



REQUEST FOR QUALIFICATIONS
AFFORDABLE HOUSING PROJECT DEVELOPMENT
JANUARY 24, 2022



Censere Consulting, LLC
Assess. Create. Transform



ADIRONDACK
COMMUNITY DEVELOPMENT

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1. LETTER OF INTEREST

Dear President DePietro:

The Adirondack Community Development (ACD) and Censere Consulting, LLC., (Censere) are pleased to submit the enclosed response to your Request for Qualifications for Affordable Housing Project Development for the City of Hudson.

ACD has a demonstrated track record of recent success with redeveloping neighborhoods using the mixed-finance approach. ACD will be the Prime Developer and will manage and assemble the Development Team. ACD is a vertically integrated company that includes its property management affiliate, Mayfair Property Management Group, and Piedmont Construction, its construction arm.

Censere's principal, Jimmy Miller, served as Deputy Assistant Secretary for Housing to the Governor of New York, President of the New York State Housing Trust Fund, Deputy General Manager for New York City Housing, Executive Director for the Housing Authority of the City of New Haven and Interim Executive Director for Ansonia Housing Authority and the Bridgeport Housing Authority, simultaneously.

Together ACD and Censere have developed or managed almost 30,000 units. These projects include 9% or 4% Low-Income Housing Tax Credits (LIHTC), HOME, USDA, New York State Housing Trust Fund, FHA 221(d)(4), New York State Homeless Housing Assistance Program, and Federal Home Loan Bank financing.

The Development Team will consist of the Project Architect, General Contractor, Piedmont Construction; Attorney, Reno & Cavanaugh; Property Manager, Mayfair Property Management

Respectfully Submitted,

Victor Salerno,
Chief Executive Officer & Partner

2. CONTACT INFORMATION

a. Name, title, telephone number, and e-mail address for the person authorized to sign for the organization.

Contact Name: VICTOR SALERNO

Title: CEO

Contact Phone: 917.355.8725

Contact Email: victor.salerno@mayfairmgt.com

3. COMPANY INFORMATION

Adirondack Community Development LLC

Year Founded: 2018

Number of Continuous Years in Business: 3

Ownership Status: LLC

Corporate and Local Office Location: New York, NY

Number of Employees: 3

Censere Consulting, LLC

Year Founded: 2005

Number of Continuous Years in Business: 16

Ownership Status: LLC

Corporate and Local Office Location: Ossining, NY & New Haven, CT

Number of Employees: 3

4. NARRATIVE DESCRIPTION OF COMPARABLE PROJECTS

As stated earlier, Jimmy Miller, the CEO of Censere, has led the redevelopment of almost 12,000 units of housing. With more than four decades of experience as an executive, Jimmy has been recognized across business sectors for his unique blend of thought-leadership, vision, and an in-depth, level of knowledge and intuitiveness. Jimmy's accomplishments and experience include serving as deputy general manager of the 180,000-unit New York Housing Authority, where he managed \$8 billion in assets and created the Single-Family Homeownership Program and the Multi-Family Homeownership Program. While serving as deputy assistant secretary to the Governor of New York, he created the New York State Housing Trust Fund Program and the state's first Qualified Allocation Plan.

As mentioned in the Cover Letter, Censere has developed almost 12,000 housing units and appurtenant retail and community space at a cost of almost \$2.5 billion and closed more than 20 Rental Assistance Demonstration (RAD) projects totaling more than 1,600 units. The key to the Team's success is a fluid process for developing clear, concise, and comprehensive development plans with a focus on the who, what, where, and how of a community's affordable housing needs. The development plan is always an extension of the community's needs assessment and reflects the broader community's understanding of its needs and opportunities.

We have successfully provided strategic planning expertise for a myriad of neighborhood revitalization projects. Three major strategic planning initiatives similar in size and scope to those listed in the RFQ include the Mill River Revitalization Plan, the West Rock Transformation Plan, and the Quinnipiac Terrace Hope VI Revitalization Plan.

FARNAM COURTS-MILL RIVER TRANSFORMATION PLAN



The Farnam Courts Transformation Plan is an integral part of the City of New Haven Mill-River Revitalization Plan. Farnam Courts' plan is comprised of several phases. The plan involved the demolition of the existing 240 units on-site and an abandoned warehouse off-site. The Farnam Court project provided 262 housing units, almost 7,500 square feet of commercial space, and a 30,000 square community park. The project also provides for 173 RAD and Low-Income Housing Tax Credit assisted units and 32 market-rate units. Jimmy Miller, CEO of Censere, directed every aspect of the strategic planning process, including master planning, detailed site planning, and financial feasibility analysis.

The project was designed to promote a family-oriented community environment and increase the supply of affordable housing in this area as well as help to revitalize the Mill River-Fair Haven neighborhood. It reconnects the development to the surrounding street grids and with the Wooster Square neighborhood where abundant shopping and services are located. The total development cost is pegged at approximately \$128 million. Almost \$100 million in other public and private funds were leveraged for this development.

Censere Glendower also worked with the residents and community partners to obtain vital support for the project. Censere also developed the Relocation Plan that governs the temporary and permanent relocation of families and the Section 3/MBE/WBE Plan to ensure employment opportunities for low-income residents of the development and the community.

