

January 19<sup>th</sup>, 2017

Dear Mayor Madden,

We are excited to present our concept for One Monument Square to the City of Troy.

Redburn Development and our partners have been deeply invested in the City of Troy for decades, most recently focusing on the redevelopment of River Street and North Central Troy. We have observed several rounds of proposals for Monument Square, taking note of the strengths and weaknesses of each one.

We feel for a project to be successful at One Monument Square it must align with Troy's focus for downtown now and for the years to come. The concept must support and augment the surrounding businesses, while not overpowering them. The design must restore the appeal to one of Troy's most prominent sites while honoring its historic charm.

We are proposing a more modest, "boutique style" hotel with a bar and rooftop restaurant. The hotel would have approximately 90 rooms and be part of a young, hip brand, like Starwood's Aloft, which has strong customer loyalty. The loyalty and modern hospitality concept will bring new visitors to the City and enhance surrounding businesses. This proposal also meets the City's parking goal while being aware of site infrastructure issues. Finally, our concept provides river access on Front Street and a public space on River Street to let people enjoy views of the Hudson River.

We appreciate your time reviewing this proposal and hope to discuss it in further detail.

Best Regards,

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

Thomas Rossi

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

John Blackburn

**Downtown Waterfront Marina, Arts & Entertainment District**  
**Request for Proposal: Development Proposal for 233-249 River Street**  
**(A.K.A. 1 Monument Square)**

**January 20, 2017**



*"Now is the time to develop this key parcel in downtown Troy"*

City of Troy, RFP dated 12/19/16



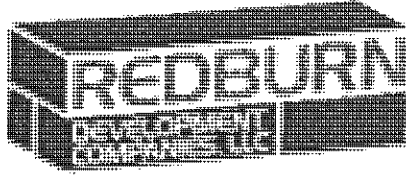
172 River Street, Suite D  
Troy NY 12180



*Response to*  
**Request for Proposal**  
Premiere Development Opportunity

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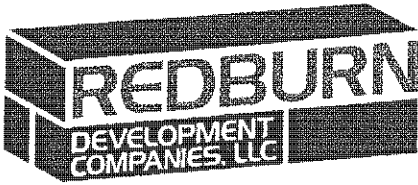


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Premiere Development Opportunity

*I. Vision & Development Strategy*

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## ***I. Vision and Development Strategy***

### ***A. Proposed Approach to Development of this Site***

***"Now is the time to develop this key parcel in downtown Troy."***  
*City of Troy RFP dated December 19, 2016*

There is widespread agreement that the development of the One Monument Square site is an important next step in the restoration and transformation of the City of Troy. This site has the potential to link some of Troy's most vibrant downtown streets with the Riverfront and strengthen and enhance many of the Public & Private investments that have already been made in this central downtown area. As the former location of Troy's City Hall, this site has tremendous visual & structural impact on the City.

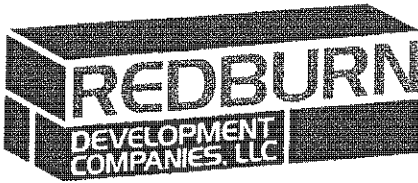
So why then have several previous attempts to develop this site failed? Although there are a multitude of explanations, answers and passionate grumblings to this question, we believe it comes down to a simple matter of SCALE & USE.

The previously proposed development proposals have missed the mark on the appropriate size and scale of the project. Creative Mixed-Use developments can often be the best solution for a property and given the central location of this site, it is tempting to want to build something grand and elaborate. Many agree that an exciting new Retail Center, Grocery Store or Movie Theater, combined with a mixture of residential and office space would be a terrific addition to this part of the city.

Unfortunately, the harsh reality is...the site will not accommodate a large multi-use project. The size and footprint of the site, combined with existing utilities and infrastructure, the dual elevations that exist, parking related challenges, as well as the resulting impact on the adjoining properties create too many limitations and potential costs to allow for a large project on this site.

Our team has absorbed the comments and opinions that were shared at the August 24, 2016 Public Meeting, as well as the details of why previous development plans have failed. It is clear that the previous mixed-use strategies have not been able to be reconciled with what the site will accommodate.

We as residents, business owners and tax payers of the City of Troy, need to recognize that this single piece of property is not going to be all things to all people. We believe the path to moving forward with a "GOOD SOLUTION" to this site, starts with the acceptance that it's not going to be a "PERFECT SOLUTION", especially when you consider the very diverse wishes of a wide range of constituents.

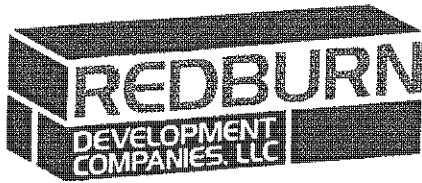


Our team acknowledges that many interested parties have suggested that the solution to this site should not be additional Hotel space. We respectfully disagree. Our Development team and group of investors feel strongly that a modest sized "Boutique" style hotel & rooftop restaurant will be the perfect solution for the City of Troy. Our team proudly proposes a STARWOOD branded Hotel & Rooftop Restaurant that will include ample parking and several gracious Public Connections to the planned 2018 Riverfront Park expansion. We want to be clear...Our goal is not to compete with the existing and proposed Hospitality properties in the City. **Our goal is to EXPAND TROY'S HOSPITALITY MARKET.**

We are proposing a two level parking structure with approximately 140 parking spaces total and 3 story, 90 room hotel with a bar and rooftop restaurant space. While there are a few brands that will work, we believe a Starwood branded hotel is the ideal choice. Starwood is a younger, hipper brand which pair well with bars/restaurants that contribute to an 18 hour city. Starwood is a premier brand that will attract visitors to Troy simply by existing, and there are no other Starwood hotels in the Capital District except Redburn's Starwood Tribute Hotel in Hudson, NY. In the city of Troy, there is another hotel being proposed and while there will be some overlap, we feel some of Starwood's brands such as Aloft target a younger demographic and different markets than the current/proposed hotels in the city. Our market research shows there will be additional demand/traffic created by this brand, allowing other Troy hotels to succeed as well.

So why a hotel:

1. In the standard hotel style, Marriott, Best Western type market there are a good number of rooms especially with First Columbia's project. However, we are proposing a completely different type of hotel. This hotel attracts a young, hip crowd. This is exactly in line with the opening of many new bars and restaurants. This hotel is meant to give another option to people who rent AirBnbs. The hotel with a fun bar and a rooftop restaurant from a successful restaurateur will have a vibe and appeal all of its own.
2. This type of hotel will increase overall traffic to the city. There is a direct economic impact associated with increased traffic, not taking traffic from the other hotels. That creates a net economic impact for the city as a whole.
3. A project more modest in size will allow for more public space and takes less away from the current views of the River at Monument Square
4. Our proposed parking structure meets the parking requirements of the RFP but is also very straightforward compared to past RFPs. This allows more parking due to the reduced scope of the project.
5. A key driver for downtown businesses is the goal of an 18-hour city. Our proposal perfectly aligns with that goal. First, by including a bar and high end restaurant we encourage significant night traffic while minimizing disturbance. Second, our type of hotel will attract a younger

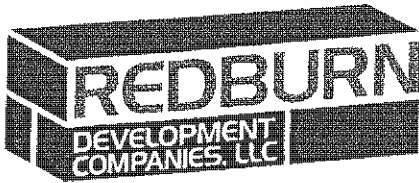


demographic compared to the other hotel options. This younger demographic is the foundation for an 18-hour city.

6. In Troy, under development or currently operating there are a number of hotels that are very similar in style/demographic target. Our project is proposing a very different type of hotel that will be targeting a different demographic and bring additional visitors to the city.

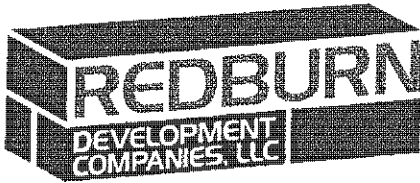
Another critical factor for success is the headquarters location and experience in the city of key members of the team. Both Redburn and UW Marx are headquartered in Troy. Both companies are committed to the city long-term, vested in its success, and own significant number of properties in the city. Combined, both companies are responsible for creating over 120 jobs with an addition of 20+ fulltime jobs for this project. Few other developers can bring the same level of local experience and commitment.

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### *B. Adherence to City's Development Goals*

1. Connect River Street & Downtown to Riverfront Park, Riverfront Trail, & Marina
  - a. The hotel front façade will face Monument Square along the 48' wide areaway that leads to the current set of stairs. We will redevelop those stairs to improve access. Second, the building will not be the entire footprint of the site. It will be roughly half the footprint along the River Street side of Front Street. Towards Judge Development's properties we will have a deck over the parking and use that area to create a park like/sitting area for people to stop and enjoy the river from River Street.
2. Contribute to the creation of an 18 hour downtown
  - a. The right hotel brand and concept can significantly contribute to an 18 hour downtown. First, a strong, hip brand such as Starwood will draw people from all areas to Troy that would not have considered visiting. The hotel will have a bar and meeting spaces facing the river that will add to Troy's current draw. Adding meeting space in downtown will increase day time visitors by having a dedicated space for more conferences and events downtown. Finally, the team will work to bring in a high quality restaurateur to open a restaurant on the rooftop with sweeping views of the River.
3. Maximize pedestrian activity, contributing to downtown's vitality
  - a. Our concept achieves pedestrian walkability two ways. First, we will enhance the existing stairway to the Riverfront. Second, we will create an area on the River Street level from which people can stop and enjoy the river.
4. Create a building that respects the character of Troy's Industrial era development and responds to the existing building stock
  - a. The building will be historically appropriate, utilizing a brick veneer and historically appropriate six over six double hung windows. In the past 3 years Redburn has either completed or has in process 6 historic preservation projects in the Capital Region. No development company has done more than Redburn in this time period. In the past year, UW Marx has completed two significant historic preservation projects in the North Central district. The combined team has significant experience and deference to historic preservation and appropriateness.
5. Utilize high quality design and building materials
  - a. A Starwood or similar branded hotel looking to attract a top notch restaurateur will have to use high quality design and materials to be successful. This is a given.



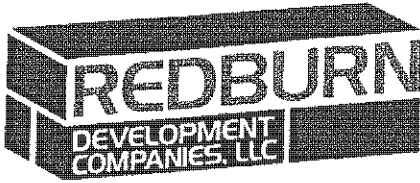
6. Retain connectivity of Front Street through or behind any structure from Northeast to Southwest
  - a. Our concept will retain the Front Street connection. To enhance parking we will change Front Street to one way and may slightly tweak its path.
7. Encourage innovative rooftop uses
  - a. Our goal is to have a top notch restaurateur open a restaurant on the rooftop with large sweeping views of the river.
8. Leverage MWBE subcontracting agreements
  - a. The team will properly utilize MWBE subcontractors as required and has successfully done this in the past on numerous projects.

***C. Technical and regulatory issues associated with waterfront development and related infrastructure***

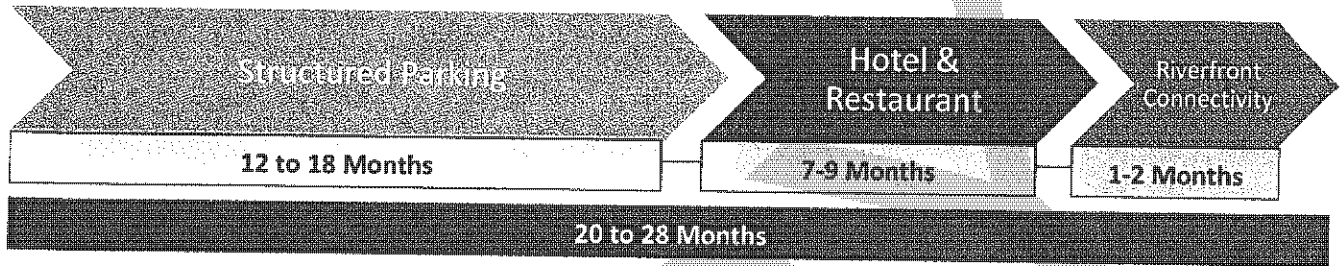
A large problem with past projects was the required structural support or re-routing of city infrastructure. Any large scale project will require this and as the City has seen it will be very costly and complicated. Our concept will not move any existing utilities and will utilize the existing structural elements greatly reducing the needed for additional structural supports.

Our team has been working with the engineering firms that design both section's foundations and has a solid plan on how to re-use. It is important to note, this is only possibly by building a smaller in scale project. However, what this project lacks in square feet, it will more than make up for with economic impact, project appropriateness, and construction duration.

In regard to SEQR, we note the city, as lead agency, issued a Negative Declaration. We hereby state that our proposal assumes that the same will apply going forward., i.e., the City will be lead agent and the site will be awarded Negative Declaration status should we be required to submit a new form.



#### D. Project Phasing & Timetable



#### Structured Parking

Design & Build (2) levels of structured parking, consisting of approximately 48,000sf of parking and a minimum of 140 parking spaces. Parking Structure will include a lower level accessed from Front Street, an intermediate level accessed via a ramp connection with River Street as well as a River Street Elevation (TOP DECK) designed to support the proposed Hotel, Restaurant and gracious open/green space.

Project Phase to include:

- Civil Engineering, Design & Approval Process in collaboration with the City of Troy
- Demolition & Preparation of existing site
- Sub-Surface Reinforcement to complement existing Sub-surface support structures (To be identified by Engineering Design)
- Construct Retaining Wall parallel to River Street (Built to support and reinforce River Street & Existing Infrastructure)
- Construct 2-story Parking Structure (Approximately 48,000sf of parking with approximately 140 parking spaces)

#### Hotel & Rooftop Restaurant

Design & Build (3) story, 48,000sf (90 room Hotel) with rooftop Restaurant on the 4<sup>th</sup> floor. Hotel & Restaurant would share dual entrances on both the Front Street & River Street elevations promoting public access and integration from both the Riverfront Park & Monument Square area of the city.

Project Phase to include:

- Design & Approval Process in collaboration with the City of Troy (Concurrent with Construction of Parking Structure)
- Construct Hotel & Rooftop Restaurant

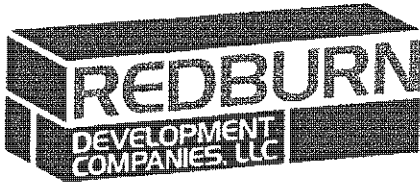


### Riverfront Connectivity & Open Green Spaces

Design & Build public/open/green spaces surrounding the proposed Hotel & Parking structure that connect River Street and the downtown area to the River Front Park area, maximizing pedestrian activity and retaining the connectivity of Front Street on the North end of the property.

