

P-5 I-195 DISTRICT

EQT | EXETER

EQT Exeter Proposal

Response to Request for Proposals

P-5 Parcel

9.25.24



GRAFFITO 



ASSURED PERFORMANCE

EQT EXETER DEVELOPER



Bryan Lamb
EQT | Exeter
CIO & Portfolio Manager



Gianni Parente
EQT | Exeter
Investment Officer



Sandra Rittenhouse
EQT | Exeter
Associate



George Ledwith
EQT | Exeter
Head of Development



Kevin Urso
EQT | Exeter
Development Manager

PARTRIDGE SNOW & HAHN LLP
LOCAL COUNSEL



Amy Oakley
Partridge Snow & Hahn LLC
Partner

KLEINBARD, LLC
TRANSACTION COUNSEL



Kelly Anne Donohoe
Kleinbard LLC
Practice Leader, Real Estate & Finance

SCB
ARCHITECT



Clara Wineberg
SCB
Principal

GRAFFITO SP
RETAIL CONSULTANT



Noah Koretz
Graffito SP
Neighborhood Investments
& Partnerships

REDWOOD RESIDENTIAL
PROPERTY MANAGEMENT



Megan Mahoney
Redwood Residential
VP of Marketing
***Wholly owned affiliate of EQT Exeter**

GENERAL CONTRACTOR
TBD

PRIME CONSULTANTS

SPECIALTY CONSULTANTS

CIVIL & ENVIRONMENTAL ENGINEER
BOHLER OR VHB

STRUCTURAL ENGINEER
TBD

MEP ENGINEER
TBD

LANDSCAPE ARCHITECT
TBD

GROUNDWELL DESIGN GROUP
PUBLIC SPACE CONSULTANT



ABOUT EQT EXETER

EQT is one of the largest private equity firms in the world with over **\$250 BILLION IN EQUITY** under management

EQT Exeter, the real estate arm of EQT, is among the largest Real Estate Investment Managers in the world with over **\$35 BILLION IN EQUITY** under management

EQT Exeter has **55 REAL ESTATE OFFICES** across the Americas, Europe and APAC staffed by local and sector specific (e.g. multi-family) experts

Since 2020, the US Multifamily team, which has over 200 employees, has delivered ~ **2,000 NEW CLASS A UNITS** to 'Meds & Eds' communities at a cost of \$675 million

The team has extensive **EXPERIENCE WITH PUBLIC PRIVATE PARTNERSHIPS**



ABOUT SCB

SCB is a nationally recognized Architecture, Planning, Interior and Urban Design firm

Offices in **BOSTON**, Chicago, San Francisco, and Seattle

250+ multi-family projects built

70,000 multi-family units designed

#1 Apartment and condominium Design Firm
BD+C Giants 2022

#3 multi-family Design Firm
BD+C Giants 2023

EQT EXETER and principals at **SCB** have been **COLLABORATING SINCE EARLY 2000s**



ABOUT GRAFFITO SP

MARKET LEADING RETAIL SPECIALISTS

Graffito is a **BOSTON**-based retail real estate advisory and investment firm that excels at the intersection of **MASTER PLANNING, RETAIL LEASING, AND BRANDING**

Focused on the **FIRST 20 VERTICAL FEET** of dynamic, mixed use, urban environments

We plan and establish **ACTIVE, INCLUSIVE, AND VALUABLE GROUND FLOOR SPACES** by elevating creative retail operators and amplifying community character in the places we work

We take this pursuit seriously, knowing that we have the ability to leverage the power of real estate development to **SPUR SOCIAL AND ECONOMIC INVESTMENTS THAT TACKLE SYSTEMIC INEQUITIES** and create the types of cities that we all want to live in



BAYBERRY GARDEN | PROVIDENCE, RI



CAMBRIDGE CROSSING | CAMBRIDGE, MA



CHARLES RIVER SPEEDWAY | BRIGHTON, MA



KENDALL SQUARE | CAMBRIDGE, MA



GRAFFITO SP



OUR APPROACH

Utilize our experience and expertise to **RAISE THE BAR** in the District:

- Continue to elevate and advance design & product with a premium team
- Improve on placemaking and retail programming to deliver community benefits

Create an **ACTIONABLE AND FEASIBLE** development plan that can be delivered timely

Meet the housing needs and expectations of a **WIDE VARIETY OF RENTERS**

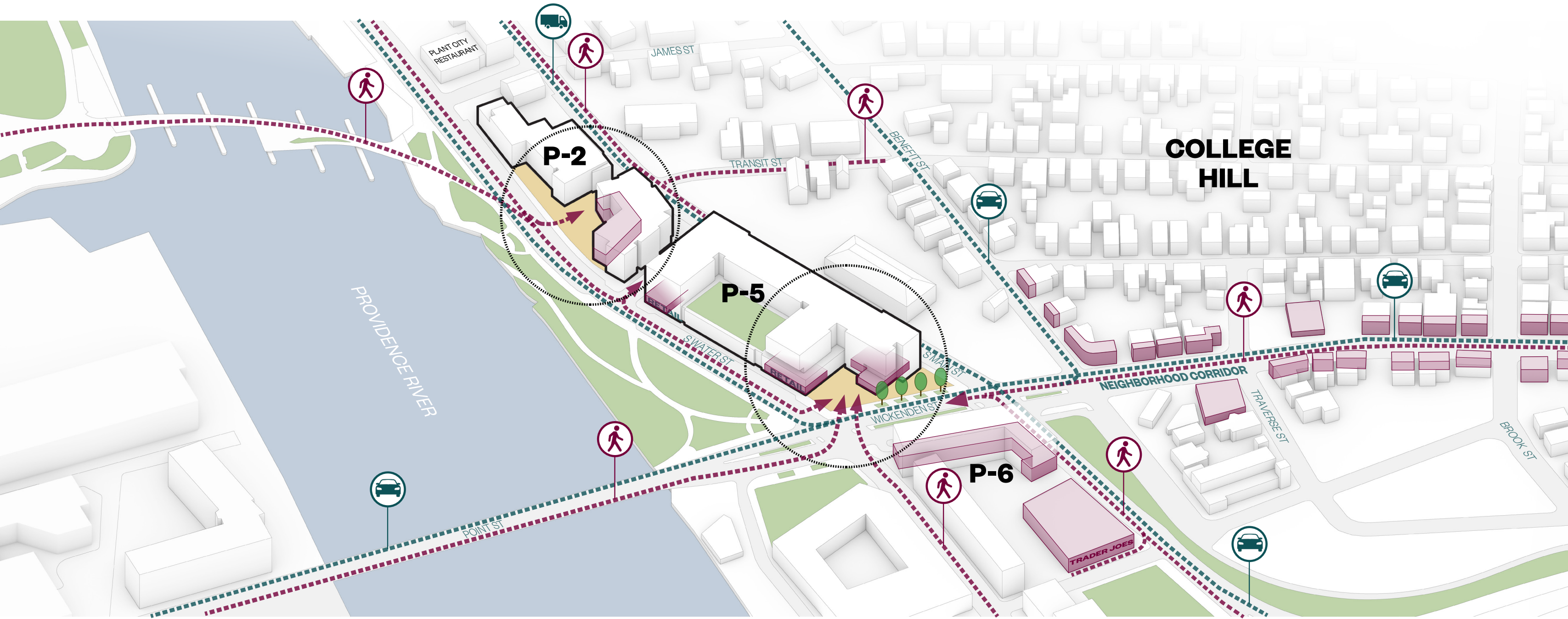
MEET THE MOMENT – Parcel 5 represents one of the final pieces of the District puzzle and must make a meaningful contribution and connection to the neighborhood.