Phase 1 On-Site

Phase I on-site of the has been completed and lease-up is underway. This phase involved the construction of two new mid-rise buildings with 94 residential units, 86 of which are assisted under RAD and Low-Income Housing Tax Credit Programs and eight of which are market-rate units.



The phase includes the construction of management and community space, and about 5,000 square feet, first-floor retail, and commercial space fronting on Grand Avenue. The development also includes a community center, fitness center, offers free wireless internet in the common areas, a business center, as well as an on-site management office. The units will all incorporate Energy Star appliances and additional upgrades for the market- rate units including stainless steel appliances and solid surface countertops. The total development cost for this phase is approximately \$ 42.4 million. Funding for this phase came from a myriad of sources including: \$6.5 million from ECC Moving to Work; \$7 million in HUD subsidies; \$20 million from the Community Development Trust Construction Loan; \$16 million in equity contributions from Redstone Equity Partners; \$7.2 million

from Chase Bank; \$8 million from the City of New Haven; and \$833,386 from the State of Connecticut for Brownfield cleanup.

Farnam Court Phase 2 On-Site

Phase 2 on-site includes development of an additional 111 units. This phase consists of the demolition of 92 units and the construction of 111 townhomes, 87 of which will be assisted under RAD and 24 of which will be market-rate. The 87 RAD units will consist of 53 2-BR units, 28 3-BR units, and six 4-BR units, while the 24 market units will be composed of 12 2-BR units, 11 3-BR units, and one 4-BR unit. Construction for this phase is expected to start in summer 2018. The total project cost of Phase II is \$55.5 million.

Fair Haven Off-Site

The Farnam Courts RAD project includes the transfer of 57 project-based units off-site to Fair Haven. The Fair Haven off-site phase is comprised of Eastview Terrace Phase 2 at 185 Eastern Street and 197 Chatham Street locations in New Haven. Eastview Terrace Phase 2 consists of 25 affordable townhome rental units; 17 one-bedroom, six (6) two bedroom, and two (2) three-bedroom units of which seven (7) two-bedroom units are handicapped accessible, and two (2) three-bedroom units are handicapped accessible. The development already has a large community center with on-site management and maintenance offices as well as activities for the youth in the neighborhood through the Boys and Girls Club, a computer lab and gymnasium that is used for a myriad of purposes. This project is the second and final phase of the overall Eastview Terrace development bringing the total number of units to 127. This project has closed and is 100% occupied.

The second parcel located at 197 Chatham Street was an abandoned warehouse that has been demolished and remediated to eliminate any potential environmental hazards. This phase includes a mixed-use, multi-building community containing 32 rental units of which 11 are two-bedroom apartments, and 21 are three-bedroom apartments. The development also includes four (4) handicap accessible rental units on the first floor. There are approximately 1,832 square feet of community space on the front of Rowe Street and a playground and fitness center. Wireless internet in the common areas, a business center, as well as an onsite management office. This phase is also 100% occupied. The phase contains 57 Low-Income Housing Tax Credit units. The total development cost of Fair Haven is \$30 million: \$24 million of other public and private funds were leveraged

WEST ROCK REVITALIZATION PLAN

Prior to the implementation of the West Rock Revitalization Plan, the site included 491 deteriorated housing units. The community was divided from the nearby Town of Hamden by a six foot fence that had stood for 50 years. Residents had to travel miles to access the nearby shopping area in Hamden. The plan called for the development of almost 450 units of mixed-financed, mixed-income housing and appurtenant community and retail space. To date, more than 500 units have been constructed and occupied. The community is now linked to Hamden by two public streets. The revitalized community also replaced a deteriorated strip mall with a 47-unit mixed-use facility for elderly and disabled families that includes 9,000 square feet of new commercial space and 4,600 square feet of community space. The facility also includes a medical center that not only serves its residents but those of the entire West Rock community. The development includes 13 RAD units and 34 project-based units; all of the units are LIHTC units. The total development cost of the West Rock Revitalization was approximately \$200 million. Jimmy Miller,



CEO of Censere directed every aspect of the strategic planning process, including master planning, detailed site planning, and financial feasibility analysis.

QUINNIPAC TERRACE HOPE VI REVITALIZATION PROJECT



During his more than four decades of strategic planning and community development, Miller has directed the development of numerous four HOPE VI projects, many involving LIHTC financing, including the award-winning HOPE VI Quinnipiac Terrace development. Located in New Haven, CT, this development consisted of 256 public housing units of which approximately 170 were occupied at the time of the HOPE VI application submission. When the HOPE VI grant was awarded to the Housing Authority of New Haven, there were approximately 154 families remaining in Quinnipiac Terrace/Riverview. Riverview, which is non-contiguous to the main Quinnipiac Terrace site, consisted of 12 dwelling units in three buildings, all of which were vacant and boarded up at the time of application demolished. The new Quinnipiac Terrace development

consists of 209 new housing units, 164 on-site public housing and Housing Choice Voucher project-based units, 29 off-site public housing units at the St.