Project Phase to include:

- Design & Approval Process in collaboration with the City of Troy
- Public space built on top of the Parking structure to the south of the hotel and integrated with River Street
- Replace & modernize the Public Staircase on the north end of the property that connects the River Street & Front Street elevations and promotes pedestrian activity between these two important areas of the city
- Commitment to coordinate design and implementation with the City of Troy's proposed 50' riverfront easement or deeded right of way & planned 2018 Riverfront Park Trail project



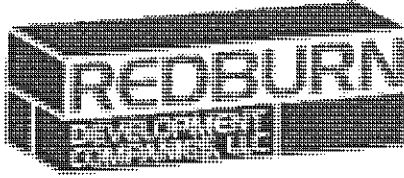
*E. Public/private partnership structure, including use of public funding, anticipated incentive packages & creation of public amenities on/near the site*

Our team envisions making 140 parking spaces with 2 levels of parking and top deck that will hold our hotel and a public access area on River street for the public. The lowest level will be public parking to be maintained by city or the development team, as preferred by the city. Front street could be converted to one-way and the 50 feet along the river will be a park/walkway. The intermediate parking area will be parking for the hotel and hold roughly 60-70 spaces. The intermediate level would be accessed from River Street using a ramp similar to what existed before. The hotel could lease additional spaces (20-30) from the city for overflow. The project would upgrade the existing stairway to the park.

The project would utilize the city's existing grants listed in the RFP, a PILOT from the city to help the project get on its feet and traditional equity and bank financing.

*F. Purchase price offer -- \$601,000*

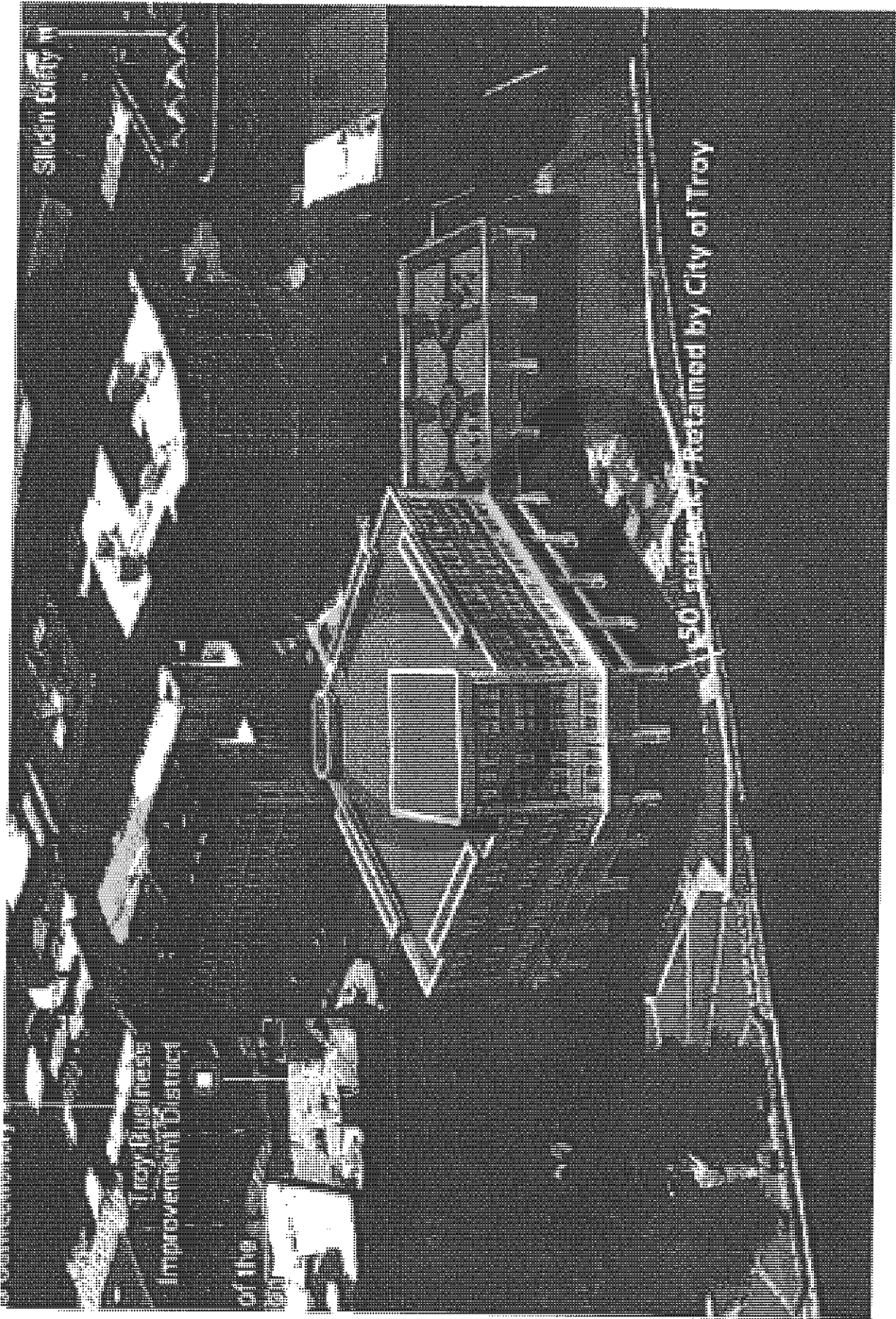




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***G. Conceptual Plans & Layouts***

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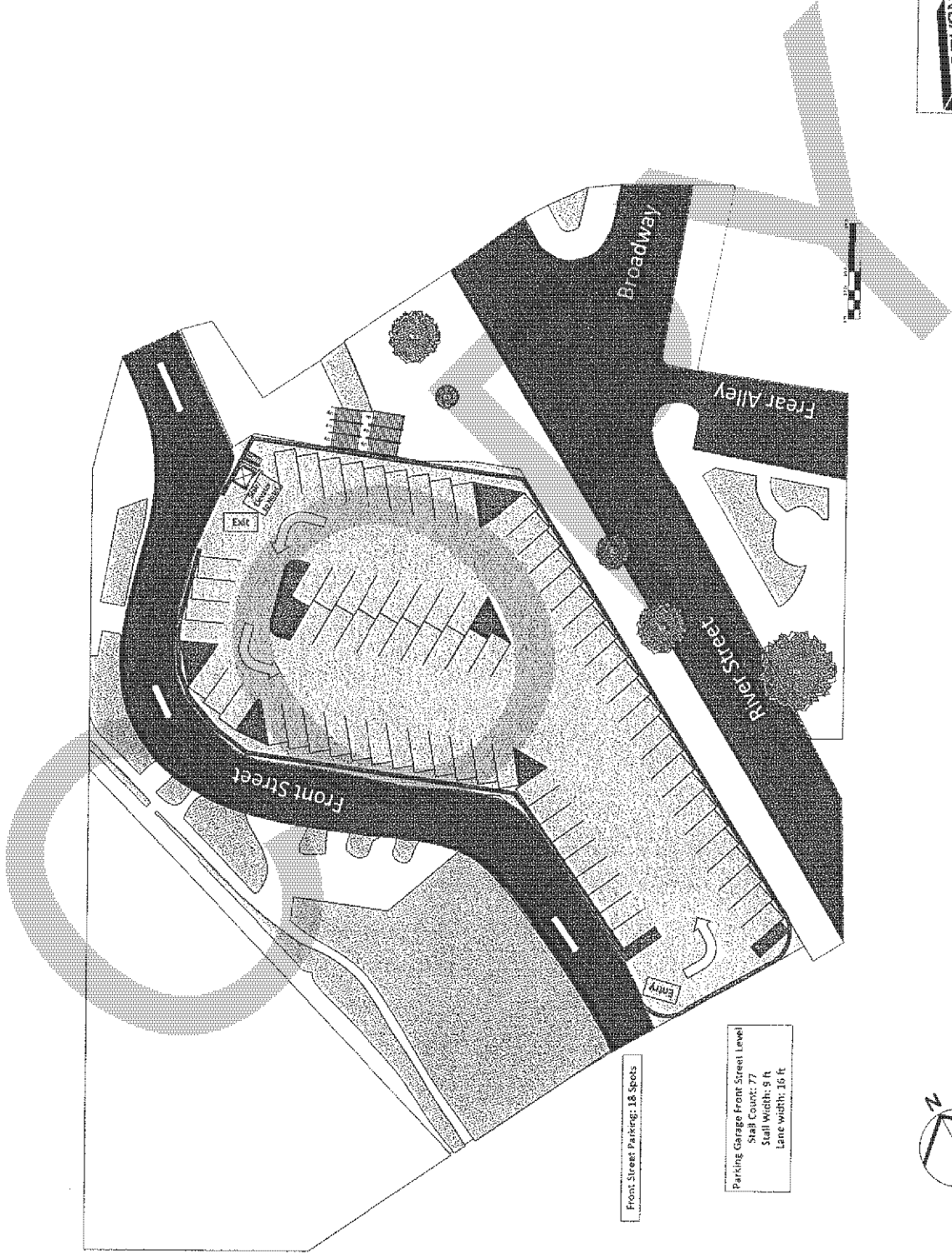
Conceptual only - not intended to represent final design

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MONUMENT SQUARE CONCEPT SITE  
PLAN: FRONT STREET LEVEL



DATE: 11/14/14  
DRAWN BY: DANIEL F. BURNHAM

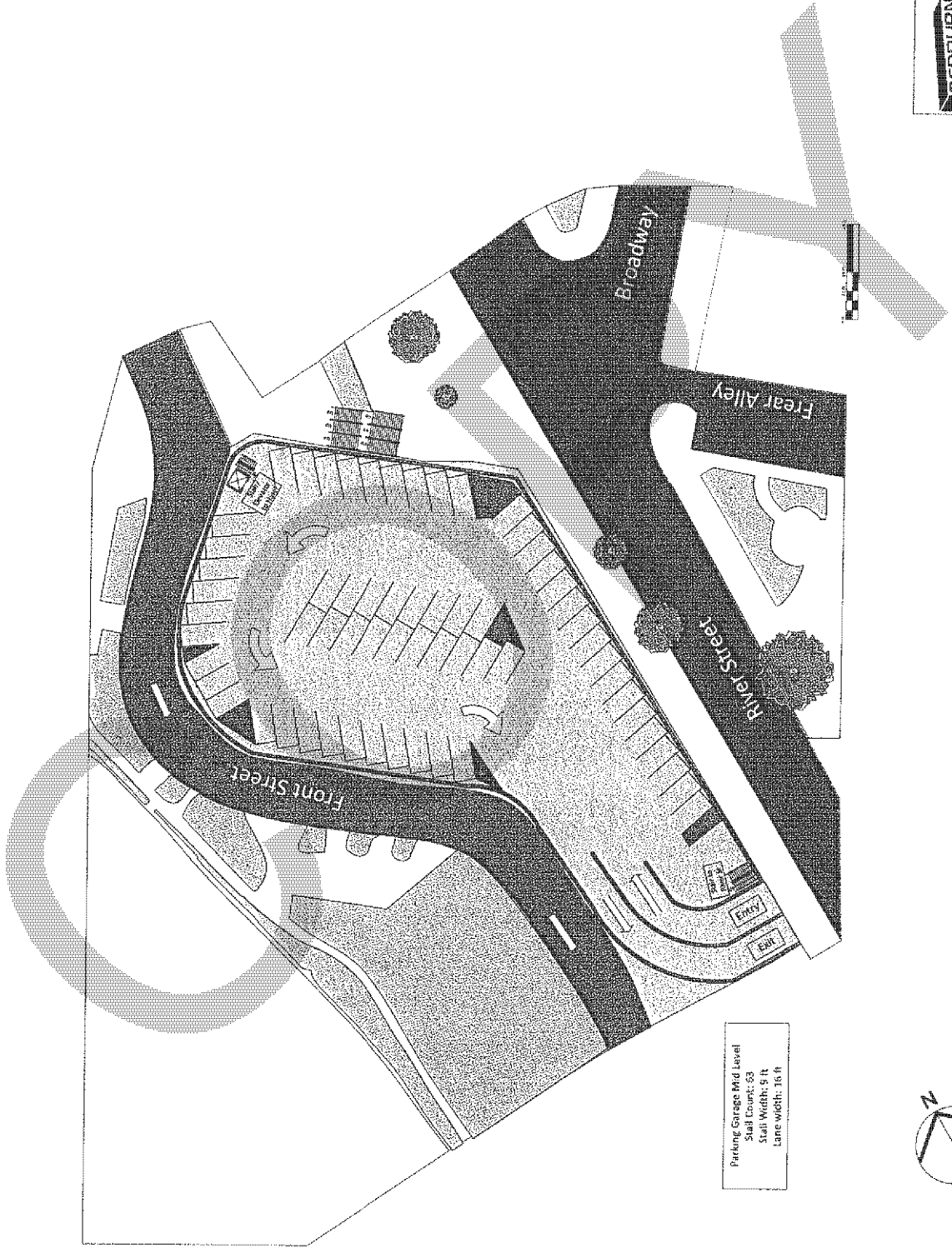


Front Street Parking: 18 Spots

Parking Garage Front Street Level  
Stall Count: 77  
Stall Width: 9 ft  
Lane width: 16 ft



