

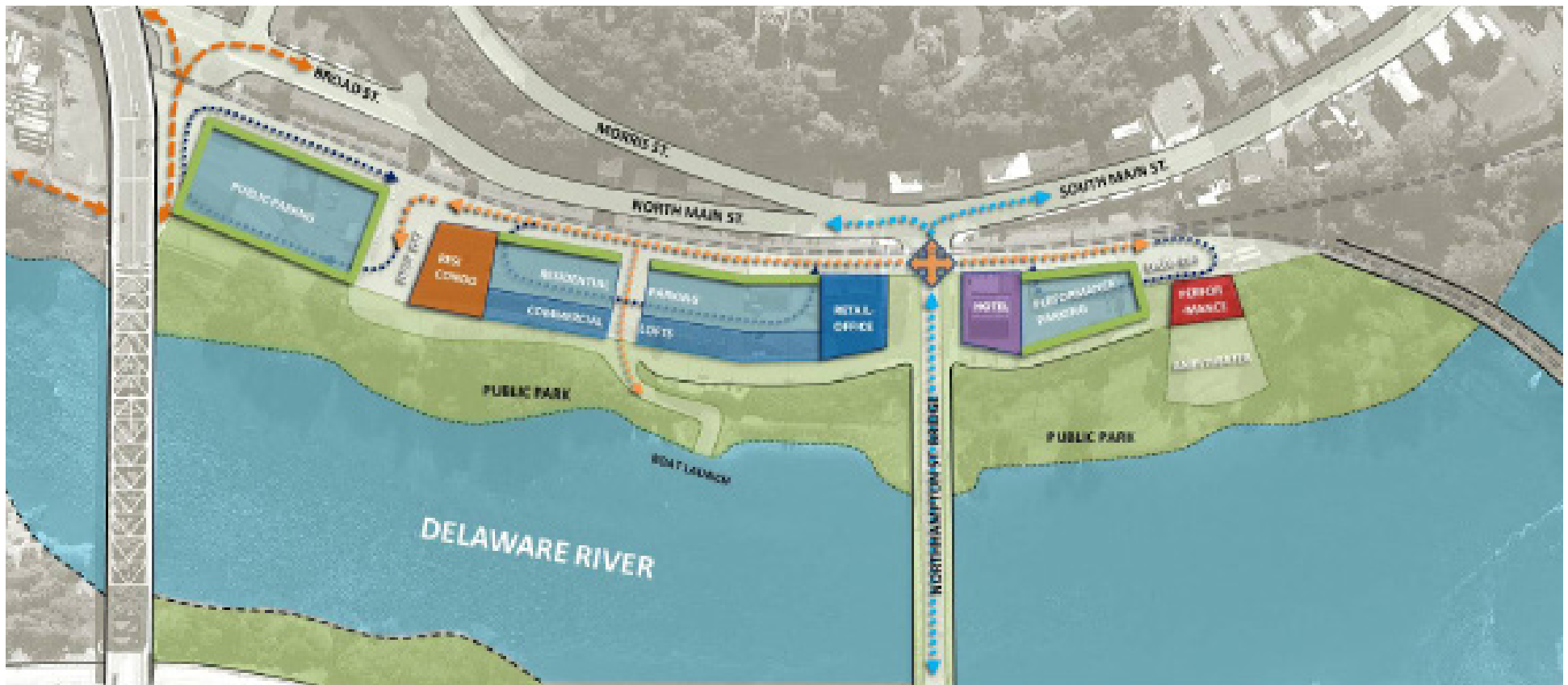
Union Square Waterfront

A New Mixed-Use Development in Phillipsburg, New Jersey



Stateliner United
Studio Libeskind

Phillipsburg – Sub-Area 1
(Waterfront-North) Site
Request for Proposal



Stateliner United, a New Jersey firm founded by Principals from Salient Development Corp and Vibrant.City, proposes a comprehensive, substantial and integrated fulfillment of Phillipsburg's Union Square Master Plan.

Our design establishes a welcoming public realm that will enhance riverfront use and access, create and connect neighborhoods, and provide engaging experiences for residents and visitors.

By combining cultural attractions with public amenities along a stunning waterfront, our proposed development will promote tourism, create jobs, provide opportunities for small businesses, and bolster the town's economy.

Our team intends to work collaboratively with Phillipsburg to dramatically expand parking capacity and create much-needed municipal offices along the revived riverfront. Our public/private collaboration will result in distinctive buildings and public spaces that will enhance Phillipsburg's profile in the region, enrich the community experience and drive an economic renaissance.

We are delighted to present our vision in collaboration with Studio Libeskind.



Contents

Development Approach	4
Development Team	25
Qualifications + Experience	33
Financial Feasibility	46
Appendix	51

Development Approach



Phillipsburg Waterfront at Union Square

A Vision for Phillipsburg



Our proposal encompasses several parcels of land in addition to the Town owned parking lot. We anticipate that the parcels of land under private ownership will be developed as part of our larger plan. Once the RFP process is complete, we envision proceeding with negotiations to secure the privately held parcels in collaboration with the Town.

Our vision for the site includes strategies that will create revenue-generating assets for the Town while allowing Phillipsburg to reduce costs and drive the local economy forward. We intend to work with the Town to create municipal offices and expand parking capacity.

We expect to tie up all necessary parcels for the development at a total cost of \$7M.

The Town would retain ownership of the land under the new Parking Deck and under the new municipal offices.

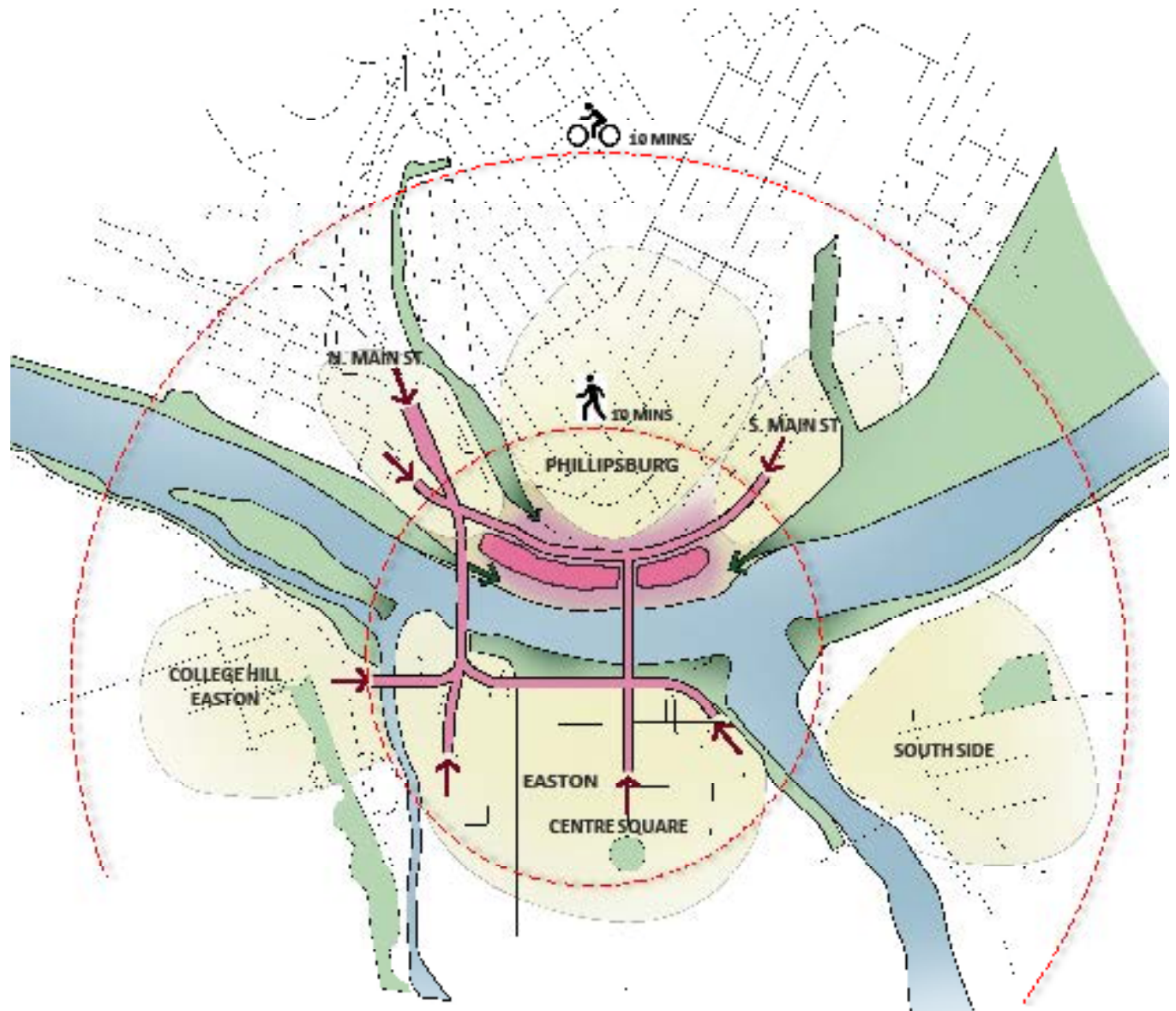
Our approach will generate new municipal revenue streams, reduce risk and capture significant cost savings from other currently planned civic expenditures.

Integrating Natural Assets

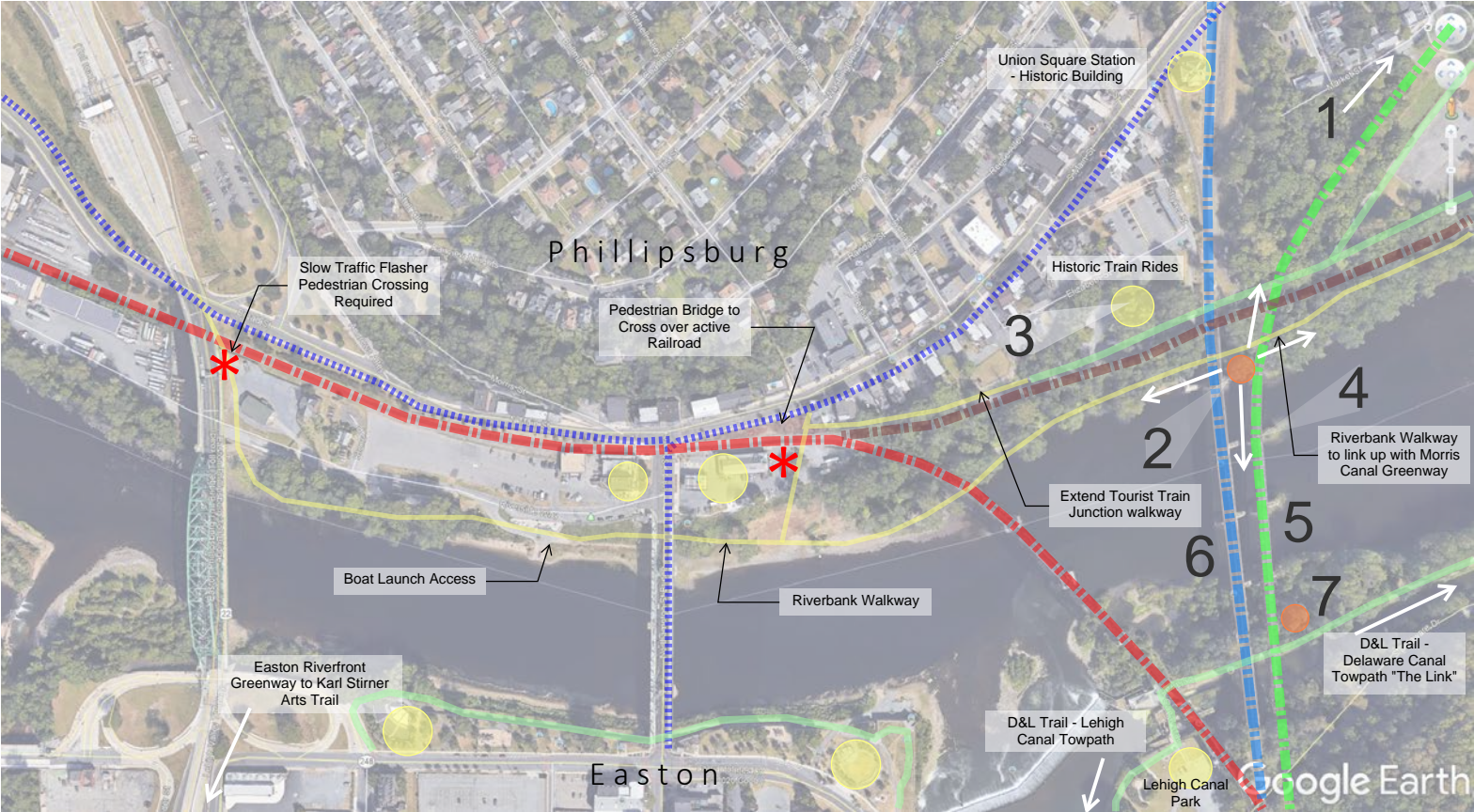
Phillipsburg is prominently located on a hill rising above the Delaware River. The town's waterfront has historically been an important source of recreation, but the full potential of the site has not been fully realized.

Our proposed design will reconnect the city to the river by creating a pedestrian-focused, regionally accessible riverfront that will activate the water's edge for public use, and drive economic benefits for the town at large. The significant visitor traffic already established in Easton, PA will have expanded options for entertainment and interaction with nature.

Access points will tie into a network of riverfront walking and biking trails, and increase the value of key civic assets and institutions like the Downtown Business District, Walters Park, Railroad Heritage trail, Morris Canal, Delaware & Lehigh and the proposed Rail Trail.



Concept Plan



Site Legend

Local Attractions Vertical Circulation Needs * Required Railroad Crossing

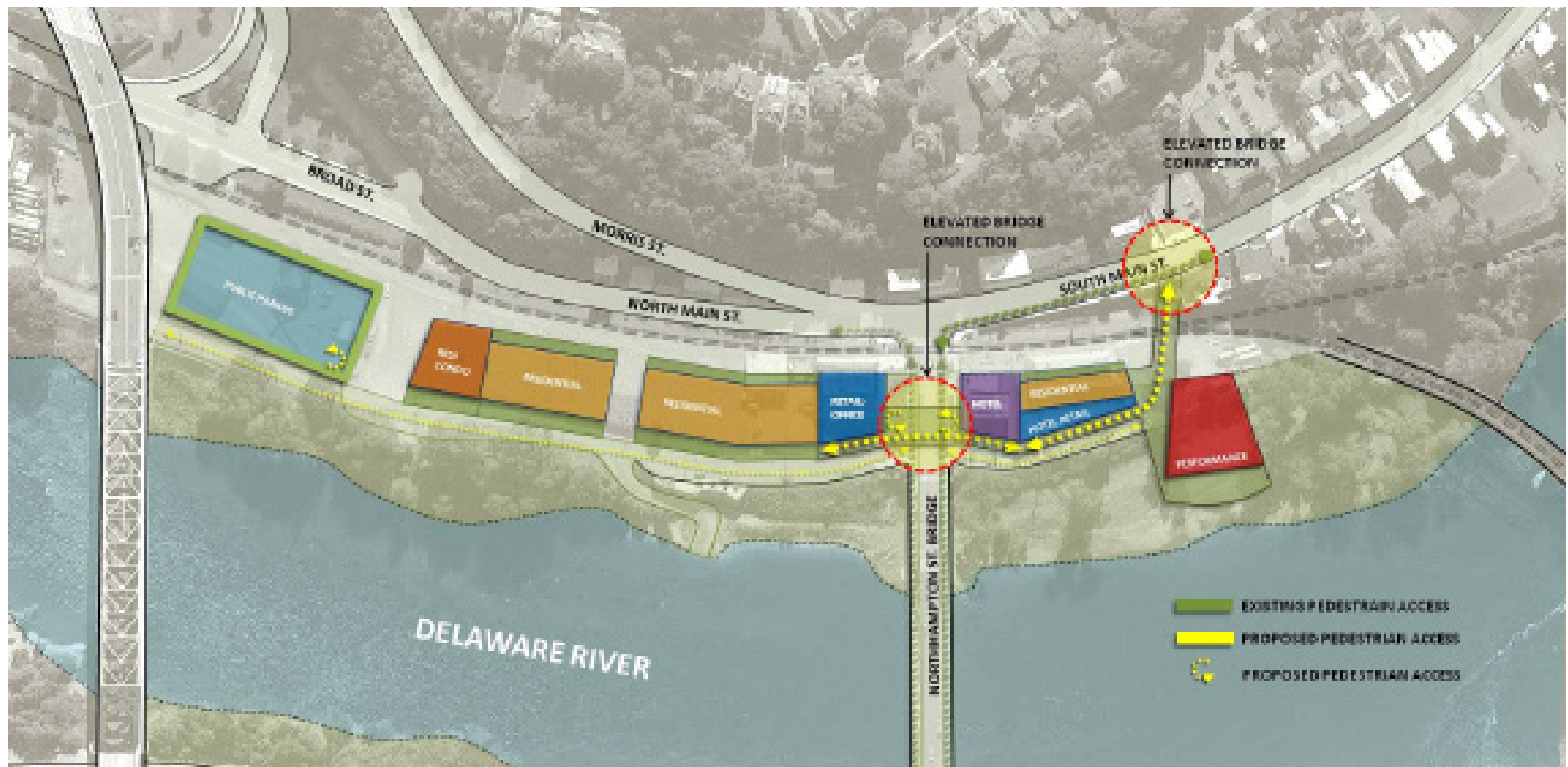
- (Live Line) Norfolk Southern Track - Old CNJ to Manville
- (Live Line) Lehigh & Hudson Line from PA to Belvidere
- (Live Line) Bel-Del Line (Private)
- (Vacant Line) Old LVR Line - Proposed Delaware River Pedestrian Trestle to Phillipsburg
- Existing Bike/Walking Trails
- Existing Pedestrian Walkways
- Potential Pedestrian Walkways

* This image includes components that are beyond the property boundaries of our development proposal. While not within the scope of this proposal, they are included as concepts that Phillipsburg may want to consider.