Anthony public housing development site, and 16 additional units of single-family homes developed by ECCO, a local faith-based initiative, on land donated by HANH. Many have hailed the design of the project as spectacular and well adapted to Fair Haven as a waterfront community. The complex has new streets, opening to the newly renovated local school and a new park and is fully integrated into the neighborhood. This is now one of New Haven's unique and wonderful neighborhoods. The total development cost was approximately \$88 million.

5. EXPERIENCE WITH DEVELOPMENT AND OPERATION IN MUNICIPALITIES OF COMPARABLE SIZE

ACD and its partners specialize in the preservation of development of high-quality affordable housing and workforce housing and the redevelopment and repositioning of value-added multifamily housing located throughout the United States. ACD's affiliate, the Mayfair Management Group is a national full-service management and development company. It manages and operates over 140 apartment communities with nearly 18,000 units across eight states through its wholly-owned subsidiary Mayfair Management Group, LP.

ACD's vast portfolio includes HUD 811, LIHTC, RAD, USDA, public housing, HOME, and conventional properties.

Censere's portfolio includes the development of almost 12,000 units across the full spectrum of housing programs including RAD, LIHTC, HOME, HOPE VI, 221(d)(4), New York State Housing Trust Fund, New York State Urban Initiatives, New York State Homeless Housing Assistance Program, and Federal Home Loan Bank Affordable Housing Program.

These projects have been developed in urban areas similar and size to Hudson, including Albany, New York, Newark, New Jersey, St. Croix, Virgin Islands, Laredo, Texas, Alton, Texas, Denison, Texas, and Athens, Texas.

6. DESCRIPTION OF EXPERIENCE FINANCING MIXED-USE, AFFORDABLE OR MIXED-FINANCE HOUSING

BROOKSIDE MIXED FINANCE DEVELOPMENT

The Brookside Development, which consisted of two phases, is a part of the West Rock Revitalization Plan that was described above. Brookside Apartments involved the construction of 222 units of housing, with 20 of these units being homeownership replacement units. Brookside Phase 1 Rental development contains 101 affordable rental units in 28 rental buildings and includes a management/maintenance building with a community meeting room. All of the units are tax credit eligible units whose residents will be qualified in accordance with Section 42 of the Internal Revenue Code. Of the 101 affordable rental units, 50 units are public housing units that benefit from Section 8 operating subsidy in accordance with a mixed-finance amendment to the Annual Contribution Contract. Of the remaining 51 units, 50 benefits from project-based Section 8 subsidy in accordance with a Housing Assistance Payment contract. One unit will be a non-income generating unit set aside for the maintenance supervisor. Total development cost was approximately \$42 million. Brookside Phase 2 Rental community also consists of 101 rental units, including 50 public housing replacement units and 51 project-based assisted units. The total development cost for this phase was approximately \$29 million.



WILLIAM T. ROWE MIXED-FINANCE DEVELOPMENT

Jimmy Miller directed the demolition of the 176-unit William T. Rowe Public Housing Development. The new William T. Rowe contains 104 mixed-income units is built on land previously owned by the Yale-New Haven Hospital. It negotiated the swap of the old Rowe parcel for the new one. Additionally, it applied and obtained ARRA funding. Financing for the



new Rowe came from a myriad of sources including 4 percent tax-exempt bonds, \$4 million from the City of New Haven, deferred developer fees, and \$3.0 million Replacement Housing Fund. Trinity Rowe served as the developer. The total development cost was \$35 million

The project also included the redevelopment of adjacent homes by providing homeowners with low-interest and no-interests loans.

NEW BRUNSWICK HOPE VI REVITALIZATION PLAN

While serving as regional director for the Atlantic Region for The Community Builders, Inc., Miller directed the demolition of the deteriorated New Brunswick Homes Public Housing Development that served as the catalyst for the implementation of this Plan.

Phase 1

Hope Manor combines 68 units of mixed-income, affordable housing with 9,625 square feet of retail space, and a community-oriented safe play space. The site for Hope Manor is conveniently located less than two blocks east of the center of downtown New Brunswick. This prime location assures lower-income families of participation in the ongoing redevelopment of the Lower George Street neighborhood. This site was completed in 2001 and is currently occupied.

Phase 2

Once the site of New Brunswick Homes, the new Riverside Complex is now the home of 76 units of mixed-income affordable housing. Like Phase 1, the development includes town- home style units which include driveways and garages, as well as six (6) units that comply with the Americans with Disabilities Act (ADA) to provide full accessibility for families with a disabled household member. In addition, Phase 2 has two “tot lots” for small children and a community building whose use and programming is available to all residents in the new HOPE VI units of all the phases of development. This site was completed in 2005 and is currently occupied.