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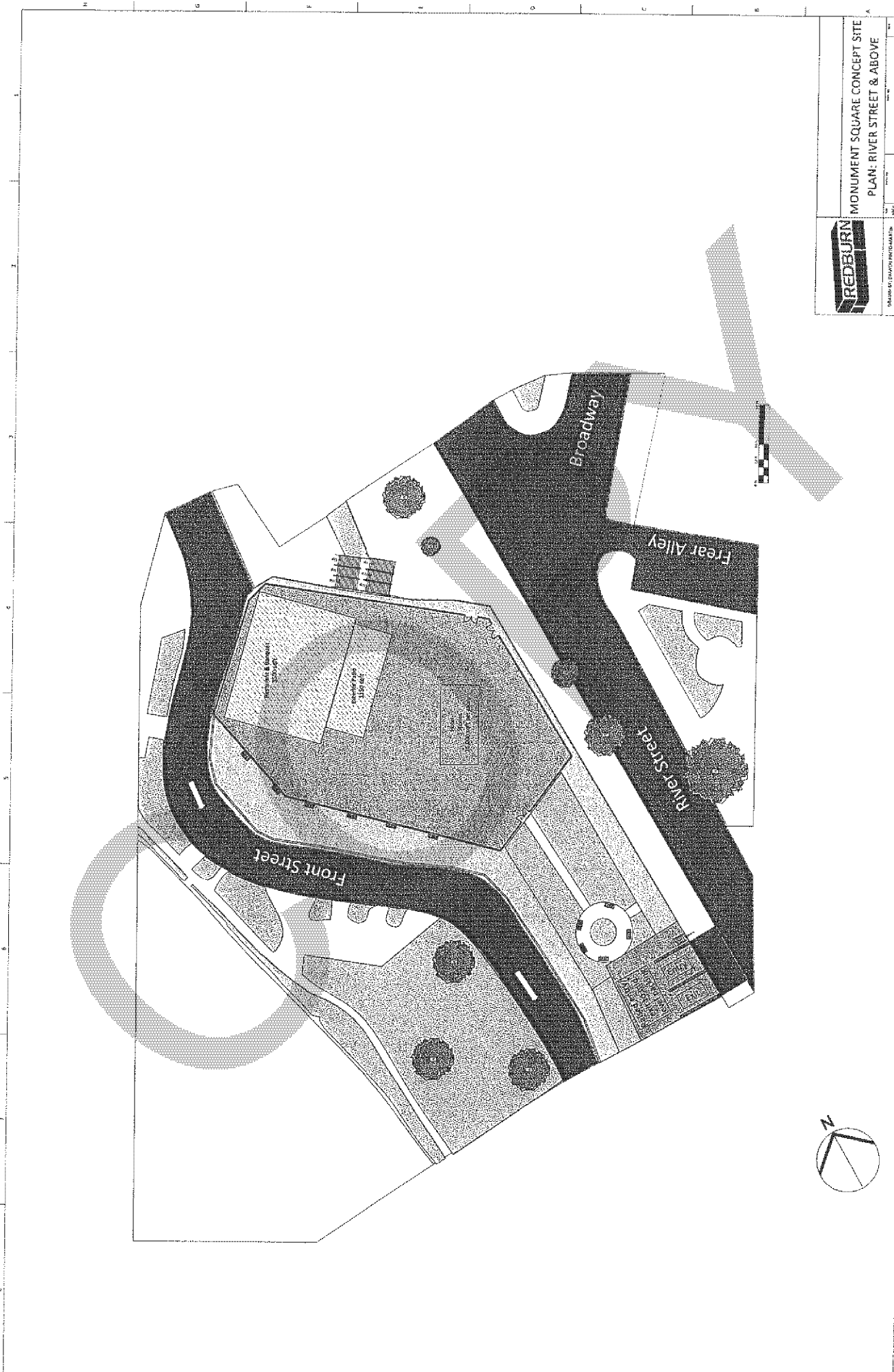
Parking Garage Mid Level  
 Stall Count: 53  
 Stall Width: 5 ft  
 Lane width: 16 ft



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MONUMENT SQUARE CONCEPT SITE  
 PLAN: MID-GARAGE LEVEL

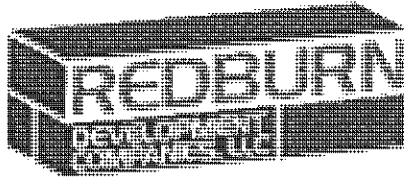
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**MONUMENT SQUARE CONCEPT SITE  
PLAN: RIVER STREET & ABOVE**

DATE	NO.	BY	CHKD.

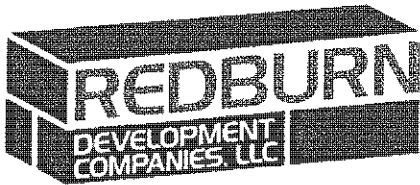
DRIVING BY DAYTON ENGINEERING



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Premiere Development Opportunity

***II. Relevant Project Experience***

COPY



*The Tilley Lofts*  
[www.tilleylofts.com](http://www.tilleylofts.com)

**Owner / Developer**  
Redburn Development

**Project Size**  
\$9.5 Million

**Location**  
Watervliet, NY

**Construction Duration**  
10 Months

**Construction Company**  
Consigli Construction, LLC

**Architect**  
Harris A. Sanders Architects

**Project Type / Stats**

62 Market Rate Apartments, 80,000 sqft, SHPO/NPS Approved Historic Preservation

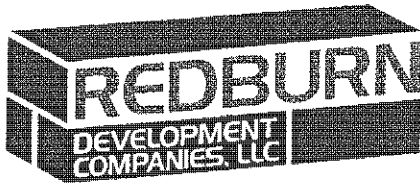
Built in the early 1900s, this 80,000+ SF building was home to the oldest ladder manufacturing company in the United States until 2004. Mostly vacant for the past decade, Redburn developed this building in 62 modern, upscale apartments through a SHPO approved historic preservation. Redburn utilized the latest in green energy techniques including solar panels, a CHP system, an organic rankine cycle turbine, a geothermal system with a building wide water loop system, cutting edge sub-metering systems, and the latest in residential smart controls resulting in a LEED Platinum building. Amenities include lofted ceiling, stainless steel appliances, granite countertops and hardwood floors. The project was financed by Pioneer Bank and Redburn worked with the Albany County Industrial Development Agency. Redburn acted as the developer and self-performed building data, television, and energy system commissioning.

**Awards:**

- The Historic Albany Foundation' Preservation Merit Award
- Nomination for National Historic Register
- LEED Platinum Status (First market rate apartment project in New York state)
- NYSERDA 2015 Trailblazing Project of the Year and Low Rise Energy Efficiency Grant
- National U.S. Green Building Council's Outstanding Multi-family Project for 2015 (Nation-wide award)







*The River Street Lofts*  
[www.theriverstreetlofts.com](http://www.theriverstreetlofts.com)

**Owner / Developer**  
Redburn Development

**Project Size**  
\$2.5 Million

**Location**  
Troy, NY

**Construction Duration**  
7 Months

**Construction Company**  
BA Construction Services, LLC

**Architect**  
Harris A. Sanders Architects

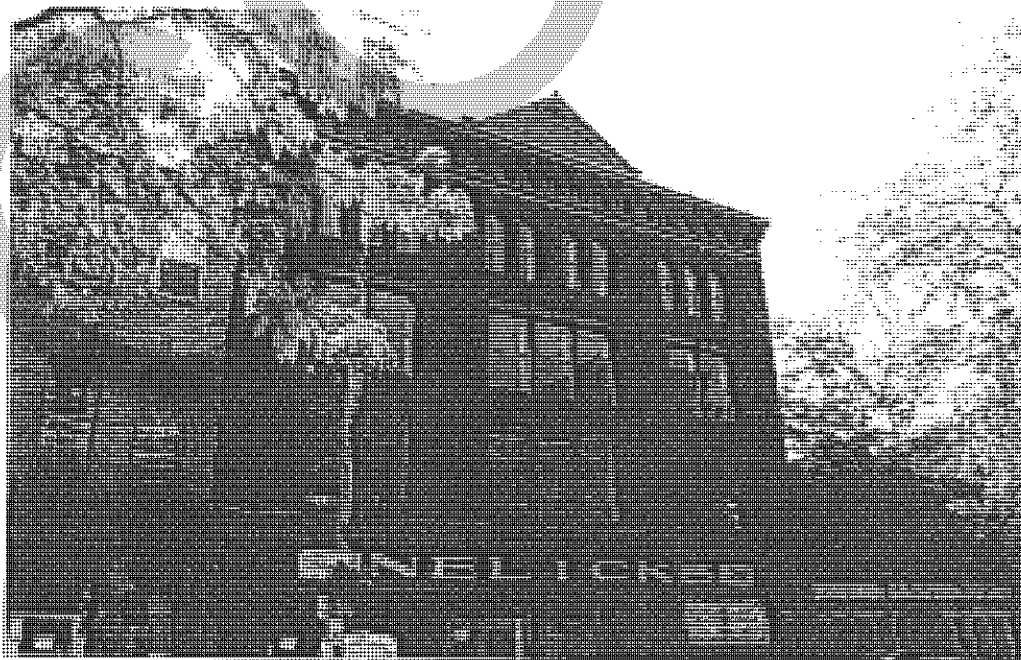
**Project Type / Stats**

21 Market Rate Apartments, 3 Store Fronts, 25,000 sqft, SHPO/NPS Approved Historic Preservation

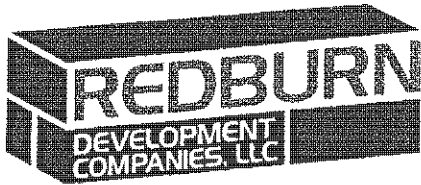
Built in 1889, this 125 year building was vacant for five years. Redburn took this 25,000 sqft, 4 story building and perform a SHPO approved historic adaptive re-use rehabilitation. This resulted in 21 Upscale Apartments and 3 retail/storefronts that rented immediately and was the impetus for the revitalization of a whole city block. This project utilized the beginnings of Redburn's advanced energy systems that provide "All In Living" and was the start of MassiveMesh, an alternative to large internet providers that has 100s of customers in Troy. Redburn worked the Rensselaer County Industrial Development Agency and the project was financed by First Niagara Bank.

**Awards:**

- The Troy BID Downtown Revitalization Award
- Nomination for National Historic Register
- National Grid Main Street Grant Recipient







*The School One Lofts*  
[www.schoolonelofts.com](http://www.schoolonelofts.com)

**Owner / Developer**  
Redburn Development

**Project Size**  
\$3.1 Million

**Location**  
Troy, NY

**Construction Duration**  
6 Months

**Construction Company**  
Redburn Property Services, LLC

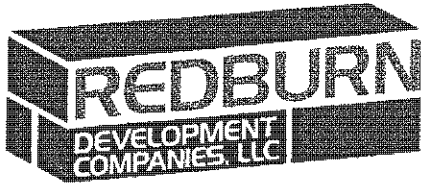
**Architect**  
Harris A. Sanders Architects

**Project Type / Stats**

28 Market Rate Apartments, 35,000 sqft, SHPO/NPS Approved Historic Preservation

Built in the early 1900s, School One was an elementary school in city of Troy until 2011. The school district stopped using the building but they and the city wanted to make sure the building's new use was good for the neighborhood. Redburn Development worked with the city and the school to develop a historic preservation adaptive re-use project to convert the school into 28 market rate apartments at very reasonable prices. Redburn will also be providing its "All in Living" package. Redburn purchased the building in July and is now leasing! Redburn is acting as the developer and the general contractor. Redburn worked with the City of Troy's Industrial Development Agency and the project was financed by Berkshire Bank.





*The Wick Hotel*  
[www.thewick.com](http://www.thewick.com)

**Owner / Developer**  
Redburn Development

**Project Size**  
\$10.6 Million

**Location**  
Hudson, NY

**Construction Duration**  
10 Months

**Construction Company**  
In Process

**Architect**  
Silvestri Architects, LLC

**Project Type / Stats**

55 Room Starwood Tribute Hotel, 40,000 sqft, SHPO/NPS Approved Historic Preservation

The Wick will be a full service boutique hotel located at 41 Cross Street in Hudson, NY. A block away from the train station, the hotel will feature 55 rooms and two meeting spaces. Originally built in the 1860s, The Wick will be an historic preservation project, nominating the building for the National and State Historic Register. The hotel will draw on the buildings historic nature and candle manufacturing history as inspiration for the design. This hotel is the first large scale hotel in all of Columbia County and the first Starwood hotel between Syracuse and NYC. Redburn worked the Columbia County Industrial Development Agency and the project is financed by Pioneer Bank. Construction started in September of 2016 and finished by the summer of 2017. Redburn is acting as the developer.





## Tom Rossi Principal

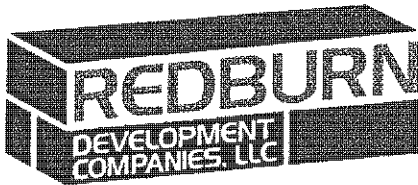
*Areas of Expertise: Finance, Entitlement, Project Management, Business Development, Marketing & Leasing, Property Operations, Lean Manufacturing*

In 2004, Tom was a member of the 3-man team that founded BullEx. Tom served as the company's Chief Operations Officer and his responsibilities included manufacturing, engineering, logistics, inventory management, customer service, facilities management, accounting, and human resources. Under the executive team's direction, BullEx quickly became a world leader in fire service training equipment, fire prevention equipment, and firefighter training centers. The company's rapid success was achieved by continued development of innovative and patented technology along with the 2008 acquisition of Netherlands-based Haagen. Today, BullEx's products are recognized as industry standards for fire service and safety training. As co-founder of BullEx, Tom was a member of the tight-knit executive team responsible for all business strategy and decision-making. Included among Tom's notable contributions are implementation of Lean manufacturing at the North American and European plants and implementation of SAP Business One in the North American division. As COO, he also led the company's operations from its inception to acquisition. In 2012, BullEx (150 employees worldwide) was acquired by Lion Apparel, Inc. – a fire service industry leader.

After the acquisition, co-founders Tom Rossi and John Blackburn transitioned to real estate development. Utilizing their experience and skills from BullEx, Tom and John founded Redburn Development Companies, LLC. Redburn Development focuses on adaptive re-use projects that include historic renovations and/or green-energy building techniques. Notable projects include:

- The River Street Lofts – a conversion of a 4 story, 25,000 sqft. vacant, historic building into 21 high-end apartments and 3 retail/commercial fronts. The renovations maintained historic characteristics of building through work with NY SHPO and NPS. Not only did the entire building rent up almost immediately but it served as the impetus for the revitalization of an entire city block, earning Tom & John a Revitalization Award.
- The Tilley Lofts – a historic renovation and adaptive re-use conversion project. The previously vacant, 80,000 square foot warehouse located in Watervliet now houses 62 upscale, market-rate apartments and lofts. Utilizing the latest in green energy and sustainable design, Tilley is registered LEED Platinum.

Tom holds a bachelor's degree and master's degree in mechanical engineering from Rensselaer Polytechnic Institute, where his concentrations were mechatronics and manufacturing. He is a co-inventor on 2 US patents. In his spare time, Tom is a volunteer firefighter and enjoys hiking with his family.



