

MARKETPLACE TOWNHOUSES

BY

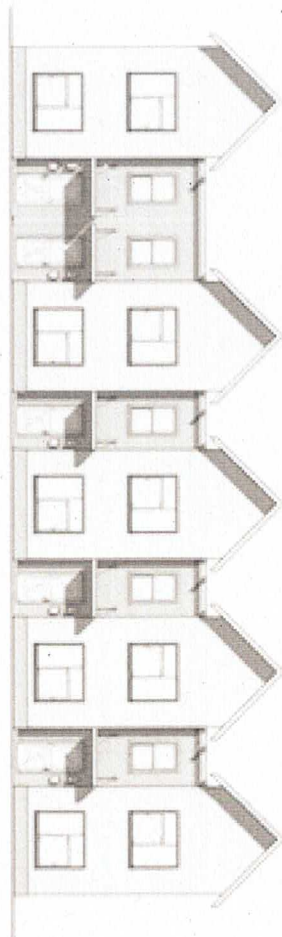
ODIN PROPERTIES

&

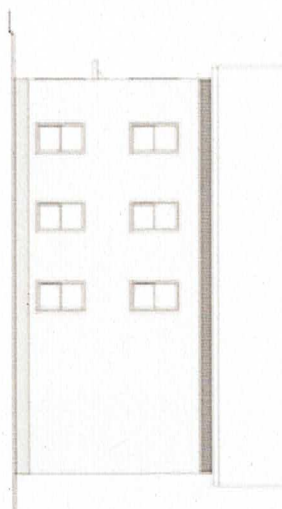
RB DEVELOPMENT



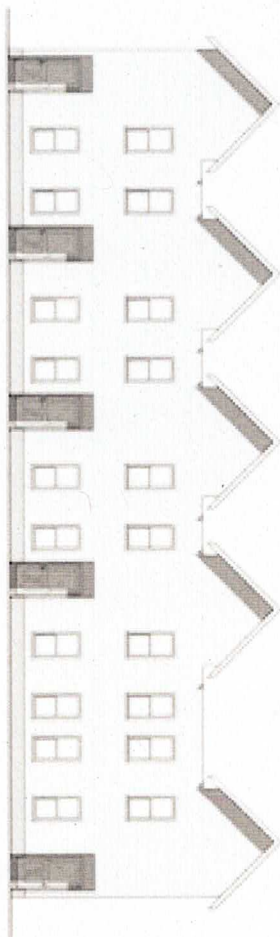




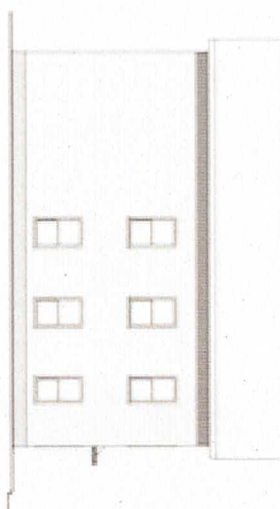
EAST ELEVATION
SCALE 1/8" = 1'-0"



NORTH ELEVATION
SCALE 1/8" = 1'-0"

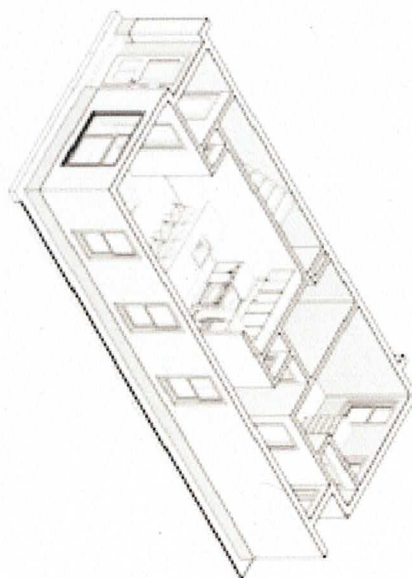


WEST ELEVATION
SCALE 1/8" = 1'-0"