Phase 3

The old Lord Stirling School, an anchor of the neighborhood both architecturally and institutionally, will get a second life as a Section 202 funded senior-disabled housing complex. Just two blocks from the Phase 2 site, the school has been renovated and converted into at least 48 one-bedroom units. Income qualifications are the same as for public housing and the units are restricted to households whose members are 62 and over (or whose head of household is disabled). This site was completed in 2007 and is currently occupied

ADIRONDACK COMMUNITY DEVELOPMENT LLC PORTFOLIO

Property Name	Program Type	City	St	FinDate	Lease UP
Alton Park	TC - RAD	Fort Worth	TX	10	NO
Artspace El Paso Lofts	TC - HOME	El Paso	TX	15	NO
Aspen Village	MKT	Lubbock	TX	15	NO
Audubon Pointe Apartments	TC	Maumelle	AR	15	YES
Avondale Park	TC - RAD	Fort Worth	TX	10	NO
Baxter Lofts	TC	Harlingen	TX	15	YES
Bayou Oaks	MKT	Shreveport	LA	10	NO
Bella Terra	TC - HOME	Brownsville	TX	10	NO
Bella Vista Apartments	TC - 811	Alton	TX	10	NO
Bellevue Apartments	TC - 811	Dallas	TX	15	NO
Berkshire Court	TC	Shreveport	LA	15	NO
Briarwood	HAP	Fort Smith	AR	15	NO
Brownsville Lofts	TC	Brownsville	TX	15	NO
Campus Apartments	TC - RAD	Fort Worth	TX	10	NO
Canal Place Apartments	TC	San Benito	TX	10	NO
Candlewick Townhomes	TC - HAP	Brownsville	TX	10	NO
Casa Grande	MKT	Brownsville	TX	15	NO
Casa Verde Apartments	TC	Laredo	TX	15	NO
Centrum Apartments	MKT	Shreveport	LA	15	NO
Citrus Gardens	TC - 811	Brownsville	TX	10	NO
City Walk Apartments	TC	Dallas	TX	15	NO
City Walk Master Condo Associa	TC/PH	Dallas	TX	15	NO
Clyde Ranch	TC	Clyde	TX	15	NO
Conrad Lofts		Plainview	TX	15	NO
Court of Three Sisters	MKT	Baton Rouge	LA	15	NO
Crescent Plaza	MKT	Wichita Falls	TX	15	NO
Crescent Village	MKT	Wichita Falls	TX	15	NO
Davis Street	TC - USDA	Fabens	TX	15	NO
Desert Villas	TC - 811	El Paso	TX	15	NO
Devonshire Apartments	TC	Shreveport	LA	15	NO
Edinburg Senior Towers	TC	Edinburg	TX	15	NO
El Paraiso Apartments	HAP	Corpus Christi	TX	15	NO
Farmhouse Row	LIHTC	Slaton	TX	15	NO
Fonseca	TC	El Paso	TX	10	NO
Forest Village Estates	TC/HM	Oklahoma City	OK	15	NO
Freeport Oaks	TC	Freeport	TX	15	NO
Gateway East Apartments	TC - HAP	El Paso	TX	15	NO
Granada Terrace	TC - HAP	South Houston	TX	15	NO
Green Oaks Apartments	TC	Houston	TX	10	NO
Harmon Senior Villas	TC - RAD - 811	Fort Worth	TX	10	NO
Havens of Abbeville	TC	Abbeville	LA	15	NO
Havens of Lake Charles	TC	Lake Charles	LA	15	NO
Heights Apartments	TC	Edinburg	TX	15	NO
Kensington Square	TC	Shreveport	LA	15	NO
Key West Senior Village I	TC	Odessa	TX	10	NO

Key West Senior Village II	TC	Odessa	TX	10	NO
Keystone Place	TC	El Paso	TX	15	NO
La Esperanza De Alton	TC	Alton	TX	15	NO
La Esperanza Del Rio	MKT - TC - HOME	Rio Grande City	TX	15	NO
La Vista Apartments	TC - HAP	McAllen	TX	15	NO
Laguna Hotel Lofts		Cisco	TX	15	NO
Laureles De Este	TC - 811	Fabens	TX	15	NO
Lavon Senior Villas	MKT - TC - 811	Garland	TX	10	NO
Legacy Pointe Apartments	TC-MKT	Garland	Tx	15	YES
Legacy Trails of Decatur	TC-MKT	Decatur	TX	15	YES
Legacy Trails of Lindale	TC-MKT	Lindale	TX	15	YES
Liberty Village	TC	Edinburg	TX	15	NO
Limestone Ridge	TC	Austin	TX	10	YES
McKinney Falls	MKT - TC	Austin	TX	10	YES
Metro 31	LIHTC/MKT	El Paso	TX	15	YES
Metro Tower	TC	Lubbock	TX	15	NO
Midway Villas	TC-MKT	Weslaco	TX	15	YES
Nolana Villas Apartments	LIHTC/MKT	McAllen	TX	15	YES
North Athens	HOME	Athens	TX	15	NO
North Street Apartments	MKT	Victoria	TX	15	NO
Orchard Estates	TC	Alton	TX	10	NO
Palacio Residencial	HAP	Corpus Christi	TX	15	NO
Parkdale Villas	TC	Denison	TX	10	NO
Pinewood Apartments	MKT	Baton Rouge	LA	15	NO
Plaza Annex	MKT	Baton Rouge	LA	15	NO
Plaza Apartments	MKT	Baton Rouge	LA	15	NO
Preston Trace Apartments	TC	Frisco	TX	15	NO
Retama Village I	TC	McAllen	TX	15	NO
Retama Village II	TC	McAllen	TX	15	NO
Ridgestone Estates	LIHTC	El Paso	TX	15	YES
Rincon Point Apartments	HM	Taft	TX	15	NO
River Bank Village	MKT	Laredo	TX	15	NO
River View at Calallen	TC - 811	Corpus Christi	TX	10	NO
Riverstone Apartments	TC - HOME	Corpus Christi	TX	10	NO
Robledo Ridge	TC-HAP-MKT	Las Cruces	NM	10	NO
Rosemont at Laredo Vista	TC	Laredo	TX	15	NO
Sabine Park Apartments	TC	Orange	TX	15	NO
Sandpiper Apartments	MKT	Baton Rouge	LA	15	NO
Skyway Gardens	LIHTC	Alpine	TX	15	YES
Southeast Texas CDC	HM	Port Arthur	TX	15	NO
Spanish Creek Townhomes	TC - 811	El Paso	TX	15	NO
Stonebridge at Kelsey Park	TC	Lubbock	TX	15	NO
Stonebridge of Abbeville	TC	Abbeville	LA	15	NO
Stonebridge of Ironton Park	TC	Lubbock	TX	15	NO
The Fair Grounds (JFK Single Fair)	TC	Oklahoma City	OK	15	NO
Thomas Ninke Senior Village	TC	Victoria	TX	15	NO
Tigua Village	TC	El Paso	TX	15	NO