## John Blackburn Principal

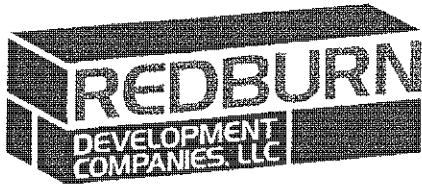
*Areas of Expertise: Building Energy Systems & Renewables, Project & Design Engineering, Information Technology, Wired & Wireless Networking, Smart Home Automation, Research & Development*

In 2003, John formulated the idea of BullEx, leading to the company's intellectual property and first product line. John co-founded BullEx in 2004 and served as Chief Technology Officer, with responsibilities including IT, engineering, research and development, legal work, and large one-off custom project development. BullEx has quickly become a world leader in fire service and safety training equipment and its products are recognized as industry standards. The company's success is attributed to continued creation of innovative, patented technology, the 2008 acquisition of European-based Haagen, and the executive team's strong leadership and direction. As co-founder of BullEx, John is a member of the tight-knit executive team responsible for growing a start-up company to acquisition. In the position of CTO, John has led innovation and new product development. His most notable contributions include development of nearly every unique, patented product at BullEx, implementation of IT systems to support sales at the North American and European plants, and establishment of a custom build department specifically designed for sophisticated customized special projects.

In 2012, BullEx was acquired by Lion Apparel, Inc., a fire service industry leader. After the acquisition, co-founders Tom Rossi and John Blackburn transitioned to real estate development. Utilizing their experience and skills from BullEx, Tom and John founded Redburn Development Companies, LLC. Redburn Development focuses on adaptive re-use projects that include historic renovations and/or green energy building techniques. Notable projects include:

- The River Street Lofts – a conversion of a 4 story, 25,000 sqft. vacant, historic building into 21 high-end apartments and 3 retail/commercial fronts. The renovations maintained historic characteristics of building through work with NY SHPO and NPS. Not only did the entire building rent up almost immediately but it served as the impetus for the revitalization of an entire city block, earning Tom & John a Revitalization Award.
- The Tilley Lofts – a historic renovation and adaptive re-use conversion project. The previously vacant, 80,000 square foot warehouse located in Watervliet now houses 62 upscale, market-rate apartments and lofts. Utilizing the latest in green energy and sustainable design, Tilley is registered LEED Platinum.

John holds a bachelor's degree in electrical engineering from Rensselaer Polytechnic Institute and a minor in economics, with concentrations in control systems and product development. He is the inventor and co-inventor on 10 patents and a 2-time champion of the National Canadian High School Science Fair. In his spare time, John is an instrument-rated twin engine pilot and enjoys outdoor motor sports.



## Damien Pinto-Martin

### Vice President, Development

Areas of Expertise: Estimating, Construction Management, Project Management, Project Commissioning, Customer Service & Technical Support

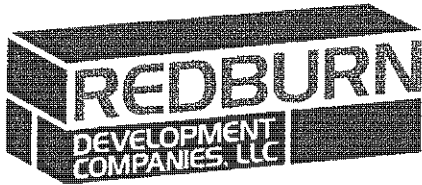
Damien joined BullEx Inc. in 2005 as one of its first employees starting in the engineering department. As the company grew, Damien rose quickly to management. Damien's product knowledge, engineering background, and customer service experience led him to oversee North American customer service and engineering support. As BullEx expanded in custom project construction, the company needed someone with technical expertise, project management experience and a strong customer focus. Damien, with his attention to customer needs, saw an opportunity to improve BullEx's large scale installations and assumed the position of Construction Manager for the Custom Build Construction Department.

As Construction Manager, Damien worked in both BullEx's Albany, NY and European office based in the Netherlands. There, Damien was responsible for organizing all aspects of the BullEx's custom fire training installations and construction management. Damien managed multi-million dollar projects in the United States, Canada, Japan, Australia, the United Arab Emirates, and Puerto Rico. These projects ranged in scope from mobile digital training simulators to live-fire shipping container trainers to fully involved multi-floor live fire training simulators.

Looking to stay closer to home to be with his family, including his young children, Emmaline and Wesley, Damien took the position of Vice President with Redburn Development Companies at the beginning of 2015. Damien's construction and control system knowledge, attention to detail, customer driven outlook, and project management experience are a valued addition to Redburn's Leadership Team. Notable projects include:

- The Tilley Lofts ~ a historic renovation and adaptive re-use conversion project. The previously vacant, 80,000 square foot warehouse located in Watervliet now houses 62 upscale, market-rate apartments and lofts. Utilizing the latest in green energy and sustainable design and is registered LEED Platinum.

Damien received B.S. in Mechanical Engineering from Rensselaer Polytechnic Institute. Damien spends his spare time with his young family and enjoys hunting whenever possible.



## Jeff Hurlburt

### Vice President, Operations

Areas of Expertise: Staff Development, Mentoring, Process Development/Implementation, Operations Management, Manufacturing, ERP Implementation, Logistics, Project Management

Jeff moved from Western New York to attend Rensselaer Polytechnic Institute's electrical engineering program and has been a Troy resident for nearly 40 years. Jeff launched his career in 1981 at Garden Way Inc. (Troy-Bilt) located at 102nd St. in Troy. He started on the shop floor assembling products and progressed to a staff engineer. In the engineering department, Jeff designed tooling for manufacturing operations and created standard operations procedures to support consistent manufacturing. Jeff accomplished many notable projects including a \$1.3M capital investment project involved designing and implementing a powder coating system to replace the liquid paint system. This included the engineering design and the financial analysis for a 10,000-square foot addition.

Another significant step in Jeff's Garden Way career was a 6-month assignment in Port Washington, WI managing the closure of a 300,000 square foot UAW plant and relocating the Bolens product line to support manufacturing expansion in Troy which supported gross sales in excess of \$200 million.

In 1999, Jeff moved to The Taylor Made Group in Gloversville, New York as a Plant Manager. This expanded role included managing all aspects of operation, the profit and loss of the business as well as significant travel to customer plants to resolve issues. Jeff spent 5 years at Taylor.

Looking to spend more time with family, Jeff moved to ProTech Systems, Inc in Albany, NY. ProTech was a fast-growing business in the gas fired boiler industry and needed a seasoned operations professional to address improvements in purchasing, shop floor management and customer service. Jeff accomplished this culture change in 18 months. ProTech's performance led to a successful sale of the company to Simpson DuraVent in 2008.

Seeking a new entrepreneurial organization to leverage his operational and manufacturing skill set, Jeff joined BullEx in 2010. There Jeff met Tom Rossi and John Blackburn. Almost immediately, Jeff made a significant impact building the team and processes to support their rapid business growth. Jeff was promoted to Director of Operations over all plant staff, purchasing and shipping. After BullEx was sold to Lion Apparel, Jeff moved into a Vice President role which included covering part of the manufacturing in the plant in the Netherlands.

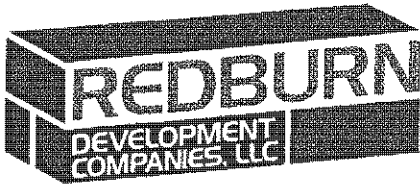
In 2016, Jeff joined the Redburn team as Vice President of Operations. Jeff's ability to apply his manufacturing and operations experience within the property development sector is a valued addition to Redburn's leadership team. Jeff still resides in Brunswick with his partner, JoAnne. They are avid horse lovers which keeps them very busy. They also have two daughters, both registered nurses at Albany Medical Center.



*Response to*  
**Request for Proposal**  
Premiere Development Opportunity

***III. Financial Capacity***

COPY



### **III. Financial Capacity**

#### **A. Description of developer's real estate portfolio**

##### **Redburn Development Portfolio**

1. The River Street Lofts – \$2.5MM
2. The Tilley Lofts -- \$9.5MM
3. Sycaway Hill Apartments -- \$1.1MM
4. 149 4<sup>th</sup> Street – 600K
5. 184 River Street -- \$250,000
6. Valley Green – \$5.6MM
7. School One Lofts -- \$3.1MM
8. The Wick Hotel -- \$10.6MM

Total -- \$33.25MM in the past 3 years

#### **B. Summary of developer's recent history in obtaining financing for relevant projects including financing source, amounts financed, type/amount of equity contributed, etc.**

Redburn Development projects have been a combination of bank debt and developer/investor equity. The vast majority of equity coming from the Redburn principals.

*Redburn can provide additional information under separate cover.*

#### **C. Contact information of at least three financial references and other named sources of financing**

*Redburn can provide this information under separate cover.*





*Response to*  
**Request for Proposal**  
Premiere Development Opportunity

***IV. Development Team and Organizational Structure***

COPY



## *IV. Development Team & Organizational Structure*

### *A. Master developer identification*

1. Redburn Development Companies, LLC
  - a. 172 River Street, Suite D, Troy, NY 12180
  - b. 8448849644, [www.redburndev.com](http://www.redburndev.com), [info@redburndev.com](mailto:info@redburndev.com)
2. Project POCs: Thomas Rossi & John Blackburn
3. Firm History:

Redburn Development is leading the next generation of real estate developers. While costs and return on investment are important, they are not the only factors for Redburn. All Redburn projects have at least one key focus if not more of socially responsible development, historic preservation and environmental sustainability.

Co-founders John Blackburn and Tom Rossi transitioned to real estate development after the sale of their previous company, BullEx Inc. Tom, John, and one other founded BullEx in 2004 out of RPI and grew the company to the world's leader in firefighting training technology. At 150 employees worldwide, BullEx was designing and building fire fighting training centers around the world including the UK, France, Germany, UAE, China, Australia, and FDNY.

Utilizing construction techniques from BullEx, Redburn is developing award winning projects. Notable projects include the River Street Lofts, which helped revitalize a city block in Troy, The Tilley Lofts, a 62 unit, 80000 sqft historic preservation project that achieved LEED platinum status. The Tilley Lofts also won USGBC's Outstanding Multi-family project of the year in 2015 across the entire country. Currently, Redburn is finishing the School One Lofts in North Central, Troy. An historic preservation project that is helping revitalize North Central with 28 market rate apartments. Finally, Redburn Development is in the process of building The Wick Hotel in Hudson, NY. The Wick is a 55 room Starwood Tribute Hotel building in an old candle factory dating to the 1860s. This is the first Starwood in the Capital District.



## B. Development team identification

### Redburn Development

Redburn Development will act as the Master Developer and be responsible for any and all decisions and or negotiations regarding the project. Redburn Development will bring a combination of innovation, expertise and commitment for the City of Troy that will be necessary for this important project.

### U.W. Marx Construction Company

U.W. Marx Construction Company will support Redburn Development, the City of Troy and the entire Development Team with Pre-Construction and Construction related services as directed by Redburn Development. U.W. Marx brings relevant and specific experience and knowledge regarding the Monument Square site itself as well as of significant "Ground-Up" new construction projects of similar size and scope.

### Ryan Biggs / Clark Davis Engineering & Surveying, P.C

Paul Rouis III, P.E. - Principle

Paul Rouis and the Ryan Biggs / Clark Davis team will provide Structural Engineering services to the development team and will play an important role in the design of a structure that will meet the many challenging requirements of this project. Paul Rouis and the Ryan Biggs team have jointly completed several projects with U.W. Marx Construction and the project will benefit from their combined knowledge and expertise.

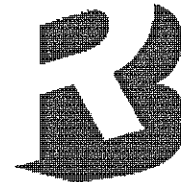
### Philip J. Silvestri, AIA, Silvestri Architects, PC

Philip J. Silvestri, AIA will provide Architectural services to the development team and will play an important role in the design of a building that will meet the following Development Goal:

"Create a building that respects the character of Troy's industrial era development and responds to the existing building stock."

### Justin Smith, Prestige Hospitality Group

Prestige Hospitality Group is a full service hospitality management company. With countless years of combined hospitality experience, members of Prestige Hospitality Group's executive team have worked with the world's top hotel companies including Four Seasons Hotels & Resorts, Marriott international, Hilton Hotels, InterContinental Hotels Group, Global Hyatt Corporation, Choice Hotels International and Wyndham Worldwide.



RYAN BIGGS  
CLARK DAVIS



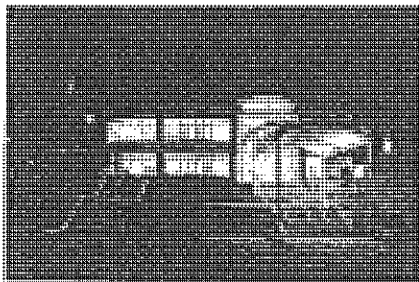
SILVESTRI  
ARCHITECTS-PC

www.silvestriarchitects.com  
1321Milesport Hwy ph: 716.691.0900  
Amherst, NY 14221 fax: 716.691.4773



# Firm Profile

[www.uwmarx.com](http://www.uwmarx.com)



\$56 MM CM as Agent Project  
Troy Middle School  
The Enlarged City School District of Troy  
Troy, NY



U.W. Marx Construction Company is considered one of the premier full-service construction companies in upstate New York. Founded by Ulrich Marx in 1949 and managed by his son Peter since 1986, the company has achieved a consistent annual growth pattern since its inception to become one of the largest and most successful construction firms in the region, providing construction management, design-build and general contracting services.

Founded as a self-perform-general contractor, the company quickly gained a reputation for providing outstanding craftsmanship. In the late 1970s, the company expanded its services with its first construction management project at St. Mary's Hospital in Troy – *the first construction management project in the Capital Region*. Since then, the company has continued to grow as one of the leading construction managers in upstate New York. The Construction Management Association of America has recognized several projects for achievement, including two recent projects at Clarkson University in Potsdam, NY.

Since 2000, single projects have ranged in value from \$1 million to \$65 million. U.W. Marx has established itself with successful project delivery across multiple market segments, including higher education, research and development facilities, healthcare, K-12 public schools and water/wastewater treatment facilities. The firm has typically put in place approximately \$100 million of construction volume annually in recent years. With 45 full-time professional staff members and 200 trades people in the field, the company is poised for continued growth and success.

The corporate headquarters is located in Troy, New York overlooking the Hudson River Valley and is centrally located near the interstate highway system, Albany International Airport and the Rensselaer Rail Station. The location is ideal for the coverage of construction projects in the states of New York, Vermont, Massachusetts, New Hampshire and Connecticut.

