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Proposal by Landings Real Estate Group,  
First Bristol Corporation and Kempenaar Real Estates, Inc.

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## A. Transmittal Letter

Dear Mr. Wolanski,

On behalf of the joint venture among Landings Real Estate Group (LREG), First Bristol Corporation and Kempenaar Real Estates, Inc., we present the following Response For Information (RFI) for the West Main/Coddington Redevelopment Area. LREG is our private real estate investment and development company headquartered in Newport, Rhode Island, and all three firms have been involved in Middletown, RI for many decades, and have developed over \$700 Million in Real Estate Assets during that time frame across New England.

Over the past decade, our dedicated team has grown Landings Real Estate Group into a leading multi-family, lodging, condominium, retail and office owner and operator in the Northeast and Florida. Landings Real Estate Group owns and operates over \$300 million of real estate assets on the East Coast. We execute investment, development, construction and property management services with assets located in Rhode Island, Massachusetts, Connecticut, New York and Florida.

Landings Real Estate Group, First Bristol Corporation and Kempenaar Real Estates as the Co-Developers present to the Town of Middletown a team of professionals with the capability, experience, and local knowledge to successfully create, develop, construct and operate a vibrant and financially viable cornerstone Middletown Commons experience. Our team also includes DiPrete Engineering, Cordsten Design Architects and Centerbrook. The team is comprised of local industry leaders in architecture, engineering, commercial and residential leasing, retail, and hospitality development and operations. Christopher Bicho will be the main point of contact for the proposal.

We thank you for the opportunity to propose a world-class, innovative and financially viable Town Center development.

Sincerely,

*Christopher C. Bicho*

Christopher C. Bicho



Christopher C. Bicho, President and Founder  
Landings Real Estate Group | 543 Thames Street, Newport, RI 02840  
Office: (401) 845-2200 ext. 102 | Fax: (401) 845-2200  
Mobile: (401) 225-0211 | Email: [cbicho@landingsgroup.com](mailto:cbicho@landingsgroup.com)

## B. Project Understanding and Approach to Project

### **i. Statement of Interest**

Landings Real Estate Group, Kempenaar Real Estates and First Bristol Corporation have a vested interest in the development of Middletown Commons on the West Main/Coddington Highway parcel. Landings' 268-unit multi-family community with emergency access and infrastructure access runs through this parcel and borders our property to the west. Our vision includes the integration of our community with the parcel and thus the adjacent Navy community to the west of Landings to provide a foundation of customers to the businesses and activity of the West Main/Coddington Highway parcel. First Bristol and Kempenaar Real Estate have established successful hospitality developments to the south of the property.

### **ii. Statement Describing Overall Concept**

Middletown Commons is proposed to be developed in partnership with the Town of Middletown as a mixed-use, mixed-income, public service and pedestrian-friendly town center. The goal is to create a master plan for the parcel, proposing and constructing design elements complimentary to the surrounding neighborhoods and surrounding commercial activity.

Over the next three to five years, **Middletown Commons will grow to become a lively area** for the surrounding suburban community of Middletown, which encompasses 14.9 square miles. The design objective is to **integrate the surrounding multi-family parcels** and the overall Middletown Community into a pedestrian friendly town center and **promote a hub of commerce and cultural activity**. The town center will have its own identity and serve a variety of public, residential and commercial interests.



Middletown Commons boasts a tremendous visibility advantage along a heavily traveled artery. Development will be targeted towards **hospitality, small and mid-size retailers, restaurants and entertainment venues** as well as service and office space in the commercial areas. Some of the shops will be housed in linear, 20 to 30-foot-deep structures that conceal the parking lots and provide more leasing space. Lofts and live-work units may accommodate people who wish to incubate their own businesses by paying one mortgage for both the commercial and the residential space.



Middletown Commons will provide a diverse array of residential offerings that will include more **traditional, multi-family housing rentals** available for young professionals and seniors. Affordable units targeted towards our local educators, healthcare and public service employees will be interspersed throughout the development, fulfilling a variety of housing needs and designed with an architectural syntax identical to the market-rate housing (which includes luxury options.) Senior rental residences, co-living lofts, affordable one, two and three-bedroom rental residences at 80% to 120% of AMI, and market rate one and two-bedroom rental residences will be available. The **architectural style** for the project will be traditional New England, consisting of large windows and dormer roofs, all accented by a simple color palette.



The former John F. Kennedy School and the old public library will be demolished and replaced by a **new library and cultural center** to be leveraged as an educational and community center, coupled with the function of a traditional library. In addition, there will be over 30,000 square feet of retail, office and live-work space, 100 to 140 rooms of extended stay hospitality planned, and parking for approximately 500 to 600 vehicles.