Curated mixed-use community of **210 UNITS** with **10% WORKFORCE HOUSING** and **12 LIVE-WORK UNITS** along with **10,000 SF** of active-use **RETAIL**



URBAN SENSITIVITY

EXPANDING NEIGHBORHOOD PATHS



LEGEND

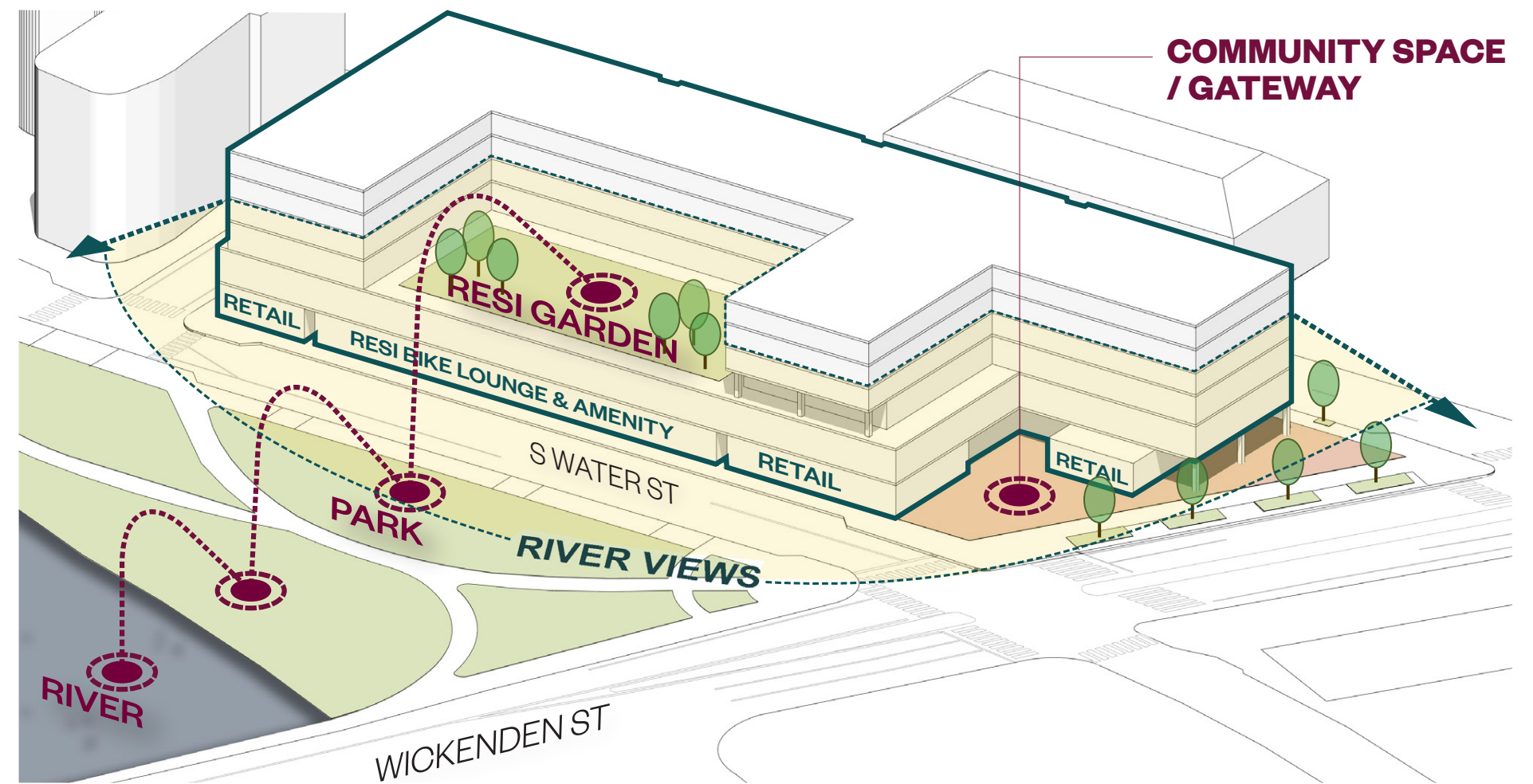
-  RETAIL ZONE
-  ACTIVE PUBLIC SPACE



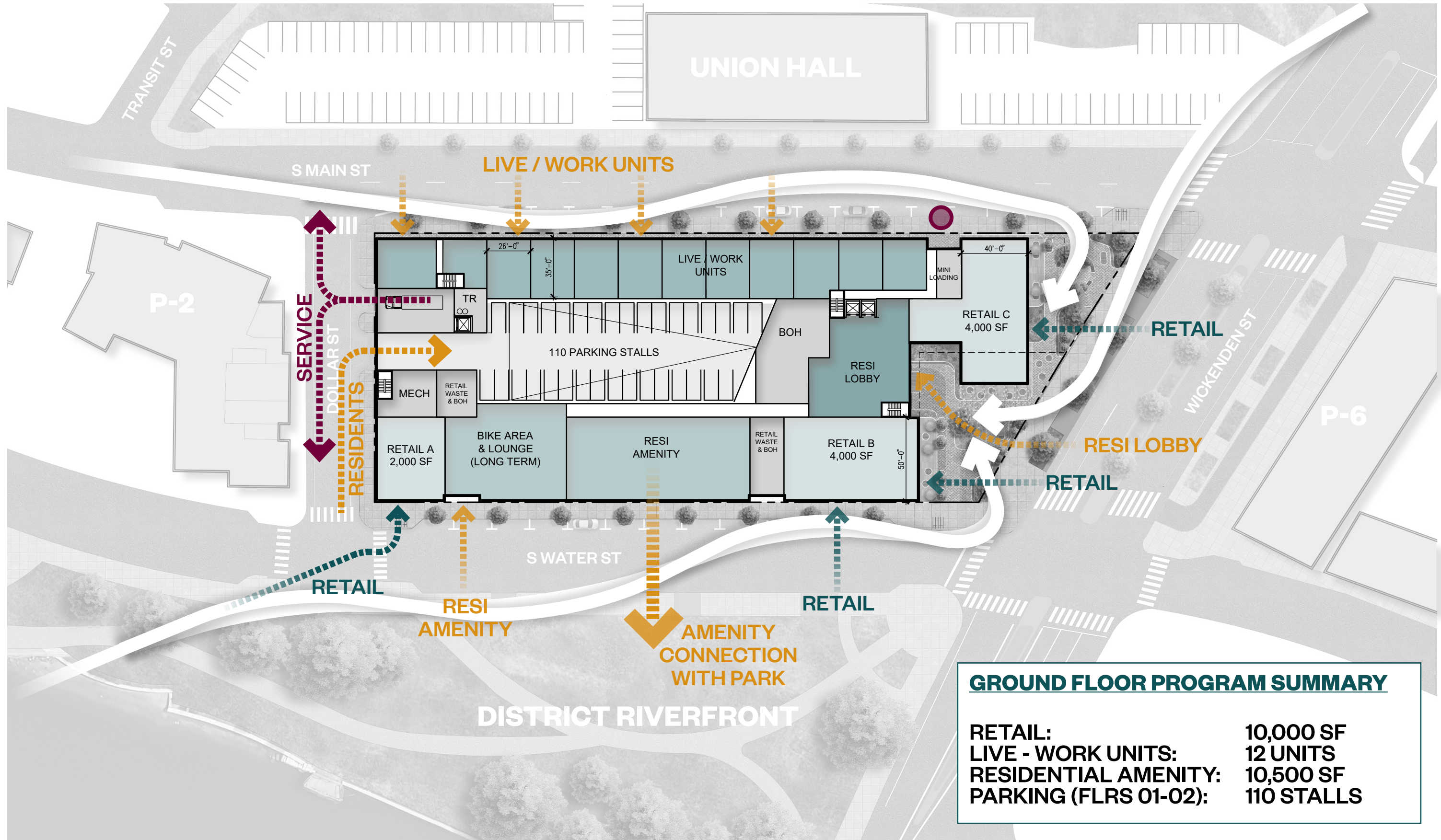
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DESIGN RELATIONSHIPS