- Greenway Connection to Walter's Park
- Historic Morris Canal Entryway
- Tourist Train Ride Junction
- Proposed Connector Trestle to Easton
- Scenic Overlook from Trestle - South
- Scenic Overlook from Trestle - North
- Pedestrian Trestle Link to D&L Trail



Driving Revitalization of Main Street Corridor



As a gateway to a revitalized Phillipsburg, the Union Square Waterfront will provide new and improved connections to the existing communities to the north and east and to the river and Easton beyond.

Our proposed plan includes a pedestrian bridge to South Main Street, linking existing local businesses to residents and visitors of the newly vibrant mixed-use community on the waterfront.

With significant public spaces and amenities, we envision visitors coming to Phillipsburg for activities beyond what is offered along the waterfront and elsewhere.

A new elevated deck across the approach to the Northampton Street Bridge will improve pedestrian safety and provide an easy connection within the project, and up to the rest of the Main Street corridor.

Health & Resilience

Honoring the historic township and existing architecture while establishing a healthy, vibrant community for local residences and businesses

Design elements including seating, trees, planted borders, children's play space and public art, will make the waterfront a comfortable, welcoming destination serving a diverse population of residents, workers, and visitors. Landscape features will accommodate community dinners and dances, private events, outdoor education, concerts, festivals, and more. Our proposed plan intends to improve the quality of life for residents while providing public amenities for current and future generations.

Our team will include Landscape Architects and other consultants as needed to fully realize the project's scope. Candidate firms include:

Civil/Structural – Pennoni

Landscape Architecture – Langan Engineering

MEP – Snyder Hoffman Associates



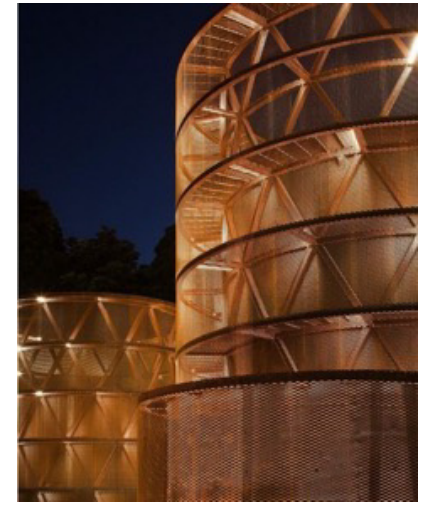
Community & Culture

Establishing a landmark cultural attraction to spark economic development and to build community around culture for the local residents of Phillipsburg, Easton and visitors



Craft & Context

Rooted in local craft, empowering a learning culture and inspired by the industrial nature of Phillipsburg



Nature

Reconnecting the riverfront through strong interwoven public space at the New Waterfront at Union Square

The Union Square site is a catalyst for connection not only because of the proposed program this document outlines but also due to its unique location and adjacent amenities. The new Union Square will be the convergence of historic and new; a place where residents can engage in a variety of activities or spend time in reflection or recreation along the river.

A key goal of this proposal for Union Square is to help the town meet its goals to encourage economic growth, to capitalize on the recreational and cultural assets of the riverfront district, and to support the revitalization of the historic downtown through the creation of new business, residential and eco-tourism opportunities.



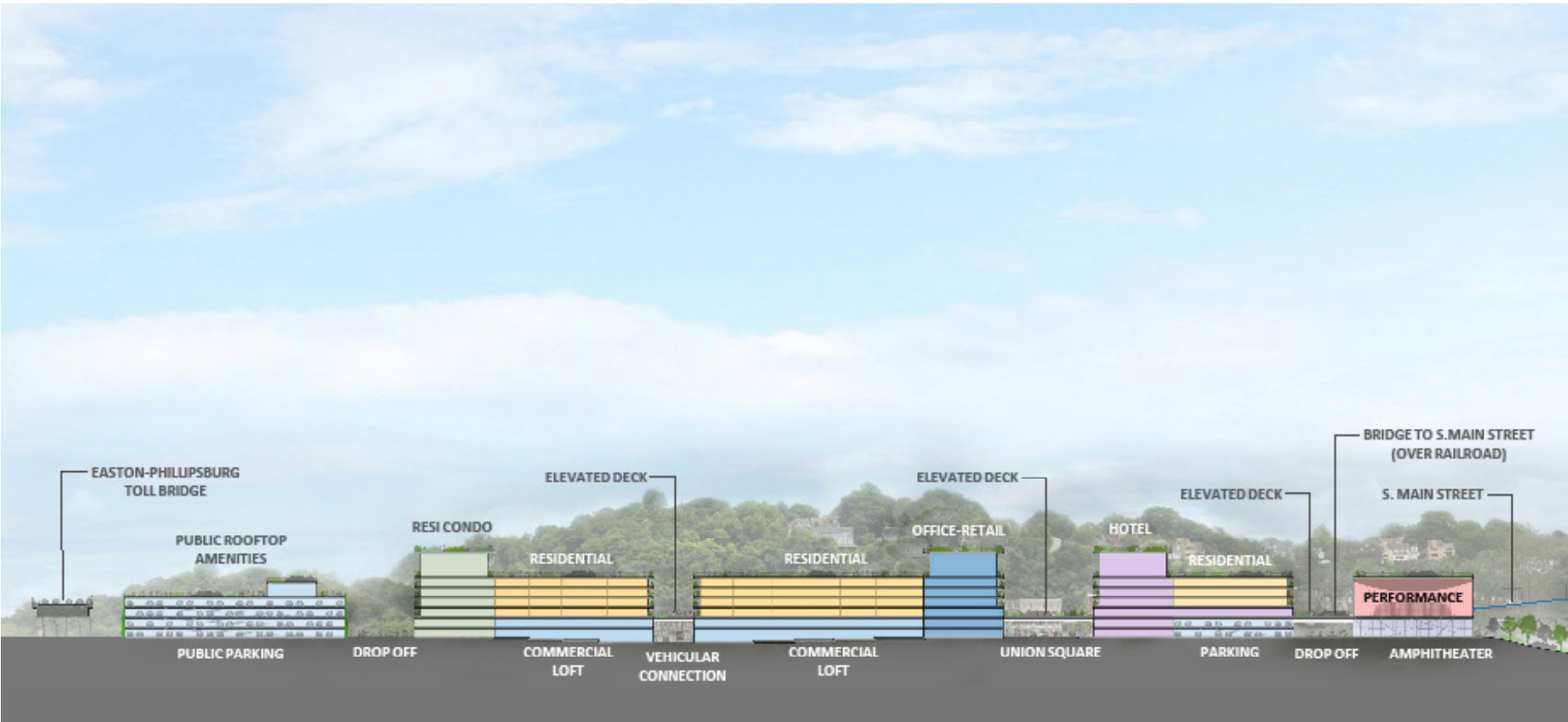
Union Square Waterfront Program Elements

Program elements are anticipated to include:

- A Performing Arts Center and Event Space
- The American Microbrewery Hall of Fame
- A new 90-key hotel
- Residential buildings oriented toward the river
- 20,000 square feet of Town Office space
- Restaurants and Cafés
- Parking structure with 400 spaces
- Waterfront landscaping and retail kiosks
- Pedestrian and Bicycle paths along the waterfront with links to the Heritage Trail system, Main Street and the Commercial district



Union Square Waterfront Program Elements



Overall Site Section North-South

Union Square Waterfront Program Elements

Performing Arts Center & Event Space: River House

An architecturally significant central component of our project is a performing arts center and event space to host daily and nightly events to inspire, educate and entertain. The 400-person space will provide a flexible configuration with state of the art acoustics and technical capabilities, including catwalks, AV and lighting systems, and a lobby designed for pre- and post-performance events.

There is a shortage of mid-size capacity live entertainment venues within the market area and specifically within the Lehigh Valley, a Tier 2 market in the mid-Atlantic region. River House will provide an attractive, fill-in venue for national touring acts that book 1000+ seat venues in Tier 1 markets.

Family-friendly daytime programming at River House coupled with a spectacular riverside location will allow for extended business hours for the venue/bar/dining options within. River House also will serve as an Events/Meeting space during the week. Programming will include live music, theatre, dance, comedy, film, and family programs featuring established and emerging performers from around the region, US and the world.

Easton, PA and Phillipsburg, NJ are closely integrated communities with a shared history. River House builds on and expands that close relationship. Located a 10-minute walk from downtown Easton PA, River House will also serve the nearly 1,000,000 people who visit downtown Easton annually for restaurants, events and attractions such as the Crayola Experience (400,000 visitors annually), street fairs such as Bacon Fest (100,000+ visitors annually) and the year-round Easton Farmer's Market.

We expect the design to accommodate audience expansion, with features that will allow the space to convert to an amphitheater to take advantage of the outdoor space. There will be an F&B/catering component dedicated to this space. River House has the capacity to serve 200,000+ visitors and drive significant economic activity along the Main Street corridor and beyond.



Union Square Waterfront Program Elements

Gallery / Event Space: American Microbrewery Hall of Fame

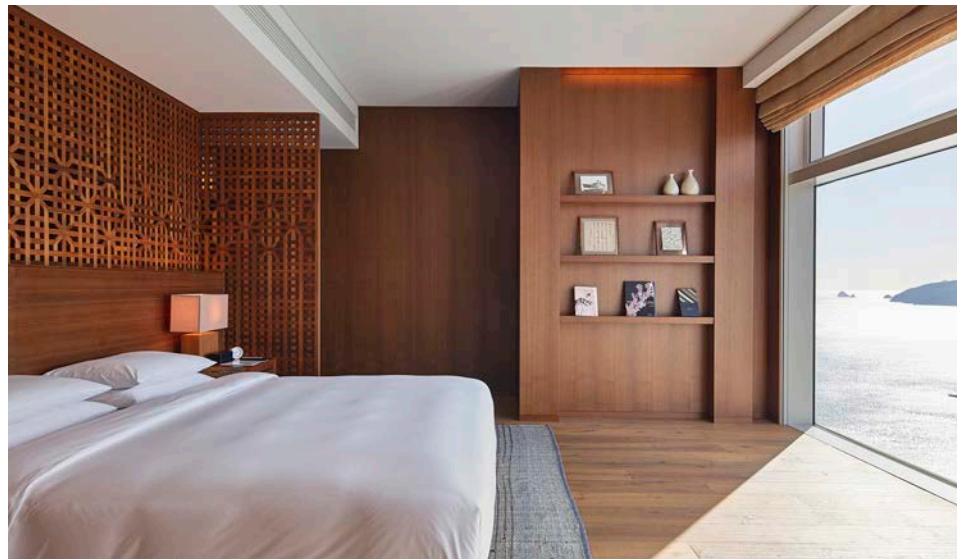
A companion to the Event Space is the American Microbrewery Hall of Fame, a sponsored gallery showcasing a variety of artisanal craft beers. This space could accommodate events catering to microbrew enthusiasts along with other private events.

Residential

Ranging from studios to 2-bedrooms (unit mix and size TBD), the apartments will be sustainably designed with energy- and water-efficient appliances, LED lighting and mechanical systems for filtered air and water. Residential units will share amenities with the Hotel, including fitness center, game room, meeting room, lounge.

Hotel

A 90-key hotel will provide a much needed supply of rooms for business, educational and recreational travelers. Overlooking the Delaware River, within walking distance of Phillipsburg's downtown, and adjacent to the Heritage Trails pedestrian and bike paths, the hotel will serve both Phillipsburg and Easton, supporting the Event Space, Lafayette College, Crayola and other area attractions. The proximity of the hotel to South Main Street expands the reach of existing restaurants and merchants and will contribute to the local economy.



Union Square Waterfront Program Elements

Restaurant/Cafe

Several restaurants and cafes will serve the hotel, event space, residential and public areas.

Retail

Kiosks, pop-up spaces and flexible galleries, showrooms and storefronts located throughout the project.

Town Offices

Municipal Offices for Phillipsburg, approximately 20,000 square feet.

Parking

400 space parking structure with a public rooftop garden overlooking the Delaware River. This parking deck will address the needs of new residents, office workers, visitors and event attendees.



Union Square Waterfront Program Elements

River House Shuttle

River House Shuttle | A Cognitive Autonomous Shuttle - The River House Shuttle (RHS) is a driverless 10-person free shuttle utilizing Local Motors' surprisingly affordable Olli vehicle. The electricity-powered Olli is currently deployed in the greater Washington DC area, Berlin, and Los Angeles, among other forward thinking communities. The RHS will be the first of its kind in the region. Designed to shuttle visitors from the garage to the Union Square complex, it will allow visitors and residents to access the parking garage without concerns about weather and distance. This convenience will strengthen the local economy by increasing parking revenues and boosting retail, attraction and restaurant spend. The RHS will also turn the riverscape into a diorama with a sense of movement and possibility felt by residents and visitors alike.



Entertainment Industry Interest

“Phillipsburg is a unique opportunity in that it is smack in the middle of hundreds of thousands of residents who are underserved for live music.

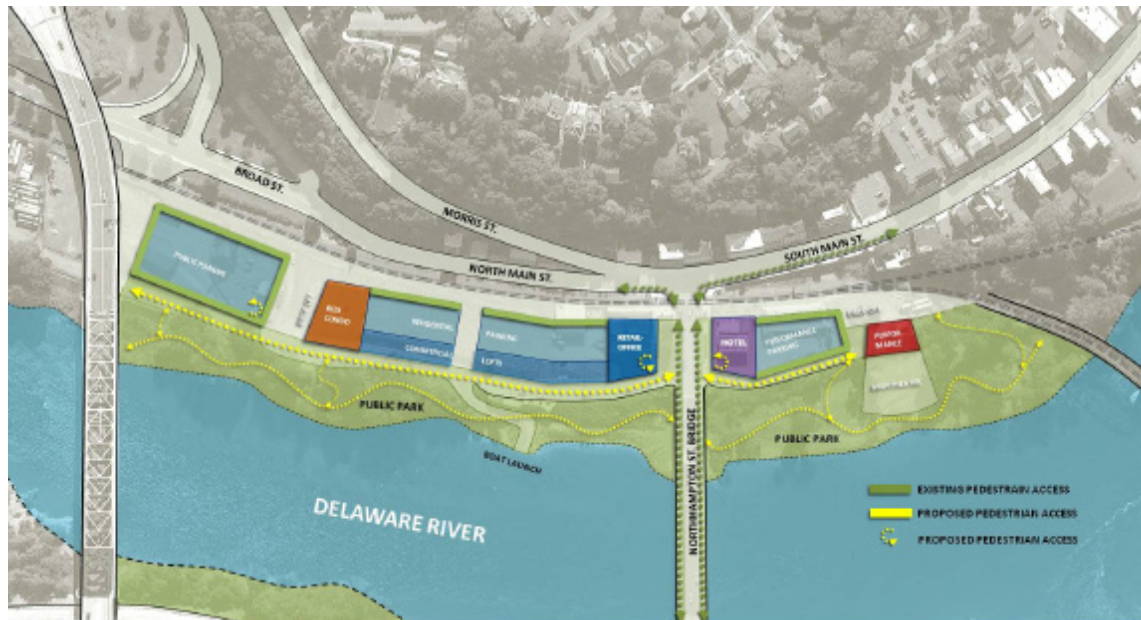
Because the city is not in close proximity to the major markets of Philadelphia, Washington DC and New York there is little competition for the live music fan. A properly serviced venue with a diverse and independent focus on programming will have ample opportunity to succeed.”