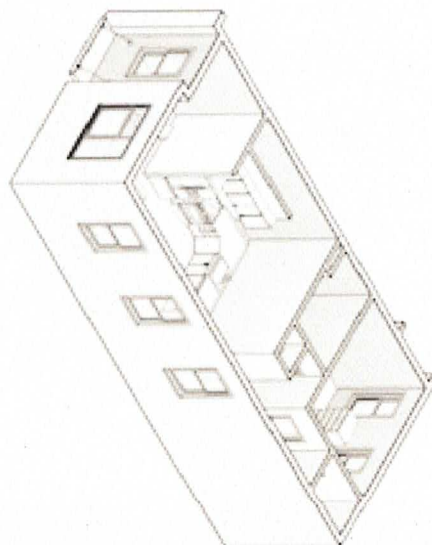


SOUTH ELEVATION
SCALE 1/8" = 1'-0"

FIRST FLOOR PLAN

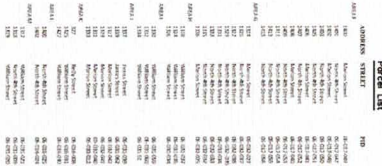


SECOND FLOOR PLAN





- [illegible]

[illegible]

SITE Exhibit # _____ MARKET PLACE	
CITY OF HAGERSTADT, DAUPHIN COUNTY, PENNSYLVANIA	
	
2000 Market Street Hagerstown, PA 17830	
Tel: 717-534-1100 Fax: 717-534-1101	
We are pleased to have you as a client. Please call or write for more information.	
DRAWING BY DATE	AMBY 07-29-21
CHECKED BY DATE	AMB 07-29-21
OFFICE NO. 17 JUNE 03 02	



Capability Statement

MANAGEMENT:

President and CEO

Blane Fitzgerald Stoddart, LEED Green Associate

- 26 years real estate development and construction management
- Formerly VP Innova Services
- Former Executive Director/CEO The Partnership CDC

Senior Vice President

Mike Connelly, Project Director

- 27 years Project Management, Program Management Experience. Expert in construction administration, quality control and cost tracking.

Address:

101 Millcreek Road, Suite 203
Ardmore, PA 19003

Navy Yard, 4605 S. Broad Street,
Philadelphia, PA 19112

531 Central Avenue
Newark, NJ 07107

Contact:

Phone: 215.798.1055

Phone: 267.266.1612

Fax: 484.416.3674

bstoddart@bfgwgroup.net
dayana@bfgwgroup.net

NAIC Code:

236110, 236115, 236116,
236220, 236310,
541310, 541330, 541350,
541614, 541690.

Bonding Capacity: N/A

Dunn & Brad Number:

962193673

CCR:

962193673

Certified DBE, MBE, SBE in NY, NJ, PA, DE, MD.

BUSINESS SUMMARY:

BFW provides construction project management, program management, construction administration, owner's representation, scheduling and project controls, 3rd-party quality control (QA/QC), safety, LEED administration, and development consulting services to businesses, government, schools and institutions, private and non-profit developers, large tenants, and general contractors. We manage our Clients' interest by anticipating and reducing adverse financial exposure through value engineering and cost estimating, managing the workflow and schedules, managing construction risks, and successfully closing out projects on-time and on-budget. Over 1/3 of our staff are Accredited LEED, AIA, or Professional Engineers.

PRODUCTS AND SERVICES:

Construction Project Management, Program Management, Scheduling and Project Controls, Quality Control (QA/QC), Cost Estimating, 3rd Party Inspections, Staff Augmentation, Safety, Zoning and Permitting, Land Development Consulting, LEED Administration, Development Consulting.

HISTORY:

The Principal and Staff have over 130 years of experience in real estate construction and development. **Blane Fitzgerald Stoddart**, President and CEO, has 26 years experience in real estate and construction. He was a key executive in a consultancy that serviced a \$1.5 billion multi-family and mixed-use portfolio in the mid-Atlantic region. **Mike Connelly** serves as Senior Vice President of BFW Group and oversees all Project Management assignments. He formerly served as a Project Manager for Kitchen and Associates, one of the most architecturally progressive firms in the Mid-Atlantic Region. He has worked on a range of building types from single family town-homes to the 60-story, \$1.5 billion Comcast Technology Center.

• Number of Years in Business: 9

• Number of Employees: 17

CUSTOMERS AND PROJECTS:

• **Comcast Technology Center, Philadelphia, PA** – Serve as Program Managers and Consultants to LF Driscoll and Macro Consultants on 60-story, \$1.5 billion office tower. Duties include quality control, budget tracking, safety, review of submittals, RFIs, schedules, and logistics.