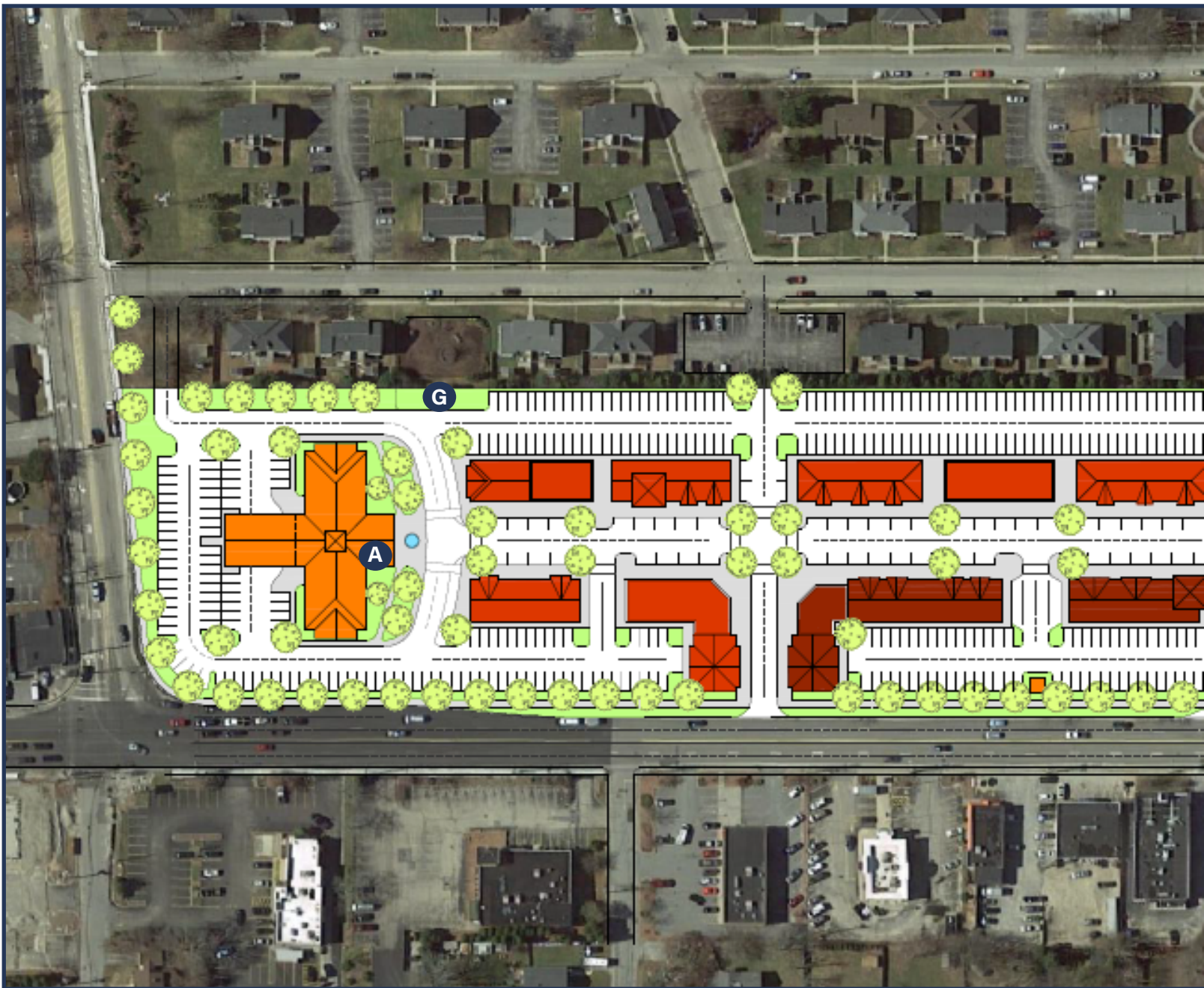


The development will be anchored by a **village green, wide walking and bicycling paths and connectivity between Landings Apartment Community and Harbor Village Apartments** (with the anticipated cooperation of the property's owner.) A widened bike and walking path will connect to the existing bike and walking path on Coddington Highway. The Co-Developers will work with the town to secure a license for the parcel known as Parcel A, currently owned by the US Navy, to create a significant green landscaped buffer between the development and the planned solar farm.

**The variety of commercial, cultural and residential uses at Middletown Commons will support our vibrant and active community.**

B. Project Understanding and Approach to Project (continued)

**iii. Renderings and Visuals Depicting the Proposed Development**



## BUILDING TYPES AND SQUARE FOOTAGE



MIX USE: RETAIL/  
RESTAURANTS GROUND  
LEVEL



RESIDENTIAL USE  
2-3 STORIES TALL  
(55,000 SF PER STORY)



VARIOUS USES:

- A** HOTEL  
(12,500 SF - STORY 1)  
(15,800 SF (STORIES 2-4))
- B** PUBLIC BUS STOP
- C** LEASING CENTER  
(WITH POOL) (6,000 SF)
- D** LIBRARY/CULTURAL  
CENTER (10,000 SF PER  
STORY) 15.27 TOTAL ACRES

## LAND USE

- E** COMMON GREEN SPACE (W/  
HALF SHELL) (.9 ACRES+)
- F** EXPANDED DOG PARK
- G** GARDEN AREA FOR SENIOR  
HOUSING (.5 ACRES+)
- H** OUTDOOR COURTYARD W/  
TABLES, CHAIRS & FOUNTAIN

## PARKING SPACES

- 560 COURTYARD PARKING
- 111 STREET PARKING
- 4 LOADING ZONES

## STREETS

- 2-WAY TRAFFIC ON ALL  
STREETS
- 12' WIDE LANES
- PARALLEL PARKING SPACES  
10' x 20'

## SIDEWALKS

- 15' WIDE MINIMUM AT  
BUILDING FRONTAGE
- 6' WIDE MINIMUM AROUND  
BUILDINGS AND IN GREEN  
AREAS



## B. Project Understanding and Approach to Project (continued)

### iv. Renderings and Visuals Depicting Projects Similar to the Proposed Development



#### **Mashpee Commons**

Mashpee Commons, located in Mashpee, Massachusetts, is a shopping and living community comprised of over 100 businesses and 77 residential units. Their neighborhood boasts unique restaurants and cafés, one-of-a-kind shops, fresh markets, fitness studios, and entertainment for the whole family.



## B. Project Understanding and Approach to Project (continued)

### **iv. Organizational Structure & Engagement Approach**

Landings Capital and Development, LLC a.k.a. LCD, a wholly owned subsidiary of Landings Real Estate Group, will co-develop the parcel with Kempenaar Real Estates and First Bristol Corporation. In addition, Landings Real Estate Group has two service companies to execute property management and construction management. Landings Real Estate Group will execute these functions as well as the financial and due diligence functions through LCD.

The engagement approach will be one of partnership and transparency between the development team and Town of Middletown. As Co-Developer, LCD will coordinate directly with the Town Planning and Public Works Department on land planning, infrastructure engineering, design, and approvals. The team will be available for design charrettes with the Planning Board and Planning Department during the predevelopment phase as well as engineering and infrastructure integration collaboration with the Department of Public Works.

The engagement itself will be “at risk” with no compensation from the Town for the effort or work put into the project. Under that arrangement, all work product developed for the project will be property of the Developer.

## C. Project Leadership Team

### **i. Development Team**

**Landings Real Estate Group *Developer/Owner/Property Manager/General Contractor***

**First Bristol Corporation *Developer/Owner/Retail Property Manager***

**Kempenaar Real Estates, Inc. *Developer, Owner***

*Cordsten Design Architect and Planning*

*DiPrete Engineering Engineering and Land Planning*

*Centerbrook Architect of Library/Cultural Center*

## ii. Resumes and Team Biographies



Landings Real Estate Group, founded in 2006, has invested in multi-family, lodging, retail and office real estate in the local, regional and Southeast United States and aggregated over \$300M of assets owned and operated in Massachusetts, Rhode Island, Connecticut, New York and Florida.

The company has over 100 employees with expertise in real estate development, construction, property management, financing, and associated corporate support functions.

Some noteworthy projects in the Town of Middletown include the redevelopment of the former Sandpiper Cottages into the East Island Reserve and the renovation and stabilization of the former Navy housing known as Anchorage into Landings Apartment and Townhome Community. Additionally, LREG has extensive expertise working with the Navy. Christopher C. Bicho was Chief Financial Officer of Corvias for seven years, one the nation's largest privatized military housing providers. He executed acquisitions of land and housing assets from the US Navy for the Landings property in Middletown and an 84-acre housing site with 195 townhomes in Jacksonville, Florida.