- Phil Simon, Simon Says Booking & Publicity

Our team will draw from our professional networks and beyond to provide consistent, diverse and quality programming to make Phillipsburg NJ a destination for live entertainment. There is a gap in the regional market and industry participants recognize the need for River House. This is evidenced by the interest we have received in the Events Space even at this very early stage. Below are talent agencies that have expressed written interest in booking their acts in Phillipsburg. These agencies represent hundreds of national and international acts that collectively have sold millions of tickets.

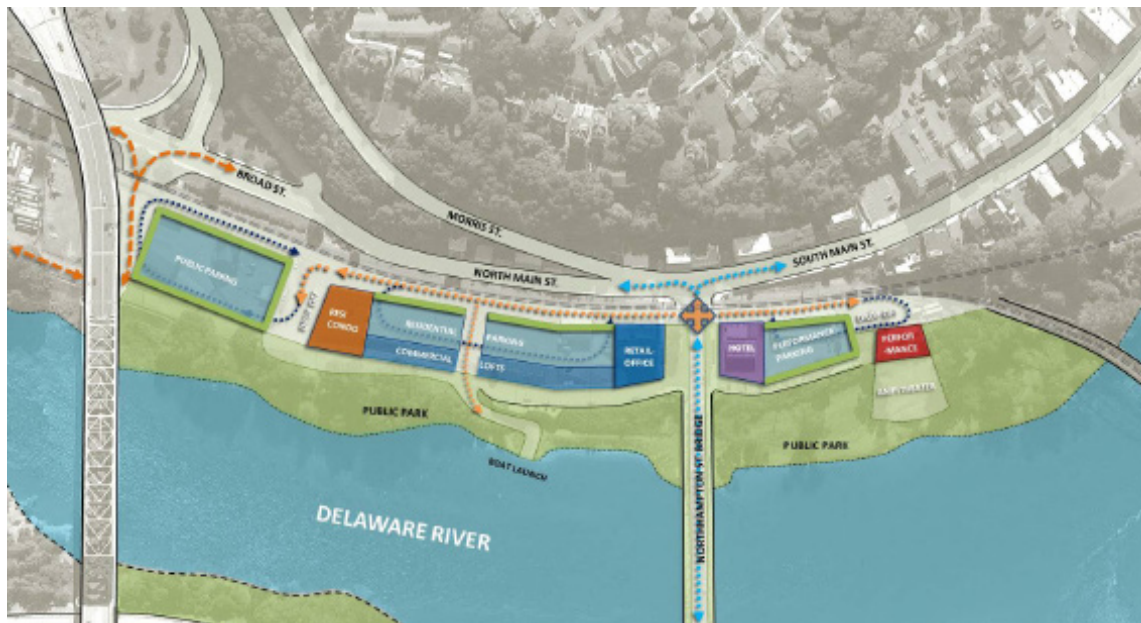


Concept Plan



Ground Level

Existing and Proposed Pedestrian Access with vertical links



Ground & Level 2 Program Zones

Our approach will activate public space and anchor the development with commercial and cultural sectors.

Concept Plan



Level 3 Program Zones

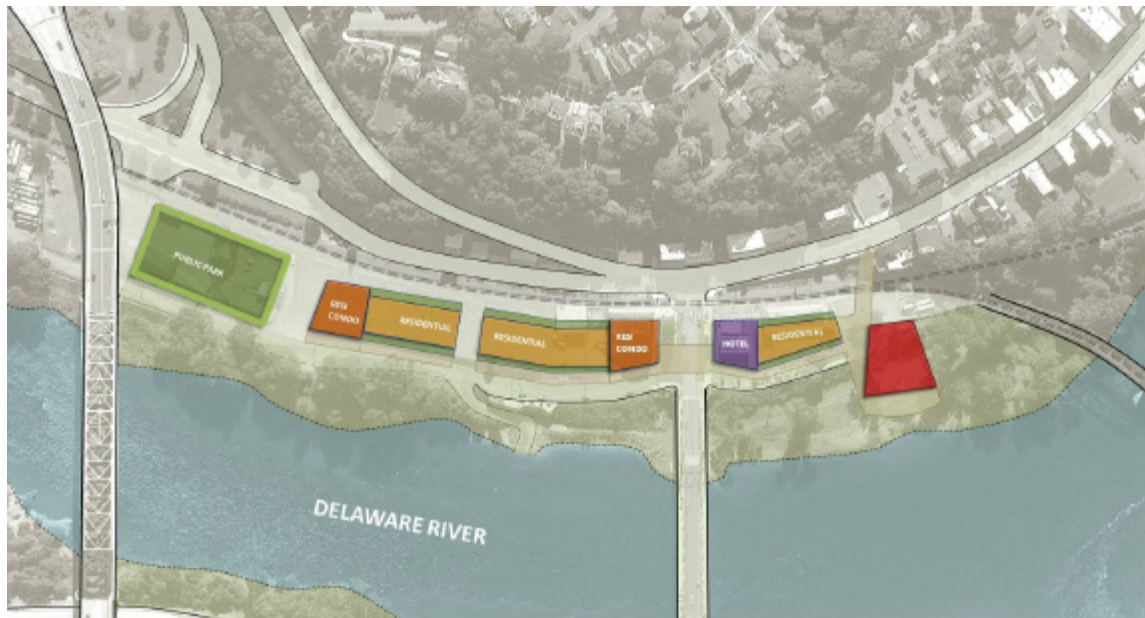
Creating vibrant Commercial and Cultural Programming



Level 3 Program Zones

Elevated Deck with Seamless Connectivity above the Flood Plane

Concept Plan



Level 4-6 Program Zones

Creating a diverse Commercial, Cultural and Residential Mix of Programming



Level 7 Program Zones

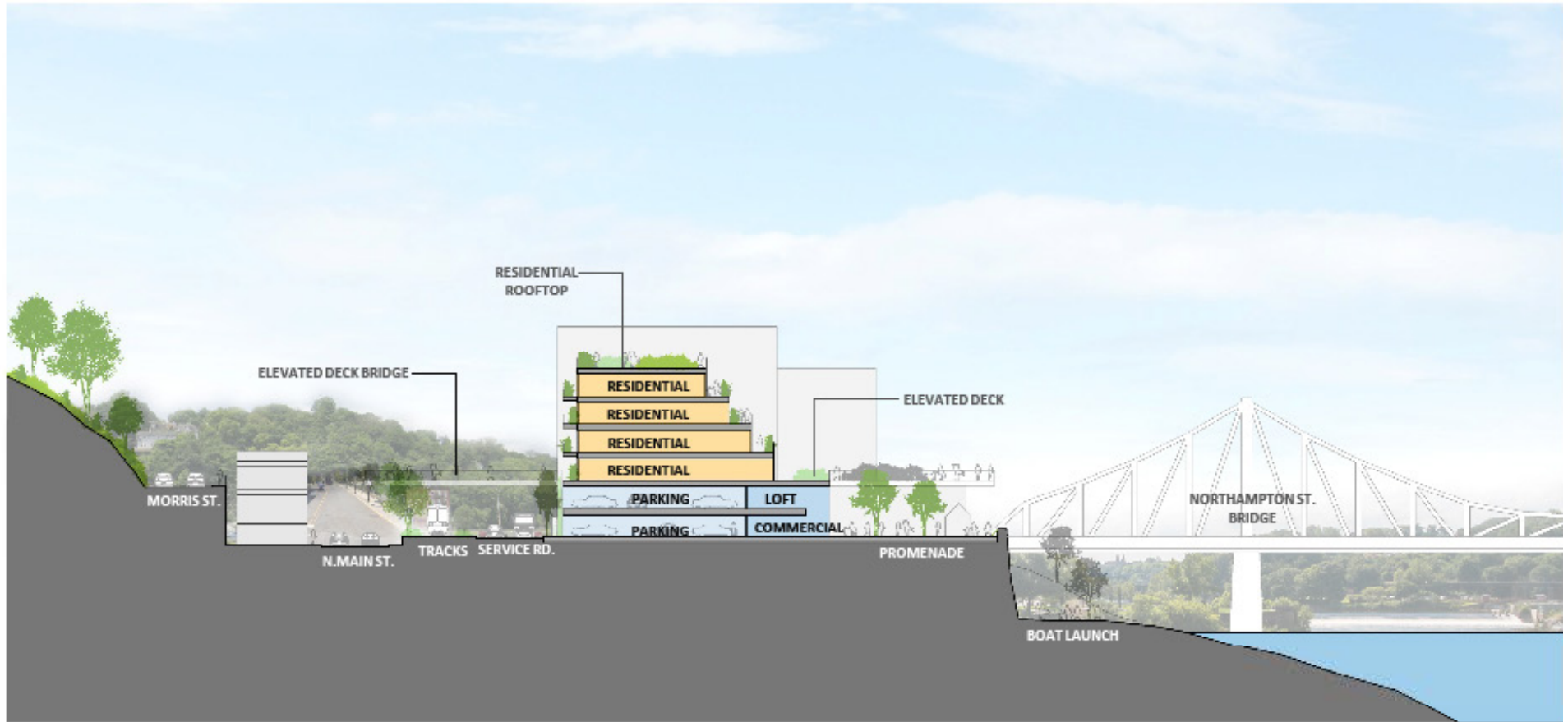
Residential and Commercial Anchor with Roof Garden Amenities

Concept Plan



Overall Site Elevation

Concept Plan



Site Section East-West: Terraced
Gardens Echo Surrounding Natural
Landscape

Development Plan

Target Market

Strategically located 30 minutes from the Pocono Mountains, and 70 miles from both New York City and Philadelphia, the Phillipsburg/Easton area is attracting small and mid-size businesses, entrepreneurs, telecommuters and commuting professionals seeking a slower pace of life, lower costs, better schools and a distinctive town with a strong sense of place. Located at the convergence of the Lehigh and Delaware Rivers, the riverfront site faces downtown Easton and is within walking distance of downtown and event-driven activities.

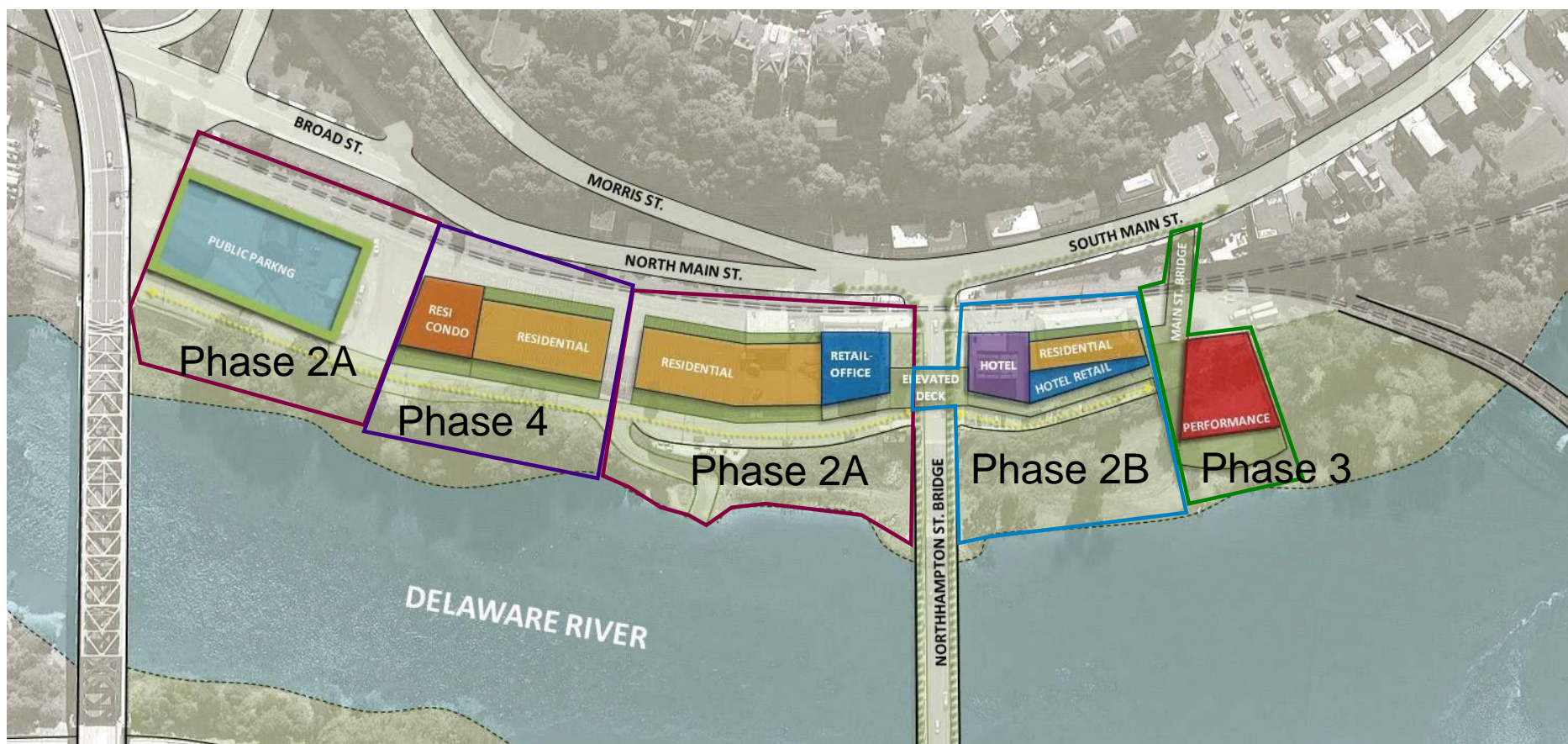
There are a total of 12.9M people within 100 km/62 miles of Phillipsburg. Within a 45 mile radius, there are 4.7 M residents, of whom 1.48M are between the ages of 18 and 60, and 940K are between the ages of 18 and 60 with over \$60K in income. Visitors are drawn to the area by cultural, recreational and educational opportunities, including nearby Lafayette College, Heritage Trails, walking and biking along the river and former rail lines. Within 20 miles of the site, there are six private four-year Colleges and Universities. Current demand analysis demonstrates the need for multi-family residential units, a hotel and a performing arts and events venue.

Just a 10-minute walk away is downtown Easton, a family-friendly daytime destination that draws nearly 1,000,000 visitors annually. Lafayette College, also just across the river in Easton, is a busy school that is currently underserved by existing commercial infrastructure.

Our project will revitalize the waterfront, stimulate economic activity and enhance the urban experience for residents and visitors to the towns of Easton and Phillipsburg. It will distinguish Phillipsburg as a desirable destination for professionals, businesses, visitors and families. Given the current global climate, this is a critical opportunity for Phillipsburg, which will likely see a rise in residents working remotely rather than commuting to nearby cities.



Phasing Plan



Phase 1: Demolition and sitework preparation

Phase 2A: Construction of Residential/Retail/Office block & Public Parking

Phase 2B: Construction of Hotel/Residential/Retail block

Phase 3: Construction of Performing Arts Center

Phase 4: Construction of 2nd Residential block

Development Team

Stateliner United, a New Jersey firm founded by Principals from Salient Development Corp and Vibrant.City, has assembled a team of international and local experts to deliver an extraordinary new development for the Union Square Waterfront in Phillipsburg.

