaison between clients and governmental agencies, for government assisted finance programs, land acquisitions and permitting. Company related duties include oversight administration of project management, estimating, safety and field supervisory staff.

## **RELATED PROJECT EXPERIENCE:**

- ▶ **Millrace Commons, Buffalo, NY:** New construction of 86,000-square-foot mixed-use development featuring two five-story wings: Seneca Wing for retail/residential (70 market-rate units) and Hydraulic Wing for office space.
- ▶ **Milton Meadows, Lansing, NY:** New construction of an apartment complex consisting of 10 buildings, including 72 apartments with one to three bedrooms, on 13.5 acres.
- ▶ **Cayuga View Senior Living, Lansing, NY:** New development/construction of 87,000-square-foot, 60-unit senior apartments.
- ▶ **Whitney Town Center/The Legends at Whitney, Fairport, NY:** New construction of 3-building, 151-unit senior living facility and renovation of existing 28,000-square-foot building for retail/medical to complete mixed-use development.
- ▶ **College Town @ University of Rochester, Rochester, NY:** New construction of 4-story, 220,000-square-foot residential/retail building, featuring a 2-story Barnes & Noble Bookstore, restaurants and shops; and a 3-story, 69,000-square-foot residential/retail building, featuring street-level shops and restaurants. Part of 500,000-square-foot development.
- ▶ **The Legends at North Ponds, Webster, NY:** New construction of Senior Living apartments including: One 66 Unit 3-story building; Two 24 Unit 3-story building; Two 15 Bay & One 12 Bay Detached Garages.
- ▶ **The Carriages at Cedar Rock, Webster, NY:** New construction of 10 luxury townhomes containing 43 units on 8.65 acres.
- ▶ **The Temple Building, Rochester, NY:** Conversion of four existing commercial floors in historic downtown landmark building into 30 high-end Manhattan-style residential lofts.

## **Tony D'Arpino: Current Duties**

- ▶ **Leading an affordable division that will focus on New York and surrounding states**
- ▶ **Focus on workforce housing by making projects more affordable and providing local resident's opportunities**
- ▶ **Overseeing the design and construction of development projects including project planning, budgeting, identification of resources and scope creation**
- ▶ **Coordinating the efforts of all parties including owners, architects, consultants, and contractors to ensure the success of each project**
- ▶ **Assist in the evaluation of property and feasibility studies for the acquisition related to projects**
- ▶ **Responsible for the general oversight and support of all onsite project managers and superintendents relative to the projects I am involved with**
- ▶ **Provide support of all construction process and quality control for construction projects**
- ▶ **Monitor and work with the team including the financial staff on related projects ensuring protection of profit and project success**
- ▶ **Support staff and senior management for projects including but not limited to the creation of the scope of work for each project, contract writing, management of the schedule, budget control, oversight of project deliverables and collaboration of field staff**
- ▶ **Work with staff in the development, management, estimating and preconstruction activities to bring projects from conceptual to completion**
- ▶ **Provided project related continuity between developers, owners, and design teams**
- ▶ **Manage budget development, pre project planning and initial logistics analysis as well as schedule development**
- ▶ **Assist in cultivating long term relationships based on a foundation of trust and maintaining a safe work environment while delivering project excellence that far exceeds clients' expectations**
- ▶ **Assist the company's growth thru adding partners/relationships**
- ▶ **Help senior management instill a mission of controlled growth with each employee and promote the value of each employee**

## **Tony D'Arpino: Past Project Experience**

- ▶ **Penfield Square – \$30M**
- ▶ **Renaissance Square – \$13M (55 units)**
- ▶ **St Anthony's – \$14.7M (54 units)**
- ▶ **Oswego Gardens – \$17M (70 units)**
- ▶ **Union Square – \$14.2M (72 units)**
- ▶ **Albany Housing Authority – \$59M (384 units)**
- ▶ **Liberty Square – \$10M (55 units)**
- ▶ **DePaul Cheektowaga – \$22M (114 units)**
- ▶ **St. Johns – \$15M (100+ units)**
- ▶ **Pinebrook Estates – \$10M (60 units)**
- ▶ **Ithaca Neighborhood Housing – \$6M (29 units)**
- ▶ **Owego Square – \$18.6M (93 units)**
- ▶ **Flower City Properties – \$14M (150 units)**
- ▶ **Charlotte 1 – \$20M (Market Rate)**
- ▶ **Charlotte 2 – \$5M (Townhouse Market Rate)**
- ▶ **Charlotte on the Loop – \$9M**
- ▶ **Owego Gardens – \$8M**
- ▶ **Lykens Square – \$9M (Affordable)**
- ▶ **Heritage Gardens – \$10M (Affordable)**
- ▶ **Farmington Gardens – \$16M (Affordable)**
- ▶ **Clinton Avenue @Albany – \$35M**
- ▶ **Keuka Gardens – \$7M**
- ▶ **Holley Garden – \$12M**
- ▶ **Thurston Ave – \$7M**
- ▶ **Penfield Square – \$20M**
- ▶ **St. Anthony's – \$15M**
- ▶ **Parcel 3 Downtown – \$14M**
- ▶ **Oswego – \$17M**
- ▶ **Warfield Square – \$14M**
- ▶ **Eastman Gardens – \$12.2M**





## Company Overview

Established as R-J Taylor, General Contractors in 1984, Co-Founder Richard Taylor saw opportunity in design build where he could be an integral part of a team, helping projects move from concept through design into construction. Growing on word of mouth, R-J Taylor worked with small to medium-sized regional businesses that did not have their own internal construction department.

In the 90's R-J Taylor earned the attention of national firms, expanding into Michigan, Massachusetts, California, New Jersey, and Pennsylvania. As R-J Taylor grew, reputation allowed them to add multifamily housing, institutional work for non-profits, healthcare, and educational projects to its portfolio.

Today, TAYLOR is an ever-evolving turn-key general contractor, focusing on expanding products and services to better meet the needs of our sophisticated clients—while maintaining long-term relationships and high satisfaction ratings. Led by President, Karl Schuler, more than 40 years of knowledge, experience, and satisfied clients are behind every new project they build. TAYLOR – The Builders has evolved with their clients, growing, and changing to meet their needs. We are forging new links for the future, combining tomorrow's technology with our strengths from the past.

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## Multifamily Experience

From multifamily apartment and affordable housing units, to senior and assisted living facilities, our experience in residential construction gives us insights into market pricing and design options that translates into value for our clients.

Over the past 35+ years, Taylor has designed and built some of the most impactful and sustainable mixed-housing developments. We pride ourselves on successfully assisting property owners and developers, regardless of the size of their budget and property challenges, build and sometimes finance well-designed, operated, and maintained, high-quality, mixed-income, owner-occupied developments.

Our experienced team will lead the market analysis to determine the optimum number, style and price of homes, pro-forma development, site layout and design to maximize use of the site, as well as all documentation required for site/zoning approval and ultimate construction of a mixed-use housing development.

# The builders.

## Select Project Examples

Cayuga View Luxury Living: New construction of an 87,000 square foot luxury rental apartment community for active adult 55 & BETTER adults, located in the heart of the Triphammer Marketplace in Lansing, NY. The four-story multi-use building offers a total of 60 unfurnished rental apartments and retail space on the first floor for added conveniences. The building with adaptive accessibility, features views of Cayuga Lake, underground parking, and storage, wireless internet, cable, business center, fitness center and rooftop garden.

College Town Rochester (Mount Hope Lofts): TAYLOR constructed this 500,000-square-foot mixed-use development at the intersection of Mt. Hope and Elmwood Avenues in the City of Rochester, joining a partnership called “CT Rochester” involving Fairmount Properties and Gilbane Development. TAYLOR was responsible for the construction of two buildings of the new mixed-use office and retail development along Mt Hope Avenue. This includes construction of a main 4-story, 220,000-square-foot residential/retail building, featuring a 2-story Barnes & Noble Bookstore, restaurants, and shops; and a 3-story, 69,000-square-foot residential/retail building comprised of street level shops and restaurants. Both buildings combined for a total of 154 high-end loft apartment units called the Mount Hope Lofts.

The Legends at Whitney Town Center: TAYLOR joined a partnership headed by Landers Management and Morgan Communities, both out of Rochester, for development of the 28,000-square-feet of retail space and 151-unit senior apartment community located at 650 Whitney Road and 100 Clear Spring Trail respectively in the Town of Perinton. The Legends at Whitney features 151 market rate apartments for active adults 55 & better. This brand new, state-of-the-art apartment community frees you from the responsibilities of home ownership, leaving more time to enjoy living and your favorite activities.

The Legends at North Ponds: With the ever-growing need for elderly housing, TAYLOR collaborated directly with the developer to make his dream village a reality, while keeping within his budget. Project includes the following: One 66 Unit 3-story building; Two 24 Unit 3-story building; Two 15 Bay Detached Garages; One 12 Bay Detached Garage. This beautiful apartment complex, overlooks North Ponds Park.

Milton Meadows: Developed by Rochester’s Cornerstone Group and supported by a Homes and Community Renewal award, TAYLOR worked with Rochester-based SWBR Architecture on the design and construction of the 72 affordable apartments in the first phase of construction on Auburn Road at Lansing’s new Town Center. Milton Meadows Apartments complex consists of 10 buildings, including 72 apartments with one to three bedrooms, on 13.5 acres of the 156-acre Town Center tract on Auburn Road. The project meets LEED Silver standards.





Anthony Square: Taylor teamed with the developer and city housing officials to convert this blighted urban district into a secure, award-winning, moderate housing project that tie into the neighborhood's Victorian roots. This project showcased Taylor's versatility in redeveloping a difficult urban site through a tough New York winter and delivering the project on time and within budget.

Ada Ridge Phase II: Responding to the growing market for elderly housing, Ada Ridge Court and PathStone contracted with TAYLOR to fulfill their needs of adding additional beds while still complimenting the original adjacent facility. The 41,000-square-foot, 49 bed facility compliments and completes the original facility while providing a comfortable environment for the residents. The facility features a nurse call station, hot water heat pump system and energy efficient construction.

McGraw House: The McGraw House, is an apartment building in Ithaca for income eligible Senior Citizens 62 years of age and older. Built in 1971, the building was overdue for extensive renovations and alterations. Taylor completed the multi-phase renovation of over 60,000-square-feet on 105 senior living units. Included in the project was the complete rebuild of the rooftop featuring custom gardens. The rooftop gardens provide space for gardeners and an environment that promotes conversation and engagement.