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### LEADERSHIP

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**Christopher C. Bicho, Founder and President** of Landings Real Estate Group formerly served as Chief Financial Officer for one of the nation's leading multi-family development companies where he executed over \$1.5 billion dollars of financing and acquisitions in the multi-family and Federal Government real estate sectors. Mr. Bicho has an Undergraduate Degree from the University of Rhode Island and an MBA in Corporate Finance from Boston College.



**Cynthia Holt, Chief Operations Officer** specializes in the operations of multi-family properties in the market rate, low Income, housing tax credit, Section 8 and military housing sectors. Her 29 years experience has encompassed managing assets for one of the nation's leading multi-family developers and she has managed portfolios of 3,300 units valued in excess of \$250 million with locations in the Northeast, Mid West, Southeast and Puerto Rico. Ms. Holt graduated with a Bachelor's of Science in Business Administration degree from the University of Rhode Island in 1990.

## ii. Resumes and Team Biographies (continued)



Controller **Ellen Caffrey** joined Landings Real Estate Group in August of 2020. She has extensive experience in both public and private accounting with a concentration in real estate. Ms. Caffrey supervises and manages investor reporting, audit functions, construction accounting, fixed assets, payroll and cash management for the Landings Real Estate Group portfolio. Ms. Caffrey is a CPA who graduated from Boston College with her degree in accounting.



**Brian Werner**, Marketing Director has spent 16 years in the marketing & communications field. His past experiences include marketing for one of the nation's leading hotel brands along with communications management for a private educational institution. Mr. Werner earned his Bachelor's Degree from Salve Regina University in Newport, RI. He specializes in brand development, promotional material design, campaign strategizing and digital media management. Today, Mr. Werner is responsible for the marketing of Landings Real Estate Group's multi-family, condominium, vacation and commercial properties throughout the Eastern United States.



Investment Analyst **David Wolfe, CFA** joined Landings Real Estate Group in August 2017 after graduating with a BBA in Finance from the Isenberg School of Management at UMass Amherst. He is responsible for all acquisition and development underwriting, along with providing investment and market analysis for potential opportunities.



**Ron LaChance**, Construction Manager has 38 years of experience in the construction industry, with more than 17 years spent as a construction manager executing the construction of new homes, historical restorations, the conversion of hotels to condominiums and all phases of single-family home and multi-family home renovations. Mr. LaChance is responsible for subcontracting, material selections, contracting, pricing and scheduling for Landings Real Estate Group.



**Steve DiCristoforo**, Director of Lodging has 15 years of experience in real estate. He has successfully managed multi-family assets in both the Northeast and Southeast markets. In his most recent position Mr. DiCristoforo was very influential in adding more than \$5 million in value to a multi-family community. Mr. DiCristoforo holds a Bachelor's of Science in Marketing and Psychology and an MBA in Integrated Business Development from American International College.

## **KEMPENAAR REAL ESTATES, INC.**

A COMMERCIAL DEVELOPMENT COMPANY

Kempenaar Real Estates is a privately held real estate company specializing in the acquisition, development, construction, management and operations of hotel, office and retail properties with a concentration in the Northeast. Since 1958, Kempenaar Real Estates has taken commercial projects from conception to completion. Familiar with local building and zoning regulations, the permitting process, and the market, projects move from the drawing board to "turn-key" operations on a fast track. Our hotels enjoy enviable occupancy and deliver award-winning customer service ranking the properties in the top 10% of their respective brands.

A life-long Rhode Island resident, Rocky has 30 years of experience in commercial real estate development and hotel operations, specifically the Wyndham, Hilton and Marriott brands. His Marriott Residence Inn in Middletown (opened in 2007) has already achieved the #2 ranking in the country.

He serves on the board of the Newport County Boys & Girls Clubs and the Newport County Convention & Visitors Bureau. Rocky and his family have 50+ years of rapport with the United States Navy's Naval War College and International Naval Command College.

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### **ROBERT "ROCKY" KEMPENAAR II**

C: (401) 965-3070 E: rocky@kempenaarre.com

W: www.kempenaarre.com



#### COMMERCIAL DEVELOPMENTS:

##### Hospitality Industry

- 40 years of experience in commercial real estate development and hotel operations, specifically the Wyndham, Hilton and Marriott brands with 400 guest rooms developed in Middletown, RI
- Howard Johnson Inn – 115 room hotel (family owned since 1968)
- Hampton Inn & Suites – 95 room hotel (2003)
- Residence Inn by Marriott – 97 room hotel (2007)
- Homewood Suites – 92 room hotel (2012)
- Canopy by Hilton – 212 room hotel in Boston, MA (under construction; opens NOV 2021)

##### Other Retail/Commercial

- U.S. Post Office in Middletown, RI (2000)
- Aquidneck Center in Middletown, RI
- BJ's Wholesale Club (2001)
- Applebee's Restaurant (2001)
- West Marine (formerly Office Max) (2013)
- Staples: 3 locations (Falmouth, ME, Seabrook, NH and Auburn, ME)
- Citizens Bank: 3 locations (Rochester, NH in 2018; Middletown, CT in 2019; New Haven, CT in 2020)
- East Greenwich Commons (shopping center) in E. Greenwich, RI anchored by CVS, Starbucks and Citizens Bank (1995)
- Wesleyan Square (mixed use) in Middletown, CT anchored by Citizens Bank, Neil's Donuts and Orthopedic Associates of Middletown with four rental apartments (2018)

## ii. Resumes and Team Biographies (continued)



### **James J. Karam**

President, CEO, and Founder

First Bristol Corporation

O: (508) 679-1180 E: jimk@firstbristol.com W: www.firstbristol.com



### **Corporate Bio and Resume**

James J. Karam is President, CEO, and founder of First Bristol Corporation and provides the leadership and direction for this 40-year-old New England Real Estate Development and Management Company. Mr. Karam's commitment to excellence is evidenced by the successful nature of the company's varied developments, which exceed 4 million square feet of retail and commercial property and 9 hotel developments. He is also co-owner of WSAR and WHTB radio stations, serving the Massachusetts Southcoast region.

Mr. Karam's current and past professional and civic affiliations are extensive. He has devoted many hours to civic and charitable endeavors, especially in the area of public Higher Education, serving ten years as a Trustee of the UMass Five Campus System and four years as Chairman of its Board. He was also past Chair of the Edward M. Kennedy Institute for the U.S. Senate in Boston, MA. Appointed by Cardinal Sean O'Malley, he was formerly the Chair of the Board of the largest Catholic community health care system in New England, Caritas Christi.

Actively part of the Mass. Southcoast-Business community, he was a past Co-Chairman of the Southcoast Economic Development partnership and was past Chair of the Advisory Board of the Mass. Accelerator for Biomanufacturing (MAB). In the for-profit area, Mr. Karam currently serves on the Board of Directors of Steward Health Care System, a Dallas based national hospital system with 38 hospitals across the U.S.