Our vision will enhance riverfront use and access, create and connect neighborhoods, and provide engaging experiences for residents and visitors. By combining cultural attractions with public amenities along a spectacular waterfront, our project will promote tourism, create jobs, provide opportunities for small businesses and elevate Phillipsburg's prominence within the region.

We strongly believe in communication and collaboration throughout the design process, and we are committed to building consensus within the community. We will work closely together as a team to listen closely and respond to feedback from residents, business owners, town officials and other stakeholders.

Led by internationally renowned Studio Libeskind, our design team is committed to creating unique buildings appropriate for their surroundings, respecting local context, history and culture, and complementing adjacent buildings and businesses. Daniel Libeskind and his team have a proven ability to work effectively with clients, municipalities, communities and a variety of stakeholders through dozens of large-scale cultural and public realm projects around the globe.

Our local partner BDA will serve as Architect of Record, and will be involved in the early stages of the design process through the completion of the project. Their deep knowledge of and appreciation for the town of Phillipsburg will serve the project well.

Allied Building Corp will act as Construction Manager for the project, bringing decades of construction experience and local success.

PKFhotels, a global leader in hospitality and tourism consulting, will provide guidance on the hotel and recreational components of the project.

Phil Simon from Simon Says and Phillipsburg native Jon Braun of Start Making Sense will assist with operations, production capabilities, management and booking for the performing arts venue.

The art of town planning, design and development lies in creating maximum impact within the constraints of budgets, local context and functionality. We intend to create a distinctive project that will enrich the community experience and drive an economic renaissance for Phillipsburg.



M. Tatiana Eck
President
Development Lead

M. Tatiana Eck is the President of Salient Development Corp, a New York based real estate development company devoted to creating distinctive, strategically executed and transformative projects designed to enhance neighborhoods, communities and the environment.

With more than 20 years and over \$1.5 billion in development experience across all major product types throughout the United States and internationally, Tatiana combines a passion for innovative ideas and forward-thinking design with technical expertise, financial discipline and a commitment to quality and integrity at every level.

Prior to founding Salient, Tatiana held senior management positions at AIG, CBRE, Solow Realty and Icahn & Co. In her role as Vice President at AIG Global Real Estate, she developed several large scale projects, including Spruce Peak at Stowe, a four-season mountain resort in Vermont featuring a 300-key hotel, Mountain Cabins, Base Lodge, restaurants, retail, and a 400-seat performing arts center.

Over the course of her career, Tatiana has delivered office, retail and residential renovations and new construction in NYC; 5-star hotel and restaurant renovations in Puerto Rico; a new commercial office building in Kampala, Uganda; 10 retail branches for a financial services company throughout the US; budget-conscious ground-up public schools in Virginia, NYC and Long Island; a LEED Gold certified high-rise office building at Atlantic Station, a 138-acre brownfield redevelopment project in midtown Atlanta; and, in her early years as an architect, elementary schools in Virginia and Long Island.

Years in Operation: 3 / Years of Experience: 22

SALIENT DEVELOPMENT CORP

“Phillipsburg’s historic character and spectacular riverfront inspired us to imagine a new neighborhood—infused with arts, music and entertainment, restaurants, and welcoming outdoor spaces—that will improve the daily experience for people who already live here, along with attracting visitors and newcomers.”

Education

Tatiana earned a bachelor’s degree in Architecture, cum laude, from Princeton University and holds two master’s degrees, in Architecture and in Urban and Environmental Planning, from the University of Virginia. She is a Registered Architect, a LEED Accredited Professional and a Cal OES Certified SAP Building Evaluator.

Professional Affiliations

An active member of the American Institute of Architects, Tatiana has served as co-Chair of the Program Committee of the Urban Land Institute and as Chair of the Education Events Committee of the US Green Building Council. She has spoken at national industry events and taught graduate level real estate development courses as an Adjunct Professor at Tulane University in New Orleans.

Contact:

M. Tatiana Eck
248 Route 25A, Suite #3011
East Setauket, NY 11733



Rath Niyogi
Principal
Development Lead

“As a local, I often hear discussions about the potential of Union Square. I agree with this sentiment and believe that much like other towns along the Delaware, a stable local economy will be driven by cultural activities.”

Rath Niyogi founded Vibrant.City in 2018. Vibrant.City focuses on commercial development concepts that support walkable neighborhoods anchored by a commercial or cultural feature. Since inception, Vibrant.City has collaborated with multiple development partners on five large mixed-use proposals in the Lehigh Valley and Middletown, Connecticut.

Rath's previous venture, CriticalTool, was sold to Chicago, IL. based LabSource, Inc. after twice making the Inc5000 list of America's fastest-growing companies. Rath has closed over \$100M in transactions as founder or co-founder of seven companies in technology, logistics and entertainment. A live entertainment producer since 2010, Rath has multiple production credits on albums, festivals and tours and is executive producer of one of the top 300 touring companies in the United States. In August 2020, Rath secured a corporate investor for DetectBee, Inc. a cybersecurity data company he co-founded.

Years in operation: 2 years

Education

Muhlenberg College BA
Lehigh University, MBA

Contact: Rath Niyogi
1 E Broad St Ste 130 - 1091
Bethlehem, PA 18018-5934



Daniel Libeskind, FAIA
Principal Design Architect &
Founder
Creative Lead

An international figure in architecture and urban design, Mr. Libeskind aims to create architecture that is resonant, original, and sustainable.

Daniel Libeskind established his architectural studio in Berlin, Germany, in 1989 after winning the competition to build the Jewish Museum in Berlin. In February 2003, Studio Libeskind moved its headquarters from Berlin to New York City when Daniel Libeskind was selected as the master planner for the World Trade Center redevelopment. Daniel Libeskind's practice is involved in designing and realizing a diverse array of urban, cultural and commercial projects internationally. The Studio has completed buildings that range from museums and concert halls to convention centers, university buildings, hotels, shopping centers and residential towers.

As the Principal Design Architect, Mr. Libeskind will serve as the project's Creative Lead. He will collaborate closely with the design team to develop the concept and design, and will be involved with the project's development in all stages from construction to completion. Mr. Libeskind is personally committed to this project and will be available to speak to the community, stakeholders and media as well as assist in any efforts.

Years in Operation: 31 years

Studio Daniel Libeskind, New York, NY 2003 - Present

Studio Daniel Libeskind, Berlin Germany, 1989 - 2003

Select Honors & Awards

2012 - AIA National Service Medal

2012 - LEAF Awards Lifetime Achievement Award

2011 - AIANY Medal of Honor

2008 - Presidents Award from AIA New York and the
Center for Architecture Foundation

2004 - First Cultural Ambassador to the US for Architecture by the U.S.
Department of State, as part of the Culture Connect program

Select Project Awards

World Trade Center Master Plan - New York City, USA

2012 - AIA National Service Medal

2004 - Best of New York Award, for the 'Building of New York', Hosted by
the New York City College of Technology Foundation, New York

Royal Ontario Museum - Toronto, Canada

2009 - XVII Concorso Internazionale - "Sistema d'autore Metra"

2007 - Ontario Steel Design Awards - Canada Institute of Steel Construction

Imperial War Museum North - Manchester, UK

2007 - Silver Award for "Large Visitor attraction of the year"

2004 - RIBA (Royal Institute of British Architects) Award

Jewish Museum Berlin - Berlin, Germany

2010 - Buber-Rosenzweig Medal from DKR (German Coordinating Council
of Societies for Christian-Jewish Cooperation)

1999 - The German Architecture Prize

Contact:

Daniel Libeskind

150 Broadway, 18th Floor

New York, NY 10038



Yama Karim
Partner
Partner-in-Charge

Yama Karim has extraordinary experience in the development and management of large-scale masterplanning and residential projects from design to completion around the world.

Before joining the Studio, he served as a senior designer at Polshek Partnership (now Ennead Architects) and Reiser + Umemoto (RUR) in New York, where he served on the team for the Kaohsiung Port Terminal in Taiwan.

He is currently managing the construction of the PriceWaterhouseCoopers Tower in Milan, Italy; the Downtown Tower in Vilnius, Lithuania; the Museum for Humankind in Kenya; and several high-rise and cultural projects throughout the Middle East.

Yama has taught full-time at the Swiss Federal Institute of Technology in Zürich and as a visiting professor at Pratt Institute in Brooklyn. He graduated from Columbia University with a Masters in Architecture in 1995 and from the University of California, Berkeley, with a Bachelor of Arts in Environmental Design in 1991. Yama speaks widely on architecture, design, sustainability and urban planning.

Years of Experience: 33 years
Studio Daniel Libeskind, New York, NY, 2003 - Present

Education

Master of Architecture Columbia University
New York, New York, 1995

Bachelor of Arts - Environmental Design
University of California Berkeley, 1991

Contact: Yama Karim
150 Broadway, 18th Floor
New York, NY 10038



Anthony D. Scarcia Jr.
President & COO
Construction Manager

Anthony Scarcia, President and Owner of Allied Building Corporation, has led the company since 2002, building over 7 million square feet of construction and development projects. He develops and implements the company's strategic business plan and is responsible for overview of all projects and the firm's financial and project management resources. In addition to his management duties, he provides direct project management of selected projects. He has built many multi-family projects throughout the Lehigh Valley over the past ten years, including over 300 apartments and student housing units in an age restricted community. Mr. Scarcia has served on the board of directors of St. Luke's University Health Network's Allentown Campus and the Wildlands Conservancy. He has served as president and, for twelve years, as board member for the Boys & Girls Club of Allentown.



Lawrence G. Bell Jr.
Director of Development
Construction Manager

Lawrence Bell has over 35 years of experience and a deep knowledge of real estate and construction, having successfully overseen a wide range of multimillion dollar commercial and residential projects from inception through completion. Mr. Bell's expertise in the financial industry enabled him to manage multimillion dollar portfolios for the largest hedge funds and investment banks in the world. His work as Owner, CEO, COO, CFO, and Project Manager for various businesses since the early 1980s has created a diverse skill set and knowledge base.



Allied Building Corporation is a Construction Management Firm & General Contractor committed to executing innovative, efficient, cost-effective, high quality buildings.

In 2017 Allied was awarded the Lehigh Valley Planning Commission Land Development Award for the Lafayette College Williams Arts Campus. In 2013 the Delaware Valley Green Building Council awarded the Private Project Sustainability Award to Allied's Ben Franklin TechVentures2 project. In 2012, the MID-ATLANTIC Real Estate Journal honored Allied Building Corporation for the Ben Franklin TechVentures2 project at Lehigh University's Mountaintop Campus as the "Best of 2011" Favorite/Most Unusual in the General Contractor and Green Project categories.

The Lehigh Valley Economic Development Corporation named Allied's corporate office building, located in Bethlehem's downtown historic district, as the 2011 Urban Project of the Year. The Greater Lehigh Valley Chamber of Commerce awarded Allied Building Corporation with the Chamber's Community Development Award in 2011 for noteworthy projects completed in the Bethlehem area.



Nathan S. Nace, AIA, NCARB
Director of Bethlehem Office
Architect of Record

Education

Bachelor of Architecture - 2010
Drexel University

Client Profile

Allied Building Corporation
Arcadia Properties, LLC
Blue Mountain Health System
Commonwealth Health Network
Geisinger
Good Shepherd Rehab Hospital
Guthrie
Hispanic Center Lehigh Valley
Lehigh Valley Health Network
Macada Properties, LLC
St. Luke's University Health Network
Tower Health
UPMC
VAMC

Accreditation/ Professional Affiliations

Registered Architect in PA
American Institute of Architects
National Council of Architectural
Registration Boards
Pennsylvania Society for Health
Facility Engineering

Nate joined BDA in 2011 and is now the Director of the Bethlehem Office. Before joining BDA, he served in the U.S. Marine Corps for six years and attained the rank of sergeant. He was deployed to the Middle East during both Operation Enduring and Iraqi Freedom where his responsibilities included database management in naval aviation logistics, operations and communication systems.

At BDA, Nate doubles as both Project Architect and Project Manager and is an integral member of our healthcare design studio. He has worked on numerous inpatient and outpatient projects for many of the firm's large healthcare clients.

Nate strives to go above and beyond for every client and understands the value of client service. He works daily to ensure his clients' projects achieve their design goals within their budget.

Years of Experience: 15 years total experience, 9 years with BDA

Contact: Nathan Nace
BDA Architects, LLC, 74 West Broad St., Suite 260
Bethlehem, PA 18018



Channing Henry
PKF Hotelexperts

Channing Henry is a boutique hotel developer and advisor to the hospitality industry. She is co-head of PKF hotelexperts in the US, providing feasibility analysis, investment strategy, and development services to hospitality clients in the US and Latin America.

Development partners and hotel brands with whom she has worked include the Kor Group, BV Resorts, Proper Hotels, Viceroy Resorts, Bunkhouse Hotels, and Amanresorts. She began her real estate career as a consultant for RCLCo in Los Angeles.

Channing co-developed the 148-key Downtown LA Proper hotel and she has contributed to many hotel developments from acquisition through asset management in Los Angeles, Miami, Atlanta, Dallas/Fort Worth, Mexico and Costa Rica.



Phil Simon
Owner & Agent

Over a career that spans three decades, Phil and Simon Says Booking have booked tens of thousands of shows for their artists, programmed venues around the country, and acted as talent buyer for numerous events and festivals. Focusing on an approach that is long term, client focused, and values continuity, efficiency, and consistency over short term profit has enabled Simon Says to become a valued leader, mentor, agent and live music expert.



Jonathan Braun
Start Making Sense
Consultant

*Commercially successful venues are built
with both the artist and the audience in mind.*

Phillipsburg native Jon Braun has performed on thousands of stages throughout Europe and North America over the last two decades. Jon will be advising on venue features and layout as well as venue operations.

Development Team Relevant Project: Salient Development Corp Experience



Stowe Mountain Lodge | The Lodge at Spruce Peak

Stowe, Vermont

Completed 2010

Size: 310,000 square feet (phase 1) /

173,000 square-feet (phase 2)

Construction Cost: \$133 million (phase 1); \$90 million (phase 2)

Awards:

2019- Travel + Leisure 500 - The World's Best Hotels

2017- LEED Gold Certification

2015- "Number 1 Hotel in Vermont" - Travel + Leisure

2011- 5 Green Key Award - Green Key Global

Located at the base of Mount Mansfield, The Lodge at Spruce Peak is a 300-key all-season, resort hotel featuring a signature restaurant, 15,000 sf of banquet and meeting facilities, retail, a 21,000 sf spa, fitness center, and a heated outdoor pool.

Designed by Denver-based 42/40 Architecture and New York-based Brennan Beer Gorman, the 310,000sf first phase of the Lodge development features 140 full-service, luxury condominium units, ranging from studios with kitchenettes to three-bedroom suites. The top two floors are dedicated to two-, three-, and four-bedroom units served by their own private lobby.

The 173,000sf second phase provides an additional 139 studio, one-, two- and three-bedroom condominiums with floor-to-ceiling windows, gas fireplaces, 5-piece bathrooms, custom millwork and cabinets, and a 100-space below-grade parking structure. The exterior features locally quarried granite, traditional New England lap siding, and AWI certified exterior cedar siding, trim, and balcony railings.

The hotel was built as part of a 35-acre alpine village, with a central retail plaza hosting an ice rink in the winter and outdoor entertainment space in the summer. The site includes 235 developable acres surrounded by 2,000 acres of conservation lands, and is one of only four "Sustainable Communities" recognized by Audubon International.

Project Principals:

M. Tatiana Eck, Development Lead

Architect: Brennan Beer Gorman Architects, New York
and 4240 Architecture, Inc., Denver

Client Contact:

Jay Pesci, Senior Vice President at Pyramid Hotel Group LLC
30 Rowes Wharf, Ste. 530
Boston, Massachusetts, 02110

Development Team Relevant Project: Salient Development Corp



Technical provisions include a full tension grid over the stage, a lighting catwalk and a rear equipment room, with infrastructure for the addition of more advanced equipment as needed. Sliding panels at the stage allow for a proscenium condition when required, as well as a full open dimension, equal to the width of the auditorium. In addition to the auditorium, the building provides public space, building operations rooms and changing rooms. It achieved LEED NC-2.2 Certification in 2008.