• **City of Philadelphia Public Safety Building** – Serve on Project Management Team for the new \$250 million-dollar Police Headquarters to be built with new state-of-the-art Forensic Lab and Medical Examiner's Offices at the old Inquirer Building on North Broad Street.

• **Leon N. Weiner and Associates** – Serve as Construction Project Manager on several projects in Camden, N.J. and Claymont, DE including the installation of a new building envelope on a 200-unit affordable senior housing project; and the total gut rehabilitation of 236-unit affordable housing development to meet EnergyStar requirements. Project budget exceeded \$30 million dollars. Managed seven subcontractors six days per week to meet project schedule.

• **City of Philadelphia, Owner's Representative** – Serve as Owner's Representative on-call for the City of Philadelphia. Duties include overseeing design development, cost estimating, scheduling, bidding, contractor selection, construction administration and project closeouts on several projects at a time.

• **Parade Street East Passive House, Erie PA** – Raised over \$11.5 million in low-income housing tax credit financing to build 40 affordable town-homes in Erie, Pennsylvania. The project had applied for LIHTC financing several times and was rejected by Finance Agency. BFW successfully led the application process with the design team to create an energy-neutral, sustainable community.

OUR VISION is to create long-term, mutually beneficial relationships with our clients and construction management partners by building sustainable physical spaces that lower cost, increase productivity, or create a sense of home.

OUR CORE VALUES are teamwork, honesty and dependability.

www.BFWgroup.net



Company Overview

Odin Properties LLC, with investments primarily in multi-family real estate, was founded in Philadelphia in 2009 to pursue opportunities for development and investment arising from the Great Recession. Through careful market analysis, property due diligence, renovations, leasing, and exceptional tech-forward management, Odin is able to deliver market leading value to its renters, often in neighborhoods underserved by other investors. Its lengthy track record of purchasing challenging properties and overhauling them into safe, productive, design forward assets that are attainable for renters of all income levels is a source of pride for the Odin team and central to its mission and core values. To date, its completed projects include varying degrees of apartment renovation ranging from ground-up new construction to historic gut rehabilitations and aesthetic upgrades in 14 U.S. states. Odin currently owns and manages approximately 10,000 apartment units in the Midwest, Northeast, and Southeast, as well as 250,000 SF of commercial space. Its Founder and Principals have developed over \$1,000,000,000 of successful real estate projects internationally.

Principal Bios

Philip Balderston

Founder & CEO

Philip Balderston is the Founder and CEO of Odin Properties, a diversified regional real estate investment and management firm. Prior to starting Odin, Philip was the director of Acquisitions and Finance at Philadelphia-based Tower Investments Inc., responsible for financing various development projects and asset management. Before joining Tower, he was an Acquisition and Development Analyst at The KOR Group in Los Angeles. Philip has a profound understanding of real estate finance and economics, economic cycles, and community development, having completed over \$600MM of real estate transactions as a Principal during his 18-year career. Philip also held an analyst and asset management position at Amerimar Enterprises in Philadelphia, is a graduate of the William Penn Charter School in East Falls, holds a degree in Economics from the University of Pennsylvania, and a degree in Real Estate Finance and Urban Studies from the Wharton School.

Justin Pesin

Principal

Justin Pesin is Principal in charge of Property Management at Odin Properties. Prior to joining Odin, Justin was the Director of Property Management and Residential Leasing at Tower Investments Inc. in Philadelphia. There he was responsible for overseeing the day-to-day operations and lease up of \$250MM of new development projects in Philadelphia. Justin hails from a family with over 40 years of experience in multifamily operations, both for its own account and for others. He is proficient in budget-conscious management, talent acquisition, and property value enhancement. Justin joined Tower Investments after earning a degree in Real Estate and Finance from Penn State University and has 20 years of direct real estate experience.

Justin Kaplan

Director of Development

Justin Kaplan is the Director of Development with Odin Properties LLC. Prior to joining Odin, Justin was a licensed real estate professional with MPN Realty, a commercial and investment real estate brokerage in Philadelphia, PA. During his time with MPN, Justin was involved with over \$100MM in completed transactional volume, from inception to settlement. Justin spent 2 years living abroad after earning a degree in Business Administration and Industrial/Organizational Psychology from California University of PA. He also holds the seat of Treasurer on the board of NAIOP Greater Philadelphia, a commercial real estate and development association.