VEHICULAR & PEDESTRIAN ACCESS



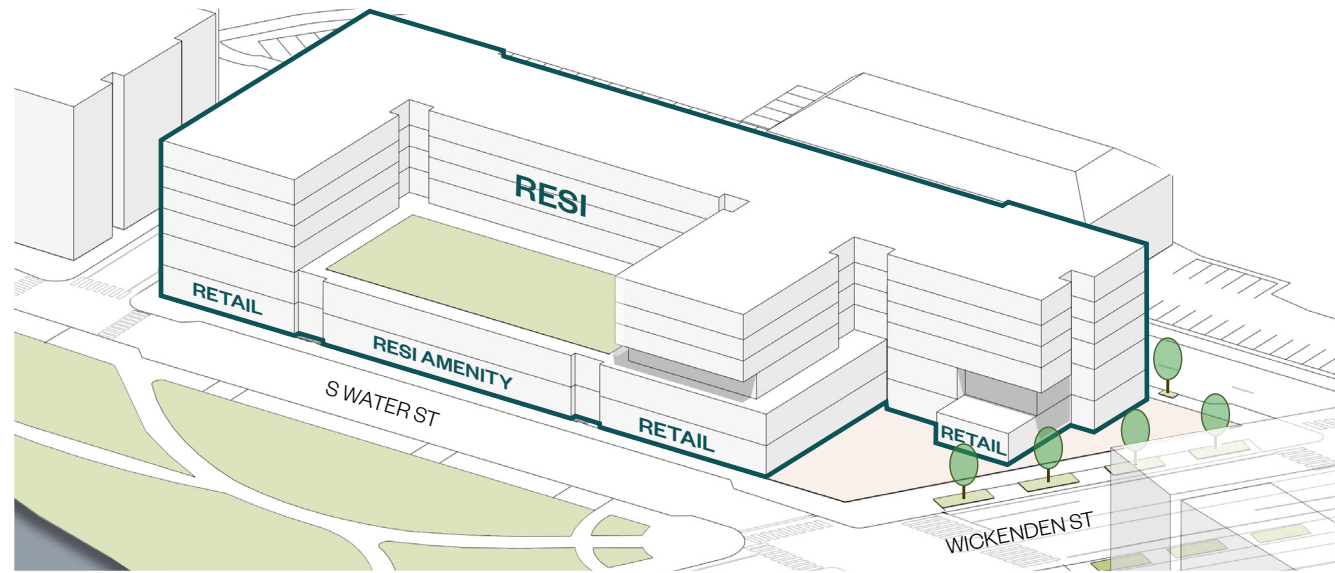
PLANS, MASSING DIAGRAM, & PROGRAM

RESIDENTIAL

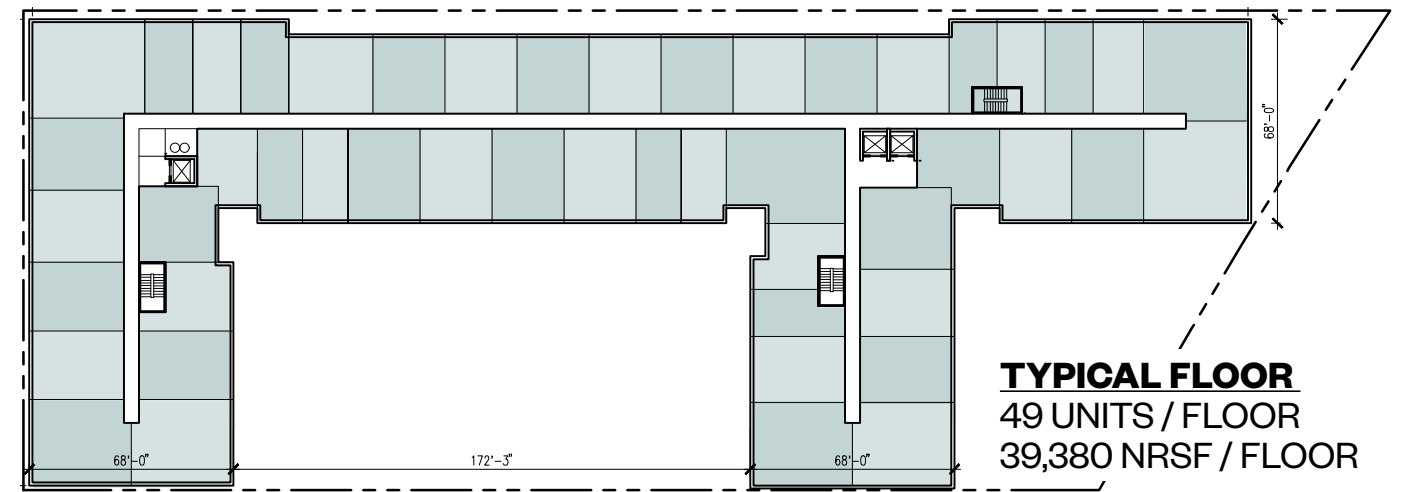
TOTAL UNITS:	210 UNITS	STUDIO'S:	53 UNITS
LIVE - WORK UNITS:	12 UNITS	1 BR'S:	117 UNITS
WORK FORCE HOUSING:	21 UNITS	2 BR'S:	40 UNITS