Project Principals: M. Tatiana Eck, Development Lead
Architect: Kallmann McKinnell and Wood, Roxbury MA
General Contractor: PC Construction, South Burlington, VT
Acoustics: Acentech, Cambridge, MA

Contact:
Kevin P. Fitzpatrick
Managing Director
Spring Bay Property Company LLC
783 South Orange Avenue, Suite 200
Sarasota, FL 34236

Spruce Peak Performing Arts Center

Stowe, Vermont
Completed 2010
Size: 13,000 square-feet
Construction Cost: \$6.5M
Awards: 2008 LEED Certification NC 2.2

This 13,000sf Performing Arts Center is designed to provide year round entertainment, with flexible configuration to accommodate uses ranging from solo performance to large presentations, including music, dance, theatre and community use by local arts groups. The 420-seat theatre has the lobby, the theatre, stage and side seating areas on the same ground level, to provide ease of access and maximum flexibility, including the expansion of seating onto the stage, and the extension of performance into the audience.

Development Team Relevant Project: Salient Development Corp



Stowe Mountain Cabins

Stowe, Vermont

Completed 2010

Size: 54,000 square feet

Construction Cost: \$28 million

The Spruce Peak Mountain Cabins are a neighborhood of 18 (now expanded to 38) duplex residences at the base of Spruce Peak Mountain Village in Stowe, Vermont. Many of the 3,300-SF homes are located directly on the ski runs, with ski-in, ski-out convenience. Built to Efficiency Vermont Energy Star requirements, each residence has in-floor radiant heating systems and includes an entry foyer, an office/den, powder room, mudroom, laundry room, coat and ski storage rooms, a kitchen/family room, living and dining rooms, and three or four bedrooms with en suite bathrooms. Construction occurred in an existing clustered neighborhood, requiring adherence to noise ordinances, restricted work hours, and limited site laydown and storage areas to maintain the aesthetics of the neighborhood.

Project Principals:

M. Tatiana Eck, Development Lead

Architect: Zehren and Associates, Inc.

Interior Designer: Palumbo Interior Design

Contact:

Kevin P. Fitzpatrick

Managing Director

Spring Bay Property Company LLC

783 South Orange Avenue, Suite 200

Sarasota, FL 34236

Development Team Relevant Project: Salient Development Corp



The Women's Building

550 West 20th Street New York, NY

In Design 2015-2017

Size: 130,000 square-feet

Construction Cost: \$150 million

On behalf of the NoVo Foundation, Tatiana led the development of The Women's Building from project inception in July 2015 through the schematic design phase and initial pricing package in March 2017.

The original 1930s Art Deco building was designed as a YMCA for sailors and merchant marines; it was purchased by New York State in 1974. The proposed 130,000sf mixed-use development included 65,000sf of historic renovation and 65,000sf of new construction, featuring a restaurant, roof gardens, event spaces, pool and wellness facilities, a black box theatre and office space for non-profit organizations devoted to girls' and women's rights issues.

Working closely with Community Board 4, Chelsea neighbors, local representatives and NYS Empire State Development Corp, a collaborative design process and intense negotiations with municipal and state entities led to a coordinated schematic design and pricing package delivered in January 2017. With community support, Zoning waivers, NYC City Planning, State Historic Preservation Office and State approvals in place, the project was handed off to Novo and Urban Projects Collaborative in March 2017.

Over the next few years, negotiations on the Lease and Access Agreement with ESD continued, and design modifications were explored. Eventually in October 2019, Novo withdrew from the project, determining that the multi-million dollar cost required to build the project would be better spent on direct grantmaking to fund organizations that could more rapidly and directly help marginalized communities.

Project Principals:

M. Tatiana Eck, Development Lead

Architect: Deborah Berke Partners

Client Contact:

Kevin Hansen

Senior Vice President and Head of Public Policy

Empire State Development

633 Third Avenue

New York, NY. 10017

Development Team Relevant Project: Vibrant.City



South Third Street Component

Easton, Pennsylvania

In Design 2018-current

Size: 180,257 square feet

Construction Cost: \$37.4 million

This project was conceived to enrich the urban life of the City of Easton. The multi-faceted approach is designed to establish a gravitational pull to the center of Easton that will extend beyond the perimeter of the development itself. The cluster of structures are designed to work together such that the sum of the parts is greater than the whole.

There are six distinct components: Class A Office Space, Hotel, The Easton Club, Active Adult 55+ Apartments, Retail, and a Parking Deck with a public Rooftop Park.

Project Principals: Elliott Sidewalk Communities, David Fox and Associates, Rathi Niyogi, Development Lead

Project Reference:

Timothy S. Elliott

Managing Member & Director of Visioneering
Elliott Sidewalk Communities

Development Team Relevant Project: Vibrant.City



Mattabeset

Middletown, Connecticut
Competition: Summer 2020
Size: 176,000 square feet
Construction Cost: \$37.4 million

As an alternative to car-centric suburbs, The Mattabeset is proposal for an environmentally forward, 120 unit mass timber building (majority 55+) that will transform how residents live by supporting a walkable, connected lifestyle fully integrated into Middletown's existing community programs and institutions, including Wesleyan University.

This study for a new multifamily residential and commercial building proposes a development in a historic university town that can transform how older Americans downsize as they enter retirement. The site encourages residents to take advantage of a walkable community with strong connections to university programs. The building contemplates how ordinary amenities can become sustainable features such as a permeable parking lot that can convert to a weekend outdoor market and common roof garden for residents both of which help with storm water management.

The project is approximately 176,000 sf with 140 units and ground floor commercial space and includes 165 total parking spaces partly shared by the town.

Project Principals: Live|Give|Play / Spiritos Properties
David Fox and Associates, Developer
Rathi Niyogi, Capital raise

Reference:
Jeff Spiritos, SPIRITOS PROPERTIES LLC

Architecture Team Relevant Project: Studio Libeskind



World Trade Center Masterplan

180 Greenwich St, New York, NY 10007

Completed 2015

Size: 16 acres / 30 million square feet

Construction Cost: \$25 billion

Awards: 2018: Council on Tall Buildings and Urban Habitat, Masterplan Award

2012: American Institute of Architect (AIA) National Service Medal

2004: Best of New York Award, 'Building of New York', from New York City College of Technology Foundation, New York

There is perhaps no other project as large, complicated and meaningful to so many around the world as the master plan for the World Trade Center site.

In designing the master plan it was fundamental to balance the memory of the tragedy with the need to foster a vibrant and working neighborhood. In the end, we devoted half of the 16-acre site to public space, defined by the memorial and the memorial museum, while also setting aside locations for sustainable, high-tech office towers, re-connecting the historic street-grid, reinvigorating the streetscape with above-ground retail, reshaping the underground transit concourses, and even finding room for two major new public facilities: an iconic new transportation station and a performing arts center.

Project Principals:

Daniel Libeskind, Master plan architect

Yama Karim, Principal

Carla Swickerath, Principal

Client Contacts:

Alex Garvin

Former Vice President of Design and Planning

Lower Manhattan Development Corporation

Carla Bonacci

Port Authority of NY & NJ, Assistant Director

Architecture Team Relevant Project: Studio Libeskind



CityLife Residences

Milan, Italy

Completed: 2015

Size: 107,640 square feet/10,000 square meters

The residences employ the classic courtyard configuration and naturalistic materials of a historic Milanese neighborhood, while presenting an asymmetrical layering of the façade. Ranging from villas to apartment blocks, the low-rise apartments are sited on the perimeter of the site to the south and rise towards the park to the north.

The five-building complex gently curves around an open courtyard with interwoven pedestrian paths that connect to the street, the park, and an underground parking structure. Conceived as an outdoor living room for residents to gather and relax, the courtyard's tranquility is preserved by routing vehicular traffic on a loop at the outer edge of the site, which allows for direct access to the double height lobbies and leads to the private parking compartments.

Project Principals:

Daniel Libeskind, Masterplan Architect, Principal Design Architect;
Yama Karim, Partner-in-Charge

Client Contact:

Marco Beccati, CityLife

Architecture Team Relevant Project: Studio Libeskind



Verve Residences

Frankfurt, Germany

Under Construction, scheduled completion 2021

Size: 150,695 square feet/ 14,000 square meters

Situated in the thriving Riedberg neighborhood, seven residential villas create the new Verve development. Each four story building is designed as three intersecting volumes with a naturalistic palette of materials that reflect the character of the surrounding area.

Curved wood slatted screens wrap the buildings at different intervals creating an asymmetrical layering, while providing passive solar shading and privacy for each unit. Spacious balconies providing sightlines to the neighboring Kätcheslach Park, and ground-floor units have private garden terraces. The floor plan of each unit is unique and focuses on open living spaces and energy efficiency.

Project Principals:

Daniel Libeskind, Principal Design Architect

Stefan Blach, Principal-in-Charge

Client Contact:

Werner Schick

Baubiolog. Fachberater (TÜV)

Habichtweg 1 B

92718 Schirmitz

Architecture Team Relevant Project: Studio Libeskind



Bord Gáis Energy Theatre Commercial Development

Dublin, Ireland

Completed: 2010 (theater); 2011 (office)

Theater size: 13,765 square meters 148, 171 square feet / Office size:

34,838 square meters/ 375,000 square feet

Construction Cost: \$90.3 million for theater;

Office not public

The design is based on the idea of stages. The glass façade serves as a transparent curtain where the public can view the activities of the theater-goers inside, and connects the outdoor space of the plaza to theater's stage. By night, when the second floor lobby of the theater is activated by users, and the theater's tilting façade and plaza are illuminated, the entire complex transforms into a multi-experiential stage.

The Bord Gáis Energy Theatre is flanked on the street side by two office buildings designed by Libeskind. The two office blocks comprising the commercial development provide sustainable and sophisticated work environments. The development and cultural spaces created a strong presence that is now the address for several international company headquarters such as Facebook, Twitter and Google. The redevelopment helped to keep this neighborhood thriving during an economic downturn by creating a desirable area in which to work, live and play.

Project Principals:

Daniel Libeskind, Principal Design Architect

Stefan Blach, Principal-in-Charge

Client Contact:

Declan Curtin, Project Director

CharterLand

Architecture Team Relevant Project: Studio Libeskind



The Ogden Center for Fundamental Physics at Durham University

Durham, England

Completed 2016

Size: 26,673 square feet / 2,478 square meters

Construction Cost: \$14.3 million

Awards: 2017: American Institute of Architects (AIA) NY State Design Award; Constructing Excellence in the North East: Building Project of the Year; RIBA (Royal Institute of British Architects) North East Regional Award; BREEAM Excellent rating

2016: City of Durham Trust Architectural Award

The highly sustainable (BREEAM Excellent) Ogden Centre for Fundamental Physics provides eighty new offices for professors, lecturers, doctoral and postdoctoral students, support staff and visiting academics at the University of Durham.

A spiral in plan, the Centre is designed as continuous, stacked and interlocking forms. Clad in a ventilated timber rain screen built from responsibly sourced Scottish larch, the dynamic façade is punctuated with linear bands of operable strip windows and a series of outdoor terraces.

Project Principals:

Daniel Libeskind, Principal Design Architect

Carla Swickerath, Partner-in-Charge

Client Contact:

Carlos S. Frenk FRS

Director, Institute for Computational Cosmology

Ogden Professor of Fundamental Physics

Physics Dept, Durham University

South Road, Durham DH13LF United Kingdom

Architecture Team Relevant Project: BDA Architecture



Architect Team Relevant Project: BDA Architecture

Coordinated Health Phillipsburg Ambulatory Surgery Center & MOB

Lopatcong Township, NJ 08865

Completed 2015

Size: ASC: 21,507 square feet/

MOB: 29,873 square feet

Construction Cost: \$5.3 million (MOB) \$10.5 million (ASC)

As their first step in creating an all-inclusive healthcare campus for patients in the Phillipsburg, New Jersey region, Coordinated Health undertook the renovation of an existing building to create a new MOB. The entire building was designed with a new clinical fit-out, new MEP systems, and exterior enhancements such as a new entry canopy and signage, a new parking lot and updated site-layout. The new facility hosts clinics for primary care, orthopedics, podiatry, diagnostic imaging, pain management and physical therapy.

To complete the campus, an ambulatory surgery center was created adjacent to the MOB, complimenting the its primary care and orthopedic rehab services with same-day surgery procedures. BDA designed a full-service facility, complete with endoscopy, two operating rooms, two procedure rooms, eight post-op bays, six pre-op bays and all required clinical and administrative support spaces. Boldly angled millwork and curved furniture pieces give the spaces a modern feel while high ceilings and expansive window layouts work in tandem with the open floor plans to create floods of natural light.

Project Principals: Tim Laboranti, Principal in Charge of Healthcare Design;
Nathan Nace, Director of Bethlehem Office

Client Contact: Tom Sparling, Director of Facilities, Coordinated Health
2300 Highland Avenue, Bethlehem, PA 18017

Hawk Pointe

Washington, New Jersey

In Design 2020

Size: Area 2 Bldg A-B: 60,300 square feet/ Area 4 Mixed Use: 52,187 square feet

Construction Cost:

Area 4 Mixed Use – Estimated CC = \$ 11.1 million

Area 2 Building A – Estimated CC = \$13 million

Area 2 Building B - Estimated CC = \$13 million

Consisting of over 350 acres, the Village at Hawk Pointe is a residential community currently consisting of town-homes as well as commercial support facilities including a medical center, fitness center, clubhouse, supermarket and golf course. In an effort to expand living and retail space and create a distinct village-like community, the Owners engaged BDA to design plans for three new buildings within their Redevelopment Area.

Area 2 Buildings A & B are designed as three-story apartment buildings with thirty-nine apartment units containing of a mixture of one, two, three and four bedroom apartments.

The building in Area 4 is envisioned as a three-story mixed use building with 26 apartment units and dedicated space on the ground floor for a coffee shop, medical office suite, offices and apartment support spaces.

Project Principals: Tim Laboranti, Principal of Healthcare Design; Karen Andrews, Associate Director of Bethlehem Office

Client Contact: Richard C. Cotton
Managing Partner
Asbury Farms Real Estate Development
The Village at Hawk Pointe

Financial Feasibility

Financial Capability

The various program elements of the Stateliner United plan work together to complement and support each component's business requirements. For example, the Hotel and the Event Space provide each other with customers.

This unified strategy has led to enthusiasm from multiple private investors who are prepared to provide financial commitment alongside the Developers. During advanced negotiations with Phillipsburg, details will be provided related to financial capability, including:

- Sources of funding
- Amount of funding available
- Commitment letters provided on bank or Financial Institution letterhead

For the town offices and parking components, we anticipate creating a public/private partnership that would utilize public funds to create long-term revenue-generating assets for the Phillipsburg. Here too, the multiple elements support the financial viability of the public components by providing significant traffic for the parking deck.

In addition, we can provide significant savings over anticipated expenditures on a municipal office building while bringing government offices into the town center. Please see the appendix for details on parking garage profitability.