Recent Odin Development Projects

Westmoreland Lofts – 2000 E Westmoreland Street Philadelphia, PA

Westmoreland Lofts is an historic conversion of a 4-story vacant warehouse in Kensington to 54 residential loft-style apartments that feature brand new modern finishes in the units, with high ceilings, exposed beams, and original hardwood floors. Delivered in Summer 2021, residents enjoy stainless steel appliances and in-unit washers and dryers in a pet friendly home (www.westmoreland-lofts.com).

Hagert Lofts – 1821 E Hagert Street Philadelphia, PA

Located in the heart of Kensington/Fishtown, Hagert Lofts is a completed gut rehab residential conversion consisting of 53 one- and two-bedroom apartments that feature brand new modern amenities and finishes in the units and community spaces, including on-site parking and a state-of-the-art fitness center. Completed in 2018, the spaces also feature original hardwood floors and exposed brick, as well as desirable high ceilings (www.hagertlofts.com).

Frankford Lofts – 1039-55 Frankford Ave Philadelphia, PA

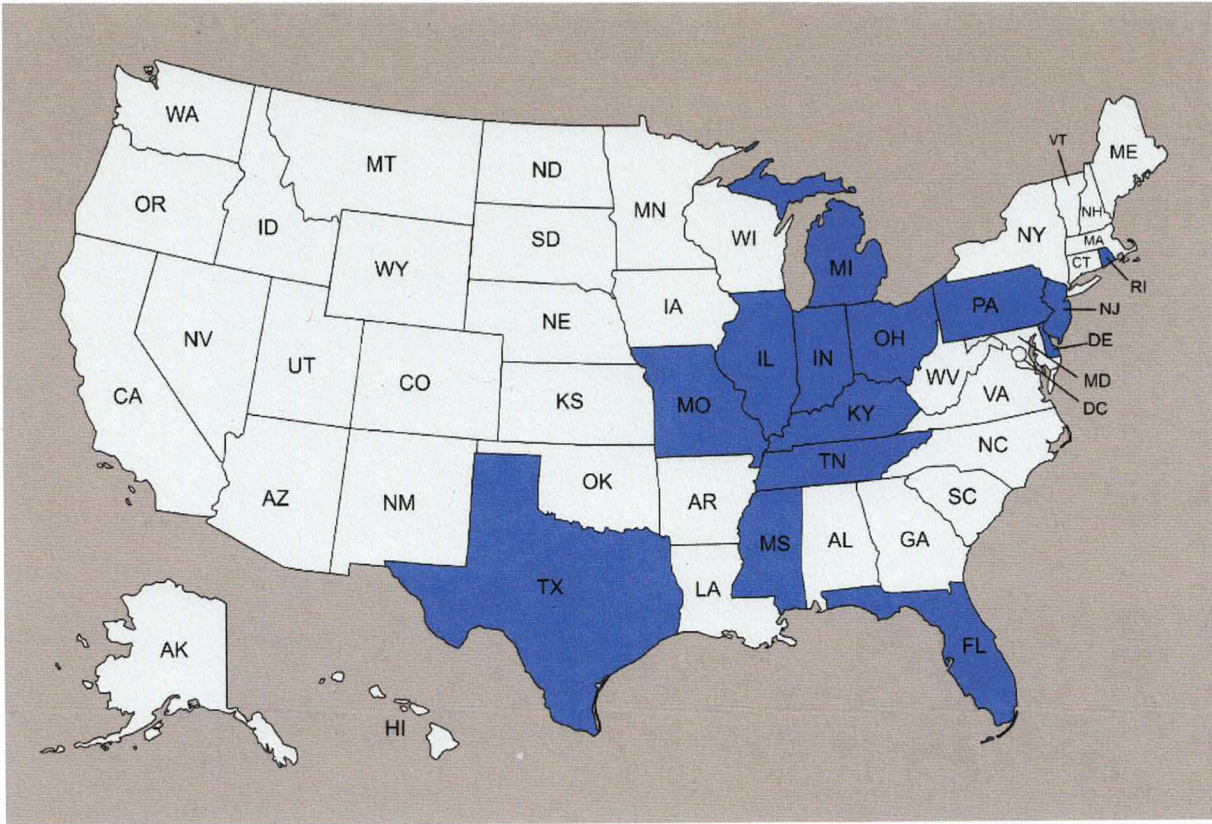
Frankford Lofts is a prime example of the conversions and development that have taken place in Fishtown in recent years, consisting of 28 residential units featuring modern finishes and appliances, combined with refurbished, historic characteristics of the building. Completed in 2013, the residential spaces include the exposed, original brick and high ceilings, while the community spaces feature a fitness center and reserved indoor and outdoor parking (www.frankfordloft.com).