RETAIL: **10,000 SF**

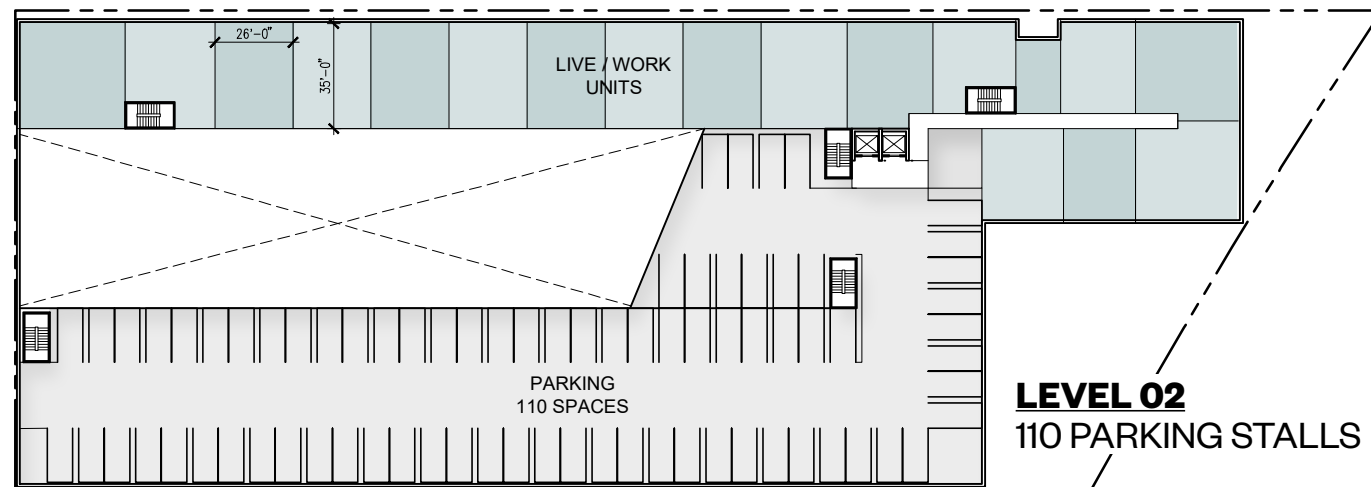
PARKING: (FLOORS 01-02): 110 STALLS



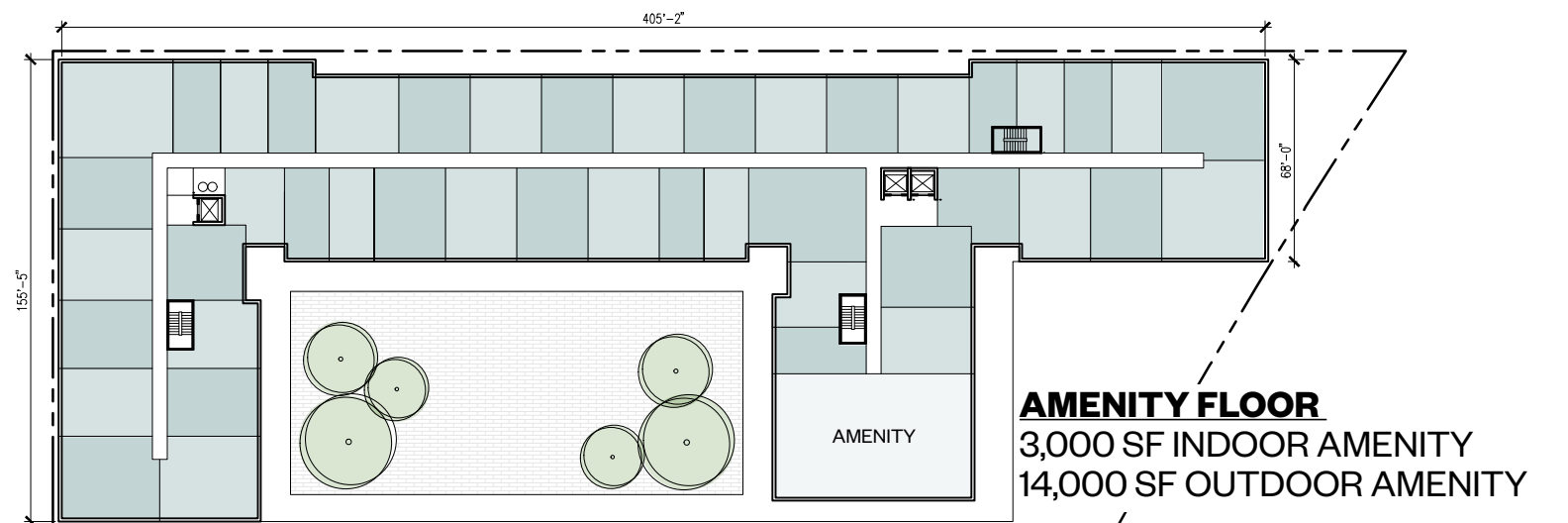