Times Square on the Hill	TC - HAP	Fort Worth	TX	15	NO
Town Central	Conv	Garland	Texas	15	NO
Tropical Gardens at Boca Chica	MKT - TC	Brownsville	TX	15	NO
Villa Verde Estates	TC	Weslaco	TX	15	NO
Village at Scull Creek	MKT - TC - HOME	Fayetteville	AR	15	NO
Villages at Cypress	TC	Houston	TX	10	NO
Villas at Sandstone	TC	El Paso	TX	15	NO
Villas at West Mountain	TC	El Paso	TX	15	NO
Villas of Penitas	TC	Penitas	TX	10	NO
Villas on Independence	TC - HOME	Port Lavaca	TX	10	NO
Vistas of Lake Charles	TC	Lake Charles	LA	15	NO
Weslaco Hills Apartments	TC - 811	Weslaco	TX	10	NO
Westwind of Killeen	TC-MKT	Killeen	TX	15	NO
Windsor Court	MKT	Baton Rouge	LA	15	NO
Windstar Apartments	TC	Harlingen	TX	10	NO
Woodchase Senior	TC	El Paso	TX	15	NO
Woodlands	TC/MKT	Mays Landing	NJ	15	NO

CENSERE CONSULTING LLC PORTFOLIO													
Pipeline Project Name or Address	Location	Role	Housing Type	Category	Total # of Units	High Rise/Low Rise	Retail/Community Space (Y/N)	Total Development or Contract Amount	Complete Date	Income Target **Please see Note Below	Program	LIHTC Allocation	LIHTC Investor
Quinnipiac Terrace Phase 1	New Haven, CT	Co-Developer	RH	NC	81	Low-Rise	Y	\$28,448	Jun-07	Low Income 0%-60%AMI	LIHTC	\$1,425,000	AEGON USA
Quinnipiac Terrace Phase 2	New Haven, CT	Co-Developer	RH	NC	79	Low-Rise	Y	\$34,960,685	Jan-08	Low Income 0%-60%AMI	LIHTC	\$2,198,511	MMA
Eastview Terrace Phase 1	New Haven, CT	Developer	RH	MC	102	Low-Rise	Y	\$45,000,000	Jul-09	Low Income 0%-60%AMI	LIHTC/ RAD	\$963,100	Boston Financial
Quinnipiac Terrace Phase 3	New Haven, CT	Co-Developer	RH	NC	33	Low-Rise	Y	\$13,539,070	Jun-11	Low Income 0%-60%AMI	LIHTC	\$1,063,123	RBC Capital
William T. Rowe	New Haven, CT	Co-Developer	M	NC	104	Elevator	Y	\$36,500,000	Jul-11	Low Income 0%-60%AM/MKT	LIHTC	\$2,055,902	RBC Capital
Brookside Phase 1	New Haven, CT	Co-Developer	RH	NC	101	Low-Rise	Y	\$44,255,228	Apr-12	Low Income 0%-60%AMI	LIHTC	\$40,277	Richman
Brookside Phase 2	New Haven, CT	Co-Developer	RH	NC	101	Low-Rise	Y	\$32,506,531	Sep-12	Low Income 0%-60%AMI	LIHTC	\$1,457,524	Prestige Partners
Rockview Phase 1	New Haven, CT	Co-Developer	RH	NC	77	Low-Rise	N	\$26,452,483	Oct-13	Low Income 0%-60%AMI	LIHTC/ RAD	\$1,626,074	Prestige Partners
Wimont Crossing	New Haven, CT	Developer	M	NC	47	Elevator	Y	\$19,000,000	Dec-13	Low Income 0%-60%AMI	LIHTC/ RAD	\$1,649,377	Richman
Ribicoff 9%	New Haven, CT	Developer	RH	NC	55	Low-Rise	Y	\$21,949,571	Jun-15	Low Income 0%-60%AM/MKT	LIHTC/ RAD	\$951,698	Redstone
Ribicoff 4%	New Haven, CT	Developer	RH	NC	51	Low-Rise	Y	\$21,552,764	Jun-15	Low Income 0%-60%AMI	LIHTC/ RAD	\$951,698	Redstone