Heritage Christian Services: Taylor has built and assisted with design and land approvals for a dozen IRA and respite homes built for Heritage Christian Services. The respite programs at Heritage Christian Services offer short-term care for children and adults with special needs, providing their caregivers the gift of time to devote to other areas of their lives. IRA homes typically range from 2,671 SF - 3,576 SF and feature 4-6 bedrooms. Taylor has continued its strong relationship with HCS by also completing Pieter's Family Life Center, as well as Expressive Beginnings Child Care on their Henrietta campus and in Greece, NY.

## **In-Progress**

The Gannett Building: GANNETT PARTNERS I LLC and LACEY MK LLC, is developing the existing historic Gannett Building into a new residential apartment and storage building with architectural character, design and finishes. Consisting of 85 total apartments, over five stories. The existing Historic Lobby, which is entered off the East facade, is to be maintained as an entry for a National Commercial Storage tenant at that side of the building. Amenities will include a community space, package room, roof deck, fitness center, meeting rooms, and historic lobby.



## *The builders.*

The Laurel (Wellington) Apartments: Gilbane Development Co., of Providence, Rhode Island, has hired TAYLOR to construct a six-story, 193-unit, 480-bed student apartment building at 800-808 E. Fayette St. on Syracuse's East Side, close to downtown and a few blocks from Syracuse University. The six-story, U-shaped building is being built on what is now a parking lot at the southeast corner of East Fayette Street and Forman Avenue. The Laurel borders the property on the south. The building will contain 16 studio, 36 one-bedroom, 68 two-bedroom and 73 four-bedroom apartments. Centered in the U-shape of the building would be an outdoor courtyard with 35 surface parking spaces, in addition to the underground garage with 159 spaces.



<b>Project</b>	<b>Location</b>	<b>Population</b>	<b>Units</b>	<b>Non-Profit</b>	<b>Funding</b>
Ada Ridge, Phase II	Greece, NY	Affordable	49	PathStone	HCR
Anthony Square	Rochester, NY	Affordable	26	Rochester Housing Authority	HCR
Beechwood Apartments	Albion, NY	Affordable	31	PathStone	HCR
McGraw House	Ithaca, NY	Affordable	105	PathStone	HCR
Milton Meadows	Lansing, NY	Affordable	72	Rochester's Cornerstone Group	HCR
Legends at North Ponds	Webster, NY	Senior	114	Private	IDA
Legends at Whitney Town Center	Fairport, NY	Senior	151	Private	IDA
Carriages at Cedar Rock	Webster, NY	Market Rate	43	Private	IDA
Cayuga View Luxury Living	Ithaca, NY	Market Rate	60	Private	IDA
Temple Lofts	Rochester, NY	Market Rate	30	Private	IDA
Millrace Commons	Buffalo, NY	Market Rate	70	Private	IDA
Gannett Building	Rochester, NY	Market Rate	85	Private	IDA
College Town Rochester	Rochester, NY	Market/Student	154	Private	IDA
Halo Lofts	Rochester, NY	Student	12	Private	IDA
Wellington Apartments	Syracuse, NY	Student	190	Private	IDA
HCS Jackson Rd.	Webster, NY	IRA	6	Heritage Christian Services	OPWDD
HCS Winton Rd.	Brighton, NY	IRA	6	Heritage Christian Services	OPWDD

## *The builders.*

HCS Westside Dr.	Chili, NY	IRA	10	Heritage Christian Services	OPWDD
HCS Chestnut Ridge	Rochester, NY	IRA	6	Heritage Christian Services	OPWDD
HCS Philips Rd.	Webster, NY	IRA	6	Heritage Christian Services	OPWDD





# FIRM OVERVIEW

## **R-J Taylor, General Contractors, Inc.** **(dba Taylor - The Builders; The Builders Team)**

### **Locations**

105 Despatch Drive  
East Rochester, NY 14445 (Headquarters)  
585-248-6000

6101 Enterprise Park Drive, Ste. 800  
Chattanooga, TN 37416 (Satellite Office)  
423-437-9360



### **Structure**

- Established in 1984
- Corporation

### **Labor Affiliation**

- Merit/Open Shop

### **Licensed/Completed Projects**

- |                 |                |
|-----------------|----------------|
| • New York      | • Pennsylvania |
| • Massachusetts | • California   |
| • Florida       | • Missouri     |
| • Michigan      | • N/S Carolina |
| • Virginia      | • Georgia      |
| • Tennessee     | • Texas        |

### **Services**

- Preconstruction Services  
(Estimating, Scheduling, Value Engineering, Constructability Reviews)
- Construction Management
- Design Build
- Development/Real Estate Assistance

### **Primary Workload**

- |                  |                      |
|------------------|----------------------|
| • Commercial     | • Hospitality/Retail |
| • Industrial     | • Institutional      |
| • Medical/Office | • Multifamily        |



# TAYLOR

» A Smarter Way to Build.



# FIRM OVERVIEW

**R-J Taylor, General Contractors, Inc.**  
(dba Taylor - The Builders; The Builders Team)

## Bonding

- \$80 million aggregate

## Current Work Volume as of August, 2023

- Work under contract: \$100M

## Bank References

ESL FCU  
Mr. Casey Saucke  
225 Chestnut Street  
Rochester, NY 14604  
585-794-6889

## Bonding Agent

Rose and Kiernan, Inc.  
A Division of NFP  
Mr. David Cooper  
1173 Pittsford-Victor Rd  
Pittsford, NY 14534  
585-264-0520



Karl Schuler  
President



Geoffrey Cook  
Director of Marketing and  
Business Development

## Surety of Record

Liberty Mutual Insurance

## Safety

- Current Experience Modification factor is .83
- Taylor Safety Manual available upon request
- York Safety Solutions (Safety Consultant)
- Charlie York: 585-507-5701

## Corporate Affiliations

- Greater Rochester Enterprise
- Builders Exchange of Rochester
- NYS Commercial Association of Realtors
- Greater Rochester Chamber of Commerce

## Non-Profit Board Affiliations

- Heritage Christian Services Foundation
- BSA, Seneca Waterways Council
- Rochester Press Radio Club
- Hope Hall School
- Bishop Sheen Ecumenical Housing Foundation



# TAYLOR

» A Smarter Way to Build.



# The Laurel (In-Progress)

Syracuse, NY



## Project Summary

Gilbane Development Co., of Providence, Rhode Island, has hired TAYLOR to construct “The Laurel”, a six-story, 193-unit, 480-bed student apartment building at 800-808 E. Fayette St. on Syracuse’s East Side, close to downtown and blocks from Syracuse University.

The building will contain 16 studio, 36 one-bedroom, 68 two-bedroom and 73 four-bedroom apartments. Centered in the U-shape of the building would be an outdoor courtyard with 35 surface parking spaces, in addition to the underground garage with 159 spaces.



## Project Address

800-808 E. Fayette Street  
Syracuse, NY 13210

## Project Type

Student Housing/Multifamily/Mixed-Use

## Area

275,000 square-feet; 6-story  
190-unit; 466-beds



**TAYLOR**

*The builders.*



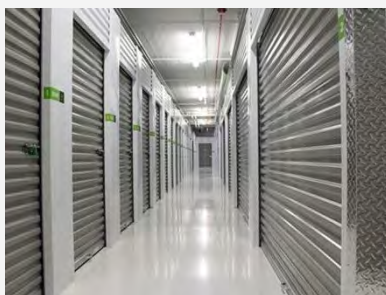
# Gannett Building (In-Progress)

Rochester, NY



## Project Summary

UNION CROSSINGS LLC, in conjunction with GANNETT PARTNERS I LLC and LACEY MK LLC, is developing the existing historic Gannett Building into a new residential apartment and storage building with architectural character, design and finishes. Consisting of 85 total apartments, over five stories. The existing Historic Lobby, which is entered off the East facade, is to be maintained as an entry for a National Commercial Storage tenant at that side of the building. Amenities will include a community space, package room, roof deck, fitness center, meeting rooms, and historic lobby.



## Project Address

55 Exchange Blvd  
Rochester, NY 14614

## Project Type

Historic/Mixed-Use/Multifamily

## Area

200,000 square feet  
Five-story, 85 Units



**TAYLOR**

*The builders.*



# Arbor Midtown (In-Progress)

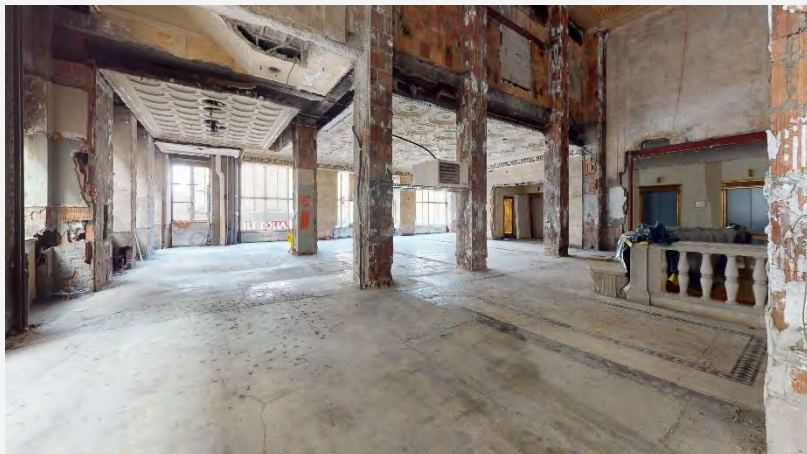
Rochester, NY



## Project Summary

Empire was awarded the construction contract for Arbor Midtown, located within the historic Lincoln-Alliance Bank building at 183 E Main Street in the City of Rochester. In collaboration with the developer/building owner, 183 East Main Street, LLC and Hanlon Architects, Empire will be restoring and reimagining the 12,000-square-foot former Grand Ballroom of the building originally constructed in 1926.

Boasting natural stone travertine flooring, marble-clad columns, hand sculpted wall friezes and floor to ceiling windows, the meticulous restoration process will restore all the historic elements while modernizing and brightening the aesthetic. Arbor Midtown can accommodate up to 450 guests or 320 guests with a ceremony and dance floor.