MASSING AXON



LEVEL 04 - 06 | RESIDENTIAL

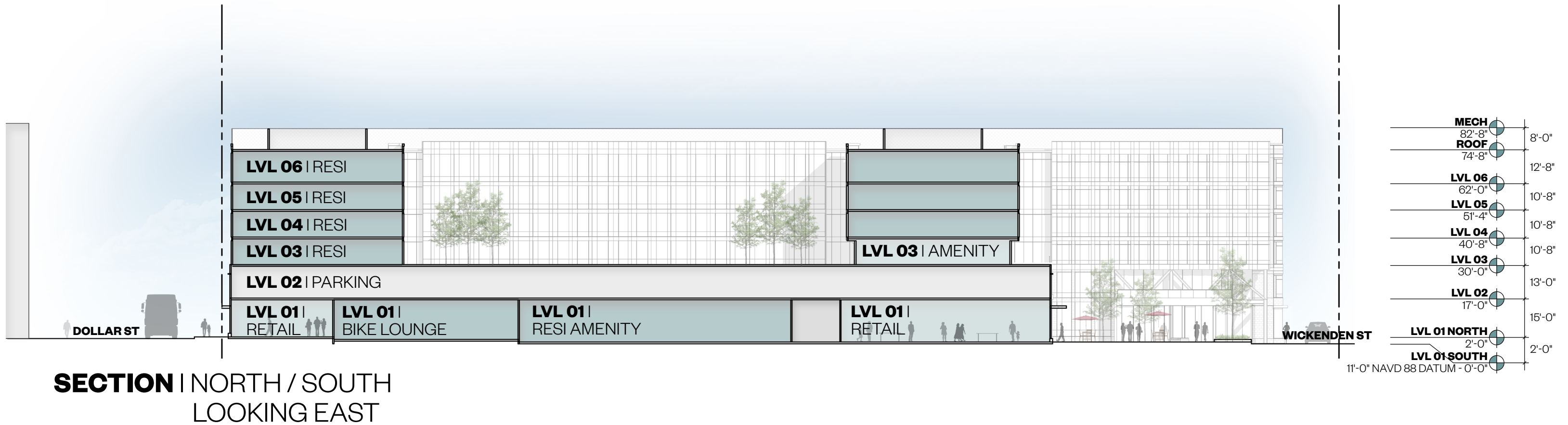
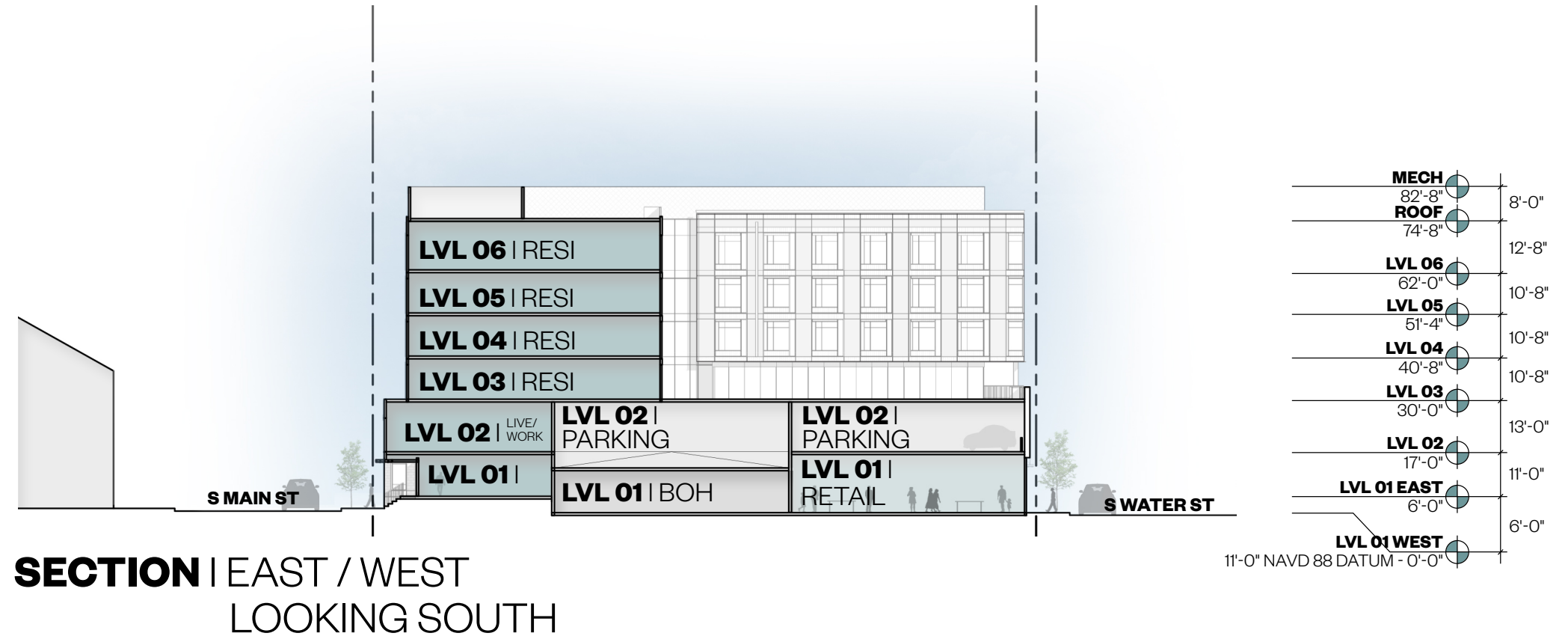