Scotts Mills – 3510 Scotts Lane Philadelphia, PA

Converted to a mixed-use community, Scotts Mills is in the East Falls neighborhood of Philadelphia. The conversion consists of 111 units featuring loft-style apartments, artist studios, and commercial spaces. The residences offer exposed brick and stone walls, 14-to-20-foot ceilings, stainless steel appliances, washer/dryer in-unit, and jacuzzi tubs. Offering a welcoming community atmosphere, the lofts and commercial spaces are finished with soaring windows for plenty of natural light, high ceilings, ample off-street parking, and outdoor courtyard for gathering (www.scotts-mills.com).



Representative Odin Markets





DEVELOPMENT

**We build
affordable, development
spaces in the tri-state
region.**

Market-rate and mixed-use developments in urban,
and transportation oriented locations

A Real Estate Development Company

Our Services

We want to create experience-rich, socially-dynamic communities that bring people together to work, play and thrive in exciting, 21st century environments.

- » Land Acquisitions
- » Entitlements
- » Project Design
- » Urban Development
- » Multi-Family Vertical Construction
- » Land Banking
- » University Services
- » Historical Preservation



Our Leadership

The principals of RB Development have worked in urban housing and economic development for over 28 years. RB is a minority-owned business enterprise and seeks to partner with larger developers and financiers to build sustainable developments that enhance the built environment, lower the carbon footprint, and create a sense of home.

The Principals of RB Development have been involved in several developments over the last 28 years as project managers or consultants, and have now transferred this body of knowledge into development.



Ryan Sanders

Serves as Principal of RB Development LLC and has worked with real estate investors and celebrities to invest in single family and multi-family developments in several counties in Pennsylvania including Dauphin and Philadelphia Counties.

Blane F. Stoddart, LEED Green Associate

Serves as President and CEO of BFW Group LLC and Managing Principal of RB Development. Over the past 10 years, BFW has been involved in over \$3 billion in commercial and residential developments as Construction Project Manager, Quality Assurance Consultant (QA/QC), Construction Administrator or Assistant Project Manager.



Our Projects

Tasker Village

Tasker Village is a 28-unit, garden style, affordable rental development campus located at 16th and Tasker Streets in the Point Breeze section of Philadelphia. The project was over 17 years old and needed substantial capital improvements. The Principals advocated, negotiated and closed \$3.9 million dollars in Low Income Tax Credit financing from the Pennsylvania Housing Finance Agency (PHFA).

The Principals served as the owner's representative and led the design/development and value engineering process to determine the final scope of work and budget. The Project features energy star appliances, solar hot water heaters, and a new community center for residents.

The project was completed ahead of schedule and on-budget.



Mount Tabor Cyber Village

Mt. Tabor Cyber Village is a 56-unit, green-roofed, 55,000 square foot "cyber village" that offers low and moderate-income seniors an affordable and engaging place to live. The completed project is an energy efficient, multi-story housing development subsidized by low income housing tax credits, HUD and conventional financing.

A thorough value engineering effort resulted in a \$1.5 million reduction in the initial contractor estimate to meet the \$10.5 million construction target.

The project was completed on time and on budget.