## Project Address

183 E. Main Street  
Rochester, NY 14604

## Project Type

Event Space/Historic Renovation

## Area

12,000 square feet





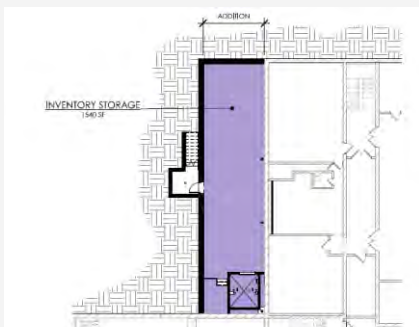
# Hope Hall School (In-Progress)

Rochester, NY



## Project Summary

Hope Hall School broke ground on a major expansion and renovation of its building, part of which is over 80 years old. The project will double the size of the school's Woodworking Center and Music Room, add an Inventory Management Center, create a new Science Lab, more than doubling the current lab, create a new Social Emotional Learning Classroom, and fund other critical repairs and renovations.



## Project Address

1612 Buffalo Road  
Rochester, NY 14624

## Project Type

Institutional/Addition/Renovation

## Area

8,000 square feet addition  
3,000 square feet renovation





# Milton Meadows

Lansing, NY



## Project Summary

Developed by Rochester's Cornerstone Group and supported by a Homes and Community Renewal award, TAYLOR worked with Rochester-based SWBR Architecture on the design and construction of the 72 affordable apartments in the first phase of construction on Auburn Road at Lansing's new Town Center.

Milton Meadows Apartments complex consists of 10 buildings, including 72 apartments with one to three bedrooms, on 13.5 acres of the 156-acre Town Center tract on Auburn Road. The project meets LEED Silver standards.



## Project Address

42 Auburn Road  
Lansing, NY 14882

## Project Type

Multifamily/Affordable Housing

## Area

10 Buildings; 72 units



**TAYLOR**

*The builders.*



# Ada Ridge Court – Phase II

Greece, NY

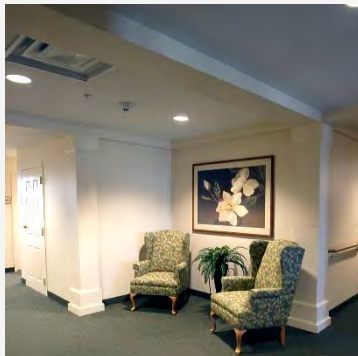


## Project Summary

Responding to the growing market for elderly housing, Ada Ridge Court contracted with TAYLOR to fulfill their needs of adding additional beds while still complimenting the original adjacent facility.

The 41,000-square-foot, 49 bed facility compliments and completes the original facility while providing a comfortable environment for the residents.

The facility features a nurse call station, hot water heat pump system and energy efficient construction.



## Project Address

1311 Long Pond Road  
Rochester, NY 14626

## Project Type

Multifamily/Affordable Housing

## Area

41,000 square feet; 49-Units



**TAYLOR**

*The builders.*



# Anthony Square

Rochester, NY



## Project Summary

Taylor teamed with the developer and city housing officials to covert this blighted urban district into a secure, award-winning, moderate housing project that tie into the neighborhood's Victorian roots.

This project showcased Taylor's versatility in redeveloping a difficult urban site through a tough New York winter and delivering the project on time and within budget.



## Project Address

31 Madison Street  
Rochester, NY 14608

## Project Type

Multifamily/Affordable Housing

## Area

11 Buildings; 26 Unit Complex



**TAYLOR**

*The builders.*



# Mill Race Commons

Buffalo, NY



## Project Summary

This 90,000 square foot mixed-use development features retail space on the ground level along Seneca Street and 70 apartment units located at 799 Seneca Street in Buffalo, NY.

Mill Race Commons features 70 studio, one bedroom and two bedroom apartments with additional storefronts on the ground floor. This residential and commercial project includes several amenities: outdoor pool, fire pits, grill, roof deck, fitness center, bicycle storage, fenced-in green space and dog run.



## Project Address

799 Seneca Street  
Buffalo, NY 14210

## Project Type

Mixed-Use/Multifamily/Commercial

## Area

90,000 square feet  
70 Units



**TAYLOR**

*The builders.*



# Cayuga View Luxury Living

Ithaca, NY



## Project Summary

New construction of a 87,000 square foot luxury rental apartment community for active adult 55 & BETTER adults, located in the heart of the Triphammer Marketplace in Lansing, NY.

The four-story multi-use building offers a total of 60 unfurnished rental apartments and retail space on the first floor for added conveniences. The building with adaptive accessibility, features views of Cayuga Lake, underground parking and storage, wireless internet, cable, business center, fitness center and rooftop garden.



## Project Address

16 Cinema Drive  
Ithaca, NY 14850

## Project Type

Multifamily/Market-rate

## Area

87,000 square feet; 60 Units



**TAYLOR**

*The builders.*



# Mount Hope Lofts at College Town Rochester

Rochester, NY



## Project Summary

TAYLOR constructed this 500,000-square-foot mixed-use development at the intersection of Mt. Hope and Elmwood Avenues in the City of Rochester, joining a partnership called “CT Rochester” involving Fairmount Properties and Gilbane Development.

TAYLOR was responsible for the construction of two buildings of the new mixed-use office and retail development along Mt Hope Avenue. This includes construction of a main 4-story, approximately 220,000-square-foot residential/retail building, featuring a 2-story Barnes & Noble Bookstore, restaurants and shops; and a 3-story, 69,000-square-foot residential/retail building comprised of street-level shops and restaurants.

Both buildings combined for a total of 154 high-end loft apartment units called the Mount Hope Lofts.



## Project Address

1311 Mount Hope Avenue  
Rochester, NY 14450

## Project Type

Multifamily/Student/Institutional

## Area

289,000 square feet; 154 Units



**TAYLOR**

*The builders.*



# Legends at Whitney

Fairport, NY



## Project Summary

TAYLOR joined a partnership headed by Landers Management and Morgan Communities, both out of Rochester, for development of the 28,000-square-foot of retail space and 151-unit senior apartment community located at 650 Whitney Road and 100 Clear Spring Trail respectively in the Town of Perinton.

The Legends at Whitney features 151 market rate apartments for active adults 55 & better. This brand new, state-of-the-art apartment community frees you from the responsibilities of home ownership, leaving more time to enjoy living and your favorite activities.



## Project Address

650 Whitney Road  
Fairport, NY 14450

## Project Type

Multifamily/Mixed-Use

## Area

3 Buildings; 151 Units



**TAYLOR**

*The builders.*



# The Legends at North Ponds

Webster, NY



## Project Summary

With the ever-growing need for elderly housing, TAYLOR worked directly with the developer to make his dream village a reality, while keeping within his budget.

Project includes the following: One 66 Unit 3-story building; Two 24 Unit 3-story building; Two 15 Bay Detached Garages; One 12 Bay Detached Garage. This beautiful apartment complex, overlooking North Ponds Park, is currently accepting new leases, but filling up fast!



## Project Address

830 Holt Road  
Webster, NY 14580

## Project Type

Multifamily

## Area

114-Units (66-unit building with garages;  
Two 24-unit buildings with garages)



**TAYLOR**

*The builders.*



# McGraw House

Ithaca, NY



## Project Summary

The McGraw House, is an apartment building in Ithaca for income eligible Senior Citizens 62 years of age and older. Built in 1971, the building was overdue for extensive renovations and alterations. Taylor completed the multi-phase renovation of over 60,000-square-feet on 105 senior living units. Included in the project was the complete rebuild of the rooftop featuring custom gardens. The rooftop gardens provide space for gardeners and an environment that promotes conversation and engagement.



## Project Address

221 S Geneva Street  
Ithaca, NY 14850

## Project Type

Multifamily/Affordable/Renovation

## Area

60,000 square feet; 105 units



**TAYLOR**

*The builders.*



# Carriages at Cedar Rock

Webster, NY



## Project Summary

TAYLOR constructed the 43 luxury townhomes at 1076 Hatch Road in Webster, N.Y. With an ever-expanding need for lower-maintenance living options in our region, this premier development featured the construction of 10 luxury townhouse buildings containing 43 units on 8.65 acres of land.

Situated a short drive from Bay Towne Plaza and Wegmans, this upscale townhome development targets more active adults all with conveniently located attached garages.



## Project Address

1076 Hatch Road  
Webster, NY 14580

## Project Type

Multifamily

## Area

43 Luxury Townhomes; 8.65 acres



**TAYLOR**

*The builders.*



# Temple Building Lofts

Rochester, NY



## Project Summary

Responding to the growing opportunities for upscale living in the City of Rochester, Taylor teamed with Costanza Enterprises to revitalize floors 9 through 12 of the historic Temple Building into 31, two-bedroom Manhattan-style lofts at 14 Franklin Street. This project also featured window replacements and new mechanical electrical systems.

The 30 new units average just above 1,000 square-feet in size and are comprised of 13 one-bedroom units and 17 two-bedroom units.



## Project Address

14 Franklin Street  
Rochester, NY 14604

## Project Type

Multifamily/Historic

## Area

30 Luxury Loft Apartments



**TAYLOR**

*The builders.*

# 60 Grove Street Apartments – Halo Lofts

Rochester, NY



## Project Summary

Affordable student housing for the Eastman School was what the developer wanted, however budget constraints were holding the project back before Taylor took over.

Taylor directed the adaptive re-use of this historic 150 year old church building into 12, three-bedroom apartments for Eastman School music students. Bringing cost saving ideas to the forefront, these units feature creative layouts, soundproof construction and amenities such as hardwood floors and air conditioning that are seldom found in student housing.



## Project Address

60 Grove Street  
Rochester, NY 14605

## Project Type

Multifamily/Student Housing/Historic

## Area

26,000 square feet



**TAYLOR**

*The builders.*



# Beechwood Apartments

Albion, NY



## Project Summary

TAYLOR completed the construction and renovation of the Beechwood Apartments in 2012. The Taylor team renovated and upgraded the existing 31 unit apartments at 50 Lydun Drive Extension in the Town of Albion, NY.



## Project Address

50 Lydun Drive Extension  
Albion, NY 14411

## Project Type

Multifamily/Affordable Housing

## Area

31 Unit Renovations



**TAYLOR**

*The builders.*



# Heritage Christian Services Group Home – Phillips Road

Webster, NY



## Project Summary

This 3,270 SF home, was one of several residential homes built for Heritage Christian Services respite programs. The respite programs at Heritage Christian Services offer short-term care for children and adults with special needs, providing their caregivers the gift of time to devote to other areas of their lives.