Fairhaven	New Haven, CT	Developer	M	NC	57	Low-Rise	Y	\$18,232,888	Jun-16	Low Income 0%-60%AMI	LIHTC/ RAD	\$2,418,957	Redstone
Farnam Court Phase 1	New Haven, CT	Developer	M	NC	96	Elevator	Y	\$42,040,201	Feb-18	Low Income 0%-60%AM/MKT	LIHTC/ RAD	\$722,450	Redstone
HANH RAD Group 1- (4 Projects) Constance Baker Motley, Newhall Gardens, Prescott Bush and	New Haven, CT	Developer	RH	SR	144	High/Low/Low/ Mid	Y	\$54,000,000	Jun-19	Low Income 0%-60%AMI	LIHTC/ RAD	\$740,966	Redstone
HANH RAD Group 2- (3 Projects) Waverly Townhomes/ Fulton Park/ Stanley Justice	New Haven, CT	Developer	RH	SR	70	Low-Rise	N	\$26,140,816	Sep-20	Low Income 0%-60%AMI	Capital Funds Program/ Seller Take	\$799,647	Hudson Housing Capital
Rockview Phase 2	New Haven, CT	Co-Developer	RH	NC	77	Low-Rise	N	\$31,073,840	Nov-20	Low Income 0%-60%AM/MKT	LIHTC/ RAD	\$1,441,258	National Equity Fund
HANH RAD Group 3- (2 Projects) McQueeny Towers/ Celentano Towers	New Haven, CT	Developer	RH	SR	213	Elevator	Y	\$48,452,232	Jul-21	Low Income 0%-60%AMI	LIHTC/ RAD	\$1,329,227	The Richman Group
HANH RAD Group 4	New Haven, CT	Developer	RH	SR	201	High-Rise	Y	\$30,753,053	Jun-22	Low Income 0%-60%AMI	LIHTC/ RAD	\$906,741	The Richman Group
Farnam Court Phase 2	New Haven, CT	Developer	RH	NC	111	Low-Rise	Y	\$32,484,305	Mar-23	Low Income 0%-60%AMI	LIHTC/ RAD	\$1,557,420	Redstone
Valley Townhomes	New Haven, CT	Developer	RH	NC	40	Low-Rise	Y	\$21,401,689	Jun-23	Low Income 0%-60%AM/MKT	9%LIHTC/CHFA/DO H/HANH	\$960,000	Boston Financial
Monterey Place 1B,1C,2R,1D,1A	New Haven, CT	Financing	RH	NC	339	Low-Rise	Y	\$88,571,000		Low Income 0%-60%AM/MKT	LIHTC/ RAD	\$1,120,013	NA
Arverne/Edgemere HOPE VI	New York, NY	Financing	RH	SR	1800	High-Rise	Y	\$165,000,000	Jun-07	Low Income 0%-80%AMI	HOPE VI	\$0	NA
New Brunswick Housing Authority	New Brunswick, NJ	Developer	RH & SF	NC	192	Low-Rise	Y	\$65,000,000	6/2007	Low Income 0%-60%AM/MKT	HOPE VI	\$12,000,000	NA
Bergenvue YMCA	Bergen, NJ	Developer	RH	SR	131	High Rise	N	\$12,000,000	Jun-02	Low Income 0%-60%AMI	LIHTC	\$3,000,000	NA
New York Housing Trust Fund Projects	New York State	Financing	RH	NC & SR	1000	High Rise/Low Rise	Y	\$75,000,000	NA	Low Income 0%-80%AMI	NYS HOUSING TRUST FUND	\$0	NA
New York State Housing Turnkey Projects	New York State	Financing	RH	NC & SR	150	High Rise/Low Rise	Y	\$150,000,000	NA	Low Income 0%-80%AMI	NYS HOUSING TRUST FUND	\$0	NA
New York City Housing Authority HOPE VI Projects	New York, NY	Financing	RH	SR	1800	High Rise	Y	\$150,000,000	NA	Low Income 0%-80%AMI	HOPE VI	\$0	NA
New York City Housing Authority MHOP	New York, NY	Financing	CH & SF	SR	500	High Rise	Y	\$150,000,000	NA	Low Income 0%-80%AMI	NYCHA MHOP	\$0	NA