LEVEL 02 | PARKING

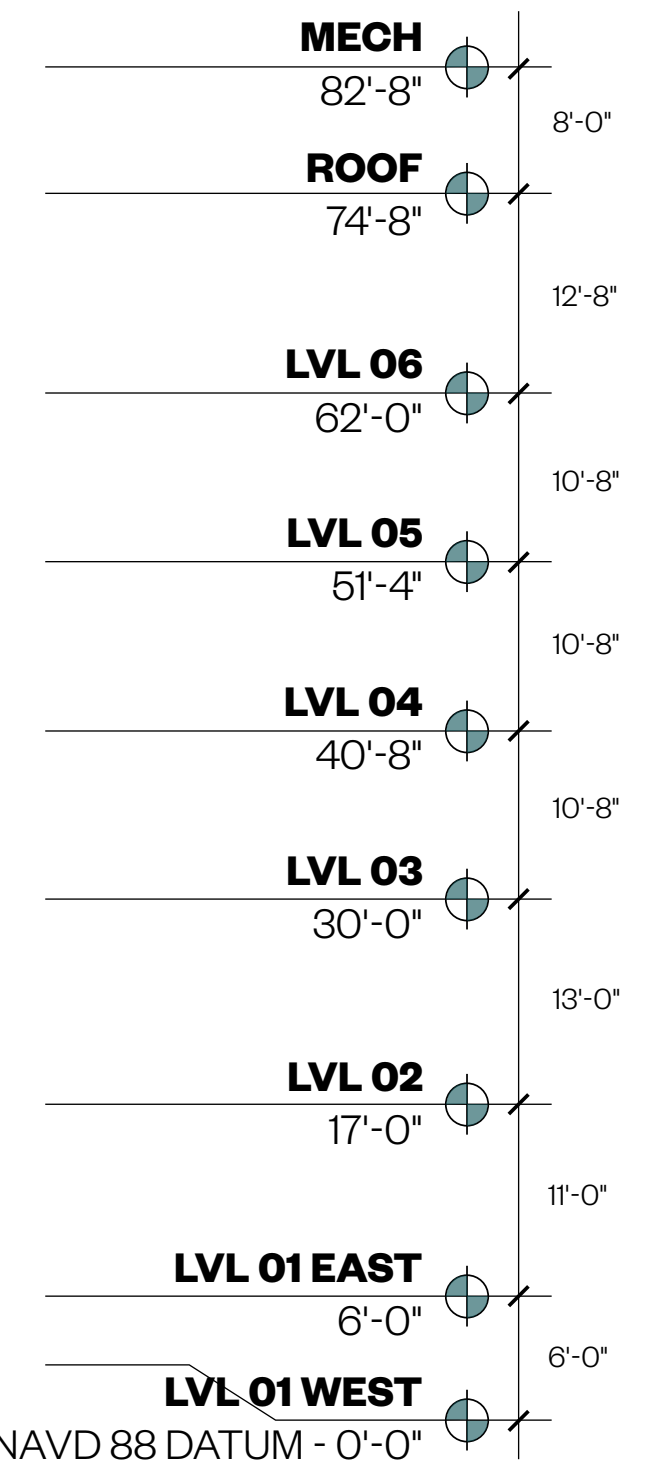