Taylor has continued its strong relationship with HCS by also completing previous group homes, the Pieter's Family Life Center, as well as Expressive Beginnings Child Care on their Henrietta campus and in Greece, NY.



## Project Address

390 Phillips Road  
Webster, NY 14580

## Project Type

Multifamily/Non-profit/IRA

## Area

3,270 square feet



**TAYLOR**

*The builders.*



# Heritage Christian Services Group Home – Westside Drive Chili, NY



## Project Summary

TAYLOR was awarded the contract to simultaneously construct two adjacent IRA homes on the same property. The first 2,671 SF home features four bedrooms, while the second 3,576 SF home features six bedrooms.



## Project Address

1125 Westside Drive  
Chili, NY 14624

## Project Type

Multifamily/Non-profit/IRA

## Area

6,247 square feet





# Pieter's Family Life Center – Heritage Christian Services

Henrietta, NY



## Project Summary

Heritage Christian Services was looking for a building partner they could trust in guiding them through the construction of this multi-purpose community building. Taylor's experience with multiple specialties proved invaluable for coordinating such varied features as a gymnasium, restaurant, hydrotherapy suite, training kitchen, music studio and fitness center.



## Project Address

1025 Commons Way  
Rochester, NY 14623

## Project Type

Institutional/Educational/Non-Profit

## Area

21,000 square feet



**TAYLOR**

*The builders.*



# Expressive Beginnings Child Care - HCS

Greece, NY



## Project Summary

Expressive Beginnings Child Care serves 120 children in the Greece area and keep its youngest students with the same teacher until they turn 3. The newly constructed 10,000-square-foot facility is the third for Heritage Christian Services, second constructed by TAYLOR, and is located at the corner of Stoneridge and Stone roads.



## Project Address

1680 Stone Road  
Rochester, NY 14615

## Project Type

Institutional/Educational

## Area

10,000 square feet





# Expressive Beginnings Child Care - HCS

Henrietta, NY



## Project Summary

Having already worked with Heritage Christian Services to build two residential homes and the state-of-the-art Pieter's Family Life Center, they could trust Empire to produce this sophisticated 10,000 SF facility on-time and with the quality they can be proud to show-off to families in the community. Expressive Beginnings Child Care's curriculum and building are designed to facilitate a family atmosphere and encourage expression through the visual and performing arts.



## Project Address

875 Commons Way  
Rochester, NY 14623

## Project Type

Commercial/Institutional/Child Care

## Area

10,000 square feet



8



# Supporting Team Overview



MEP Engineer



Consultant



Structural  
Engineer



Architect



Site Engineer

Alodgio Consulting, LLC

244 Fifth Avenue, Suite M224  
New York NY 10001



## About Alodgio



## Our Experience

The word alodgio /uh•low•gee•oh/ comes from the Italian word for apartments, housing, and rest and we believe that this perfectly captures our firm. For over 25 years, Alodgio Consulting, LLC has been a leader in the affordable housing field, advising its clients on the development of multifamily/mixed income and mixed use projects containing affordable, market rate, family, mixed income, inclusionary, supportive, transit-oriented properties that each, in their own way, stand out as innovative and responsive to the population they serve and to the missions of the organizations it advises. Alodgio has worked throughout the

eastern seaboard and is a certified Woman-owned business in the City of New York, and the State of New York.

Alodgio Consulting assists in all aspects of development from site selection, consultant selection, capital stack creation, structure and negotiation, all the way to lease-up and all phases in between.



## Our Mission

We strive to be a national leader in providing innovative assistance to our clients in the development and sustainability of multifamily housing, inspiring innovation and quality while streamlining the development process and delivering high performance every time.



## Our Success

Alodgio Consulting has a history of success second to none. We have a virtually perfect record in securing competitive funds, such as 9% Low Income Housing Tax Credits. We have extensive experience securing funding and assisting in developing projects that utilize Tax-Exempt Bonds/ 4% Low Income Housing Tax Credits; the Federal Historic Rehabilitation Tax Credit, state housing and historic tax credits, commercial financing and other sources of companion financing. We have strong contacts in the tax credit syndication industry coast to coast.

# Some of our Staff

MaryBeth McNerney Matta



MaryBeth McNerney Matta, our founder and president, has owned Alodgio for over twenty-five years, with her team, she provides consulting services to assist clients in making their way through the complex world of assisted housing. Her successes in the affordable housing field are many. MaryBeth previously worked for The Community Builders, a nonprofit housing and economic development consulting firm, and Aetna Realty Investors, Inc. which, at the time, was the second largest institutional investor in the U.S. She served as president of the Board of Directors and, for eight years, as a director of Nehemiah Housing Development Corporation, Inc., a nonprofit developing transitional housing for women and children. She also is named in the national publication, "Who's Who in Multi-Family Housing." MaryBeth received her master's degree from Yale University.



Greater Living Architecture, P.C. (GLA) has been involved in the architectural design profession since 1970.



With GLA, your project success is guaranteed from idea inception through ribbon cutting. Our team provides assistance and consulting with projects beyond the design. GLA has evolved into a multi-faceted architectural firm, providing design solutions and services for a wide cross section of building types and clients. Projects include multi-family housing, retail, hospitality, religious, industrial and general office buildings.

## COMMERCIAL SERVICES



**Architecture** - We are experienced in design to create a balancing function with relationship, composition, edges & space and light.



**Space Planning** - We help our clients prepare an accurate program of the spatial and adjacency requirements of their building.



**Construction Administration** - We have a deep understanding of the intricacies of construction and the effect on bringing architectural concepts to fruition.



**Development Consulting** - We specialize in evaluating properties with the keen vision required to bring large scale development projects to life in a practical and cost-effective manner.



**Facilities Analysis** - We can optimize facility design plans for short-term usage and long-term expansion.



**Single Source Building Information Modeling (BIM)** - 3D digital design allows us to create more accurate drawings and realistic visual interior and exterior renderings.



With 3D capabilities GLA can create a realistic representation for our clients.

GLA has a passion for function and aesthetics and these are reasons our customers prefer our architectural services. Good design is the art of balancing function with relationship, composition, edges, and space and light. All these items are critically important as well as being responsive to your clients' needs. Our Registered Architects Joseph P. O'Donnell and Roger B. Langer Jr. provide their expertise to make projects of any scope a successful conformation of good design and satisfied client.

## MULTI-FAMILY UNITS



### Cayuga View Apartments Lansing, NY

- 4-story multi-use building with 60 Units (48 two-bedroom & 12 one-bedroom)
- Parking Garage in basement
- Office, exercise, community room, recreation room, laundry, and maintenance
- (2) 1,500 sq. ft. attached commercial spaces on 1st Floor
- Total Development Cost \$1,200,000



### Residence at Canalside Fairport, NY

- High end condominium development situated on the canal in the historic village of Fairport.
- The 64 unit building includes roof decks, outdoor entertaining space, community room, health club and underground parking.

### Cobblestone Green Lima, NY

- 50 Units of duplexes and a Clubhouse, originally designed as 62 Units of Townhouses (animation)
- Clubhouse with offices, community room, computer room, laundry, and maintenance



### The Eastman Reserve Rochester, NY

- 187 Unit housing development and 3,000 sq. ft. commercial space.
- The structure includes: (2) Townhouse buildings with 7 Units each (2-Bed and 3-Bed).
- (13) Single family homes (3- Bed, (1) Clubhouse with offices, community room, computer room, laundry, and maintenance.
- (1) 160 Units (1-Bed, 2-Bed and 3-Bed), 4-story apartment building with attached 3,000 sq. ft. commercial space, community room, exercise room, indoor bike storage, office space, 3rd floor exterior balcony



### Churchview Commons Gates, NY

- 50,000 square footage
- 45-unit, two-story apartment building including a community room, exercise room, laundry, an office, outside services offices, and maintenance/mechanical rooms.

### Linden Ave Apartments East Rochester, NY

- 88-unit apartments in two (2) four-story apartment buildings including an attached one-story program space consisting of approximately 6,000 square feet.

## TESTIMONIALS



**Extremely accommodating. Great ideas. Very responsive. A pleasure to work with. Would highly recommend!**

**A staff of true professionals from start to finish. Knowledgeable, creative, honest, hard working are the adjectives that first come to mind. I would recommend them in a NY second.**

## Meet the GLA Team



**JOSEPH O'DONNELL**

President and Registered Architect  
AIA, NCARB

Joe has knowledge in the design and construction management of multi-story structures, nursing homes, town-homes and retail power centers. Joe also has experience with new build, conceptual and renovation projects including restaurants, worship centers, office buildings, multi-family units and industrial/ manufacturing facilities. Joe provides development consulting services for a multitude of industries and is a current member of the City of Rochester Zoning Board.



**ROGER LANGER JR.**

Commercial Partner and  
Registered Architect, AIA

Roger is a detail oriented Senior Architect whose career has been multi-dimensional with an emphasis on multi-family housing facilities. His diverse background includes experience with the several housing agencies: U.S. Department of Housing and Urban Development, U.S. Department of Agriculture Rural Economic and Development - Rural Housing Division, NYS Homes and Community Renewal, NYS Housing Finance Agency, and the Dormitory Authority of the State of New York. Roger is also a NYS Registered Architect and a member of the American Institute of Architects.



**RICK NEUBECK**

Architectural Project Manager

Rick is a Project Manager at GLA predominantly responsible for the development of commercial and residential construction documents. He has over 20 years of experience within the Architectural industry and worked on some very well-known local projects. He loves the challenge and freedom associated with creative 3D design solutions. Rick is extremely proficient in Revit, Auto-CAD & Sketchup. Rick has completed NCARB and working towards his Architecture license in NYS.



**DAIANNE OSORIO**

Architectural Associate and  
Associate AIA Member

Daianne joined the team in 2019 bringing experience in both architecture and interior design. Daianne is responsible for working with clients throughout the design process as well as preparing construction drawings and interior design layouts for residential and commercial projects. Daianne has worked in the Rochester area since 2017 and previously in her country of origin, Cuba. Daianne completed her bachelor's degree in Architecture at Ignacio Agramonte y Loynaz, University of Camaguey, Cuba where she studied architectural drawings, interior design, and restoration and conservation of cultural heritage.



