

Section 6 Attachments

6.1 and 6.2 Development Team Qualifications

Khosro Sanieoff

Khosro Sanieoff studies Civil Engineering in Iran. He worked for his father construction company for many years. He father's company developed the largest port in Iran and largest port in the middle east at one point. He moved to the United States in 1979 after the Iranian revolution. Has been in real estate since 1979. He started with little money, and he built a successful real estate company all on his own. He currently manages over 2000 apartments in Boston and Brookline. Mr. Sanieoff has never taken a short cut and has always looked after his tenant. Mr. Sanieoff was approached by Boston to develop several fully affordable projects, he decided before taking on these projects he would do an affordable project on his own before developing projects for the City of Boston

Daniel Sanieoff is a seasoned real estate manager with management responsibility with 20 years experience for 500+ rental units, representing 40 projects. Additionally, he has managed the rehabilitation of 400 units in the Boston and Brookline area. Of note is 1216 Commonwealth Avenue project where 50 apartments with over 10 commercial spaces were renovated. This project supported neighborhood revitalization efforts in the Allston/Brighton area. Another major renovation Daniel has been involved overseeing and managing is 364 Washington Street in Brighton MA. This site includes 24 units with 3 commercial spaces. Prior to renovation this building was in an eyesore and the surrounding area had been unattractive in Brighton Center. As part of this revitalization effort, neighboring sites have attracted new business and investors. Daniel owns 30% of the 217 Kent Street project and has been managing the building since New Kent LLC purchased the site.

New Seasons Development

New Seasons Development LLC a residential real estate development consulting firm that assists its clients in the development of affordable, mixed-income, and market-rate housing. As a key member of the project development team, NSD's role relates to the program design, structuring, and financing of the project. New Seasons provides non-profit and for-profit clients with knowledgeable and affordable assistance about how the affordable housing industry, financing programs, and government processes operate. NSD has expanded its client base as well as its capacity to serve its clients over time

New Seasons offers real estate advisory services designed for both the new construction and rehabilitation of multi-family buildings. We work with owners and developers on financing, including obtaining and satisfying requirements for public funding sources, such as state and federal Low Income Housing Tax Credits (LIHTC), Housing Development Incentive Program tax credits, tax exempt bonds, Community Preservation Act funding, CDBG and HOME funds, state bond funded subsidy programs for housing, state and federal Historic Tax Credits, and 40B Comprehensive Permit for homeownership and rental developments. NSD's clients include housing developers and municipalities or housing authorities.

We work closely with architects, contractors, public officials, lenders and investors. We review project development concepts within the context of zoning, financing opportunities, and overall feasibility. The Chapter 40B developments in our portfolio include homeownership and rental developments in the Greater Boston area. Saugus Ridge project, a 300-unit rental development by Toll Brothers, has recently received a comprehensive permit.

New Seasons' President Wendy Cohen brings more than 25 years of experience as a lender in the quasi-public sector, as Director of Housing Development in the non-profit sector, and as the (LIHTC) program director for the Commonwealth's Department of Housing and Community Development, and most recently as a development consultant. New Seasons is a woman-owned business enterprise certified by the Commonwealth of Massachusetts' Supplier Diversity Office

With New Seasons since 2017, Toni Coyne Hall is responsible for working with government agencies on Chapter 40B projects, preparing project eligibility letter applications as well as financial and feasibility analysis. Toni brings more than 30 years experience in affordable housing and community development. She was the program manager for the Local Initiative (LIP) for the Massachusetts Department of Housing and Community Development from 2007 through 2015.

Law Office of Robert Allen, Jr. LLP

The firm provides legal representation for an array of real estate endeavors, from local residential to complex real estate developments in a variety of industries including commercial projects, hotel and hospitality, transportation, restaurants, entertainment venues, bar and alcoholic beverage sales. In residential zoning representation, residential zoning matters can range from simple matter to more complicated affairs. The firm can assist in many facets of residential development including:

- Building code appeals
- Environmental approvals and permits
- Zoning approvals, opinion letters and appeals
- Applications for Special Permits and Variances
- Rights of way, approvals and waterway permits
- Historic approvals and permits, tax credits and grants
- Title Certifications

Our attorneys assist individuals and business clients to develop and implement strategies for successful results at the local and state level. The firm has experience representing clients before local and state planning, zoning, historic/preservation, permitting, and licensing authorities. Our practice includes the representation of clients before community groups, governmental agencies, and other interest groups and stakeholders in the permitting process.