PRIVATE - Consolidated Statement

PROGRAM ELEMENT	GSF	Land Allocation	Hard cost/gsf	Hard Costs	10% Contingency (Hard Costs)	Total Hard Costs	Total Soft Costs	Total
Multifamily Residential	130,000	\$2,500,000	\$150	\$19,500,000	\$1,950,000	\$21,450,000	\$4,128,756	\$25,578,756
Hotel (incl Restaurant/Retail)	54,000	\$2,500,000	\$225	\$12,150,000	\$1,215,000	\$13,365,000	\$4,576,451	\$17,941,451
Performing Arts/Event Space	16,000	\$1,500,000	\$250	\$4,000,000	\$400,000	\$4,400,000	\$1,764,249	\$6,164,249
PROGRAM AREA TOTAL	200,000	6,500,000		\$35,650,000	3,565,000	39,215,000	\$10,469,456	\$49,684,456
							Financing Costs	\$2,314,320
							Land Acquisition	\$6,500,000
							PHASE I TOTAL	\$58,498,776

PUBLIC/PRIVATE PARTNERSHIP - Consolidated Statement

CIVIC AREAS	GSF	Land Allocation	Hard cost/gsf	Hard Costs	10% Contingency (Hard Costs)	Total Hard Costs	Total Soft Costs	Total
Parking Deck (400 spaces)	140,000	\$250,000	\$60	\$8,400,000	\$840,000	\$9,240,000	\$3,526,839	\$12,766,839
Town Offices	20,000	\$250,000	\$125	\$2,500,000	\$250,000	\$2,750,000	\$498,705	\$3,248,705
PROGRAM AREA TOTAL	160,000	500,000		\$10,900,000	1,090,000	11,990,000	\$4,025,544	\$16,015,544
							Financing Costs	\$ 939,873
							Land Acquisition	\$500,000
							PHASE II TOTAL	\$17,455,417
							TOTAL PROJECT COST	\$75,954,193

SOURCES & USES - MULTIFAMILY RESIDENTIAL			
Sources	\$ Amount	Uses	\$ Amount
Senior Construction Loan	\$ 20,457,041	Land Costs	\$ 2,500,000
Equity	8,767,303	Hard Costs	\$ 21,450,000
		Soft Costs	\$ 4,128,756
Percent of project 49.50%		Financing Costs	\$ 1,145,588
Total Sources	\$ 29,224,345	Total Uses	\$ 29,224,345

SOURCES & USES - HOTEL			
Sources	\$ Amount	Uses	\$ Amount
Senior Construction Loan	\$ 14,892,872	Land Costs	\$ 2,500,000
Equity	6,382,660	Hard Costs	\$ 13,365,000
		Soft Costs (incl FF&E)	\$ 4,576,451
Percent of project 36.04%		Financing Costs	\$ 834,081
Total Sources	\$ 21,275,532	Total Uses	\$ 21,275,532

SOURCES & USES - EVENT SPACE			
Sources	\$ Amount	Uses	\$ Amount
Senior Construction Loan	\$ 5,599,230	Land Costs	\$ 1,500,000
Equity	2,399,670	Hard Costs	\$ 4,400,000
		Soft Costs	\$ 1,764,249
Percent of project 14.46%		Financing Costs	\$ 334,651
Total Sources	\$ 7,998,899	Total Uses	\$ 7,998,899

SOURCES & USES - PARKING DECK			
Sources	\$ Amount	Uses	\$ Amount
Senior Construction Loan	\$ 9,680,810	Hard Costs	\$ 9,240,000
Equity	4,148,919	Soft Costs	\$ 3,526,839
		Financing Costs	\$ 812,889
		Land Cost	\$ 250,000
Total Sources	\$13,829,728	Total Uses	\$13,829,728

SOURCES & USES - TOWN OFFICES			
Sources	\$ Amount	Uses	\$ Amount
Senior Construction Loan	\$ 2,537,982	Hard Costs	\$ 2,750,000
Equity	1,087,707	Soft Costs	\$ 498,705
		Financing Costs	\$ 126,984
		Land Cost	\$ 250,000
Total Sources	\$3,625,689	Total Uses	\$3,625,689

PRIVATE - Consolidated Statement			
Senior Construction Loan	\$ 40,949,143	Land Costs	\$ 6,500,000
Equity	17,549,633	Hard Costs	\$ 39,215,000
		Soft Costs	\$ 10,469,456
		Financing Costs	\$ 2,314,320
Total Sources	\$58,498,776	Total Uses	\$58,498,776

PUBLIC PRIVATE PARTNERSHIP - Consolidated Statement			
Senior Construction Loan	\$ 12,218,792	Land Costs	\$ 500,000
Equity	5,236,625	Hard Costs	\$ 11,990,000
		Soft Costs	\$ 4,025,544
		Financing Costs	\$ 939,873
Total Sources	\$17,455,417	Total Uses	\$17,455,417

Proforma Cash Flows to Stabilization

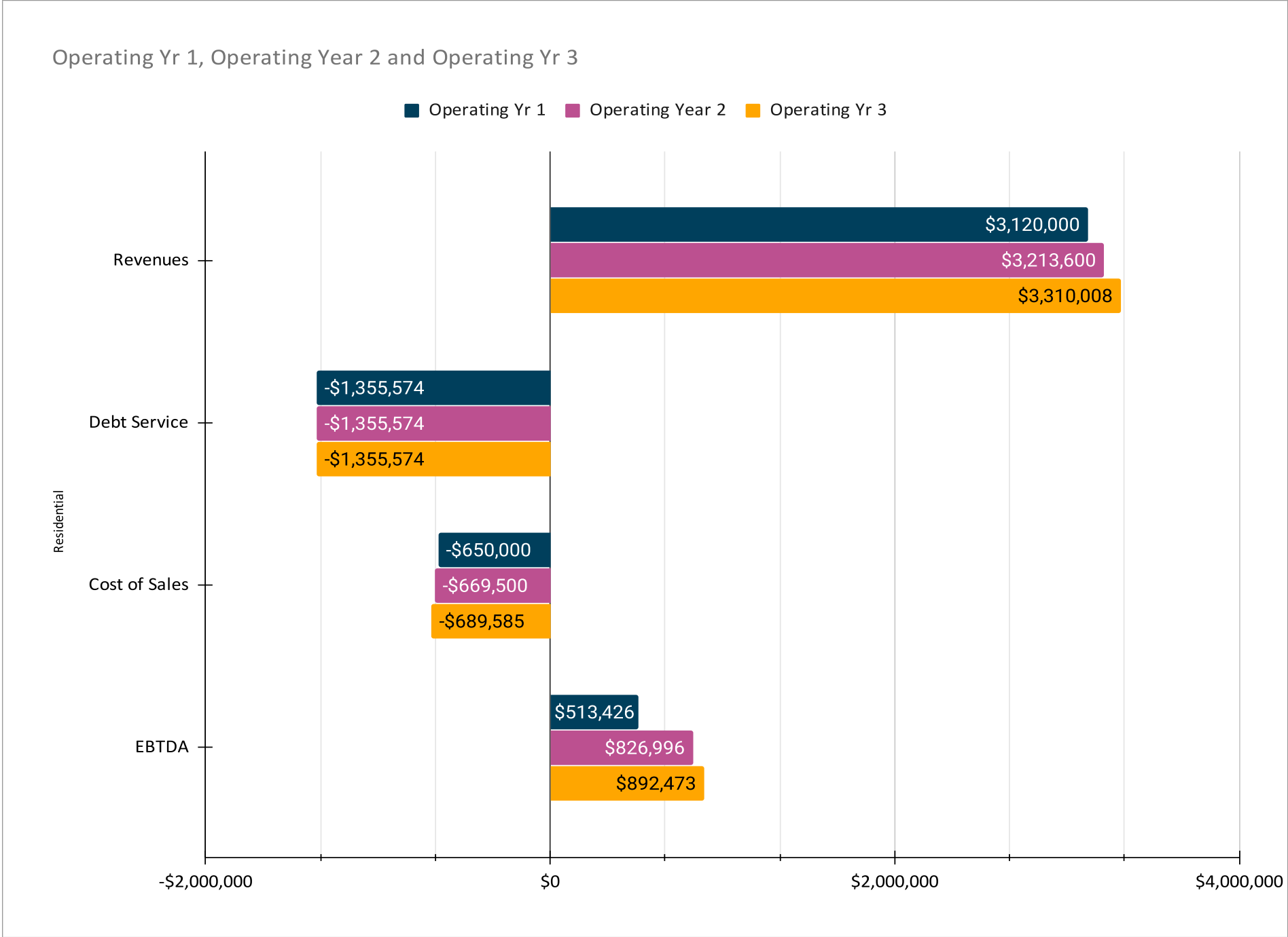


* Additional information about the various components are provided in the appendix