**XINGYAN WANG**

Architectural Associate and  
Associate AIA Member

Certified in LEED AP® Building Design + Construction Xingyan has experience in the new build and renovation of residential and commercial projects. He uses CAD drafting tools and 3D graphic renderings to help to achieve both the functional and aesthetic goals of projects and ultimately create better design outcomes. Xingyan joined the team in 2020 and looks forward to becoming a licensed architect in the future. Xingyan has a Master's degree in Architecture from RIT. With his education surrounding sustainable architecture, Xingyan focuses on providing cost-effective designs that also produce minimal negative impact on the environment.



**LORI JIMENEZ**

Architectural Associate and  
Associate AIA Member

Lori has a strong passion for design and has received AIA recognition for her subdivision solutions. Lori works well with her clients on projects of all sizes to create authentic and efficient structures. She is proficient in Revit and Auto-CAD and loves taking a concept and bringing it to life for her clients. Lori moved to the Rochester area in 2020 from her home state of California, where she completed her Bachelor of Architecture at Cal Poly State University in San Luis Obispo. She is currently working toward architectural licensure in NYS.



# PASSERO ASSOCIATES STATEMENT OF QUALIFICATIONS

## Affordable Housing

April 2022



# Our Core Values

PASSION FOR EXCELLENCE

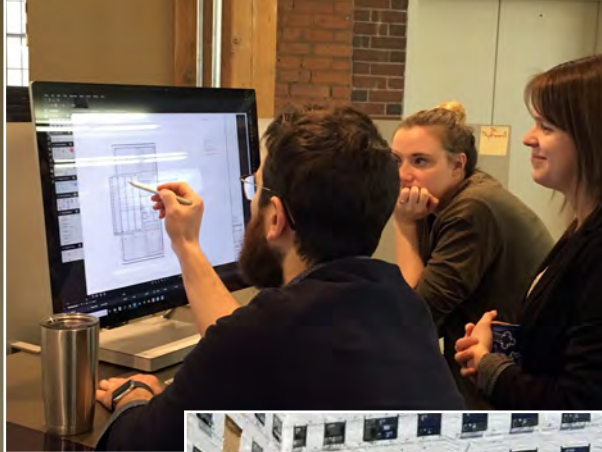
INTEGRITY

SERVANT LEADERSHIP

ONE FIRM

WORK/LIFE BALANCE

PA



## Passero Associates Firm Overview

SERVICE. SOLUTIONS. RESULTS.

# 49

YEARS IN BUSINESS

# 100+

EMPLOYEES

# 10

OFFICE LOCATIONS

### Dedicated, Experienced Team

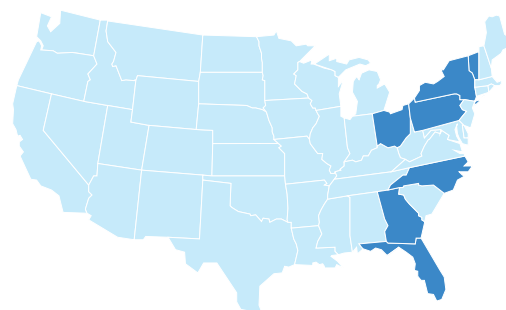
- Technology Leader
- Full-Service Professional Consulting Firm
- Comprehensive Experience
- Senior Project Leadership
- Commitment of Our Community

### Our Commitment

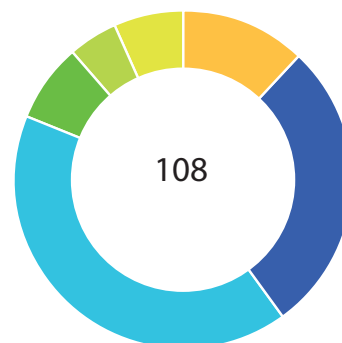
Providing exceptional service and partnering with our clients to achieve their goals is our objective on every project and with every client. Our commitment is to deliver more than what you may expect from a professional services firm.

### Integrated Services

- Aviation
- Architecture
- Civil Engineering
- Structural Engineering
- Landscape Architecture
- Interior Design
- Land Surveying
- Grants Administration
- Virtual Reality Project Visualization
- Drone Services
- Construction Observation and Administration
- Planning



Rochester, NY + Albany, NY + Buffalo, NY +  
St. Augustine, FL + Atlanta, GA + Dayton, OH +  
Cincinnati, OH + Burlington, VT + Charlotte, NC +  
Hudson Valley, NY



Architecture  
Engineering  
Inspectors  
Planning  
Survey  
Office





## Architecture Services

Our staff possesses the range of skills and experience needed to manage your architectural project, from concept design through construction. We serve our clients with expertise in the following areas:

### ARCHITECTURAL DESIGN

Our Architects provide complete building design services, from schematic planning to design development and contract documents. We provide complete cost estimates and alternatives to meet demanding budgets.

### HISTORIC PRESERVATION

We provide a full range of services to take historic preservation, adaptive reuse, and renovation projects from concept to completion. These include: existing conditions evaluations, sensitive building design, historic rehabilitation tax credit applications, and other local, state, and federal agency reviews.

### STRUCTURAL SERVICES

Our in-house structural department provides seamless coordination of quality and innovative builds with expertise in residential, large scale structures, pre-engineered buildings and foundations, parking garages, university structures and additions.

### CONSTRUCTION ADMINISTRATION

We provide administrative assistance tailored to our client's level of comfort during the construction administration phase. Our array of Construction Administration services include: Submittal review and processing – On-site observation – Construction coordination meetings – Change order processing – Application for payment review – Project closeout

### INTERIOR DESIGN

Our team looks beyond finishes and furniture to create innovative and economical design solutions. We examine your organization and workflow, reviewing every component within a building's shell. Collaborating with you, we produce an environment that fosters creativity, comfort, efficiency and flexibility. Visualize your new environment before building with our 3D animated video walk-throughs.

### CODE REVIEW

Our architects provide a review noting building code deficiencies and violations. We meet with local code enforcement officials to review deficiencies, provide corrective measures, and provide cost estimates.

### BUILDING FACADE RENOVATIONS

Our architects create new and exciting facade renovations for existing buildings, blending with and enhancing the neighborhood, revitalizing an area quickly and with less cost than new construction.

### FEASIBILITY STUDIES

Our architects help clients make informed decisions. They evaluate alternative design feasibility using current, accurate and computerized cost estimation systems. This allows consistent plan evaluation not only for developers, but also banks and lending institutions.

### ENGINEERING REPORTS

Our architects perform on-site architectural and 3D Design of buildings, grounds, structural, mechanical and electrical systems, fire protection, finishes and accessibility. The reports may include hazardous materials analysis with recommendations for remediation.

## PROJECT EXPERIENCE

### MUNICIPAL FACILITIES

Libraries, Town Halls, Court Facilities, Public Safety, Highway Garages, Parking Structures, Emergency Response Facilities

### INSTITUTIONS

Schools, Recreation Centers, Higher Education, Faith-Based

### COMMERCIAL

Office Buildings, Retail Spaces, Restaurants

### HOUSING

Affordable, Multi-Family, Senior, Student





# Civil Engineering

Passero Associates Civil Engineering staff routinely provide the following services:

## SITE DESIGN APPROVALS

Our civil engineering staff consistently delivers quality service in all areas of site design and requirements, preparing plans, specifications and construction cost estimates. Examples of our services include:

- Earthwork analysis
- Roads and parking lot design
- Sanitary and storm system design
- Drainage system and storm water control
- Legal support: easements, legal descriptions, and mapping

Our site development expertise extends into specific site elements, such as:

- Traffic studies
- Intersection signalization
- Pavement design
- Site lighting
- Stormwater Pollution Prevention Plan (SWPP)
- Entitlements and Permitting

We manage your entire approval process, including:

- Local municipal approvals
- Local highway and utility approvals
- State permitting and approvals
- Federal permitting and approvals
- Historic, cultural and archaeological resources evaluation
- Wetland delineation
- Natural habitat evaluation
- State Environmental Quality Review Act (SEQRA)

## CONSTRUCTION DOCUMENTS

Passero Associates assembles complete construction document packages. These include plans, details, technical specifications, and contract requirements. We offer assistance whether you are bidding on a project or selecting the right construction contractor.

## CONSTRUCTION INSPECTION AND ADMINISTRATION

We provide a full range of support services during construction. Support services include: full time inspection, processing payment requests, survey stakeout and verification.

We also manage financial releases from funding institutions and coordinate with outside governing agencies.

## PROJECT EXPERIENCE

- MULTI-RESIDENTIAL
- SINGLE FAMILY HOUSING
- COMMERCIAL
- MIXED-USE
- RETAIL
- HOSPITALITY
- INSTITUTIONAL
- EDUCATIONAL
- STUDENT HOUSING
- MUNICIPAL
- COMMUNITY
- RECREATION
- AIRPORT
- INFRASTRUCTURE
- ROADWAYS AND PARKING
- SITE DESIGNS AND APPROVALS
- ENVIRONMENTAL IMPACT STUDIES
- TRAFFIC ENGINEERING
- TRAFFIC STUDIES
- MASTER PLANNING
- STORM WATER POLLUTION PREVENTION
- ENTITLEMENTS AND PERMITTING
- SEQRA REVIEW
- FEASIBILITY STUDIES



# Structural Engineering

The Structural Engineering team at Passero Associates offers an array of talented individuals with diverse technical skills and project experience that spans residential construction and assessments to complex, multi-million dollar development projects requiring multi-hazard structural analysis and design located in some of the world's most challenging places to build. Our engineers have experience with projects across the country and abroad, working with local building officials, building owners and builders utilizing all major building materials.