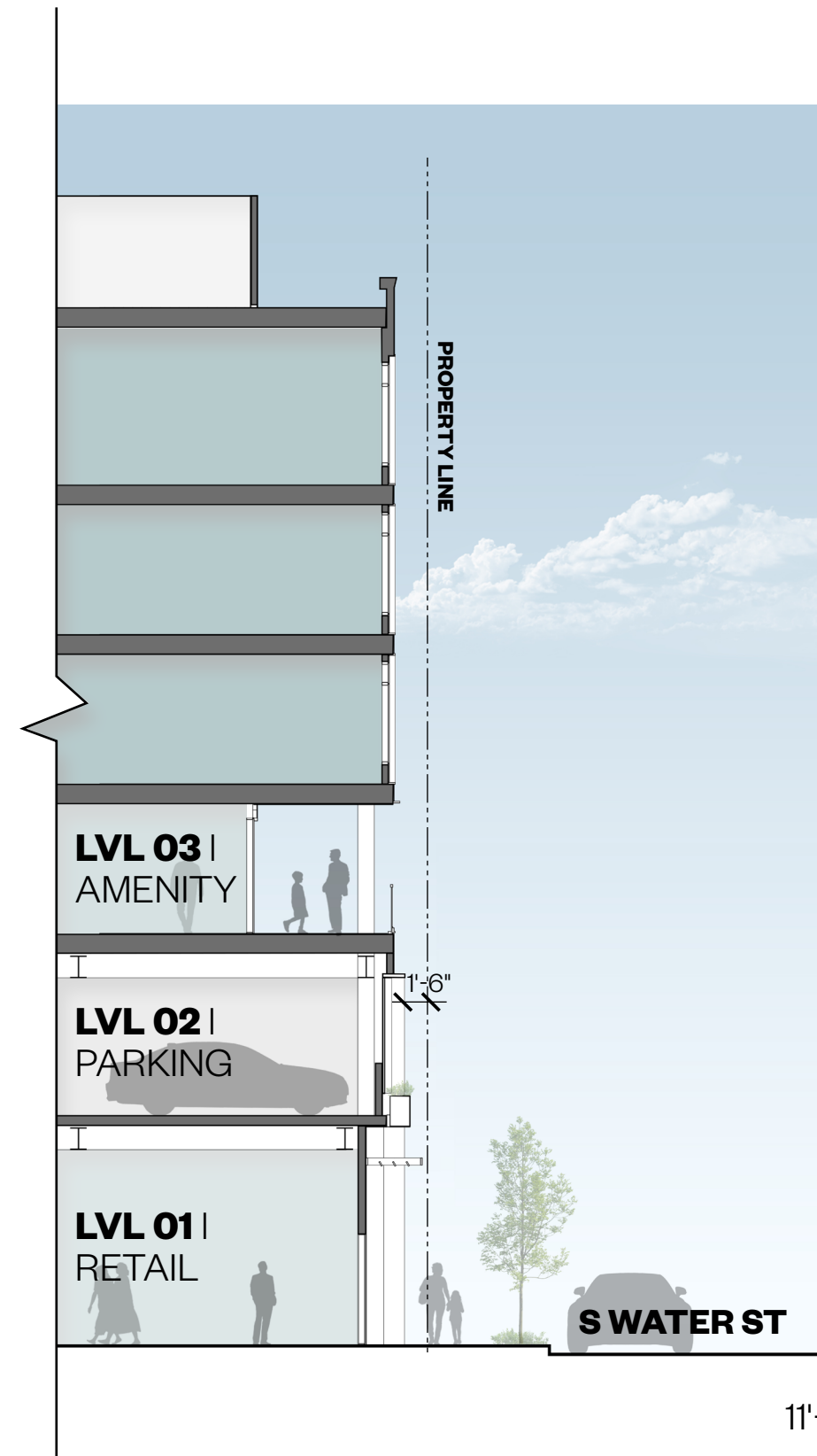
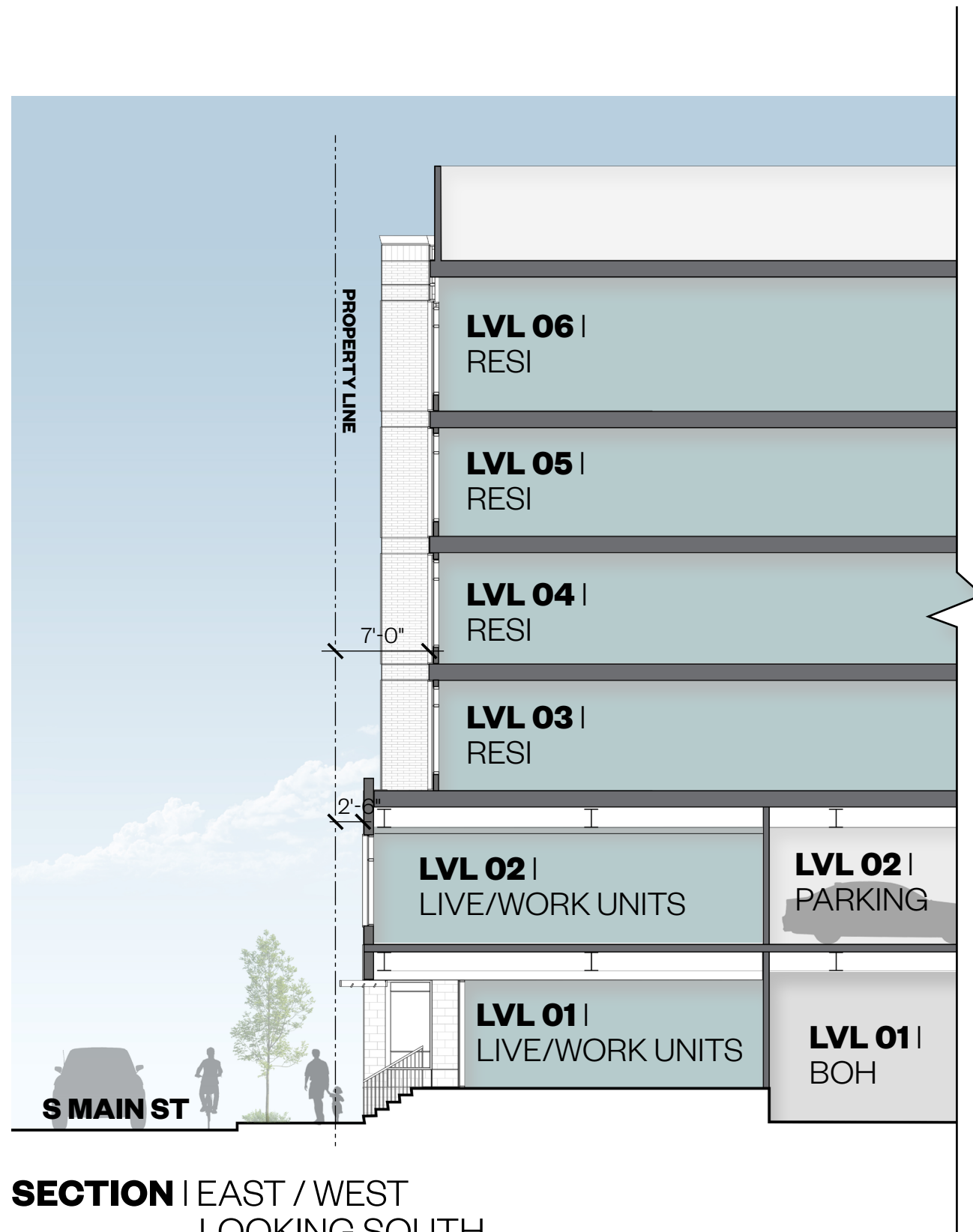