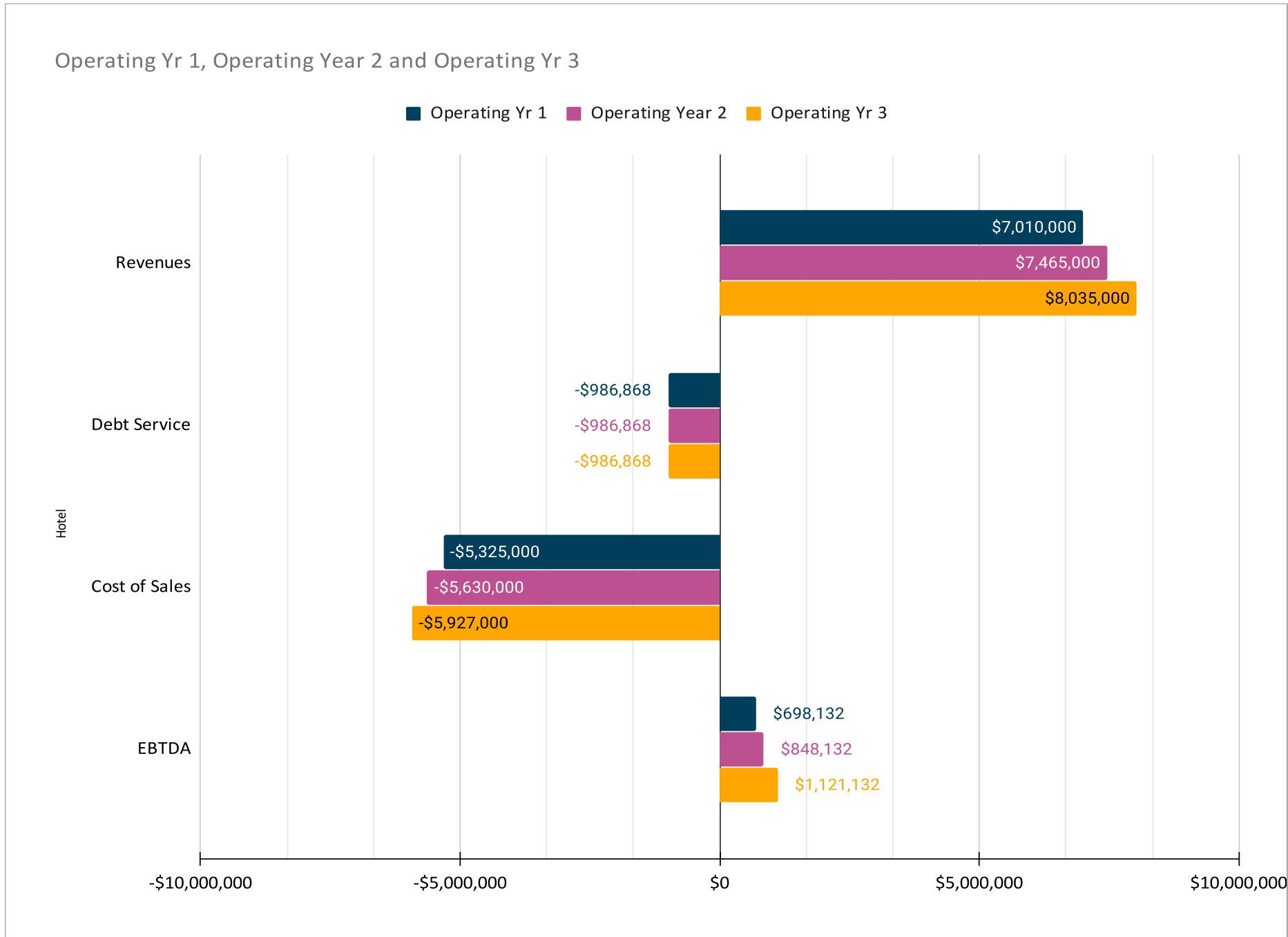


Appendix

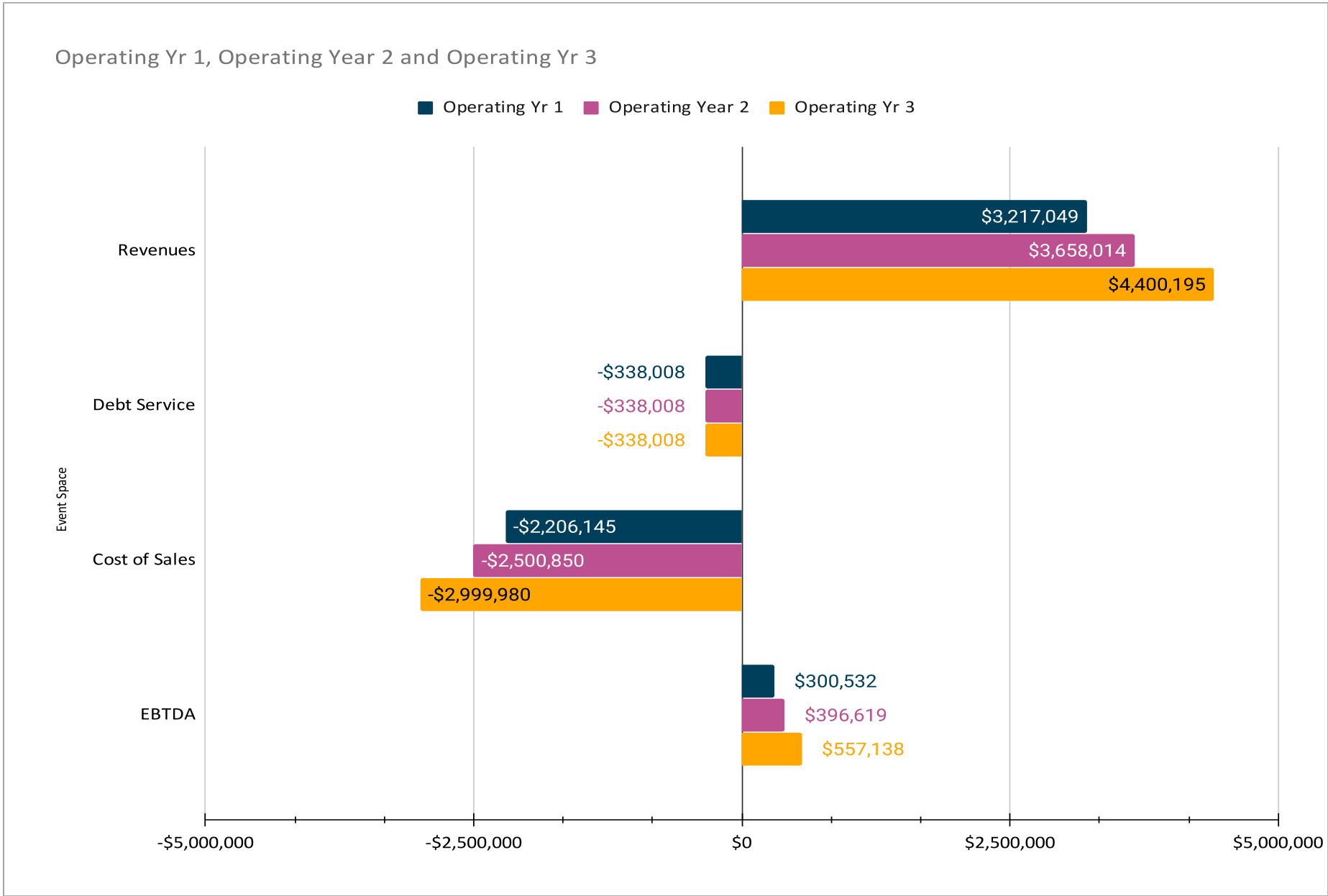
Residential Proforma Post Construction



Hotel Proforma Post Construction



Event Space Proforma Post Construction



Parking

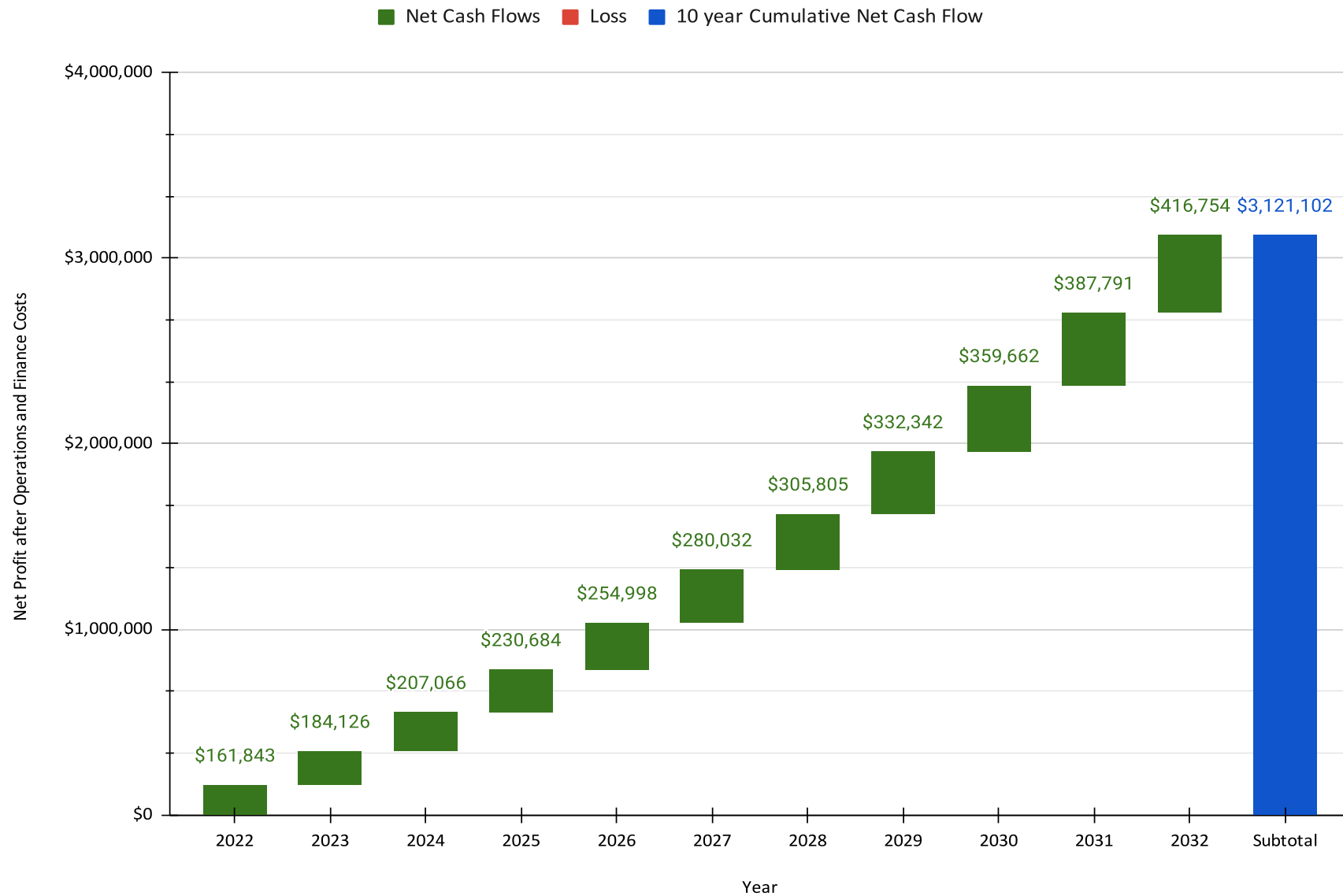
	# Spaces allotted	# Days per week	# Nights per week	Space turns/month	Multiple	Monthly Revenue	Annual Revenue
RESIDENTIAL							
daily	50	7	7	50	\$125	\$ 6,250	\$ 75,000
EVENT SPACE/PERFORMING ARTS							
weekday	250		4	4,300	\$7	\$ 30,100	\$ 361,200
weekend & holiday	250		2	2,150	\$10	\$ 21,500	\$ 258,000
PUBLIC USAGE							
3 hours/day/space	200	7		12,040	\$1	\$ 12,040	\$ 144,480
HOTEL							
weekday	50		5	1,075	\$7	\$ 7,525	\$ 90,300
weekend & holiday	50		2	430	\$10	\$ 4,300	\$ 51,600
Total						\$ 81,715	\$ 980,580
Revenue per space						\$ 204 monthly	\$ 2,451 annual
Maximum Utilization	146,000	Total Space Days per Year					
Projected Utilization	116,120	Total Space Days per Year					
Vacancy Rate based on above	20.5%						
Actual Day vacancy rate	62.5%						

Our estimates for parking income show a cumulative ten-year net profit after Operations and Financing costs of \$3,121,102 based on a 30-year interest rate of 2.6%. Our utilization assumptions are shown in the chart above, and Revenues are summarized in the graph on the following page.

We anticipate entering into a Public-Private Partnership to develop the Parking Deck and Town Offices. Phillipsburg's AA- bond rating suggests that the cost of financing is quite low and would contribute to a profitable margins and returns. The Town would retain ownership of the completed Parking Deck and the land on which it sits, and would be entitled to the cash flow generated by the parking operations.

The residential, hotel and event activities in our project create a built in customer base, which will grow as the site becomes more popular. In addition, the Hotel and Event venue will make existing street parking more valuable, and revenues will increase with demand (especially if pricing/hour is adjusted to account for higher traffic counts). A new formalized Parking Authority will allow for utilization of existing street parking for overflow parking. The parking operations will create municipal jobs, and parking revenues can provide funds for other town priorities. A beautiful and functional green roof will provide public space on rooftop, along with stunning views of the waterfront.

Projected Net Cash Flow After Operations and Finance Costs - Parking Deck





Team Relevant
Project Experience
Portfolio: Studio Libeskind

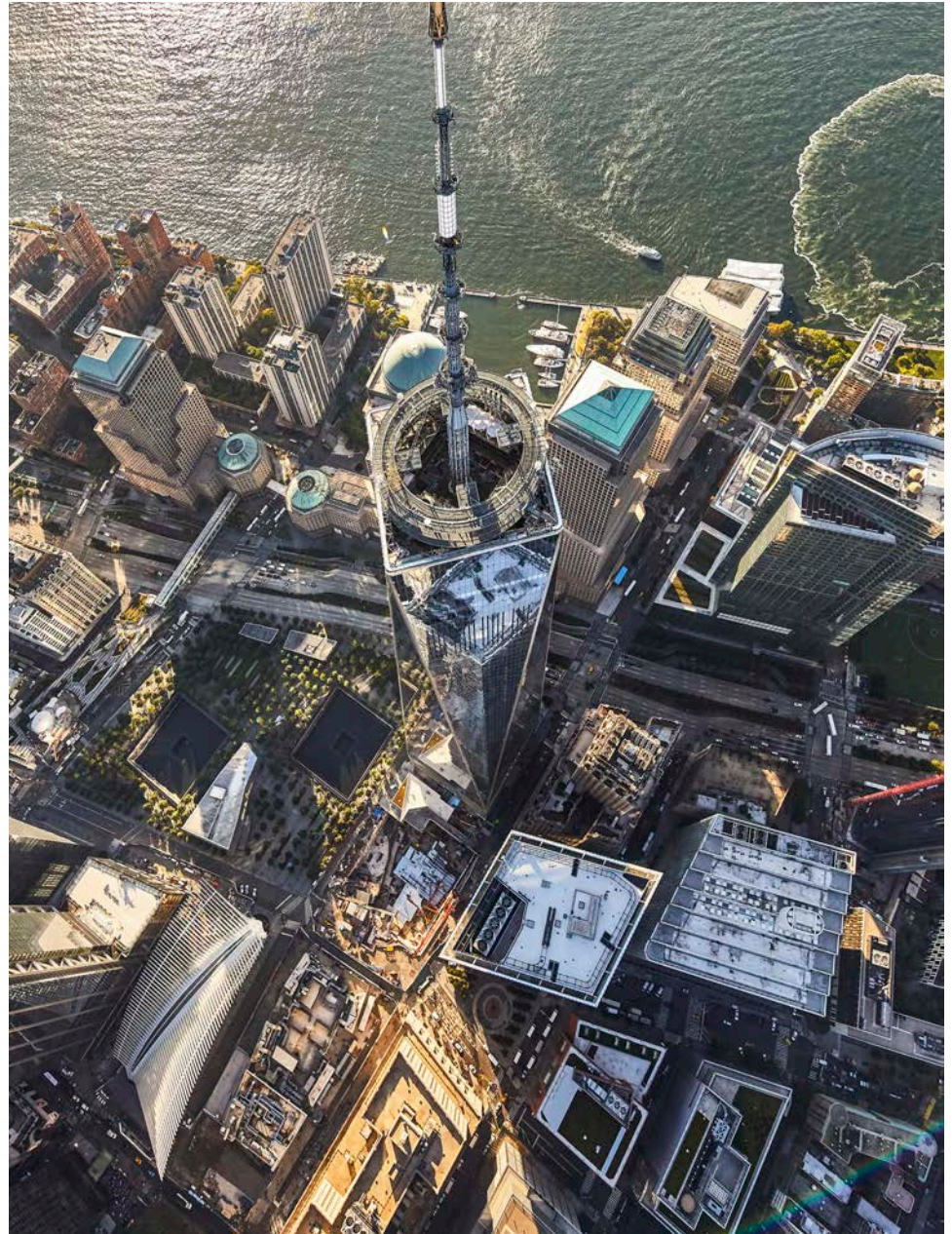
World Trade Center Masterplan

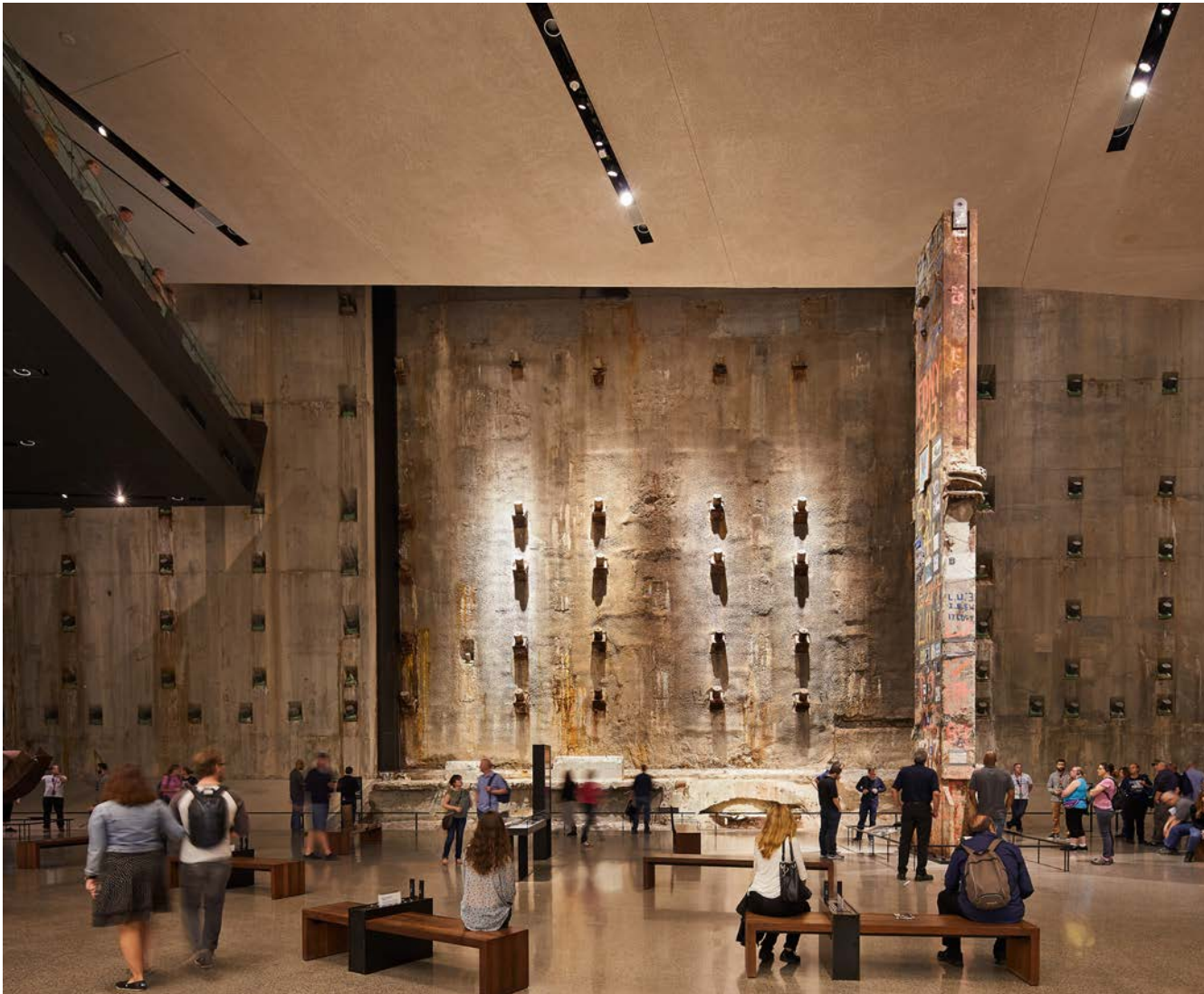
Construction Cost: \$25 Billion

180 Greenwich St, New York, NY 10007; Completed 2015; Size: 16 acres / 30 million square feet

There is perhaps no other project as large, complicated and meaningful to so many around the world as the master plan for the World Trade Center site.

In designing the master plan it was fundamental to balance the memory of the tragedy with the need to foster a vibrant and working neighborhood. In the end, we devoted half of the 16-acre site to public space, defined by the memorial and the memorial museum, while also setting aside locations for sustainable, high-tech office towers, re-connecting the historic street-grid, reinvigorating the streetscape with above-ground retail, reshaping the underground transit concourses, and even finding room for two major new public facilities: an iconic new transportation station and a performing arts center.





Collaborating Architects

Reflecting Absence
Michael Arad & Peter Walker

9/11 Memorial Museum
Davis Brody Bond

Memorial Museum's Pavilion
Snøhetta

1 World Trade Center: Skidmore
Owings & Merrill

Perelman Performing Arts Center
REX

2 World Trade Center
Bjarke Ingels Group

3 World Trade Center
Richard Rogers Partnership

4 World Trade Center
Maki and Associates

Oculus Transit Hub
Santiago Calatrava

Though all the new Ground Zero proposals in one way or another demarcate the footprints of the Twin Towers, Libeskind's design is by far the most dramatic evocation of the disaster. It is easy to see why it struck such a resonant chord among the victims' families.