Parade Street East Passive House

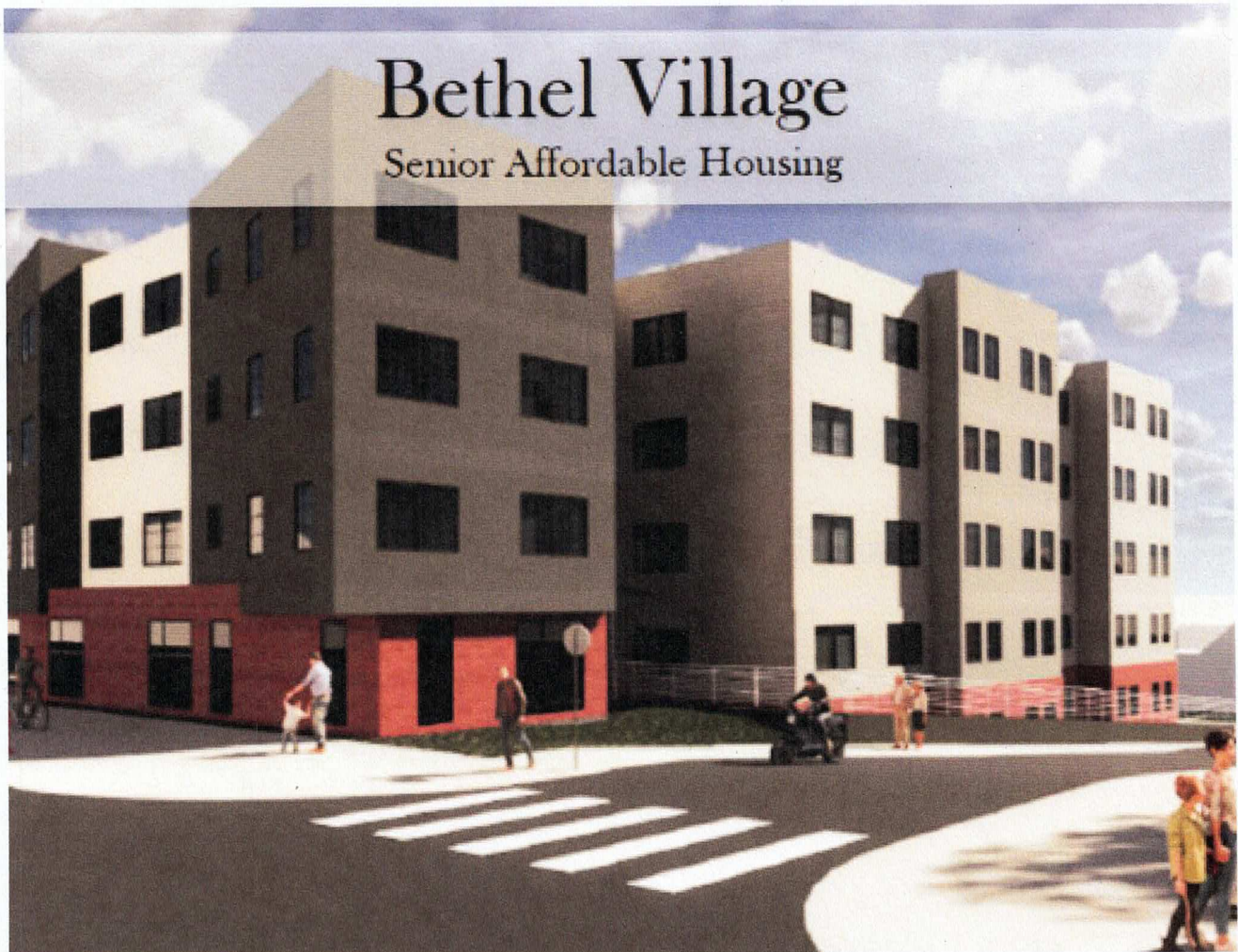
Passive House is a completed affordable housing development located in Erie, Pennsylvania. The Principals served as development consultant for this \$12 million, 40-unit project. The development utilized solar and natural energy, and incorporated daylighting, low flow faucets, EnergyStar appliances, and advanced insulation technology to minimize operating costs and energy usage. It was designed to meet the stringent Passive House standard.

The project is comprised of 25 three-bedrooms, 6 two-bedrooms, 6 ADA three-bedrooms, and 3 ADA two-bedroom apartments. In addition, there is a community building, playground and community garden.



Bethel Village

Bethel Village is a 49-unit community for seniors to be built in Harrisburg, PA two (2) blocks from the State Capitol. This \$13.5 million dollar development has been designed with an eye towards sustainability and lowering the carbon footprint. RB Development LLC is the co-developer.



Philadelphia Industrial Development Company

Philadelphia Industrial Development Corporation (PIDC) is a 22,000 square foot "Class A" office space at 1500 Market Street, in the heart of Center City Philadelphia. The Principals served as the tenant representative for this project. The office space features a glass lobby, exposed ceilings, an expandable conference room, sunlight in all offices and open spaces, adjustable standing or sitting desks, open concept throughout, phone pods for privacy, quiet room/nursing station, at least 7 additional conference/meeting rooms, security/audio/video technology in all spaces, and flex/convertible spaces.

Construction started during the holidays, and the project was substantially completed within 100 days. PIDC moved in on April 17, 2019.