Our team's experience can be summarized with the following portfolio of experience and services:

## SYSTEMS

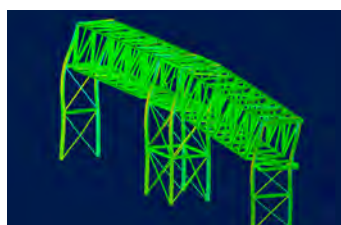
- Structural Steel Frame
- Cast-In-Place Concrete Frame
- Masonry Load-Bearing Wall
- Stick-Built or Panelized Wood and Cold-Formed Steel Bearing Wall
- Glulam and Heavy Timber Frame
- Shallow and Deep Foundation Systems
- Mat/Raft Foundations
- Specialty Foundations: Equipment, Tanks, Pre-Engineered Metal Buildings, Athletic Scoreboards
- Industrial Systems: Crane Runways, Industrial Shell Buildings, Stairs/ Ladders/Platforms

The services and experience our team provides is multi-faceted and is comprised of the following services:

## SERVICES

### Design Services

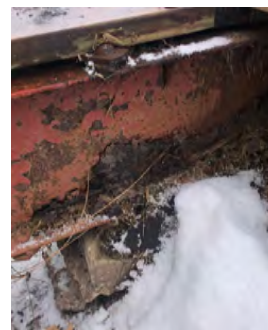
- New concept design review and consultation
- Comprehensive design services including schematic design, design development and construction drawing and documentation
- Peer reviews and design-assist services
- Seismic design, rehabilitation and retrofit
- Adaptive reuse
- Computer-aided structural analysis and design
- Construction documentation utilizing BIM



*Example:  
Computer Aided  
Structural Analysis*

### Consulting Services

- Structural Component Design
- Pre-Bid and Field Assistance
- Design-Build Partner
- Value Engineering
- Field Observations Assessments/Investigations/Repair
- Structural Forensics
- Claim and Builders Risk Assessments
- Structural Condition and Seismic Assessments



Our structural engineering team is licensed in multiple states and NCEES credentialed, allowing for expedited reciprocity in additional states. In the time of a structural emergency, we also have individuals certified by the California Office of Emergency Services (CalOES) for

*Example:  
Assessment/ Forensics Background*

## MARKETS

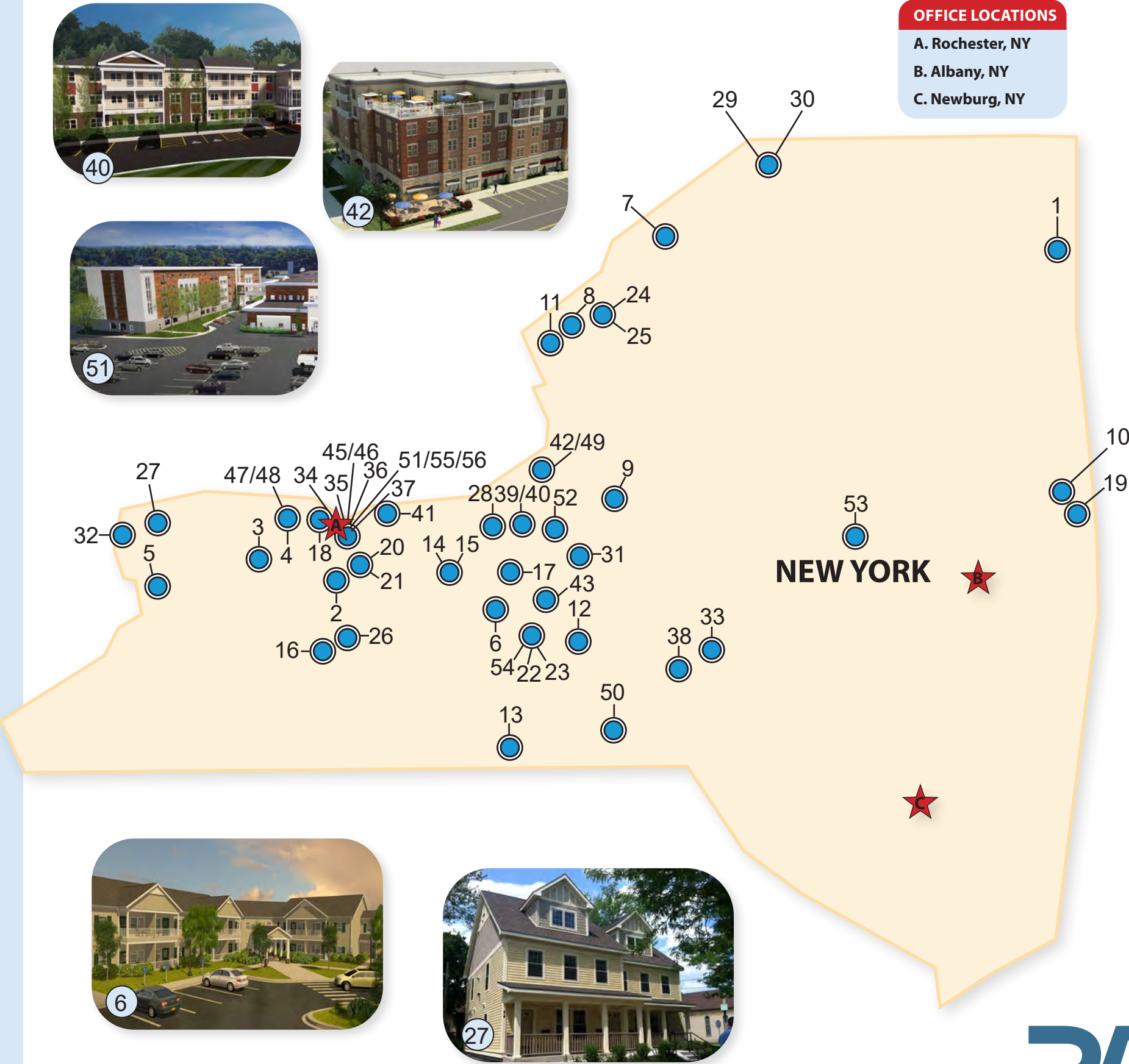
- MUNICIPAL
- HIGHER EDUCATION
- MIXED-USE / MULTI-FAMILY / STUDENT HOUSING
- HISTORIC/ADAPTIVE REUSE
- SENIOR LIVING
- HEALTHCARE
- FEDERAL (DOD, DOS, GSA) AND LOCAL GOVERNMENT
- AVIATION
- INDUSTRIAL
- PHARMACEUTICAL
- MARINE / WATERFRONT



**PROJECTS AND LOCATIONS:**

1. Black Brook – *Family, 24 Units* – AU SABLE FORKS
2. Country Hill Estates – *Family, 45 Units* – VILLAGE OF AVON
3. Big Tree Glen – *Family, 144 Units total (56 funded, under construction)* – TOWN OF BATAVIA
4. Seldon Square – *Family, 36 Units* – VILLAGE OF BROCKPORT
5. Mass Ave Homes – *50 Unit* – CITY OF BUFFALO
6. Canandaigua Veterans Housing – *48 Units (funded)* – TOWN OF CANANDAIGUA
7. Canton Apartments – *Family* – TOWN OF CANTON
8. Champion Apartments – *Family* – VILLAGE OF CARTHAGE
9. Orchard Park – *Family, 40 Units* – CENTRAL SQUARE
10. Adam Lawrence Apartments – *Senior, 40 Units* – TOWN OF CORINTH
11. Hunters Run – *Family* – VILLAGE OF DEXTER
12. Poets Landing – *Family, 120 Units total (Phase I funded)* – TOWN OF DRYDEN
13. Cheming Crossing – *Family, 45 Units* – CITY OF ELMIRA
14. Hale Court – *Family, 45 Units* – TOWN OF FARMINGTON
15. Alloway Estates – *Senior, 40 Units* – TOWN OF FARMINGTON
16. Clayton Heights – *Senior, 45 Units* – TOWN OF GENESEO
17. Woodlands at Northside – *Family, 96 Units* – TOWN OF GENEVA
18. Ada Ridge – *Senior, 24 Units* – TOWN OF GREECE
19. Cynthia Meadows – *Senior, 36 Units* – TOWN OF GREENWICH
20. Rockwood – *Senior, 45 Units* – TOWN OF HENRIETTA
21. Elliot’s Landing – *Senior, 24 Units* – TOWN OF HENRIETTA
22. Cayuga Meadows – *Senior, 70 Units (partially funded)* – TOWN OF ITHACA
23. Cedar Creek – *Family, 39 Units* – CITY OF ITHACA
24. LaFarge Senior Housing – *Senior* – LAFARGEVILLE
25. Penet Square – *Family* – LAFARGEVILLE
26. Creekside Clearing – *Family, 45 Units* – TOWN OF LIVONIA
27. Lockport Canal Homes - *36 Units* – CITY OF LOCKPORT
28. Canal View – *Senior, 36 Units* – VILLAGE OF LYONS
29. Maple Run Senior Apartments – *Senior* – TOWN OF MALONE
30. Webster Manor Apartments – *Family* – TOWN OF MALONE
31. Roderick Rock – *Family, 24 Units* – MORRISONVILLE
32. Walnut Avenue Homes – *42 Units* – CITY OF NIAGARA FALLS
33. Oneonta Heights – *Family, 72 Units (funded)* – CITY OF ONEONTA
34. Wedgepoint – *Family, 60 Units (Funded, under construction)* – CITY OF ROCHESTER
35. Erie Harbor – *Family, 114 Units* – CITY OF ROCHESTER
36. Mildred Johnson I & II – *42 Homes* – CITY OF ROCHESTER
37. Corpus Christi – *Family, 30 Units* – CITY OF ROCHESTER
38. Circle Drive – *Family, 32 Units* – TOWN OF SIDNEY
39. Pineview – *Family, 40 Units* – TOWN OF TYRE
40. Pineview II – *Family, 59 Units* – TOWN OF TYRE
41. VOA Cobblestone – *Senior, 62 Units (funded)* – TOWN OF WEBSTER
42. Harbor View – *Mixed Use Affordable, 75 Units* – TOWN OF OSWEGO
43. Milton Meadows – *Family, 72 Units* – TOWN OF LANSING
44. Main Street Apartments – *Family, 40 Units* – TOWN OF SOUTH FALLSBURG
45. Community on East Main – *Family, 70 Units* – CITY OF ROCHESTER
46. Charlotte Square – *Family, 40 Units* – CITY OF ROCHESTER
47. Frances Apartments – *Family, 56 Units* – TOWN OF SWEDEN
48. Frances II Apartments – *Family, 48 Units* – TOWN OF SWEDEN
49. Champlain Commons – *Family, 56 Units* – TOWN OF SCRIBA
50. Endicott School Housing – *Family, 70 Units* – VILLAGE OF ENDICOTT
51. Skyview Park – *Senior, 170 Units* – TOWN OF IRONDEQUOIT
52. Winston Gaskin – *Family, 66 Units* – CITY OF SYRACUSE
53. Fort Stanwix School – *Senior, 40 Units* – CITY OF ROME
54. Carpenter Park – *Family, 40 Units* – CITY OF ITHACA
55. Open Door Mission – *Transitional Housing, 24 Units* – CITY OF ROCHESTER
56. Edna Craven Estates – *Family, 164 Units* – CITY OF ROCHESTER

**Work Force Housing and Affordable Projects**







# Edna Craven Estates

**164 Units - Mixed Use – 4% HFA**

Rochester, New York

CDS Housing is proposing a 164-unit affordable multi-family development in north Rochester. The existing site consists primarily of vacant lots and empty homes, at the intersection of Joseph and Clifford Avenues, in an area in need of development and quality affordable housing.