Mr. Karam is an alumnus of the University of Massachusetts at Dartmouth. In addition, he is also the recipient of numerous awards including: the Fall River Chamber of Commerce "Outstanding Citizen" award, the University of Massachusetts "Entrepreneur of the Year" award, an "Honorary Doctorate of Business Administration" from the University of Massachusetts Dartmouth, an "Honorary Doctorate of Law" from the Southern New England School of Law (now UMass Dartmouth Law School), and Outstanding Trustee Achievement Award from the New England Board of Higher Education.

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Dennis DiPrete founded DiPrete Engineering in 1988 with the goal to create a different kind of engineering firm. The focus then and now was to minimize risk, minimize cost, and maximize the return for our clients. DiPrete Engineering specializes in mixed use land planning and civil engineering throughout Rhode Island and Southern Massachusetts.

As land values increase and suitable land decreases, understanding the proper design and use of a parcel to maximize value is critical. We have a firm grasp in today's development and design techniques, including sustainable design and re-purposing of existing development.

Civil Engineering requires expertise in many specialties, including site utility and drainage design, environmental issues, code interpretation, geo-technical, groundwater analysis, construction engineering, permitting, and public presentations.

## ii. Resumes and Team Biographies (continued)



# Leonard R. Bradley, PE

Principal

### Years Experience

30+

### Professional Registrations

State of Rhode Island  
Professional Engineer,  
Registration No. 6610

Commonwealth  
of Massachusetts  
Professional Engineer,  
Registration No. 39089

State of Rhode  
Island Department  
of Environmental  
Management Class III  
Designer D3042

Commonwealth of  
Massachusetts Certified  
Title V Soil Evaluator

### Education

University of Rhode  
Island Bachelor  
of Science in Civil  
and Environmental  
Engineering, 1988

### Professional Affiliations

American Society of  
Civil Engineers (ASCE)

Urban Land Institute  
(ULI)

International Council of  
Shopping Centers (ICSC)

### Profile

Mr. Bradley joined the firm in 2000 after gaining 12 years of engineering and design experience in Rhode Island and Massachusetts. As one of the firm's Vice Presidents, Len is responsible for new business development and overseeing the successful completion of many of our client's projects.

In addition, Len is a member of the firm's Executive Committee and is responsible for planning many of the firm's management objectives, including training, quality control, and marketing.



### Work Experience

- Over 20 years of experience with site design including utilities, grading, site planning, low-impact development design, watershed delineation, modeling and analysis, and environmental permitting.
- Land-use planning for residential subdivisions, retail centers, industrial parks, mixed-use developments, office parks, and multifamily homes.
- Land-use permitting and site engineering for renewable energy projects including wind, solar, and landfill gas-to-energy.
- Supervision and design of residential and commercial developments, including roadway, water, sewer, geotechnical, drainage, and stormwater management systems.
- Presentation of land development projects to planning boards, zoning boards, and conservation commissions.
- Supervision for the design of sewage disposal systems in Massachusetts & Rhode Island, including site and soil explorations.
- Design and inspection of bridge structures for state and local municipalities.
- Construction management for municipalities and site developers, including daily construction progress reports, bonding estimates, soil evaluations, and subsurface borings.

### Project Experience

- Village on the Waterfront – A brownfield redevelopment project consisting of over 600 condo units, 250 apartments, and retail space along the East Providence waterfront for the Chevron Corporation.
- Reynolds Farm – Surveying, engineering, and planning for 20,000 sf of commercial space, 220 apartments, 80 senior apartments, 41 condominiums, and 200 single-family homes.
- Kettle Point – A former British Petroleum brownfield redevelopment consisting of 228 multifamily units, 62 duplex units, and a 52,000 sf medical building along the East Providence waterfront.
- Pin Oaks – Land-use permitting, site engineering, and surveying for a 43-unit condominium development on 12 acres in Norfolk, MA.
- NEIT Residence Hall – Site engineering and permitting for a new 4-story, 416-bed dormitory on the existing campus in East Greenwich, RI.
- Citizens Bank Campus – Surveying, engineering design, and local and state permitting for the new 425,000 sf corporate headquarters with approximately 1,151 surface parking spaces, a four-level parking garage with 1,251 parking spaces, and provisions for a Route 295 interchange.
- Windchime Estates – Land-use permitting, site engineering, and surveying for a 35-lot subdivision in North Attleborough, MA.

Providence, RI

Boston, MA

Newport, RI

[www.diprete-eng.com](http://www.diprete-eng.com)

# Molly R. Titus, PE

Senior Project Manager

## Years Experience

19

## Professional Registrations

State of Rhode Island  
Professional Engineer,  
Registration No. 7881

## Education

University of Rhode  
Island Bachelor of  
Science Civil and  
Environmental  
Engineering, 1997

## Professional Affiliations

Newport County  
Board of Realtors

## Profile

Ms. Titus joined DiPrete Engineering in 2011 after gaining 11 years of engineering, design, and regulatory permitting experience throughout New England at Vanasse Hangen Brustlin.

As one of the firm's Project Managers, Molly is responsible for various aspects of a project including engineering design, construction oversight, project management, and client relationships. Molly enjoys fast paced and complex projects where she can apply her problem solving strengths and organizational skills. She prides herself on being proactive and delivering great client service.



## Work Experience

- Over 15 years of development design including public/government buildings, residential developments, commercial projects, mixed-use, and planned developments.
- Over 15 years of extensive experience with site design including all types of utilities, grading, master planning, and environmental permitting. Site design experience includes industrial parks, retail centers, institutional buildings, subdivisions and multifamily developments.
- Preparation and presentation at project meetings and public hearings.
- Project management for commercial and industrial developments including design, oversight, project scoping, invoicing, scheduling, and providing assistance to technical staff.
- Construction administration including site meetings, cost estimates, invoice review, inspections, review of submittals, and preparation of bid documents.
- Extensive experience with managing corporate development programs for retail clients such as CVS, Stop and Shop, and Carmax.