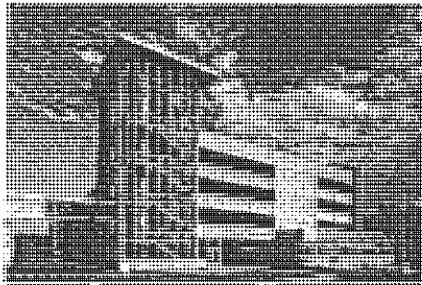
The company is guided in its daily operations by its core values.

At U.W. Marx, Our People:

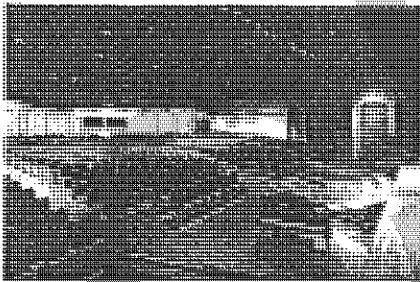
- *Do the Right Thing*
- *Are Team Players*
- *Display Positive Attitudes*
- *Get the Job Done*

# Fast Facts

[www.uwmarx.com](http://www.uwmarx.com)



*New 750-space Parking Garage A  
Hudson Valley Community College  
Troy, NY*



*\$65 Design-Build Project  
New K-12 Public School Campus  
The City School District of Rensselaer  
Rensselaer, NY*



**Services Offered:** U.W. Marx is a full-service construction company, providing construction management, program management, general contracting and design-build services to its clients.

**Leadership:** President Peter B. Marx has led the company since 1986.

**Years in Business:** U.W. Marx traces its roots to Ulrich Marx's first partnership founded in 1949 in Troy, NY. Mr. Marx started U.W. Marx as a sole proprietorship in Troy in 1959.

**People:** U.W. Marx typically employs 45 full-time professionals and 100-200 tradespeople in the field.

**Headquarters:** U.W. Marx's corporate headquarters is located at 20 Gurley Avenue, Troy, NY 12182.

**Phone:** (518) 272-2541; **Fax:** (518) 272-1196

**Web Site:** Learn more at [www.uwmarx.com](http://www.uwmarx.com)

**Construction Volume:** U.W. Marx has typically put in place \$100+- million in annual construction volume for the past several years.

**Bonding Capacity:** U.W. Marx Construction Company has an aggregate surety bond program of \$75 million with a single project limit in excess of \$30 million.

**Safety:** U.W. Marx Construction Company currently has an outstanding EMR of 0.80. U.W. Marx employs a full-time Safety Director, and all U.W. Marx site supervisory personnel are 30-hour OSHA trained.

**Technology:** U.W. Marx utilizes state-of-the-art technologies to deliver its construction projects, including Timberline® Project Management Software. U.W. Marx has also adopted a leadership role with its use of Building Information Modeling (BIM) software to manage the complex coordination of MEP systems on construction projects.

**Sustainability/Green:** U.W. Marx is a corporate member of the U.S. Green Building Council, and currently employs 2 LEED® Accredited Professionals on its Project Management Team. Three recent building projects have been certified LEED Silver® under the USGBC LEED® Ratings System.

# Peter B. Marx

President



## Education/Training

- B.S., Management  
Boston University, Boston, MA
- Construction Estimation  
1987 - SUNY Binghamton, Binghamton, NY  
1988 - Rensselaer Polytechnic Institute,  
Troy, NY  
1996 - CEIA, Florida

## Professional Affiliations

- Past 1st Vice President, Board of Directors,  
CCA of the Hudson Valley
- Board of Directors, Northeast Health  
Foundation
- Memberships:
  - CMAA
  - Associated General Contractors of NYS
  - US Green Building Council

## Business Affiliations

- Environmental & Fueling Systems, LLC
- Marx Construction Group, LLC
- Marx Properties Development, LLC
- Marx Properties, Inc.
- New Horizon Petroleum Services LLC
- 20 Gurley Avenue, LLC

**Peter B. Marx** has served as President of U.W. Marx since 1987. His leadership has made U.W. Marx one of the largest privately-owned construction firms in upstate New York, typically averaging \$100 million of in-place construction volume annually.

## Since 1987

- **More than \$2.5 billion in new and renovation construction**
- **\$250,000,000 of construction in Troy**
- **8 parking garages, more than 4,500 spaces**

## PARKING STRUCTURE EXPERIENCE

### Hudson Valley Community College

Troy, NY

- **New Parking Garage 'A'**

New 750-vehicle parking structure constructed on the busy HVCC campus. The new parking garage was constructed on a fast-track schedule, and was completed in time for the start of the Fall 2010 semester at HVCC.

### State University Construction Fund

Albany, NY

- **SUNY Central Administration Parking Structure**

5 levels of parking, totaling 679 spaces. The site's location in a National Register Historic District in required that Hartgen Archeological Associates conduct an extensive dig on the site.

## PARKING STRUCTURE EXPERIENCE

### City of Troy

Troy, NY

- **New Fifth Avenue Parking Garage**

A 316-space, 3-level parking garage built for the city of Troy in 2003, consisting of a steel frame and composite concrete decking. It features a pre-cast structure with an historically appropriate brick façade, complementing the 18th- and 19th-century architecture prevalent in downtown Troy.

### City of Troy

Troy, NY

- **New River Street Parking Garage**

A 137-space parking garage constructed with **Ryan-Biggs Associates** for the city of Troy in 1987.

### Albany Parking Authority

Albany, NY

- **Quackenbush Square Parking Garage**

890 spaces on 7 levels, fronted by a single story office building with brick façade. The facility was completed on a fast-track schedule, on time and under budget.

## RELEVANT PROJECT EXPERIENCE

### City of Troy

Troy, NY

- **Public Safety Building Renovations**

2001 project involved extensive renovations to the Courthouse and Police Department.

### The Enlarged City School District of Troy

Troy, NY

- **Capital Project 2010 - Troy Middle School**

\$56 million project to correct structural and safety problems at the 192,000 SF Troy Middle School, modernize the District's athletic fields and provide needed repairs to Troy High School.

### City of Troy

Troy, NY

- **Water System Upgrade, Phases 1 & 2**

Multi-phased project constructed improvements and upgrades to Troy's water system.

# Peter B. Marx

President



## RELEVANT PROJECT EXPERIENCE

### Hudson Valley Community College

Troy, NY

- **New Science Center**

The New Science Center is a \$42 million interdisciplinary science building certified LEED® Silver under the USGBC's LEED rating system. The project involved 120,000 SF of new construction, and now serves as a showcase for the college's institution-wide sustainability initiatives.

### NY Independent System Operator (NYISO)

East Greenbush & Guilderland, NY

- **Mission-Critical Facilities Upgrade**

\$53 million construction management project included a 64,000 sf state-of-the-art Control Center addition and renovations to all floors of the existing facility NYISO, including move management of staff.

### Capital District Transportation Authority

Rensselaer, NY

- **CDTA Rensselaer Rail Station**

\$52 million CM project to construct a new award-winning intermodal transportation facility for the CDTA. The new 80,000 SF facility includes glass skylights, climate-controlled access to the tracks, and a top floor dedicated to retail and commercial space overlooking the main lobby. The project also included a new 3-level, 900 space parking facility.

### City School District of Rensselaer

Rensselaer, NY

- **New K-12 School Campus**

\$65 million Design-Build project constructed a modern 288,000 SF K-12 facility on a 43-acre parcel of land. The aggressively-scheduled project, which included construction of a BOCES wing, was completed in only 18 months from ground-breaking to owner move-in.

### General Electric Global Research Center

Niskayuna, NY

- **D-Wing Laboratory Interior Fit-Out**

\$33 million laboratory fit-out project consisted of complete construction of 110,000 SF of building space with 70,000 SF of dedicated lab spaces. The state-of-the-art facility now houses GE's next generation "wet labs", allowing GE to ramp up its research in genomics, proteomics and nanotechnology.

## RELEVANT PROJECT EXPERIENCE

### Clarkson University

Potsdam, NY

- **Student Residence Hall Expansion**

\$30 million student housing expansion project involved nine separate residence halls on the Clarkson campus. The additions and renovations project added more than 400 new beds to the school's housing inventory, and renovated spaces for more than 1,000 beds.

### Capital District Transportation Authority

Saratoga, NY

- **CDTA Saratoga Springs Rail Station**

This project involved the demolition and restoration of an historic train station in the upstate New York resort town of Saratoga Springs, with the design features of the new facility reflecting the style of the surrounding Saratoga community.

### University at Albany Foundation

Rensselaer, NY

- **Gen\*NY\*Sis Center for Excellence in Cancer Genomics**

New Biotechnology Cancer Research Center constructed using a fast-track delivery method. The \$45 million, 116,000 sf research facility contains labs, vivarium, offices, conference spaces, seminar auditorium and fitness suite.

### Franklin D. Roosevelt Presidential Library & Museum

Hyde Park, NY

- **Library & Museum Renovation and New Henry A. Wallace Visitor Center**

This prestigious \$15 million project was awarded to U.W. Marx by the National Archives and Records Administration. NARA conducted a nation-wide search for a construction company with proven experience in historic restoration and renovation. The project included new construction of the Henry A. Wallace Visitor & Education Center, as well as renovations and restoration at the FDR Presidential Library and Museum.

### Northeast Health - Samaritan Hospital

Troy, NY

- **Burdett Care Center Renovation**

U.W. Marx provided CM at-risk services for a complete gut and renovation of the existing maternity department at Samaritan Hospital in Troy to create The Burdett Care Center for reproductive services.

# Peter Biagiotti

Director of Operations

**U.W. MARX**  
CONSTRUCTION COMPANY  
(518) 272-2541 www.uwmarx.com

## Background

- More than 35 years of professional construction experience
- Experience in all facets of commercial construction
- Joined the U.W. Marx team in 2004

## Certifications

- 10-Hour & 30-Hour OSHA Outreach: Construction Safety & Health

**Peter Biagiotti** is a senior-level construction executive with more than 35 years of experience in all facets of the construction industry, including new construction, retro-fit/renovation and historic restoration.

Mr. Biagiotti has provided his skills on numerous small and large volume commercial construction projects, including hospitals and healthcare facilities, corporate headquarters, research, development and manufacturing facilities, laboratories, and educational facilities.

## RELEVANT PROJECT EXPERIENCE

### Vecino Group of NY, LLC

Troy, NY

- **The Hudson Arthaus**  
\$20 million Adaptive Re-use of Historic Textile Factory for apartments and makerspace.

### The Community Builders, Inc.

Troy, NY

- **Tapestry on the Hudson**  
\$15 million Adaptive Re-use of Historic Factory for apartments and riverfront greenspace.

### Vecino Group of NY, LLC

Troy, NY

- **444 River Street Lofts**  
\$14 million Re-purposing of an historic factory building for new market rate apartments and first-floor retail.

### DeLaet's Landing/Marx Properties

Rensselaer, NY

- **The Apartments at DeLaet's Landing**  
New 96-unit market-rate riverview apartment complex

### City School District of Rensselaer

Rensselaer, NY

- **Design-Build New K-12 School Campus**  
\$72 million project constructed a modern 288,000 SF K-12 facility on a 43-acre parcel of land.

### General Electric Global Research Center

Niskayuna, NY

- **D-Wing Research Laboratory**  
\$30 million laboratory fit-out project

### SUNY Polytechnic Institute

Utica, NY

- **QUAD C Core & Shell construction**  
\$30 million, 253,000 SF, five-story building

## RELEVANT PROJECT EXPERIENCE

### City of Rensselaer/Marx Properties

Rensselaer, NY

- **Design-Build New North Station Firehouse**  
New three-bay firehouse

### City of Kingston Water Department

Kingston, NY

- **Binnewater Reservoir Disinfection Facility**  
New disinfection facility

### Commonwealth of Massachusetts/DCAMM

Boston, MA

- **Massachusetts Statehouse\***  
Extensive restoration and renovation of historic Boston landmark.

### Harvard University

Boston, MA

- **Langdell Hall - Harvard Law Library Renovation\***  
\$35 million restoration and renovation project.

### NY State University Construction Fund

Albany, NY

- **SUNY Central Administration Headquarters\***  
Extensive renovation and restoration project

### Albany Medical Center

Albany, NY

- **Construction of new "D" Wing\***  
New "D" wing including rooftop helipad.

### SUNY New Paltz

New Paltz, NY

- **New Ridgeview Hall**  
\$24 million project to construct new 232-unit student housing facility

### The College of Saint Rose

Albany, NY

- **Multiple Projects**  
New and renovation construction.