The development consists of (7) buildings with 1, 2, 3 and 4-bedroom units. A large 133,000 SF +/- 5 story building with 94 units with a community room, fitness room, and service spaces. There is also a smaller 26,700 +/- 4 story building with 20 units and (5) 10,500 SF townhome buildings with 10 units each. Units will be set aside for survivors of domestic violence and individuals with mental health needs. Parking, green space, and a playground will be located between the buildings for residents.

The city's affordable housing design criteria requires creative and context-sensitive architecture that prioritizes the pedestrian experience. Passero designed the ground level façade to be red brick matching the neighboring buildings and utilized fully glazed spaces and entrance to provide a visual connection with the street. At the upper levels, changes in planes and color of materials at different individual unit locations visually break up the buildings massing. The entrance and large upper level recess at the corner of the larger building emphasizes the importance of the intersection in the neighborhood and the development as an anchor.

## CLIENT:

CDS Life Transitions

## CLIENT CONTACT:

Justin Mirando  
(585) 341-4600

## COMPLETION DATE:

August 2022

## TOTAL SQUARE FOOTAGE:

212,441 SF

## PRE-DEVELOPMENT BUDGET

\$34,765,000

## COST PER SF (exclude site and architectural fees)

\$165

## FINAL COST

\$35,000,000







## Harbor View Square

90 Units - Mixed Use – 9% HCR

Oswego, New York

Harbor View Square is an innovative neighborhood revitalization development that responds to the critical need for quality housing for low and moderate income families along with market rate housing in the City of Oswego. This project revitalizes the blighted, contaminated and underutilized Flexo Wire site into a mixed use development that includes retail, commercial, and residential uses that are designed to support and integrate into the Harbor West neighborhood.

The project includes demolition of the existing building and construction of a five story 86,000+/- SF mixed-use building containing one-bedroom rental units, two-bedroom rental units and 10,000+/- SF of retail/commercial space on the north end of the site. Residential tenants will have a sun terrace, laundry facility, fitness center, bike storage and other amenities including off street parking. Commercial tenants likely could include a small coffee shop or café, some retail establishments as well as business offices.

Along the south and west side of the property, there are eighteen 3-bedroom townhouses. Each of these townhomes will have patios, greenspace and off street parking. The rental units will target a variety of income levels ranging from workforce to market rate.



**CLIENT:**  
Housing Visions

**CLIENT CONTACT:**  
Ben Lockwood  
(315) 472-3820

**COMPLETION DATE:**  
July 2021

**TOTAL SQUARE FOOTAGE:**  
110,800 SF

**PRE-DEVELOPMENT BUDGET**  
\$18,500,000

**COST PER SF (exclude site and architectural fees)**  
\$175

**FINAL COST**  
\$19,400,000







# Skyview Park Senior Housing

9% HFA

Irondequoit, New York

Passero Associates is providing full design services for the redevelopment at Skyview on the Ridge. This exciting project is transforming existing vacated retail space into a vibrant community designed for Seniors. The project includes 170 affordable and middle income units in a new four story residential structure and a redeveloped former mall anchor building connected by an enclosed bridge. Courtyards were cut into the existing building by removing three large areas of the interior of the building to allow apartments access to open space and natural light, even in the very center of the building. These courtyards will become central to daily life in the development with gardens, picnic areas, and places for passive and active recreation housed in these spaces. Additional amenities include community rooms, a fitness center, large central gathering lounges, and an office for Rochester Regional Health services.



Entry Lounge

## CLIENT:

PathStone Development Corp

## CLIENT CONTACT:

Amy Casciani  
(585) 340-3313

## COMPLETION DATE:

July 2021

## TOTAL SQUARE FOOTAGE:

157,813 SF

## PRE-DEVELOPMENT BUDGET

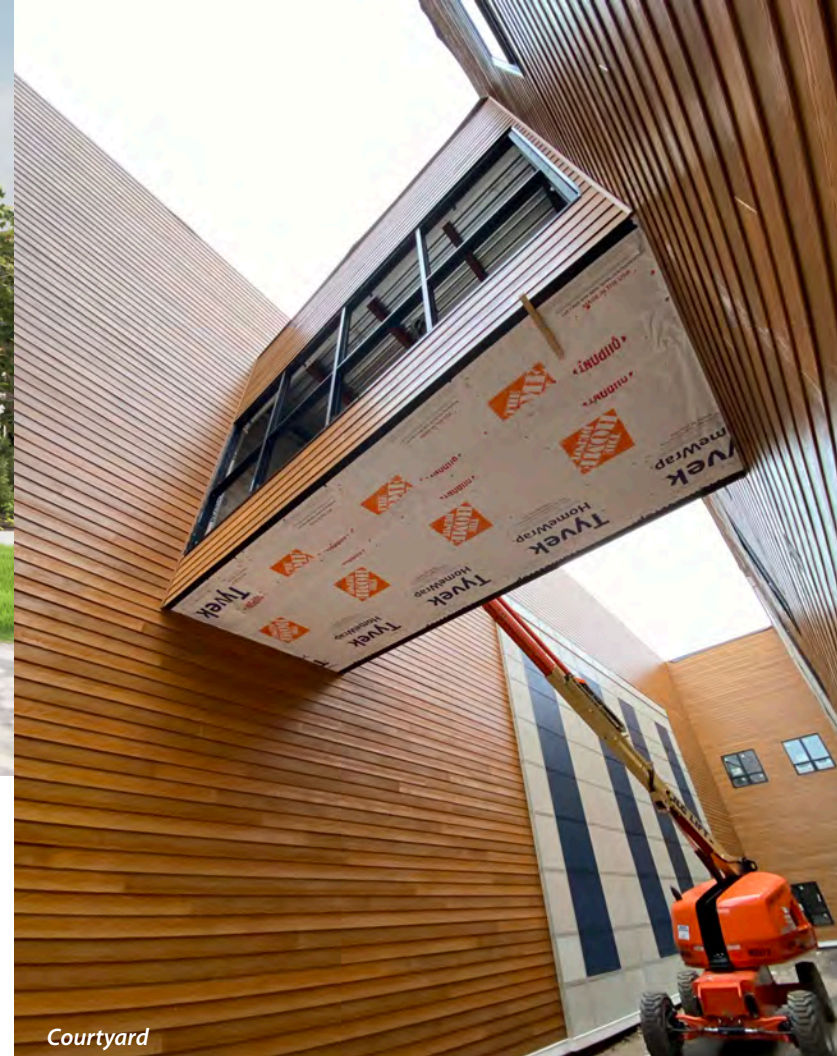
\$27,350,000

## COST PER SF (exclude site and architectural fees)

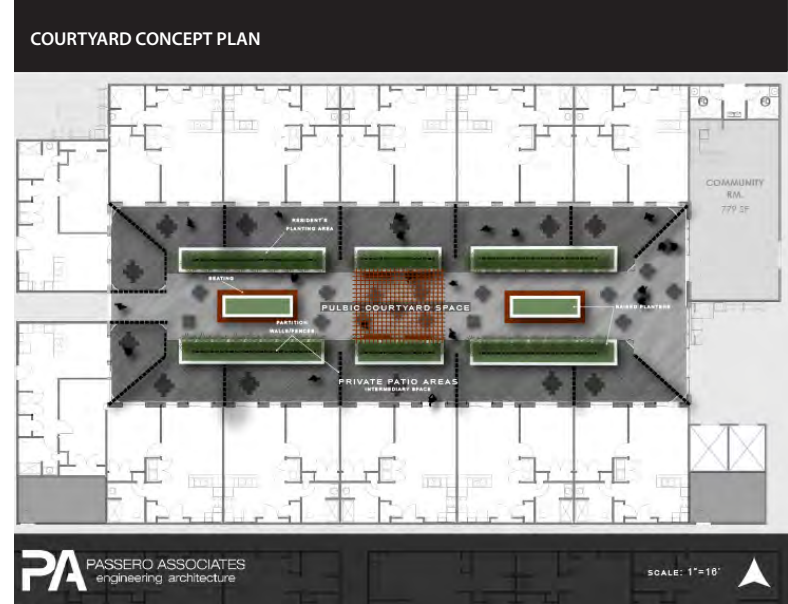
\$177

## FINAL COST

\$28,000,000



Courtyard



Courtyard







# Walnut Homes (Scattered Sites)

9% HCR  
Elmira, New York

Walnut Homes is a neighborhood revitalization development that responds to the critical need for quality affordable housing for low-and moderate-income families in Niagara Falls.

This project revitalized blighted and deteriorated properties. It transformed a vacant lot, deteriorated buildings, and two historic buildings into 7 newly constructed buildings and one substantially rehabilitated building with 41-unit quality, affordable rental housing, totaling 39,000 square feet. The development is comprised of new townhomes, multi-family apartment buildings as well a rehabilitation of the existing historical former school administration building into apartments and community center. All units are constructed using green building practices and incorporating energy efficiency measures that adhere to LEED for Homes.

Total development cost is \$12.2 Million with the primary funding from NYS Housing Trust Fund, NYS OTDA and Federal Historic Tax Credits and State Historic Tax Credits. Passero provided full range of design and construction administration services for this project. The buildings are designed and built to receive LEED for Homes certification.



**CLIENT:**  
Housing Visions

**CLIENT CONTACT:**  
Ben Lockwood  
(315) 472-3820

**COMPLETION DATE:**  
May 2017

**TOTAL SQUARE FOOTAGE:**  
39,000 SF

**PRE-DEVELOPMENT BUDGET**  
\$8,461,000

**COST PER SF (exclude site and architectural fees)**  
\$185 SF

**FINAL COST**  
\$8,976,500





# Fort Stanwix School

9% HCR + HTC

Rome, New York

The Fort Stanwix School is the redevelopment of a former City of Rome elementary school to provide affordable housing for Seniors. The project includes a historical renovation and tax credits along with a new addition continuing 16 units. The economic investment into the property will solidify the neighborhood for future generations.