## Project Experience

- Bank RI – Surveying, engineering, and permitting for a new 1,780 sf branch in Middletown, RI.
- Carmax Auto Superstore – Engineering design, permitting, and construction documentation for the new Carmax building and 600-car sales lot located in Warwick and Cranston, RI.
- Newport State Airport – Drainage, accessibility, and grading improvements associated with the renovation of the existing terminal in Newport, RI.
- Longplex Family and Sports Center – Surveying, engineering and permitting for a new 120,000 sf sports facility located in Tiverton, RI.
- International Yacht Restoration School – Surveying, engineering, and state/local permitting for the new 20,240 sf waterfront building in Newport, RI.
- Innovate Newport – Engineering and permitting associated with the conversion of the former Sheffield School into an innovative technology business incubator and accelerator in Newport, RI.
- Prescott Point – Engineering design for a 67,000 gallon per day OWTS for 50 condominium and apartment units in Portsmouth, RI.
- Portsmouth Police – Site design and permitting for a new 17,500 sf building to house the police department in Portsmouth, RI.

ii. Resumes and Team Biographies (continued)

CORDTSEN  
DESIGN  
ARCHITECTURE



**RHODE ISLAND PORTFOLIO EXAMPLES**

Cordtsen Design Architecture is a local, full-service architecture firm, located in Middletown, Rhode Island. Cordtsen Design Architecture is committed to collaborating with clients from vision to completion. The firm is led by its Founder, Spencer McCombs, AIA with over 25 years of experience in project design, and Senior Project Architect, Jason Grover AIA, CNU-A with over 23 years of industry experience. Cordtsen Design Architecture understands the design elements of the local area that would result in an attractive and marquee development as the cornerstone of Middletown's two-mile corner area.

## Resume

# SPENCER MCCOMBE

## PRINCIPAL



**Spencer McCombe,  
AIA, founded  
Cordtsen Design  
Architecture in  
2009.**

### EDUCATION AND DEGREE

Roger Williams University  
Accredited Bachelor of Architecture

### CURRENT PROFESSIONAL REGISTRATIONS

Registered Architect in Rhode Island (license #2825)  
Massachusetts (license #31323),  
Connecticut (license #13516),  
New York (license #39239),  
and New Hampshire (license #04444)

### HONORS, PUBLICATIONS, & SPEAKING ENGAGEMENTS

C12 CEO Peer Mentorship Group Member of the Year Award  
Providence Business News "40 under Forty" Award  
The Builders Association of Greater Boston Prism Gold Award  
Live@CDA- Ongoing Podcast Host  
"Design Gallery," Fine Homebuilding, Annual Houses Issue  
"Building on your dream," Providence Journal  
"Luxury home plans use several 'green' concepts," Providence Business News  
Speaker at The RI Home Show- "The Blueprint: Everything you need to know to design and build the house of your dreams"

### AFFILIATIONS

American Institute of Architects (AIA) Member  
Leadership in Energy and Environmental Design  
Accredited Professional (LEED A.P.)  
C12 Christian Business CEO Peer Advisory Group  
Habitat for Humanity East Bay Board of Directors  
Adjunct Instructor of Architecture, Roger Williams University  
Boys and Girls Club of Newport County Board Member  
Living Hope Christian Church (Deacon, Youth Group Leader)  
Boy Scouts of America Den Leader  
Bike Newport Volunteer  
Northend Wrestling Club Volunteer  
High School Vocational Mentor  
Hall of Fame, Roger Williams University Athletics

### PROJECT EXPERIENCE

Office: CDA offices; Newport Collaborative offices  
Retail: North Sails; Planet Fitness; Aldi's; At Risk Youth Wrestling  
Restaurant: Midtown Oyster Bar; Salvation Cafe; Safehouse  
Hotel: Bristol Harbor Hotel  
Bank: Harbor One Bank; Coastway Community Bank  
Medical: Kent Hospital; Landmark Medical Center  
Athletics: Tennis Hall of Fame; The Aquidneck Club; Newport National Golf Club  
Residential: hundreds of examples, see website for sampling

\*The above list reflects key examples and does not include all project experience

## ii. Resumes and Team Biographies (continued)

### Resume

# JASON GROVER

## SENIOR PROJECT ARCHITECT



**Jason Grover, AIA, CNU-A, is a member of the leadership team at Cordtsen Design Architecture.**

### EDUCATION AND DEGREE

Roger Williams University  
Accredited Bachelor of Architecture

### CURRENT PROFESSIONAL REGISTRATIONS

Registered Architect in Rhode Island (license #3754)

### AWARDS & RECOGNITIONS

Newport Restoration Foundation Doris Duke Award for 26-30 Washington Square  
Preservation Merit Award, Preserve RI for Carnegie Abbey Club House  
Bronze Award, RI Monthly for Carnegie Abbey Club House  
Honor Award AIA/RI for Tabor Academy Marine Facility  
BSA Award Education Category for Tabor Academy Marine Facility  
Cover of Horner Calendar for Andrade Residence  
Featured in Jutras Woodworking for Goddard Residence  
The Builders Association of Greater Boston Prism Gold Award for  
Carnegie Abbey Club House

### AFFILIATIONS

American Institute of Architects (AIA) Member  
Accredited Member, Congress of the New Urbanism  
C12 Christian Business Peer Advisory Group  
Mount Hope Church (Member)  
EFC Newport (Member, Elder, Youth Group Leader)

### PROJECT EXPERIENCE

Restaurant: Yolanis Greek Market  
Hotel: Newport Mainstay Hotel  
Residential: The Harrison House (Newport Masonic Temple) Condo conversion;  
15 & 17 High Street, Newport; 42 John Street, Newport  
Medical: Landmark Medical Center Wound Care Center & Cath Lab;  
Atwood Medical Center Urgent Care Facility & Physical Therapy Center;  
Care New England Kent Hospital Pharmacy & Primary Care Medical Center  
Masterplanning: 70 Acre West Main Masterplan; Newport Grand Masterplan;  
Newport Harbor Front Masterplan

\*The above list reflects key examples and does not include all project experience

# CENTERBROOK

Centerbrook Architects and Planners, practicing from a renovated mill building in its namesake village of Centerbrook, Connecticut, designs projects that intentionally encompass most

building types, from modest dwellings to major institutional projects. The firm's design process actively engages clients and results in buildings that enrich the community spirit through opportunity and inspiration. The results are distinctive designs, rooted in regional context, that strengthen and reinforce an institution's mission.

## Accolades

Over 75 percent of Centerbrook's work is for repeat clients. In addition, Centerbrook has received over 400 awards for design excellence for academic buildings, custom furniture, sports facilities, and urban development. Accolades include five national AIA Honor Awards and 64 Design Awards from the Connecticut AIA, more than any other firm. In 1998, Centerbrook received the National AIA Firm Award, the highest honor the American Institute of Architects can confer on a firm.

## Projects in Rhode Island

Centerbrook's experience in Rhode Island is exemplified by the replication and expansion of the historic Ocean House in Watch Hill, securing its legacy as one of the world's premier resorts. The firm has also designed notable projects for spiritual communities which include The Pavilion at Grace Episcopal Church in Providence, a gathering space clad in copper and glass that is sought after for weddings and other special events, and a parish house for the First Unitarian Church in Providence that was designed to knit respectfully into its historic Benefit Street neighborhood.