Robert Allen Law has represents clients in many development projects in the Town of Brookline including:

- 45 Marion Street (40B)
- 455 Harvard Street (40B)
- 136 Babcock Place (40B)

Sousa Design Architects

Stephen Sousa is the founder and principal at Sousa Design Architects and has worked with industry leaders across the country on a wide range of design projects. Under Stephen's leadership, Sousa Design Architects has won numerous design awards for residential, hospitality, and retail projects highlighted by Restaurant Design of the Year for Tiger Mama (Boston) by Eater.com and Waypoint Restaurant (Cambridge) was named Top Ten Restaurants in the U.S. for 2017 by Food & Wine Magazine.

In residential design, the National Association of Home Builders awarded Sousa Design with a 2018 Best in American Living Award Gold Level for Single-Family Community, 100 Units & Over for their work on Cape Arundel Cottages in Arundel ME.

Stephen has over 25 years of experience in design and architecture. He is a registered architect, NCARB certified and a member of the American Institute of Architects. Stephen received his Bachelor of Architecture from Boston Architectural College in 1991. In 2012, he received the Distinguished Alumni in Practice Award for his design work in the field of hospitality design.

MULTI-FAMILY RESIDENTIAL EXPERIENCE

Wilber School Apartments

75 S Main Street Sharon, MA 02067 Design Architect 84 Units, 15% Affordable
40B Federal Historical Tax Credits Construction Cost: 18 million

The Ropewalk

1st Ave. Boston, MA 02124 Design Architect 94 Units, 13 Affordable Federal
Historical Tax Credits Construction Cost: 28 million

The Austin

205 E Street Boston, MA 02127 Architect 34 Units, 60 Underground Parking
Spaces Construction Cost: 12 million

The M at 11 Minot Street

11 Minot Street Dorchester, MA 02122 Architect 22 Units, 3 Affordable
Construction Cost: 9 million

Liv

54 Pleasant Street Dorchester, MA 02125 Architect 18 Units, 2 Affordable

Essex Street Lofts

217-221 Essex Street Salem, MA 01970 Architect 20 Units

Federal Historical Tax Credits Construction Cost: 8 million

Arundel Cottages

23 Founders Dr. Arundel, ME 04046 Architect 310 Units, Community Center,
Sales Office Construction Cost: 30 million

MetroWest Collaborative (Affordable Marketing)

Metro West Collaborative Development has been working in the field of affordable housing development, administration, and compliance for 28 years. In addition to marketing and monitoring affordable housing throughout eastern Massachusetts, Metro West CD facilitates housing programming on behalf of municipalities, authors LAU and LIP applications, conducts affordable housing site feasibility analyses, and owns and operates its own portfolio of affordable housing.

Recent affirmative marketing/lottery or monitoring services include:

- 2009 – Repton Place (28 units in Watertown)
- 2010 – Castle Courtyard and Admirals Cove (6 units in Natick)
- 2011 – Champion Estates (7 affordable units in North Andover)
- 2012 – Charlesbank Apartments (4 units in Watertown)
- 2013 – Town of Reading (11 units in Reading)
- 2014 – Riverbend Apartments (17 units in Watertown), Rose Landing in Danvers (18 units)
- 2015-present - Villages at Goddard Highlands (28 units in Stoughton)
- 2016 - The Drake (4 rental units in Stoughton)
- 2017 – LexHAB, WAFHI and CANDO- non-profit portfolio vacancy lotteries
- 2018 - The Sphere (4 rental units in Medford)

The majority of Metro West CD's marketing, lottery, and compliance work is overseen by a team of two Affordable Housing Programs Managers, each with their own focus on rental or ownership units. They manage all marketing plans, lottery administration, individual applicant files, conduct initial income/asset eligibility determination, and create final project reports. They are well versed in DHCD and HUD fair housing regulations. They are supported by Executive Director Jennifer Van Campen. She has over 25 years of experience in affordable housing projects and programs. She has been with Metro West CD for twelve years. Ms. Van Campen participates in all negotiations with developers and Towns and assists in the facilitation of required agreements and legal documents.