## Parking Structure Experience - U.W. Marx

### • City of Troy - 5th Avenue Parking Garage

- New 316-space, 96,000 sf, 3-level parking structure
- Constructed on a tight site in a busy urban area
- Pre-cast structure with an historically appropriate brick façade complements the 18th- and 19th-century architecture prevalent in downtown Troy



### • City of Troy - River Street Parking Garage

- New 137-vehicle parking facility
- Located at State and Front Streets in Troy
- 1987 project with Ryan-Biggs Structural Engineers



### • HVCC - Parking Garage A

- New 750-space, 5-level structure
- Fast-track schedule - delivered on-time, under budget
- Connected to existing Fitzgibbons classroom building by pedestrian bridge at 3rd level of structure



### • CDTA Rensselaer Rail Station Parking Garage

- New 897-vehicle parking facility at AMTRAK's 9th-busiest rail station
- 3-level, steel H pile foundation, precast concrete superstructure



### • SUNY Central Administration Parking Garage

- New 5-level, 679-vehicle parking facility
- Constructed in National Register Historic District
- Project completed on time despite requirements of unforeseen archeological study



### • Quackenbush Square Parking Garage

- New 890-vehicle parking facility
- 7-level facility, all pre-cast concrete structure
- Timetables met even as archeologists studied historically significant remains of distillery
- Tight construction site between highway on-off ramps

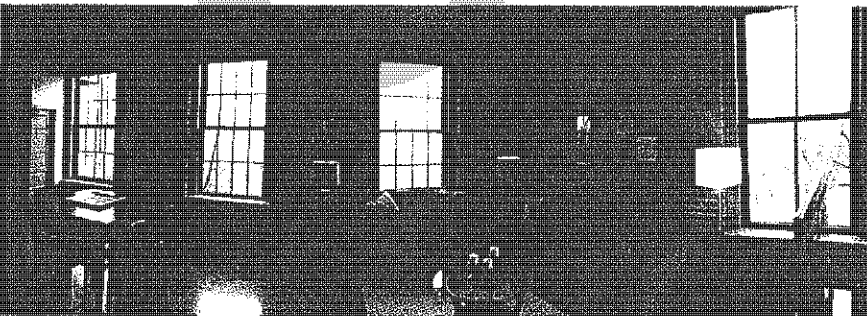
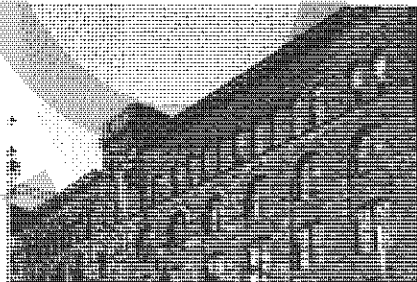
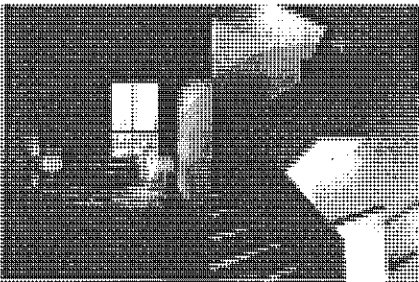


## The Hudson Arthaus

Conversion of 1896 National Historic Register-listed textile mill

## Vecino Group of New York LLC

Troy, NY



### Project details

**Project title**

The Hudson Arthaus

**Project location**

621-623 River Street, Troy, NY

**Construction cost**

\$12.6 million

**Construction duration**

14 months

**Construction completion**

December 2015

### Owner

Vecino Group of New York  
Troy, NY

### Designer

Buxton Kubik Dodd Creative  
Springfield, MO

### Project highlights

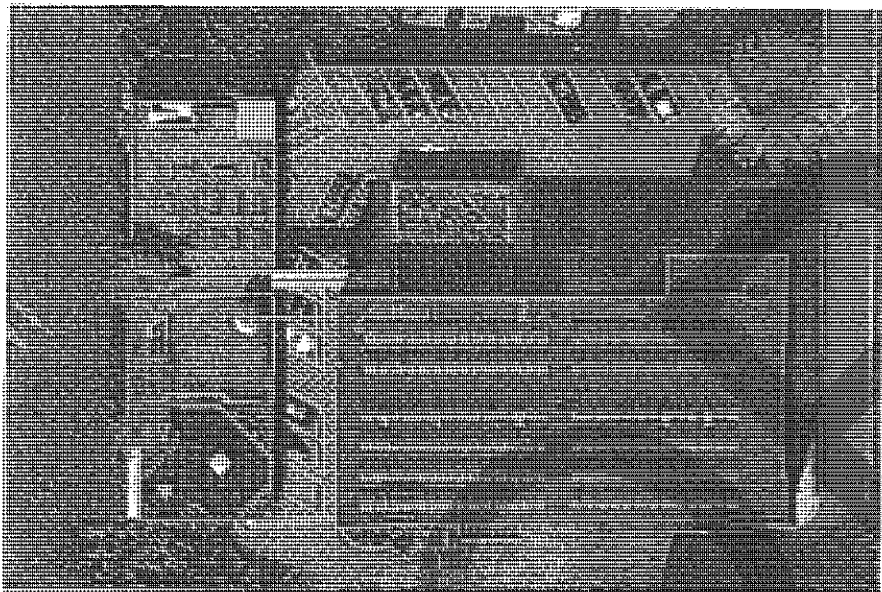
- Conversion of historic 5-story textile mill involved 100,000+ sf of renovations
- Has created 80 new apartments
- 15,000 sf art gallery and studio space at basement level
- Local nonprofit will be tenant, and advise on artspace
- Former Van Zandt, Jacobs and Co. Collar and Cuff Factory
- Constructed in two phases between 1896 and 1903, the building is listed on the National Register of Historic Places

## Tapestry on the Hudson

Conversion of 1899 National Historic Register-listed textile mill

# 599 River Street Partnership / The Community Builders

Troy, NY



### Project details

**Project title**  
Tapestry on the Hudson

**Project location**  
599 River Street, Troy, NY

**Project value**  
\$22.8 million

**Construction duration**  
14 months (anticipated)

**Construction completion**  
Scheduled for March 2017

### Owner

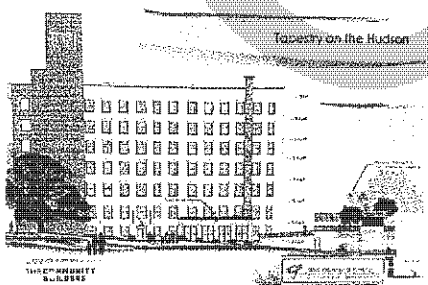
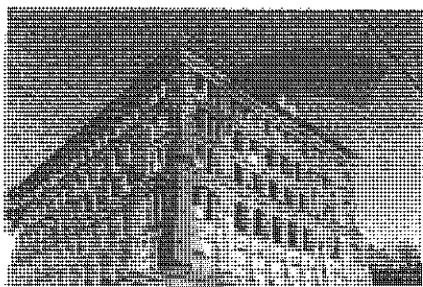
*599 River Street Partnership / The  
Community Builders*  
Albany, NY

### Designer

*Dave Sadowsky, Architect, P.C.*  
Petersburgh, NY

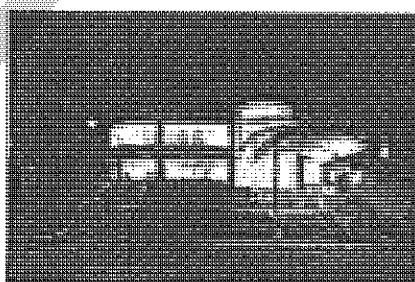
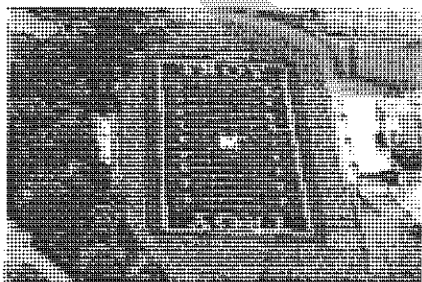
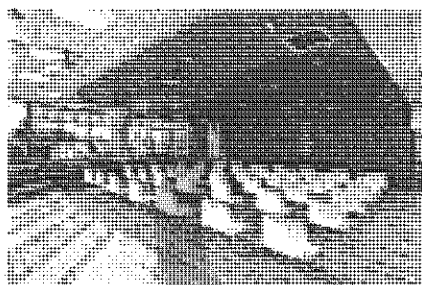
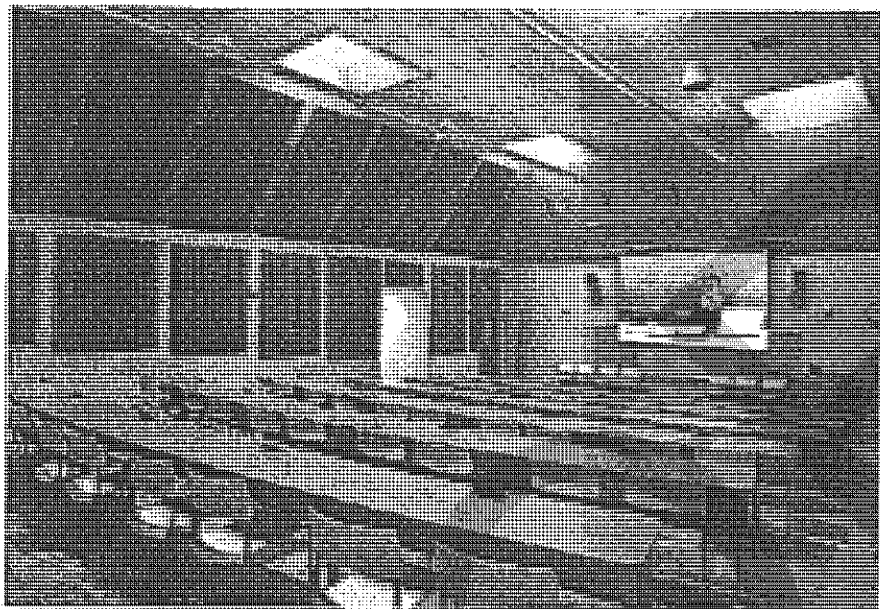
### Project highlights

- Conversion of historic 7-story textile mill involves 80,000+ sf of renovations
- Will create 67 new one- and two-bedroom apartments
- Building will include a community room with full kitchen, on-site laundry, exercise facility
- Project includes riverfront parking deck with green roof
- Former Wilbur, Campbell and Stephens Company Factory
- Constructed in 1899, the building is listed on the National Register of Historic Places



## Troy Middle School Renovations

Renovations/alterations to 200,000 sf of educational space



## City School District of Troy

Troy, NY

### Project details

**Project title**

Capital Project 2010 - Troy Middle School Renovations and New Athletic Fields, Troy High School

**Project location**

1976 Burdett Avenue, Troy, NY

**Construction cost**

\$47 million

**Construction duration**

22 months

**Construction completion**

September 2013

### Owner

*The Enlarged City School District of Troy*

Troy, NY

### Designer

*Mosaic Associates Architects*

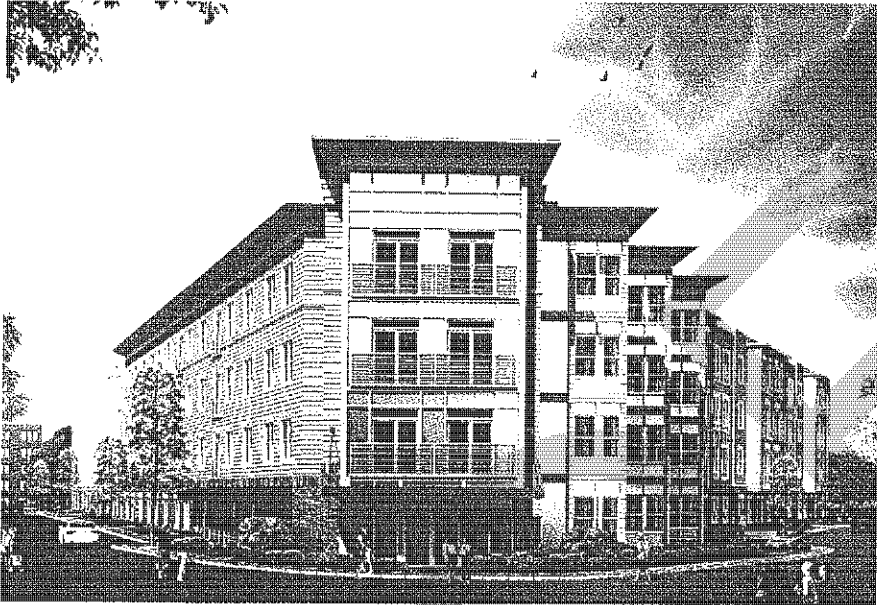
Troy, NY

### Project highlights

- \$56 million scope of work included complete renovation of almost 200,000 SF of instructional space, cafeterias, gymnasiums, auditorium, faculty and administrative spaces
- U.W. Marx CM team able to shave months off project schedule
- Project brought school up to current NYSED standards, making building easier to maintain, more energy efficient and ADA compliant

**DeLaet's Landing Apartments**  
New 96-unit apartment building on Rensselaer riverfront

**Marx Properties, Inc.**  
Troy, NY



**Project details**

**Project title**  
DeLaet's Landing Apartments  
**Project location**  
New Broadway, Rensselaer, NY  
**Construction cost**  
\$12.2 million  
**Construction completion**  
Scheduled for 2018

**Owner**

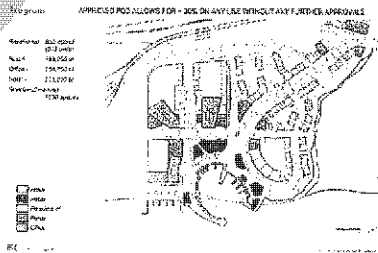
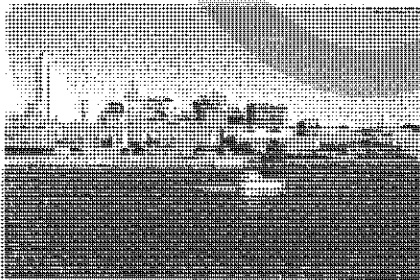
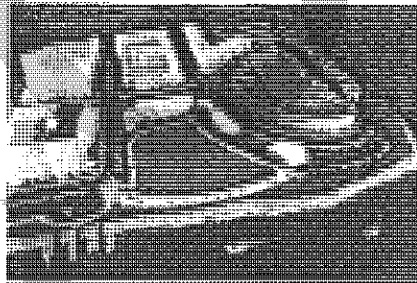
*Marx Properties Development, Inc.*  
Troy, NY

**Designer**

*Olsen Associates, Architects*  
Saratoga Springs, NY

**Project highlights**

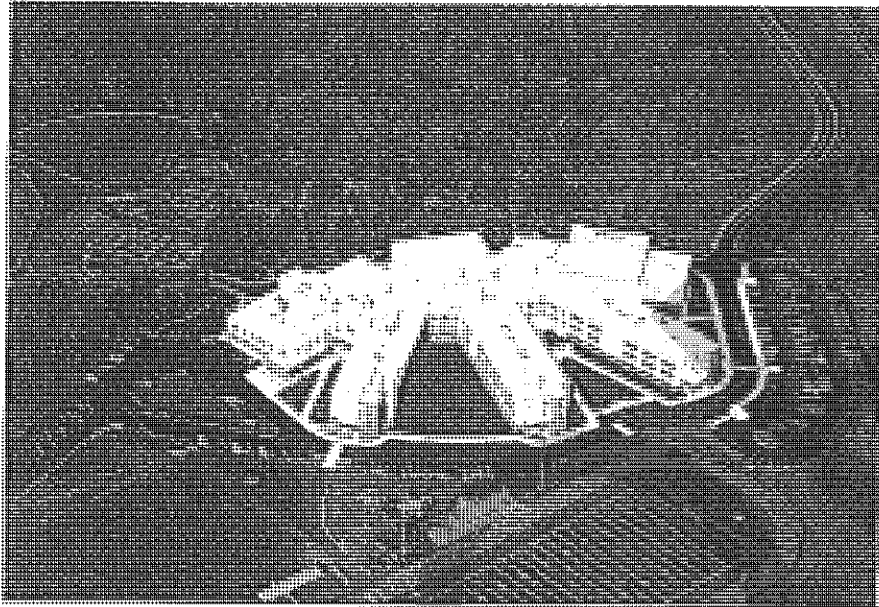
- 145,000 square feet of new construction
- 96 units of market-rate apartments
- Located along City of Rensselaer riverfront esplanade
- Entire site approved for in excess of 1,000,000 square feet of new construction, to include commercial, office and residential