Keeping the spirit of Rome, NY alive, CDS-Rome Apartments preserves a landmark central to the local community while meeting one of its greatest needs. With more than 100 years of history, the old Fort Stanwix Elementary school is being restored and repurposed from its role as storage for the city school district, to a Nationally Registered historic place with living units and activity spaces for senior citizens. The work not only includes restoring a rare centrally located two story atrium with skylight, but also the transformation of an attached 1-story gym into a senior citizen community hub.



## CLIENT:

CDS Life Transitions

## CLIENT CONTACT:

Justin Mirando  
(585) 341-4600

## COMPLETION DATE:

November 2023

## TOTAL SQUARE FOOTAGE:

72,554 SF

## PRE-DEVELOPMENT BUDGET

\$13,500,000  
(Includes SHPO Part 2 Submission)

## COST PER SF (exclude site and architectural fees)

\$186

## FINAL COST

N/A



**Firm Profile**

Jensen/BRV Engineering, PLLC is a consulting engineering firm that provides structural engineering services for the building design and construction industry.

At Jensen/BRV Engineering (formerly Jensen Engineering PC), we have provided our expertise to clients since 1977. Our firm is licensed to practice in over 20 states and includes 9 licensed Professional Engineers committed to a higher standard of quality. With so many years of experience, our engineers will ensure accurate and timely structural engineering services. It is our goal to seek intelligent solutions which are both creative and practical.

Our project list is comprised of building projects of all types and sizes. The list includes structural analysis and design of new buildings, as well as repairs and renovations of existing buildings.

**Our Staff****Principal Structural Engineers:**

Stephen Rudnicki, P.E.

*(Managing Member -2019) c. 585-200-2600*

Jason Vigil, P.E., S.E.

Darren A. Brooks, P.E.

John Baumler, P.E.

**Senior Structural Professional Engineers:**

Zachary Braun, P.E.

Ryan Filkins, P.E.

**Project Structural Engineer/Sr. Designer:**

Kevin Winters, P.E.

Christopher Fitzpatrick, P.E.

Nate Hall, P.E.

Mac Willson, P.E.

**Engineer in Training/Support Staff:**

Caleb Ducharme, E.I.T.

Nancy Saxby, Office Manager

**Hourly Rates:**

Principal Structural Engineer:

\$180/hour

Senior Structural Engineer:

\$160.00

Project Structural Engineer:

\$140.00/hour

Engineer in Training-Technician:

\$ 95.00/hour

**Firm Information**

Federal EIN: 26-3886523

NYS VIN: 1100018420

Point of Contact:

Stephen Rudnicki P.E.

[steve@jensenbrv.com](mailto:steve@jensenbrv.com)

(585) 260-2600 (cell)

New York License #: 08808

Our firm certificate #: 0008588

**Firm's Recent Residential/Mixed Use Project Experience**

- Arbor Gerard Block and the Carroll Street Warehouse, Elmira, NY (Excellence Historic Preservation 2021 Award)
- Canandaigua Northshore Apartments
- Cayuga View, Cinema Drive, Lansing, NY
- CDS Monarch- Elmira, NY and Webster, NY
- Charlotte Square Phase2 and Phase 3, Rochester, NY
- Chemung Crossing, Elmira NY
- Cooper Union Housing, Rochester, NY
- Community on East Main, Rochester, NY
- Creekview Apartments at Woodlawn Park- Phase I Canandaigua, NY
- Eastman Gardens, Rochester, NY (Historic)
- East Lake Commons, Oswego, NY
- Elderwood Grand Island Ind. living Apartments- 100 Units
- Ellison Heights Residential Penfield, NY
- Fredrick Douglass Apartments Rochester, NY
- Farmington Gardens, Farmington, NY
- Harold's Square- Ithaca Commons Ithaca, NY
- Heritage Gardens, Henrietta, NY
- JCC Rochester-Phase 1 Renovation & Addition
- M&M Michelsen Building Rochester, NY (Historic)
- Peconic Landing-Independent Living Apts, Skilled Nursing Facility & Memory Care Long Island, NY
- Southpoint Cove, Penfield, NY
- The Mills Phase III, Rochester, NY (Historic)
- The Woodlands @Stonebrook Sr Housing
- The Gardens at Town Towers, Greece NY
- Town Side at Pre-Emption, Geneva, NY
- UR- Collegetown Rochester, NY
- VOA Cobblestone Park, Webster, NY
- VOA North Church, Binghamton, NY (Historic Preservation Award)



**STEPHEN RUDNICKI, P.E.**

Principal Engineer/Member

**SYRACUSE UNIVERSITY**

BS Civil Engineering – 1997

**PROFESSIONAL QUALIFICATIONS**

Registered Professional Engineer -  
Connecticut, New York, Massachusetts,  
Minnesota, Missouri, Rhode Island,  
South Carolina, Vermont

**PROFESSIONAL EXPERIENCE**

Steve has been a project structural engineer since joining the firm in 1998. He specializes in many building types including commercial, institutional, residential, and industrial. He manages and engineers projects from schematic design to finished construction.

In 2009, Steve became a partner of Jensen/BRV Engineering, PLLC. In 2019 he became the Managing Member.

**Project Experience:**

- 201 Falls St Historic Ren. And New Builds. -Seneca Falls
- Asbury Church Renovation and Addition
- Bent's Opera House Renovation
- Calvary Saint Andrews 1st and 2nd Floor Renovation
- Dinosaur BBQ- Phase 1, 2 & 3 Support with Catenary Construction
- Eastman Theatre Addition & Renovation
- Eastman Gardens Apartments -Conversion of Eastman Dental
- George Eastman House Colonnade Renovation
- Gold Street Apartments: Rochester, NY
- Harold Square Mixed-Use Development- Ithaca Commons
- Henrietta Rec Center Multi Sport Training facility
- Hobart William Smith Scandling Center
- Irondequoit Library
- Midtown Athletic Club Addition & Renovations
- Midtown Tower Renovation
- Ophthalmology Center Fourth Floor Addition
- Penfield Square Independent Living
- Riverwood Student Housing Development, Henrietta, NY
- Rochester Institute of Technology Golisano College of Computing & Information Sciences Webster Recreation Center
- Rochester Institute of Technology University Services Center
- Rochester Museum & Science Center Third Floor Addition
- Strong National Museum of Play
- SUNY Brockport Special Events Recreation Center Phase II
- The Little Theater Renovation
- U of R– Collegetown
- U of R– Fraternities Quad
- U of R -Fredrick Douglas Hall Renovation
- University of Rochester Helen Wood Hall Addition - School of Nursing
- University of Rochester Medical Center - Multiple OR & MRI Renovations
- URMH Helen Wood Hall Vertical Expansion Feasibility Study
- Wadsworth Library 2nd Floor Expansion
- Zweigels Addition: Rochester, NY



## **EBS Engineering, P.C. Engineered Building Systems**

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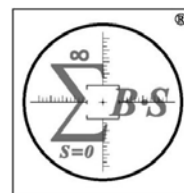
### **EBS Engineering, PC**

EBS Engineering was founded in 2007 as a Professional Service Corporation and currently enjoys professional relationships with a host of architectural firms, construction managers and facility owners across New York State. We offer services encompassing Mechanical HVAC, Electrical, Plumbing and Fire Protection system designs. We have grown from a staff of three full time engineers to a staff of six full time and two part time engineers during the past five years. We have kept the firm at a manageable size to allow us to focus on our clients and provide exceptional cost effective designs without becoming overburdened with large and hard to manage workloads. We feel this methodology ensures “the team” works together on every project from start to finish with a close eye focused on timely cost effective designs and customer service. Our field of practice has allowed us to be extremely diverse and offer M/E/P/FP design services for the following project types:

- General Medical and Dental Surgery
- Surgical, Imaging, Urology, Dialysis, Dermatology, Chemotherapy, and Radiation Oncology Suites
- Residential
- Long Term Care and Skilled Nursing Facilities
- Federal and Local Government
- Commercial
- Retail
- Entertainment & Food Service
- Institutional
- Educational
- Industrial

Our firm provides many other services as part of our scope of work. As our designs directly affect energy consumption and the environment, we offer LEED™ services and other energy conscience designs as a standard. HVAC systems are always modeled within the Carrier HAP program which is accepted by the USGBC design review process for Heating/Cooling and ventilation calculations. We always strive to implement sustainable designs and ensure our deliverables include building systems that work within project budgets and expectations.

More examples of our work may be found at [www.ebspe.com](http://www.ebspe.com). Our firm is professionally insured and certificates of insurance will be made available upon request. References for projects types listed above will also be provided upon request.



**EBS Engineering, P.C.**  
**Engineered Building Systems**  
4050 Ridgelea Road, Ste. C  
Amherst, NY 14228  
716-836-9600



U.S. Border Patrol Station, Erie, PA



Niagara Professional Building, Medical Use



Jamestown Community College Dormitories



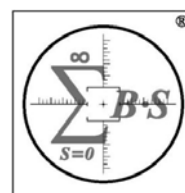
Harlem Professional Park, Medical Use



Niagara County Community College Dormitories



Hotel Lafayette



**EBS Engineering, P.C.**  
**Engineered Building Systems**  
 4050 Ridgelea Road, Ste. C  
 Amherst, NY 14228  
 716-836-9600



9

# Lender Relationships

Greenleaf Builders and Taylor – The Builders have multiple established lender relationships throughout Upstate New York. From various lines of credit, to dozens of development and co-development partnerships, these companies are very supportive of the mission and proposed goals/projects already in the pipeline.

## Lenders:

- ▶ **Evans Bank**
- ▶ **Five Star Bank**
- ▶ **ESL Federal Credit Union**
- ▶ **Genesee Regional Bank (GRB)**



**Here. For You.**





January 17, 2023

Karl Schuler, President  
R-J Taylor General Contractors, Inc.  
2580 Baird Road  
Penfield, NY 14526

Re: ESL Federal Credit Union Business Line of Credit

Dear Karl,

We offer this letter to advise you the business line of credit for \$7,500,000 to R-J Taylor General Contractors, Inc. is in good standing and has a \$0 balance as of the date stated above. The facility is reviewed annually by ESL and is on a demand basis with no specific maturity date. The line of credit facility is secured by a 1<sup>st</sup> general security agreement on all business assets of the company.

Should you have any questions, please contact me directly at the number listed below.

Best Regards,

ESL Business Banking

A handwritten signature in black ink, appearing to read "CSAUCKE".

Casey Saucke  
Senior Commercial Real Estate Relationship Manager  
(585) 336-1368  
csaucke@esl.org