Central Congregational Church,  
Providence, RI  
Galbraith House, Westerly, RI  
Gilson Center for Integrated Discovery,  
Lincoln, RI  
Ocean House, Watch Hill, RI  
Parish House, First Unitarian Church,  
Providence, RI

Saint Ann's Church Master Plan,  
Providence, RI  
Sayles Hall, Brown University,  
Providence, RI  
Shepherd's Run, South Kingstown, RI  
The Pavilion at Grace, Providence, RI  
United Theater Study, Westerly, RI

ii. Resumes and Team Biographies (continued)



**Jim Childress, FAIA, ALA, Principal in Charge**

Jim’s portfolio encompasses academic and public libraries, independent schools, colleges and universities, laboratories, churches, museums, houses and corporate interiors. He has worked over the past 30 years at Cold Spring Harbor Laboratory, the world-renowned center for molecular biology research. A graduate of Rhode Island School of Design, Jim’s work has been recognized with 60 design awards including the American Institute of Architects 1998 Architecture Firm Award. He was invested into the College of Fellows of the American Institute of Architects in 2001 and served

as the Chair of the AIA Committee on Design in 2015.

Jim’s library portfolio includes law libraries at the University of Colorado-Boulder, Quinnipiac University, and the University of Texas at Austin; a new 116,000-square-foot health sciences library at the University of Colorado-Denver; the renovation and expansion of the Gingrich Library at Albright College; the new New Canaan Library; the Library and Archives at Cold Spring Harbor Laboratory, and independent school libraries at Buckingham Browne & Nichols and Ridley College.

Libraries and Community Centers:

- New Canaan Library, New Canaan, CT
- Wilbur Gingrich Library, Albright College, Reading, PA
- Central Library, Briarwood College, Southington, CT
- School of Law and Library, Quinnipiac University, Hamden, CT
- Health Sciences Library, University of Colorado Anschutz Medical Campus, Aurora, CO
- Tarlton Law Library Commons, The University of Texas, Austin, TX
- William Wise Law Library, Wolf Law School, University of Colorado, Boulder, CO
- Commons Union, Calvin University, Grand Rapids, MI

- Carnegie Library, Cold Spring Harbor Laboratory, Cold Spring Harbor, NY
- Convocation Center, Fairfield University, Fairfield, CT
- Headquarters, National Outdoor Leadership School, Lander, WY
- Renaissance Hall, Buckingham Browne & Nichols, Cambridge, MA
- McDonnell STEM Facility and Brauer Hall, MICDS, St. Louis, MO
- Unquowa School, Fairfield, CT
- The Jackson Laboratory for Genomic Medicine, Farmington, CT
- Heckscher Museum of Art, Huntington, NY

Education: B. Arch., Rhode Island School of Design, 1978; B.F.A., Rhode Island School of Design, 1977

Licensed Architect: Rhode Island, Connecticut, Massachusetts, New York, Vermont, New Jersey, North Carolina, Ohio, Pennsylvania, Missouri, Colorado, Wyoming, and Ontario; NCARB certified.

Awards: Work has been recognized with more than 70 national and regional design awards.

## D. Statement of Experience and Qualifications

### **LANDINGS REAL ESTATE GROUP**

543 Thames Street, Newport, RI 02840

Christopher C. Bicho, President

C: (401) 225-0211 E: cbicho@landingsgroup.com



Brand New 2-Bedroom Apartments Coming September 2021!



#### **Saddle Brook Landings Annex**

Description: 210-Unit Apartment Community Under Development, 53 Acres

Project Cost: \$36.5M

Financing: Regional Bank (Valley National) \$24.5M

Size: Over 300,000 sq. ft.  
Location: Jacksonville, FL  
Tenant Mix: Residential  
Public or Private: Private  
Contact: (above)

## D. Statement of Experience and Qualifications

### **LANDINGS REAL ESTATE GROUP**

543 Thames Street, Newport, RI 02840  
Christopher C. Bicho, President  
C: (401) 225-0211 E: [cbicho@landingsgroup.com](mailto:cbicho@landingsgroup.com)



#### **Orchard Hills Landings**

Description: 260-Unit Apartment  
Community, 51 Acres  
Project Cost: \$56.5M  
Financing: HUD - \$45.5M

Size: Over 260,000 sq. ft.  
Location: Newburgh, NY  
Tenant Mix: Residential  
Public or Private: Private  
Contact: (above)

## KEMPENAAR REAL ESTATES, INC.

351 W. Main Rd, Middletown, RI 02842

Robert Kempenaar II, President

C: 401 965-3070 E: rocky@kempenaarRE.com

Kajsa Kempenaar, Vice President

C: (401) 418-0134 O: (401) 847-7574 E: kajsa@kempenaarRE.com



### Wesleyan Square in Middletown, CT

100% occupied, commercial tenants on signage plus 4 residential units (2 two-bedroom units and 2 one-bedroom units)

Project: Wesleyan Square

Type: Mixed use

Description: Retail and residential

Project cost: \$5.5 mil

Financing: \$3.5 mil

Location: Middletown, CT

Tenant Mix: (above)

Public or Private: Private Development

Development Contact: (above)



www.kempenaarRE.com

## D. Statement of Experience and Qualifications (continued)

### **KEMPENAAR REAL ESTATES, INC.**

351 W. Main Rd, Middletown, RI 02842

Robert Kempenaar II, President

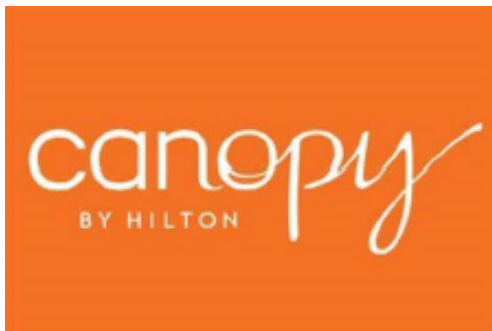
C: (401) 965-3070 E: rocky@kempenaarRE.com

Kajsa Kempenaar, Vice President

C: (401) 418-0134 O: 401 847-7574 E: kajsa@kempenaarRE.com

### **Canopy by Hilton in Boston, MA**

Investor with Harbinger Development, CV Properties, Olshan Properties and HFF



Opening November 2021

Project: Canopy by Hilton

Type: Hospitality

Description: 212 Room Hotel

Project Cost: \$130 million

Financing: \$80 million

Location: Downtown Boston, MA

Tenant Mix: Hotel guest rooms

Public or Private: Private Development

Development Contact: (above)



# FIRST BRISTOL CORPORATION

10 North Main Street, Fall River, MA 02720

Jim Karam, President

O: (508) 679-1180 E: jimk@firstbristol.com; info@firstbristol.com

## RETAIL PORTFOLIO



First Bristol has been an active retail developer over the last 35 years, creating over 2 million square feet of neighborhood retail developments. These developments have included suburban centers as small as 50,000 square feet with its award-winning East Greenwich Commons in East Greenwich, RI anchored by CVS, Starbucks and other well-recognized regional and national retailers. A large part of our portfolio are supermarket anchored centers containing such supermarkets as Stop & Shop, Shaw's, Walmart and Aldi. These centers range in size from 100,000 square feet to 350,000 square feet and are located across Rhode Island, Massachusetts and New Hampshire. The development cost of these centers has ranged from \$4 Million to \$26 Million. Financing has been provided by well-known regional commercial banks and many well-recognized major U.S. insurance companies. Tenant mix includes national supermarkets, CVS and Walgreens, and many recognizable retailers and food chains.