LEVEL 03 | AMENITY

SECTIONS



SECTIONS



SECTION | EAST / WEST
LOOKING SOUTH

11'-0" NAVD 88 DATUM - 0'-0"

WICKENDEN & WATER ST | GATEWAY & COMMUNITY ANCHOR



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RETAIL VISION & ACTIVATION

Vision based on:

- **FEASIBILITY**
- **SITE CONTEXT**
- **NEIGHBORHOOD CONNECTIVITY**

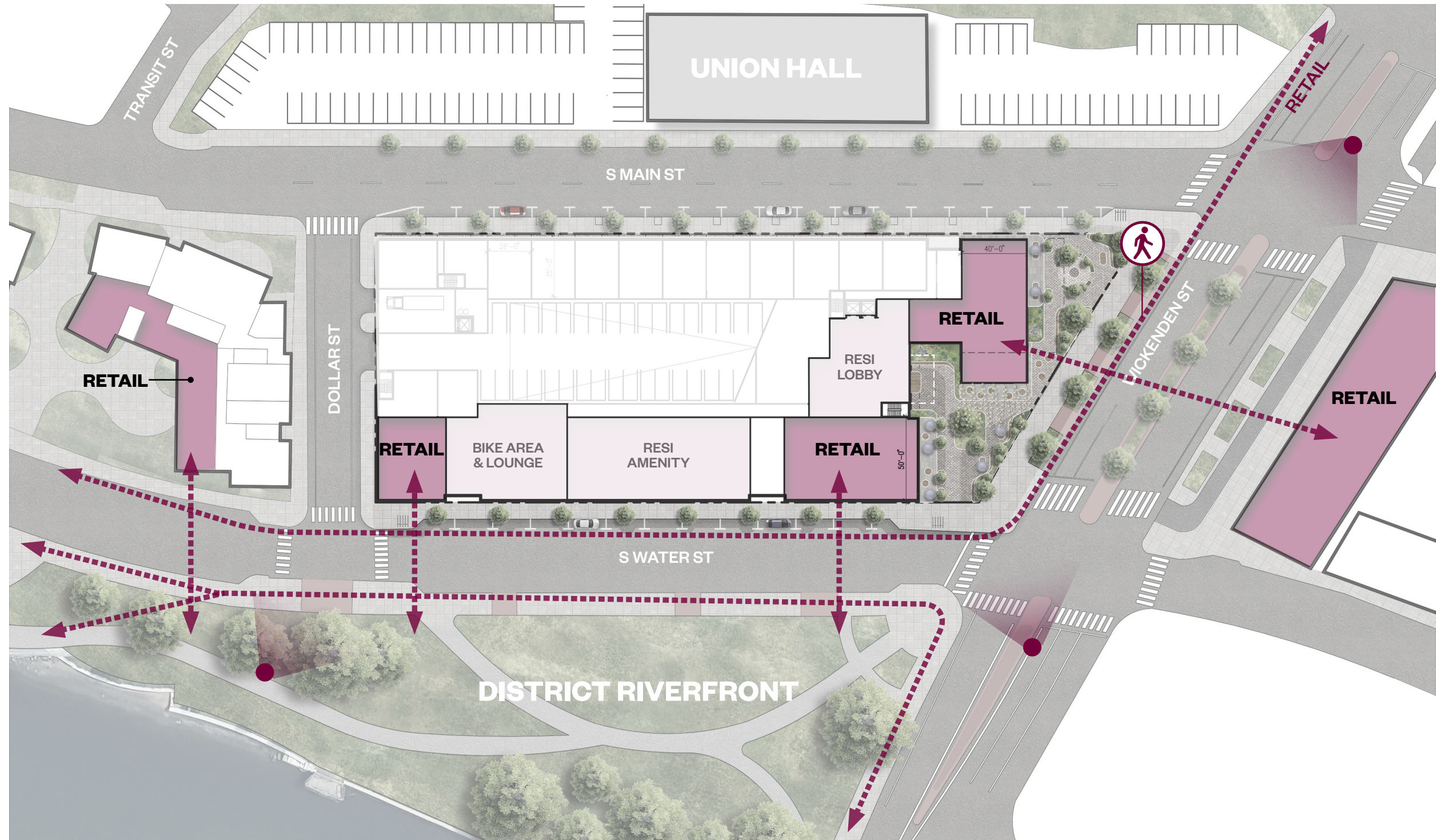
Creation of **PEDESTRIAN INTEREST & ACTIVITY** on three corners of the site

EXTENSION OF WICKENDEN Street corridor to the Riverfront

Relationship to **RETAIL** in Parcel 6 & Parcel 2

VISUAL INTEREST from Leesten Bridge & Jewelry District

Informed by **CURATING DYNAMIC TENANT MIX** in large multi-phased redevelopment environments in Kendall Square and Allston



WATER STREET | RETAIL ACTIVATION



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WATER STREET | RETAIL & PEDESTRIAN FOCUSED



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MAIN STREET | LIVE / WORK UNITS



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WICKENDEN CORNER | GATEWAY



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EXECUTION TIMELINE

32 MONTHS

SELECTION



DELIVERY

EQT EXETER P-5	Duration (Weeks)	Start Date	Finish Date	2024	2025	2026	2027
SELECTION PROCESS	15.20	8/23/24	12/6/24				
RFP Responses	0.00	8/23/24	8/23/24				
Commission Review Staff Meetings	4.50	8/26/24	9/25/24				
Public Presentation	0.00	9/25/24	9/25/24				
Commission Review	5.00	9/25/24	10/29/24				
Selection of Preferred Developer	2.00	11/4/24	11/15/24				
Fund Third Party Expense Escrow	0.00	11/15/24	11/15/24				
LOI Negotiation & Execution	3.00	11/18/24	12/6/24				
Site Due Diligence	8.00	1/6/25	2/28/25				
DESIGN TO PERMIT SET							
Complete Conceptual Design	6.00	1/6/25	2/14/25				
Submit for Concept Approval Step 1	0.00	2/17/25	2/17/25				
Schematic Design	8.00	2/24/25	4/18/25				
Submit for Concept Approval Step 2 @ 50%	0.00	3/24/25	3/24/25				
Design Development	10.00	4/28/25	7/4/25				
Submit Final Approval Materials	0.00	5/15/25	5/15/25				
Construction Documents	12.00	7/15/25	10/6/25				
Permit Documents @ 50% CD	0.00	9/1/25	9/1/25				
APPROVALS	16.60	2/17/25	6/11/25				
Conceptual Approval Step 1	5.00	2/17/25	3/21/25				
Conceptual Approval Step 2	5.00	3/24/25	4/25/25				
Final Plan Approval	4.00	5/15/25	6/11/25				
FUNDING							
Fund Application Fee	0.00	6/16/25	6/16/25				
Permit Review & Approval	8.00	9/1/25	10/24/25				
EXECUTION							
Construction	96.00	10/27/25	8/27/27				
Pre-Leasing	12.00	5/3/27	7/23/27				
First Move - ins	0.00	8/2/27	8/2/27				
				2024	2025	2026	2027



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SYSTEMATIC ASSURED PERFORMANCE

Execution & Managing the Development Process:

Collaboratively and efficiently advance design with the 195 District team and key stakeholders.

Engage GC and Trade community, inclusive of both Union and open shop contractors, early and often to ensure clarity of objectives and budget expectations.

Drive comprehensive design documents that can be easily and accurately priced, adjusted and built in accordance with the schedule.

Negotiate and finalize a complete GMP Agreement with a minimal amount of allowances, qualifications and clarifications.

Implement our proven development management program to lead the end to end process and deliver another project on time and on budget.



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