CENSERE CONSULTING LLC PORTFOLIO													
Pipeline Project Name or Address	Location	Role	Housing Type	Category	Total # of Units	High Rise/Low Rise	Retail/Community Space (Y/N)	Total Development or Contract Amount	Complete Date	Income Target **Please see Note Below	Program	LIHTC Allocation	LIHTC Investor
New York City Housing Authority Single Family Program	New York, NY	Financing	SF	SR	1000	Low-Rise	N	\$30,000,000	NA	Low Income 0%-80%AMI	NYCHA SHOP	\$0	NA
Green Quincey Mixed Finance Project	New York, NY	Financing	RH	SR	45	Low-Rise	N	\$7,000,000	Jun-02	Low Income 0%-60%AMI	MIXED FINANCE	\$0	NA
Elm City Communities Turnkey Project	New Haven, CT	Developer	RH	NC	6	Low-Rise	N	\$1,200,000	NA	Low Income 0%-80%AMI	HUD TURNKEY	\$0	NA
Brookside Homeownership Program	New Haven, CT	Financing	SF	NC	12	Low-Rise	N	\$8,000,000	Jun-13	Low Income 0%-80%AMI	HUD SECTION 24/9	\$0	NA
Virgin Islands Housing Authority Repositioning Plan	USVI	Financing	RH & SF	NC & SR	3000	High Rise/Low Rise	N	\$1,000,000,000	WIP	Low Income 0%-80%AMI	VARIOUS	\$ 175,000,000	NA
TOTAL					11,714.00			\$ 2,502,094,804.34				\$ 216,378,963	
HOUSING TYPE: Project Type: RH-Rental Housing, CH_Coop Housing, SF-Single Family Housing, O-Office, R-Retail, CF-Community Facility, M-Mixed Use													

7. PROJECT FINANCING CA

ACD has the financial capacity to provide the predevelopment expenses and the customary completion guarantees needed to bring the project to fruition. The principals of ACD have a net worth of approximately \$50 million and liquid assets of approximately \$5 million. Anticipated sources of funds include:

- Federal Low-Income Housing Tax Credit
- New York State Housing Trust Fund
- New York State Housing Finance Authority Tax Exempt Bond Program
- HOME Program
- Federal Home Loan Bank Affordable Housing Program
- HCR New Construction Program
- New York State Brownfield Tax Credit Program
- Federal Housing Trust Fund Program
- HCR Supportive Housing Opportunity Program

The Team has recently obtained financing from Merchants Banks, Lument, The Richman Group, Hudson Capital, Greystone Servicing, Goldman Sachs, Redstone Capital, and the National Equity Fund,

3.2.2.9.1

Construction and Permanent Lenders

Citibank
Mahesh Aiyer
Director
Citi Community Capital
P 713-752-5046
Mahesh.aiyer@citi.com

Federal Home Loan Bank Boston
Kathleen Amonte
Senior Community Investment Manager
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617-425-9413

Greystone
Tracy Le
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301-354-5048

3.2.2.9.2

LIHTC Partner Investors

Richman Group Affordable Housing
Aaron Wolfe
Assistant Vice President
wolfe@richmancapital.com
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C 617-794-8329

Redstone Capital
Lauren Henry
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C 216-789-3368

Hudson Capital
Jessica Dellert
Jessica.dellert@hudsonhousing.com
C 207-838-9873

3.2.2.9.3

LIHTC Partner Investors

Richman Group Affordable Housing
Aaron Wolfe
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Hudson Capital
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Jessica.dellert@hudsonhousing.com
C 207-838-9873

Public Sector Financing Partners

Connecticut Housing Finance Authority
Carol Gooden
Underwriter III
Carol.gooden@chfa.org

Connecticut Green Bank
John DAgostino
Senior Program Manager-Residential Program
John.dagostino@ctgreenbank.com
P 860-257-2333

3.2.2.9.4

General Contractors on Comparable Development

Haynes Construction
Paul Haynes
President

P 203-671-5446

Tri-Con Construction
Brac Poitier
President
brackgpoitier@aol.com
203-627-6002

Giordano Construction
Meghan Carbone
Project Manager
mac@giordano.build

3.2.2.9.5

Community Groups

Cornell Hill Scott Health Center
Michal Taylor
Chief Executive Officer
203-503-3000

Solar Youth
Joanne Sculli
Executive Director
Info@solaryouth.org
203-387-4189

Bank References

Wells Fargo Bank
Julianna Fritz
Senior VP - Relationship Manager Government Banking
Julianna.M.Fritz@wellsfargo.com
203-343-3929

Webster Bank
Laura Coleman
Vice President, Senior Relationship Manager, Government & Institutional Banking
lcoleman@websterbank.com
B 860-692-1332
C 860-212-0543

New Haven Bank
Holly Inocencia

Operations Specialist
New Haven Bank
hinnocenzi@newhavenbank.com
203-779-1351

8. DESCRIBE ANY LITIGATIONS THE DEVELOPMENT TEAM HAVE BEEN INVOLVED IN

-
-
-

None of the Team Members have been involved in any litigation that could have an adverse impact on the entities financial conditions.

9. EXECUTED AND NOTARIZED FORMS

**CITY OF HUDSON
REQUEST FOR QUALIFICATIONS
AFFORDABLE HOUSING PROJECT DEVELOPMENT
ADDENDUM NO. 1**

- **QUESTION D:** Is the City open to indications of interest for projects in the Low-Income Housing Tax Credit (LIHTC) program?