# RESIDENTIAL COMMUNITY DEVELOPMENT

First Bristol Corporation has developed and overseen the development of many successful residential communities in New England, including these award-winning Historic Residential Rehabilitation projects: Lafayette Place, The Highlands and The Hudner Building.

Whether the property is being constructed or renovated, First Bristol has the experience and capabilities to make your development productive and profitable. From site selection through occupancy, First Bristol provides knowledge and expertise every step of the way to deliver a successful, high quality project.

## PROPERTY AND ASSET MANAGEMENT

- Construction management
- Facility maintenance
- Financial and budgetary reporting
- Lease administration
- Leasing
- Life safety planning
- Marketing
- Ongoing security management
- Preventive maintenance
- Rent collection
- Vendor bidding and selecting



FIRST BRISTOL  
CORPORATION

J. KARAM MANAGEMENT, INC.

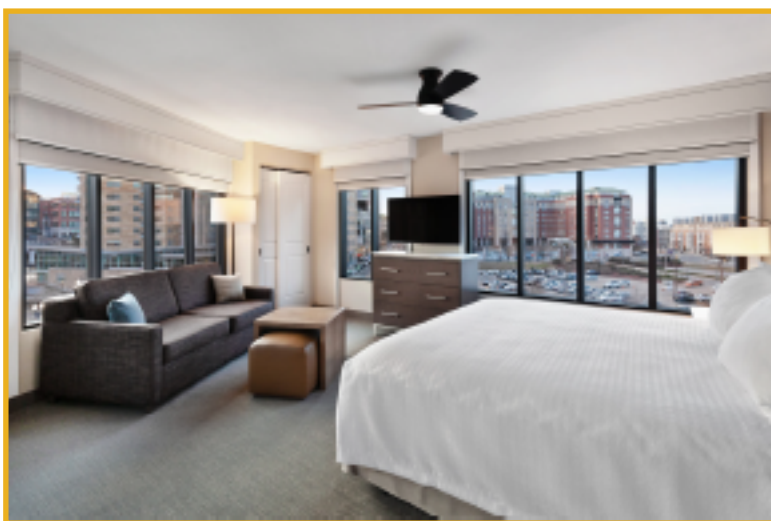
## D. Statement of Experience and Qualifications (continued)

### FIRST BRISTOL CORPORATION

#### **Homewood Suites** Providence, Rhode Island



Property Details:  
8 Story, Extended-Stay Hilton  
Hotel with 120 Suites  
Project Cost: \$26,500,000  
Financing: Rockland Trust  
Size: 65,000 S.F.  
Location: Providence, RI  
Tenant Mix: Hotel & Retail  
Development: Public/Private  
in conjunction with RICC and  
State of RI  
Contact:  
First Bristol Corporation  
<https://www.firstbristol.com>



## DIPRETE ENGINEERING

Two Stafford Court, Cranston, RI 02920

Dennis DiPrete, President

O: (401) 943-1000 E: ddiprete@diprete-eng.com

### The Village at South County Commons

South Kingstown, Rhode Island



Project: The Village at South County Commons

Type: Mixed-use residential

Description: Consists of retail, restaurants, entertainment facilities, office and medical space. The development contains a hotel, 230 luxury apartments, 64 condominium units, and 168 senior and assisted living units.

Size: Over 300,000 sq ft

Project Cost: \$150 million

Financing: Local equity and local banks

Location: South Kingstown, RI

Tenant Mix: Mixed-use development

Public or Private: Private

Development Contact or Website:

[www.diprete-eng.com](http://www.diprete-eng.com)

## D. Statement of Experience and Qualifications (continued)

### **DIPRETE ENGINEERING**

#### **Kettle Point**

East Providence, Rhode Island



Project: Kettle Point

Type: Residential

Description: This upcoming project will feature 215 multifamily units and 62 single-family duplexes.

Project Cost: \$110 million

Financing: Local and regional equity, and local banks

Location: Providence, RI

Tenant Mix: Mixed-use development with medical office building

Public or Private: Private

Development Contact or Website:  
[www.diprete-eng.com](http://www.diprete-eng.com)

## **CORDSTEN**

42 W Main Rd, Middletown, RI 02842

Spencer McCombe, Principal

(401) 619-4689 | [spencer@cordstendesign.com](mailto:spencer@cordstendesign.com) | [cordstendesign.com](http://cordstendesign.com)

### **10 Brown and Howard Wharf, Newport, RI**



Project: Brown and Howard Wharf

Type: Mixed use residential

Description: 1st and 2nd floor  
restaurant and tavern, 3rd floor  
apartments, roof deck

Financing: Public and Private

Size: 21,500 sq ft

Project Cost: \$7,000,000

Location: Newport, RI

Tenant Mix: Mixed-use residential with  
restaurant and tavern

Public or Private: Public Not-for-Profit

Development Contact: (above)

## D. Statement of Experience and Qualifications (continued)



### **Midtown Oyster Bar** Newport, Rhode Island

Located on Historic Thames Street in  
Downtown Newport

Project: Midtown Oyster Bar  
Location: Newport, RI  
Type: Restaurant  
Project Cost: \$4,000,000  
Size: 10,000 sq ft  
Number of Floors: 3  
Tenant Mix: n/a  
Private Development  
Completion Date: 2014  
Contact: (previous page)

CORDTSEN  
DESIGN  
ARCHITECTURE



# CENTERBROOK

67 Main Street, Centerbrook, CT 06409

Jim Childress, FAIA, ALA, Principal in Charge

(860) 767-0175 | childress@centerbrook.com; hill@centerbrook.com | centerbrook.com

## New Canaan Library New Canaan, CT



Project: New Canaan Library  
Type: Library  
Description: Institutional/  
Community Gathering  
Financing: Public and Private

Location: New Canaan, CT  
Tenant Mix: n/a  
Public or Private: Public Not-for-Profit  
Development Contact: (above)

## D. Statement of Experience and Qualifications (continued)

### **New Canaan Library** New Canaan, CT

Centerbrook’s upcoming project, pictured on the previous page, will be the physical and metaphorical heart of the New Canaan community. Located on a prominent gateway site, the library will create a grand civic space that serves as a crossroads between the town’s commercial, educational, and residential districts. The library will be a landmark that beckons the community. A new park will reach out, gently sloped to accommodate events and make it a comfortable gathering place.