## New K-12 Public School Campus & BOCES Wing

Unique Design-Build project produced new campus



## City School District of Rensselaer

Rensselaer, NY

### Project details

Project title

New K-12 Public School Campus

Project location

Van Rensselaer Blvd., Rensselaer, NY

Construction cost

\$42 million

Construction duration

18 months

Construction completion

2007

### Owner

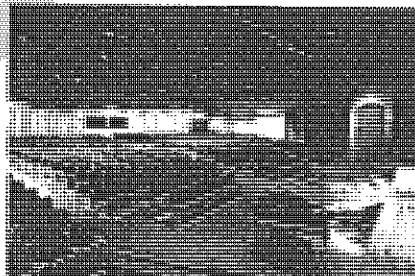
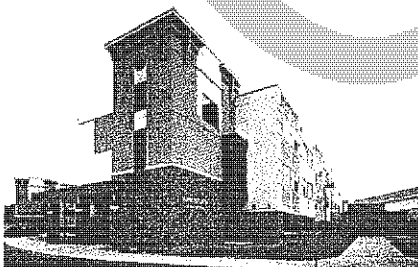
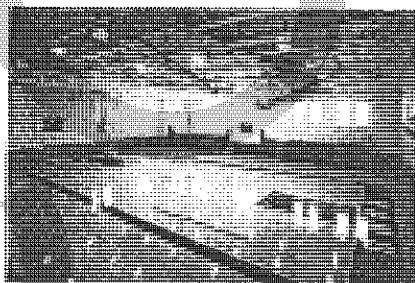
City School District of Rensselaer  
Rensselaer, NY

### Designer

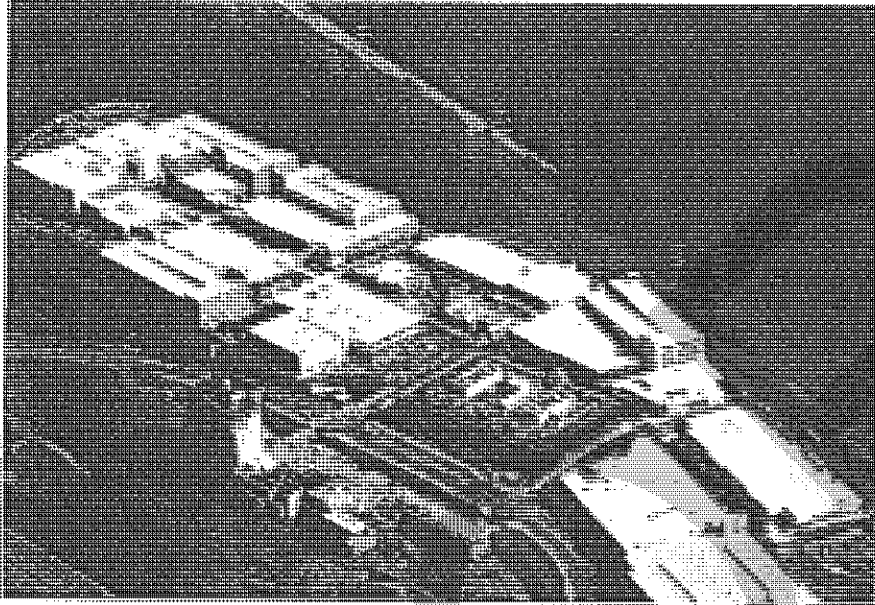
Clark Patterson Associates  
Binghamton, NY

### Project highlights

- U.W. Marx - Design-Builder
- Award-winning project included all aspects of the development and construction of the 288,000 sf building and campus
- New athletic fields and parking areas
- Ample space for administrative offices, faculty work areas and support personnel
- BOCES facility addition
- Energy-efficient facility earned \$169,500 NYSERDA New Construction Program Award for District
- Completed within extremely aggressive 18 month schedule



## Westchester's Ridge Hill 350,000 sf of new core and shell construction



## FC Yonkers Associates, LLC

Yonkers, NY

### Project details

Project title

Ridge Hill Building Packages D & 2;  
2nd Street

Project location

Sprain Brook Parkway, Yonkers, NY

Construction cost

\$29.8 million

Construction completion

2011

### Owner

FC Yonkers Associates, LLC

Purchase, NY

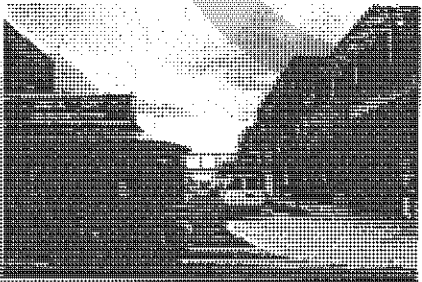
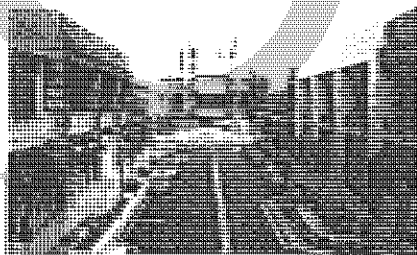
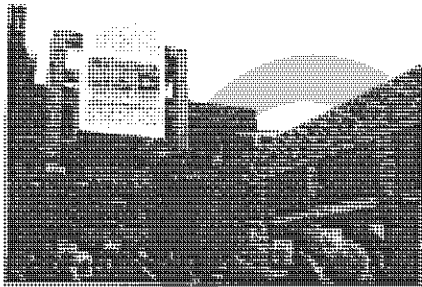
### Designer

Studio 5 Partnership Architects/  
Planners, LLC

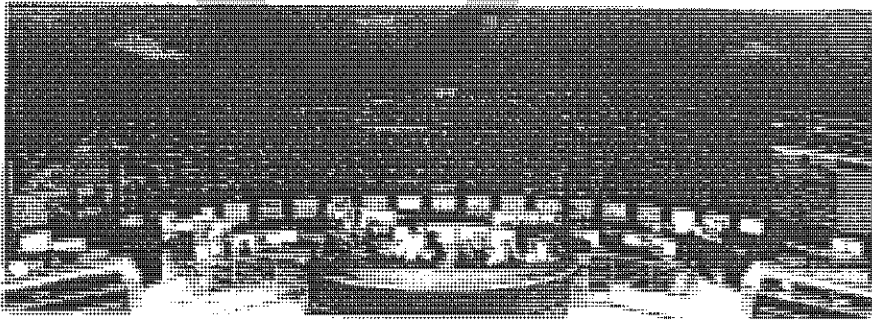
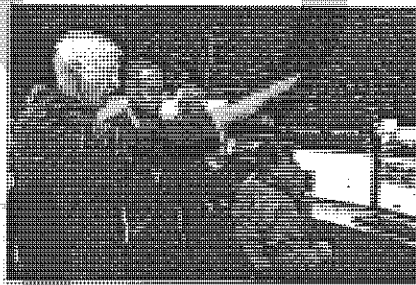
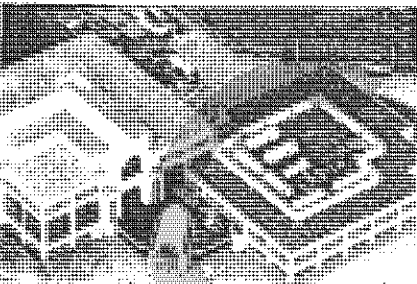
New York, NY

### Project highlights

- Scope of work involved more than 350,000 sf of core and shell construction, including an internal parking garage
- Project included 'Comprehensive Safety and Health Partnering Agreement' between OSHA, the NYS DOL, Building and Construction Trades Council and Building Contractors Association
- Tenants include Yardhouse, Whole Foods, Sephora, Cheesecake Factory



## Mission-Critical Facilities Upgrades Project included new 64,000 sf Control Center



## NY Independent System Operator

East Greenbush, NY

### Project details

Project title

**Mission-Critical Facilities Upgrades**

Project location

10 Krey Boulevard, East Greenbush, NY

Construction cost

\$40 million

Construction completion

2014

### Owner

*New York*

*Independent System Operator*

East Greenbush, NY

### Designer

*Woodward Connor Gillies Seleman*

*Architects*

Albany, NY

### Project highlights

- **Mission-critical upgrades included:**
  - updated infrastructure
  - new 64,000 sf control center
  - new 12,000 sf data center
  - improvements to communications and security offices
  - renovations to all floors of existing 146,000 sf building
  - designed by Woodward Connor Gillies Seleman Architects



## New Science Center

LEED Silver-certified interdisciplinary science center

## Hudson Valley Community College

Troy, NY

### Project details

Project title

**New Science Center**

Project location

80 Vandenburg Ave, Troy, NY

Project value

\$48 million

Construction completion

2013

### Owner

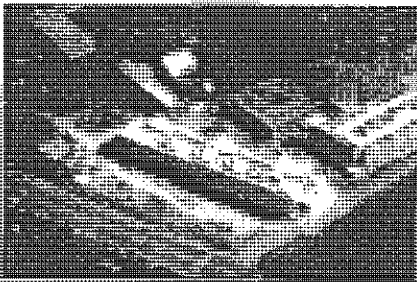
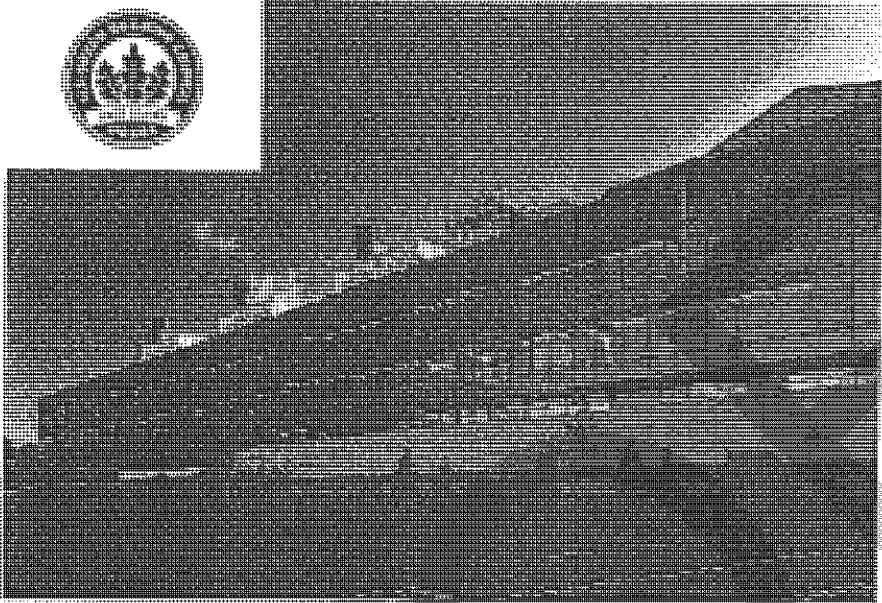
Hudson Valley Community College  
Troy, NY

### Designer

Mosaic Associates  
Troy, NY

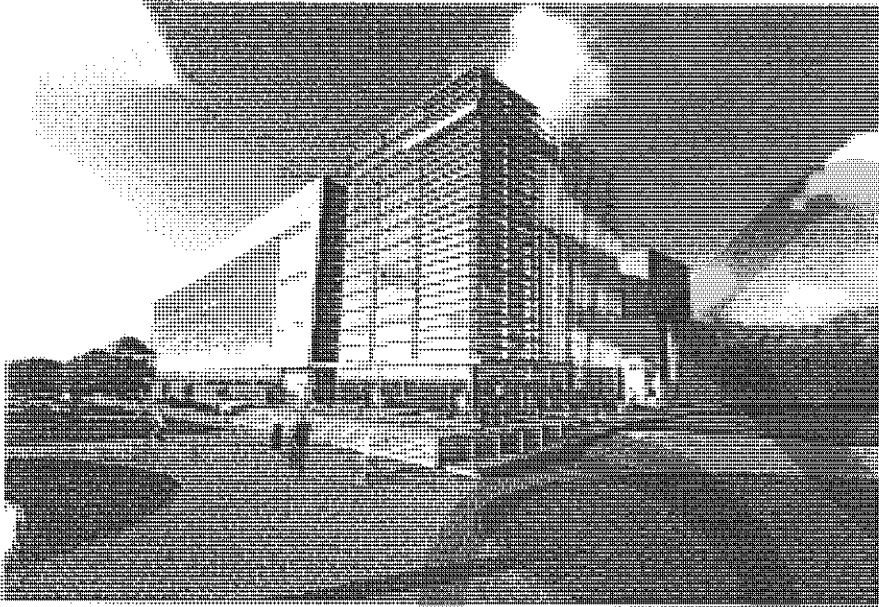
### Project highlights

- New 120,000 SF, four-story ISB
- 25 labs, 11 classrooms, 60 offices
- Conference spaces, science study center and greenhouse
- High performance building envelope
- Certified LEED® Silver by USGBC
- BIM 3D Modelling
- Web-based construction collaboration



## New Computer Chip Commercialization Center

Core and shell construction of new 253,000 sf facility



## SUNY Polytechnic Institute

Utica, NY

### Project details

Project title  
QUAD C - Computer Chip  
Commercialization Center - core and  
shell construction

Project Location  
Utica, NY

Construction cost  
\$30 million

Construction completion date  
2015

### Owner

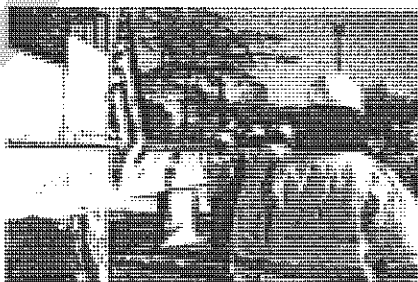
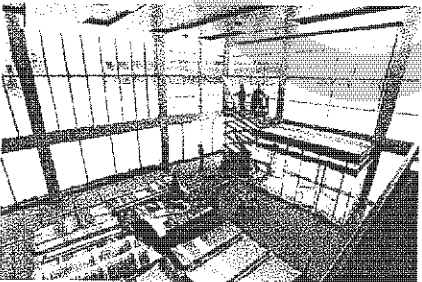
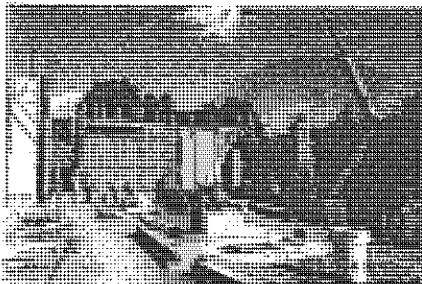
*SUNY Polytechnic Institute*  
Utica, NY

### Designer

*Einhorn Yaffee Prescott  
Architecture & Engineering P.C.*  
Albany, NY

### Project highlights

- Core and shell construction for new 253,000 SF R&D facility
- Building will include integrated offices and laboratories, an atrium lobby, large multipurpose conference rooms
- Extremely aggressive 9-month core & shell construction schedule





**RYAN BIGGS  
CLARK DAVIS**  
ENGINEERING & SURVEYING



### Corporate Profile

Ryan Biggs | Clark Davis Engineering & Surveying, P.C., is one of the largest woman-owned engineering firms in Upstate New York. Specializing in structural engineering; civil engineering; repair and restoration; construction support, inspection, and testing; and surveying; we provide services to architects, engineers, developers, and private and public owners. The firm was created as a result of the merger between Ryan-Biggs Associates (founded 1973) and Clark Engineering & Surveying (founded 1986). Ryan Biggs | Clark Davis has offices in New York's Capital Region, Finger Lakes Region, and the Hudson Valley, and maintains a staff of 35, including 20 licensed engineers.