⇒ **Response:**

Yes, the City of Hudson is interested in Low-Income Housing Tax Credit (LIHTC) programs as mentioned on Page 119 of the "City of Hudson Affordable Housing Development Plan", under the heading "NYS Financing and Funding Resources for Developers".

QUESTION E: Are there any sites adjacent to the City's Amtrak station the City would be interested in seeing indication of interest on?

⇒ **Response:**

Not at this time, the sites adjacent to the Hudson Amtrak Train station are not included in the scope of this Request for Qualifications.

ALL OTHER TERMS AND CONDITIONS OF THE ORIGINAL REQUEST FOR PROPOSAL SHALL REMAIN THE SAME.

PLEASE SIGN AND ATTACH THIS ADDENDUM TO YOUR PROPOSAL.
PROPOSALS WILL NOT BE CONSIDERED WITHOUT A SIGNED ADDENDUM.

SIGNATURE:



PRINTED NAME:

Victor Salerno, Chief Executive Officer & Partner

FIRM NAME:

Adirondack Community

FIRM ADDRESS:

324 East

New York, NY

OFFICE PHONE:

(855) ADK-Develop

CELL PHONE:

917.355.8725

E-MAIL ADDRESS:

victor.salerno@adkdevelop.com

DATE:

01/20/2022

(PB-1/10/22)

SUBMISSION ACKNOWLEDGEMENT

IN WITNESS WHEREOF, the below-named Respondent acknowledges that all responses and representations contained in this Proposal, including the Statement of Qualifications, References, Rates, and any attachments, are true and correct. The undersigned person affirms that he or she has authority to sign this Proposal on behalf of Respondent.

January 20, 2022

(date)



(signature)

Victor Salerno, Chief Executive Officer & Partner

(print name and title)

Adirondack Community Development LLC

(print name of firm)

324 East 41st, New York NY 10007

(print address of firm)

STATE OF New York)

COUNTY OF New York) SS.:

On this 20th day of January, 2022, before me personally appeared Victor E. Salerno, to me known to be the individual who executed the foregoing, and who, being duly sworn, did depose and say that he is a partner of the firm of Adirondack Community Development LLC and that he has the authority to sign the same, and acknowledged that he/she executed the same as the act and deed of said partnership.

VANESSA L. BLACKWOOD, ESQ.
Notary Public, State of New York
Reg. No. 01BL6296192
Qualified in Bronx County
Commission Expires January 27, 2024

**NON-COLLUSIVE PROPOSAL CERTIFICATE PURSUANT TO NEW YORK STATE GENERAL
MUNICIPAL LAW SECTION 103-D**

By submission of this proposal, each proposer and each person signing on behalf of any proposer certifies, and in the case of a joint proposal each party thereto, certifies as to its own organization, under penalty of perjury, that to the best of knowledge and belief:

- (1) The prices in the proposal have been arrived at independently, without collusion, consultation, communication or agreement, for the purpose of restricting competition, as to any matter relating to such prices with any other proposer or with any competitor;
- (2) Unless otherwise required by law, the prices which have been quoted in this proposal have not been knowingly disclosed by the proposer and will not knowingly be disclosed by the proposer prior to the opening, directly or indirectly, to any other proposer or to any competitor; and
- (2) No attempt has been made or will be made by the proposer to induce any other person, partnership or corporation to submit or not to submit a bid for the purpose of restricting competition.

January 20, 2022

(date)



(signature)

Victor Salerno, Chief Executive Officer & Partner

(print name and title)

Adirondack Community Development LLC

(print name of firm)

324 East 41st, New York NY 10007

(print address of firm)

ACKNOWLEDGMENT BY PROPOSER NOTARY PAGE

IF INDIVIDUAL OR INDIVIDUALS:

STATE OF _____) COUNTY

OF _____) SS.:

On this _____ day of _____, 20____, before me personally appeared _____ to me known and known to me to be the same person(s) described in and who executed the within instrument, and he/she (or they severally) acknowledged to me that he/she (or they) executed the same.

IF CORPORATION:

STATE OF _____) COUNTY

OF _____) SS.:

On this _____ day of _____, 20____, before me personally appeared _____ to me known, who, being by me sworn, did say that he/she resides at (give address)

_____ ; that he/she is the (give title)

_____ of the (name of corporation)

_____, the corporation described in and which executed the above instrument; that he/she knows the seal of the corporation, and that the seal affixed to the instrument is such corporate seal; that it was so affixed by order of the board of directors of the corporation, and that he/she signed his/her name thereto by like order.

IF PARTNERSHIP:

STATE OF New York) COUNTY

OF New York) SS.:

On this 20th day of January, 2022, before me personally appeared Victor E. Salerno, to me known to be the individual who executed the foregoing, and who, being duly sworn, did depose and say that he/she is a partner of the firm of Adirondack Community Development LLC and that he/she has the authority to sign the same, and acknowledged that he/she executed the same as the act and deed of said partnership.

VANESSA L. BLACKWOOD, ESQ.
Notary Public, State of New York
Reg. No. 01BL6296192
Qualified in Bronx County
Commission Expires January 27, 2024