### **The Pavilion at Grace** Providence, Rhode Island



Project: The Pavilion at Grace  
 Type: Institutional  
 Description: Spiritual/Community  
 Gathering  
 Size: 12,000 sq ft  
 Project Cost: \$4,072,000  
 (Final Construction Cost)

Financing: Private  
 Location: Providence, RI  
 Tenant Mix: n/a  
 Public or Private: Private Non-Profit  
 Development Contact: (Previous Page)

## E. Financial Approach

The financial approach to the development on West Main Road and Coddington Highway, in partnership with the Town of Middletown, has the potential to unlock multiple external funding sources beyond the Co-Developers' and Town's land contribution. During the design phase, Landings Real Estate Group and its Joint Venture Partners will coordinate with the Town of Middletown to apply for the Rhode Island Site Ready Grant, which allows municipalities to access funds from the Rhode Island Commerce Corporation for assistance in the development of strategies and plans that spur development and growth in support of the municipality's development goals.

Activities eligible for funding include:

- | Site specific planning and pre-development activities including property surveys, master planning, engineering surveys, or environmental studies.
- | Site specific project improvements including activities that will support planned or future build-out of significant sites including infrastructure improvements, land assembly activities, site clearing or demolition, and building improvements.
- | LEAN Consultation to streamline current land-use development and permitting processes.
- | Training/Education for planning/zoning board members as well as Building Officials and Inspectors.
- | Assistance with writing zoning ordinances, updating a comprehensive plan.
- | Providing strategic planning effort support (including matching funds or support for federal grants) or marketing support that will lead to the development or redevelopment of significant sites in a municipality.

Municipalities are eligible for up to \$125,000 in grant funding to provide for land planning, infrastructure, engineering and traffic studies. Together with the Town of Middletown, the previously listed Joint Venture Partners will assist with the integration of the proposed public library/cultural center and assist with securing Federal, State and Charitable funding to offset any capital expenditures in the construction or the new state of the art facility if the Town moves forward with such a plan. To assist the Town in meeting affordable housing goals, all parties are willing to partner with the Town in securing Federal and State funding as well as participating in Tax Incremental Financing (TIF) to assist in providing more than minimum 10% affordable housing requirement. Other funding opportunities include the use of tax-exempt bonds, revenue sharing, PILOTS, the procurement of grants and the potential participation of the Navy.

## E. Financial Approach (continued)

Conceptual/Estimated Development Budget	Category	Cost	% of Total
	Hard Costs - Residential	\$29,625,000	28%
	Hard Costs - Commercial	\$6,320,000	6%
	Hard Costs - Hotel	\$33,750,000	32%
	Hard Costs - Library	\$10,000,000	10%
	Infrastructure Costs	\$7,500,000	7%
	Soft Costs	\$9,200,000	9%
	Financial & Interest Costs	\$7,820,000	8%
	<b>Total Development Costs</b>	<b>\$104,215,000</b>	<b>100%</b>

### Financial Benefits for the Town of Middletown

The development of the 15 acres presents an opportunity for the Town to generate long term recurring revenues for the General Fund. There are four potential revenue streams for the Town of Middletown:

Land lease payment where the development would pay the Town an annual lease payment for the term of the lease, which could extend to 99 years. The land lease payment has the potential to be leveraged and fund the construction of a new library/cultural center along with the relocation of the ball fields.

Through the assessment of the actual structures separate from the land, the Town will collect property taxes at the Commercial Rate on all privately owned buildings.

Through the Room and Meals taxes, the Town will collect monthly revenue from the hotel and restaurants.

Lastly, there are additional opportunities from the renting of the library facilities to generate event revenue to assist in supporting the operations of the library/cultural center.

## F. Exhibits

### **i. Memorandum of Understanding**

TOWN OF MIDDLETOWN AND JOINT VENTURE PARTNERS (Landings Real Estate Group, Kempenaar Real Estates and First Bristol Corporation)  
REGARDING THE DEVELOPMENT AND USE OF LAND KNOWN AS AP 102, Lots 3, 4, 5, 6 and 7

This Memorandum of Understanding (the "Memorandum") is made and entered into by and between the following parties:

- 1) The Town of Middletown
- 2) Joint Venture Partners

in regard to development of the parcels of Land designated above on the corner of Coddington Highway and West Main Road and further described as parcels of the former Navy Lodge, Ball Fields, Library and JFK Elementary School for a Town Center to be developed with market rate, affordable and senior housing, retail, lodging and public space.

WHEREAS, The Town of Middletown owns the properties which are currently vacant and under utilized;

and WHEREAS, The Town of Middletown solicited interest from developers and selected the above mentioned Joint Venture Partners to develop plans for the use of said properties for the development of a Town Center; and

WHEREAS, Joint Venture Partners are qualified developers of housing, lodging and commercial real estate

WHEREAS, Joint Venture Partners will partner with the Town of Middletown to seek grants to fund architectural and developmental expenses; and

NOW THEREFORE, the parties hereto enter into this Memorandum of Understanding in order to state the basic intentions and understandings of the parties for the potential development of a Town Center, as well as the roles of the parties with respect thereto.

1. Exploration of Funding Sources: In order to facilitate the development of the Town Center, Joint Venture Partners will submit grant applications, seek other funding sources and invest its own funds for architectural and development expenses. The Town of Middletown will join in any grant application and other funding applications.
2. At its sole cost and expense, Joint Venture Partners will hire such parties as may be necessary or beneficial to conduct such preliminary surveys and cost estimates as may be necessary in preparation for and completion of development of the school properties.
3. Town of Middletown will:
  - 3.1. Cooperate and assist the Joint Venture Partners with grant applications and funding requests
  - 3.2. Negotiate in good faith the lease of said parcels to affect the development of the Town Center
  - 3.3. Move to enact the appropriate zoning to affect the development of a Town Center
  - 3.4. Work solely with the Joint Venture Partners to prepare development plans for the designated properties during the course of this Memorandum of Understanding

IN WITNESS WHEREOF, the parties have caused this Memorandum of Understanding to be duly executed this day of July 2021.

TOWN OF MIDDLETOWN

by \_\_\_\_\_  
Paul Rodrigues, Town Council President

JOINT VENTURE PARTNERS

by \_\_\_\_\_  
Christopher C Bicho, President, Landings Real Estate Group