The projects we have completed demonstrate our deep and continuing commitment to providing quality engineering and our appreciation for the uniqueness of every engineering endeavor, regardless of project size. We have both the technical ability and desire to work collaboratively with you to tailor specific solutions to your diverse challenges, economic limitations, and time constraints imposed by each and every project.

### Service Capabilities

#### Structural Engineering

- New Structures, Renovations, Additions
- Forensic Investigations, Studies, Reports
- Delegated Design

#### Civil Engineering

- Site Planning and Design
- Water, Wastewater and Stormwater Engineering
- Municipal Infrastructure and Bridge Design

#### Repair and Restoration

- Masonry Restoration
- Concrete Repair
- Historic Preservation

#### Construction Support/Inspection/Testing

- Contractor Support Services
- Construction and Special Inspection
- Nondestructive Testing

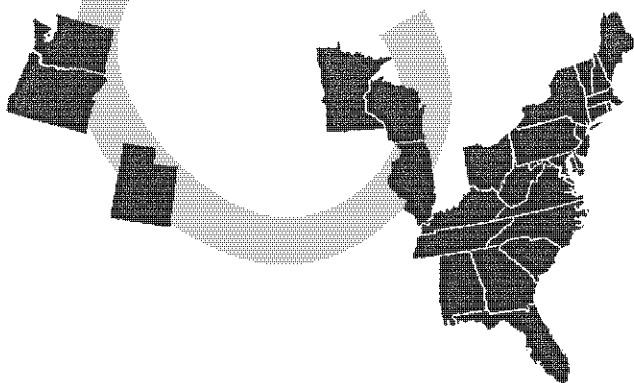
#### Surveying

- GPS and Aerial Mapping Control Survey
- Boundary, Topographic and Utility Survey
- Highway and Bridge Survey

### Key Market Sectors

College/University | Commercial | Cultural  
Hospitality | Housing | Industrial | K-12 Schools  
Medical | Municipal/Government | Office Buildings  
Parking Structures | Religious Institutions  
Residential | Specialty Structures | Transportation

### Professional Engineering Licenses



### WBE Information

Ryan Biggs | Clark Davis is a Certified Woman Owned Business Enterprise (WBE) New York and Massachusetts

Federal ID No 14-1599413



## *Paul A. Rouis III, P.E.*

### *Principal*

#### Background:

Paul has provided the structural design and management of numerous new design and renovation projects. His relevant experience includes:

#### Albany Medical Center Patient Care Pavilion; Albany, NY

Principal-in-Charge of structural engineering for the design of this \$360 million expansion to Albany Medical Center. The facility is 325,000 gross square feet consisting of 12 different floor levels. The expansion included 20 new operating suites, an ICU unit, a CT suite, a pre-admission testing room, two landscaped roof gardens in courtyard areas, a pedestrian bridge to the parking garage, inpatient rooms, and the Neonatal Intensive Care Unit.

#### Saratoga National Golf Club; Saratoga Springs, NY

Project Manager for expansion including a steakhouse restaurant, a covered porch dining area, 260-seat banquet room, a banquet kitchen, a new loading dock and service elevator, and an expanded patio area for cocktail parties and casual dining. The new banquet facility features a clear-span vaulted ceiling supported by steel scissor trusses, and the new second floor, which was inserted into the original two-story-high restaurant space, is composite steel framing designed to meet special vibration criteria for dance floors. The ceiling system in the restaurant below is suspended on special isolation hangers to minimize noise and vibration from the banquet facility overhead.

#### New York State Police Troop G Headquarters; Latham, NY

Project Manager for design of a new campus for the New York State Police Troop G. The complex, situated on 42 acres, houses administrative, investigative, training, and support facilities for State Police operations in the Troop G region, which includes 10 counties. Includes an 83,000-square-foot, two-story, steel-framed headquarters building incorporating a communications center, a traffic management center, and a forensics crime lab. A 30,000-square-foot vehicle preparation and maintenance facility is also included in the project. This facility includes the troop quartermaster's storage department.

#### Fitzelle Hall; SUNY Oneonta; Oneonta, NY

Principal-in-Charge for complete renovation and design of a three-story classroom addition and a three-story office addition. The project included the reconfiguration of departmental offices, classrooms, and instructional spaces, expansion of the mechanical room, and the addition of elevators. A full atrium is part of the addition on the west side of the building connecting the upper and lower campuses. The rehabilitated facility houses the education, mathematics, psychology, philosophy, and Africana-Latino studies departments, along with general education classrooms and spaces.

#### Glens Falls Parking Garage; Glens Falls, NY

Structural services for the new 505-space, five-level parking structure constructed through design-build delivery for the local IDA. The structure is founded on steel piles bearing on bedrock. Paul provided the foundation design, and acted as Quality Control Manager for the design-build team including monitoring precast supplier's Quality Control procedures.

#### The Arts Center of the Capital Region; Troy, NY

The heavily deteriorated historic buildings at 261-271 River Street in downtown Troy were evaluated structurally for conversion into a new center for the arts. Paul developed repair and reinforcing details to salvage the important structures and details to accommodate the new program. Included in the project were column removals, stair and elevator installations, and other modifications to convert the six adjoining buildings into one arts facility, which includes exhibits, studio spaces, and a "black box" theatre.

#### Employed by

Ryan Biggs | Clark Davis  
November 1987

#### Education

1985/Bachelor of Architectural  
Engineering  
Penn State University  
State College, PA

#### Licensing

Professional Engineer:  
NY (License No. 066214)  
NH (License No. 12330)  
NJ (License No. 24GEO4771600)  
Slab Moisture Testing Technician

#### Affiliations

American Institute of Steel  
Construction  
American Society of Civil Engineers  
American Concrete Institute  
International Concrete Repair  
Institute

#### Contact Information

257 Ushers Road  
Clifton Park NY 12065  
p 518 406.5506 ext 317  
e-mail prouis@ryanbiggs.com



**RYAN BIGGS  
CLARK DAVIS**

**SILVESTRI ARCHITECTS, PC**  
1321 MILLERSPORT HIGHWAY, SUITE 101  
AMHERST, NEW YORK 14221  
Telephone: 716.691.0900  
Fax: 716.691.4773  
E-mail: phils@silvestriarchitects.com

Philip J Silvestri, President of Silvestri Architects, PC, employs a staff of twenty two professionals consisting of project architects, interior designers, CAD drafters and administrative personnel.

*A competent architectural firm is one, which is able to interface the general demands of the marketplace with the unique goals of the client. Projects demand acute sensitivity when analyzing and resolving the formal and operational requirements of the client and developing an aesthetic and functional solution. At Silvestri Architects PC, intuitive and rational elements are examined, thus forming a basis for developing imaginative and responsible solutions.*

The firm has established an excellent reputation for their design and technical skills. Silvestri Architects, PC has a diverse cross section of projects including fire companies, corporate office buildings, hotels, housing developments, educational facilities, automobile dealerships and recreational facilities. Silvestri Architects, PC credits their success to the firm's attention to detail, aesthetics and service.

Silvestri Architects, PC holds professional registrations in the following states:

New York	Pennsylvania	Louisiana	Massachusetts	New Jersey
Nebraska	Ohio	Illinois	Rhode Island	New Hampshire
Kentucky	West Virginia	Texas	Colorado	Connecticut
Missouri	Iowa	Idaho	Kansas	Minnesota
New Mexico	North Dakota	Utah	Nevada	South Dakota
Michigan	Maine	Georgia	Montana	Indiana
Tennessee	North Carolina	Maryland	Virginia	Florida

## Technical Capabilities

Silvestri Architects, PC, boasts a state of the art networked computerized design and drafting system featuring a PC based AutoCAD platform. We utilize Building Design Suite Premium 2016.

## Services Available

Silvestri Architects, PC professional staff provides complete architectural, interior planning/ design services. Several specific types of services are listed below:

- Complete Architectural services for new construction or renovations
- Historic Preservation
- Interior Planning
- Master Planning
- Facility Studies
- Site Master Planning
- Computer Generated Presentations
- Renderings
- Architectural Marketing Presentations

## Professional Liabilities

Silvestri Architects, PC carries insurance in compliance with the provisions of the workmen's compensation law of New York and professional liability insurance in the following amounts:

\$2,000,000 per claim  
\$2,000,000 per aggregate

## Biographies

### James C. Frenis, CHA – Chief Executive Officer

Jim began his career in the hotel industry in 1986 at the Sheraton Hotel of Waterbury, CT. He went on to serve as a general manager at a number of properties in Massachusetts and Connecticut for several years before joining Choice Hotels International as a Franchise Service Director in 1996. In that role, Jim had oversight of over 50 hotels.

In 2001, Jim formed Prestige Hospitality with the goal of bridging the gaps between hotel owners, their employees and their franchise companies. Because of their unique, hands-on approach, Prestige Hospitality achieved many awards for their owners over the years. In 2007, Prestige Hospitality merged with Hospitality Management Group to form Prestige Hospitality Group (PHG), a full-service hospitality management company. PHG's portfolio currently manages hotel properties throughout the Northeast with over 1500 guest rooms and over \$55 million dollars in annual revenue. Hotels in PHG's portfolio include Hilton Hotels, Hyatt Hotels, Intercontinental Hotels Group, Choice Hotels and other independent hotels in destination markets.

Jim received a Bachelor of Science Degree in Business Management from Post University and is a Certified Hotel Administrator (CHA). He recently served as the Director of Region 6 (Northeast) Choice Hotels Owners Council (CHOC) and previously chaired the CHOC National Marketing Committee and served a Board Member of the Connecticut Lodging Association (CLA). Additionally, he held the voluntary position of Vice-Director of the Northwest Connecticut Visitor and Convention Bureau.

Jim resides in Prospect, CT with his wife and two children.

### Justin D. Smith – President and Chief Operating Officer

Justin brings over 20 years of hotel operations and finance experience with particular expertise in the areas of operations, management training, hospitality accounting and hotel development and acquisition. In 2000, Mr. Smith accepted a position with Four Seasons Hotels and Resorts where he completed the award-winning Four Seasons training program at The Pierre. After completing his training, Mr. Smith became the Chief Accountant at The Pierre. This role allowed him to create initiatives aimed at sharply reducing hotel operating expenses while managing the hotel's annual budget.

In 2002, Mr. Smith moved to Lake Placid, NY where he assumed responsibility for the opening of a new 140-seat restaurant on the shores of Mirror Lake. Immediately following his time in Lake Placid, Mr. Smith moved to Albany to become a partner with Hospitality Management Group, LLC, a full



90 State Street, Suite 1411  
Albany, NY 12207  
518-463-1191

service management company specializing in hotel repositioning and renovations, operations, financial and property management.

As Vice President of HMG, Mr. Smith oversaw the acquisition and repositioning of the Northwoods Inn, a 92-room full-service hotel in Lake Placid. Additionally, HMG oversaw the opening of the Comfort Inn and Suites just 10 minutes outside of Albany, NY, the Holiday Inn Express in Clifton Park, NY and the Holiday Inn Express in Chester, NY.

In 2007, Mr. Smith became Co-Founder of Prestige Hospitality Group, LLC a full service third party hospitality management company. PHG's portfolio currently manages hotel properties throughout the Northeast with over 1500 guest rooms and over \$55 million dollars in annual revenue. Hotels in PHG's portfolio include Hilton Hotels, Hyatt Hotels, Intercontinental Hotels Group, Choice Hotels and other independent hotels in destination markets.

Mr. Smith currently serves as Chairman of the Board of Directors for the Lake Placid CVB and Regional Office of Sustainable Tourism for Essex County. In addition, he serves as a Director on the Albany County Convention and Visitors Bureau and a Director on the Albany Pro Musica Board of Directors. He is a graduate of Cornell University's School of Hotel Administration and currently resides in Niskayuna, New York.

Wine & Dine Group LLC  
25 Chapel Street  
Albany, New York 12210

To the City of Troy,

Please allow this letter to express our interest in being a part of the Monument Square Project. After lengthy discussion with Tom Rossi of Redburn Development Companies, the Monument Square project would provide us with a very logical next step in the growth of our company. I feel our 11 years operating Yono's & dp An American Brasserie in a hotel in Downtown Albany has provided us with the experience and knowhow to bring our business and brand of hospitality to downtown Troy while seamlessly working with our colleagues, neighbors and partners.

I believe that we would be able to service the needs of the downtown residents & business community by offering a unique place to lunch, a fantastic venue for happy hour and a place where people could dine before or after a show at the Troy Music Hall, EMPAC or other Troy destinations. I also feel that my family's 35 year history as restaurant operators in the Capital Region will bring new visitors who might not otherwise visit downtown Troy.

I look forward to the opportunity to be a part of the continued success and development of downtown Troy.

Best Regards,  
Dominick Purnomo  
Managing Member, Wine & Dine Group LLC  
dba Yono's Restaurant & dp An American Brasserie