—Martin Filler, *The New Republic*, February 2003

Awards

2018

Council on Tall Buildings and Urban Habitat,
Masterplan Award

2012

American Institute of Architect (AIA) National
Service Medal

2004

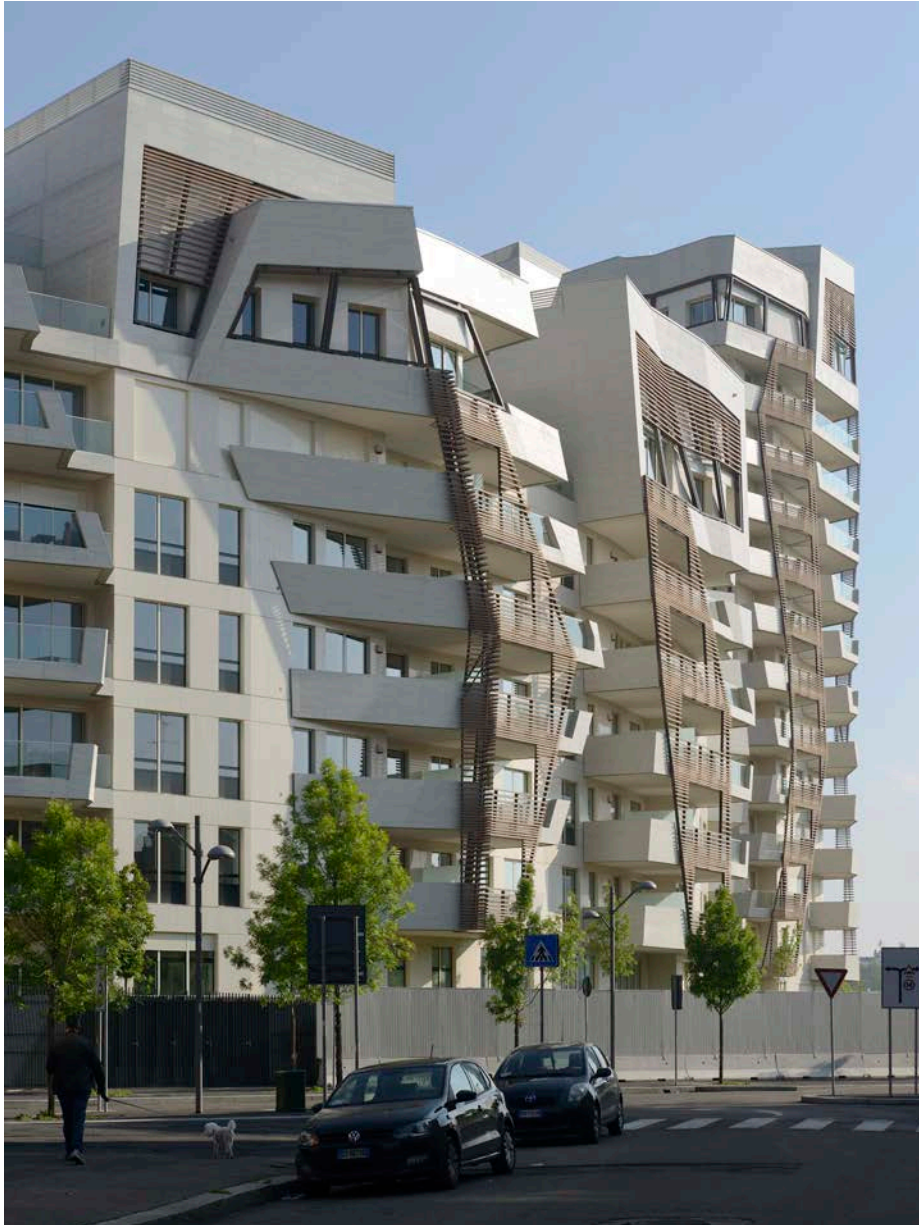
Best of New York Award, 'Building of New York',
from New York City College of Technology
Foundation, New York



CityLife Residences

Studio Libeskind

Milan, Italy: Completed: 2015; Size: 107,640 square feet/10,000 square meters

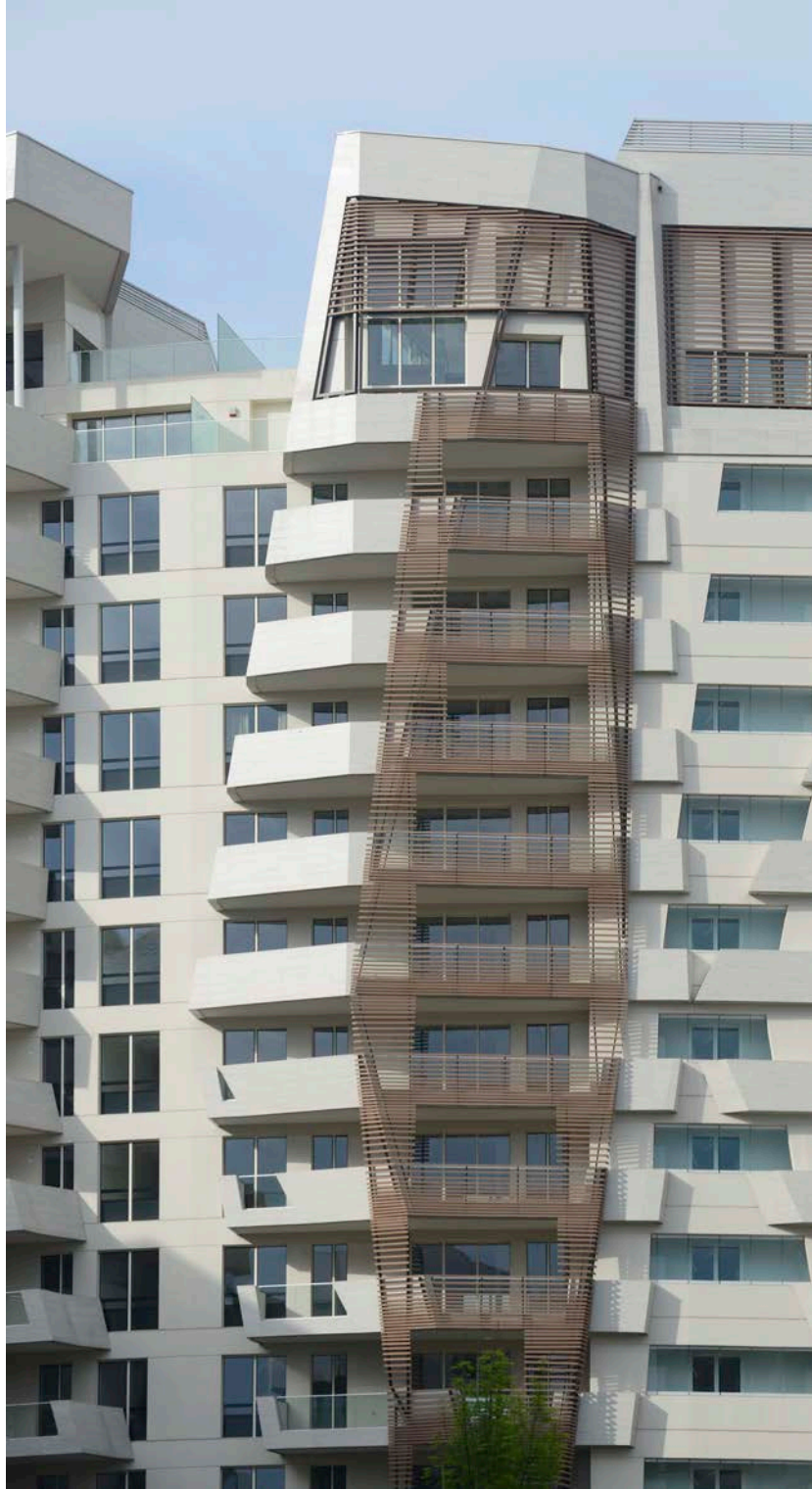


The buildings themselves create extra value by deserving to be part of the view. ... these assemblages dynamically engage the greenery and kaleidoscopically choreograph sun and shadow through the day. ... American residential developers should take note: They could learn a thing or two from CityLife.

—James Russell, *Architect Magazine*, May 2014

The residences employ the classic courtyard configuration and naturalistic materials of a historic Milanese neighborhood, while presenting an asymmetrical layering of the façade. Ranging from villas to apartment blocks, the low-rise apartments are sited on the perimeter of the site to the south and rise towards the park to the north.

The five-building complex gently curves around an open courtyard with interwoven pedestrian paths that connect to the street, the park, and an underground parking structure. Conceived as an outdoor living room for residents to gather and relax, the courtyard's tranquility is preserved by routing vehicular traffic on a loop at the outer edge of the site, which allows for direct access to the double height lobbies and leads to the private parking compartments.



Verve

Frankfurt, Germany; Under Construction; Size: 150,695 square feet/ 14,000 square meters



Studio Libeskind

Situated in the thriving Riedberg neighborhood, seven residential villas create the new Verve development. Each four story building is designed as three intersecting volumes with a naturalistic palette of materials that reflect the character of the surrounding area.

Curved wood slatted screens wrap the buildings at different intervals creating an asymmetrical layering, while providing passive solar shading and privacy for each unit. Spacious balconies providing sightlines to the neighboring Kätcheslach Park, and ground-floor units have private garden terraces. The floor plan of each unit is unique and focuses on open living spaces and energy efficiency.

I composed this project like a piece of music. The harmonious ensemble emerges out of the exciting differences and the interplay between the interior and exterior of each of the individual buildings as well as the spaces that emerges between the seven structures.

—Daniel Libeskind



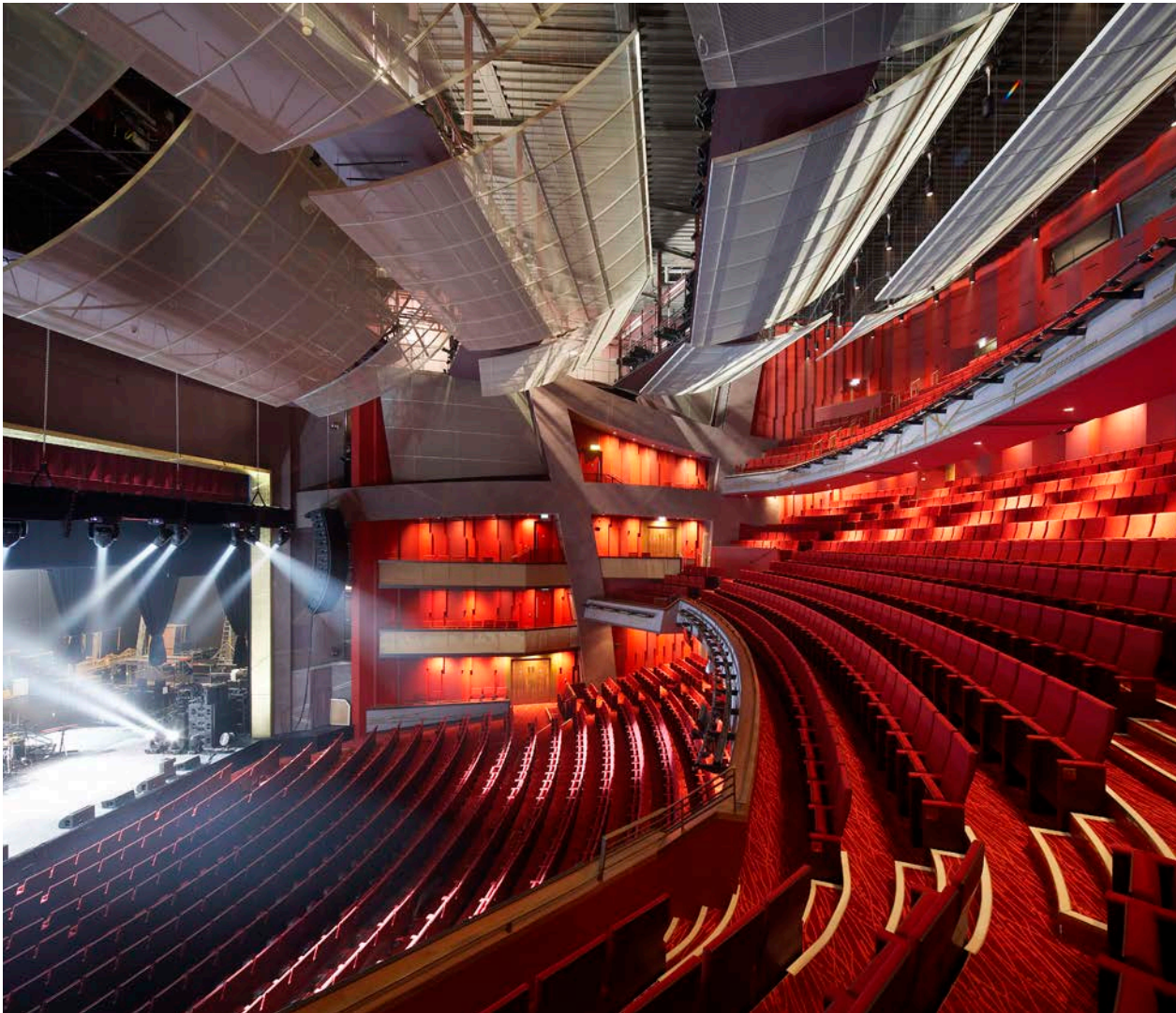
Bord Gáis Energy Theatre Commercial Development

Studio Libeskind

Construction Cost: \$90.3 million for theater; Office not public

Dublin, Ireland Completed: 2010 (theater); 2011 (office) Theater size: 13,765 square meters 148, 171 square feet / Office size: 34,838 square meters/ 375,000 square feet





The opening of Daniel Libeskind's new Grand Canal Theatre, a razzle dazzle production in its own right, threatened to upstage the gentle ballet on the building's main stage. With its dramatic, four story glass facade, sharply angled roof line, and turbulent diagonal lines, the debut of Libeskind's latest creation was a major cultural happening for Dublin...

—Fast Company, March 2010

The design is based on the idea of stages. The glass façade serves as a transparent curtain where the public can view the activities of the theatergoers inside, and connects the outdoor space of the plaza to theater's stage. By night, when the second floor lobby of the theater is activated by users, and the theater's tilting façade and plaza are illuminated, the entire complex transforms into a multi-experiential stage.

The Bord Gáis Energy Theatre is flanked on the street side by two office buildings designed by Libeskind. The two office blocks comprising the commercial development provide sustainable and sophisticated work environments. The development and cultural spaces created a strong presence that is now the address for several international company headquarters such as Facebook, Twitter and Google. The redevelopment helped to keep this neighborhood thriving during an economic downturn by creating a desirable area in which to work, live and play.



Awards

2010

IAA Annual Prize

Real Estate Awards - Best European Scheme

2009 - 2010

BREEAM Excellent certification for the
Grand Canal Square Office buildings.

Icons are usually out there, but this is a modest, well-scaled icon that sits back happily in its space, inviting in the pageantry of life. It bows to its setting, like a well-loved actor taking a curtain call, and sways like a drunken sailor.

—RIBA Journal, March 2010

Durham University

Studio Libeskind

The Ogden Center for Fundamental Physics

Construction Cost: \$14.3 million

Durham, England; Completed 2016; Size: 26,673 square feet / 2,478 square meters





The highly sustainable (BREEAM Excellent) Ogden Centre for Fundamental Physics provides eighty new offices for professors, lecturers, doctoral and postdoctoral students, support staff and visiting academics at the University of Durham.

A spiral in plan, the Centre is designed as continuous, stacked and interlocking forms. Clad in a ventilated timber rain screen built from responsibly sourced Scottish larch, the dynamic façade is punctuated with linear bands of operable strip windows and a series of outdoor terraces.



Awards

2017

American Institute of Architects (AIA) NY State Design Award

Constructing Excellence in the North East: Building Project of the Year

RIBA (Royal Institute of British Architects) North East Regional Award

BREEAM Excellent rating

2016

City of Durham Trust Architectural Award

Corals at Keppel Bay

Singapore; Completed 2016; Size: 514,289 square feet/ 47,779 square meters



The 11-building complex ranges in height from 4 to 12 stories and features 366 luxurious waterfront homes. Counter to the conventional thinking of building up along the shoreline, Studio Libeskind carefully sited Corals in a V-formation, keeping the ocean frontage open, and thus allowing for spectacular views of the bay from even the furthest set back units.

The seaside living experience is infused into the site by way of a series of reflecting pools that run the length of each building. The pools not only enhance the beauty of the site, but they assist in keeping the buildings cool in the hot Singaporean sun.

Sustainability was at the core of the design aesthetic for Corals. In addition to the reflecting pools, the sustainable highlights include a clubhouse with a green landscaped roof; a rainwater collection filtration and recycling system for the site; double-glazed glass throughout; and solar panels. Corals at Keppel Bay is the second project Studio Libeskind has designed for Keppel Land International, the first was the 2,000,000 sq-ft project Reflections that was completed in 2011.

With breathtaking views of Keppel Bay and the sea as well as Sentosa Island, Mount Faber, the city skyline and resplendently green fairways, it truly crowns Singapore's southern shores and undoubtedly places her on the global map of world-class residential landmarks.

-Unreserved Magazine (Malaysia)





Sapphire

Berlin, Germany; Completed: 2017; Size: 107,640 square feet / 10,000 square meters



Sapphire is located on a busy corner in the Mitte neighborhood in central Berlin. The design carves out 73 one- to four-bedroom apartments on a plot measuring a little less than half an acre.

Studio Libeskind incorporated large angular windows and canted walls that bring in natural light and invoke a feeling of spaciousness. Atop the roof and visible above the façade is the upward sweep of a double-height glass ceiling: inside, a penthouse with sloping glass walls and access to a roof patio overlooks the City of Berlin.

The three-dimensional, geometric-patterned stoneware tile adorning the façade is another design signature. Designed by Daniel Libeskind for Casalgrande Padana, the panels are technologically advanced to self-clean and aid in air purification.

Celebrated for the dramatic, bold architectural angles ... Libeskind executes these complex ideas on a smaller scale to equal effect for Chausseestrasse [Sapphire].

—Interior Design Magazine, 2013

