

March 15, 2024
3:00 PM

**BOROUGH OF COLLINGSWOOD, COUNTY OF CAMDEN
STATE OF NEW JERSEY**

**COLLINGSWOOD ATLANTIC AVENUE (WATER TOWER)
TRANSIT VILLAGE REDEVELOPMENT PROJECT COLLINGSWOOD, NJ
RFQ AND CONCEPT PROPOSALS FOR REDEVELOPER**



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Table of Contents

<i>Title Page</i>	
<i>Table of Contents</i>	
<i>Cover Page</i>	1
<i>Executive Summary</i>	3
<i>Project Proposal</i>	5
<i>Conceptual Plan & Proposed Uses</i>	5
<i>Developer Assumptions</i>	9
<i>Rendering</i>	9
<i>Developer Uniqueness</i>	10
<i>Value Proposition</i>	10
<i>Job Creation</i>	10
<i>Retail Sales Expansion</i>	11
<i>Green Building</i>	12
<i>Governmental Responsibilities</i>	13
<i>PILOT</i>	13
<i>Sponsor Background and Qualifications</i>	13
<i>Sponsor Track Record</i>	16
<i>Selected Projects</i>	16
<i>Existing Projects and Under Construction 2024</i>	21
<i>Additional Information</i>	27
<i>References</i>	27
<i>Financial Qualifications</i>	28
<i>Recent Construction Financing Highlights</i>	28
<i>Ownership Disclosure Statement</i>	29
<i>Awards and Recognition</i>	30
<i>Appendix A – Project Conceptual Design</i>	
<i>Appendix B – Development Team Resumes</i>	
<i>Appendix C – Borough Developer Information Form</i>	

A. COVER LETTER



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March 15, 2024

Via hand delivery

Borough of Collingswood

Attn. Cassandra Duffey

Administrator

Borough Hall

678 Haddon Avenue

Collingswood, NJ 08108

**RE: COLLINGSWOOD ATLANTIC AVENUE (WATER TOWER)
TRANSIT VILLAGE REDEVELOPMENT PROJECT COLLINGSWOOD, NJ
REQUEST FOR QUALIFICATIONS AND CONCEPT PROPOSALS FOR
REDEVELOPER**

Dear Ms. Duffey:

Capodagli Property Company, LLC, ("Capodagli") is pleased to submit the enclosed response to the Request for Qualifications (RFQ) to acquire and redevelop approximately 1.8 acres of real estate located at Block 95, Lots 18.01, 19, 20, 21, 22, 22.01, 23 & 24.01 in the Borough of Collingswood, New Jersey.

Capodagli is a premier real estate development company, experienced in building and managing properties since 1970. We have completed a variety of development projects located proximate to mass transit hubs and downtowns throughout the State of New Jersey. Capodagli's completed projects and those under development focus on mixed-use, redevelopment and transit-oriented development designed to take advantage of access to public transportation, walkable conveniences and/or downtowns. Our developments contain a mix of housing options, commercial and retail components, accessory uses, pedestrian-friendly design, and of significance, connectivity to and inclusion with the surrounding community. This experience provides us with an unmatched and deep-rooted understanding of the market research, planning, real estate development, design and construction considerations required to develop another successful project in the Borough of Collingswood.

Capodagli's investment in these types of projects has been a catalyst for revitalizing struggling or underutilized areas. Capodagli Property Company is proud of its reputation for creating

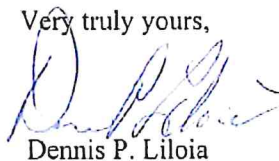
exceptional residential communities in suburban locations under the brand name “Meridia”. We are equally gratified to be known as a cooperative and easy to work with “partner” as affirmed by Capodagli’s receipt of the Somerset County Land Development & Planning Award for “Outstanding Cooperation Between a Developer and a Township”. We transform municipalities with traditional downtowns that historically have been out of reach of young professionals and retirees and provide affordable living environments for both. Around-the-clock service, first class amenities and beautifully maintained grounds are the keystone of our reputation. Each Capodagli property reflects the community in which it is constructed and the people residing there. Our goal of making everyone belong is imbedded in the Capodagli motto of “Where belonging begins”.

Communities developed by Capodagli provide well designed living spaces geared toward young professionals and active retirees. Buildings are designed to offer studio, one-bedroom and two-bedroom residences aimed at the needs of singles, recently married couples, and the empty nesters. Gathering areas located in all our buildings give residents a place to relax and unwind. Meridia’s concept promotes jobs, housing, entertainment, and amenities all located within easy reach for pedestrians. Today’s residents, young and old alike, prefer compact, walkable neighborhoods where they can live, work, shop, play and have ease of access to public transit.

This project will spotlight the demographic populations of Baby Boomers and Millennials. Each comprise approximately 73 million people in the US for a total of 146 million. These demographic groups show a high interest in living in downtown locations that offer easy walkable access to both public amenities and retail services. These are growing groups which are increasingly dominating the economy.

The project in its entirety will provide luxury living and supportive amenity options that will generate an atmosphere of belonging. We intend to incorporate a smart growth plan by creating both a public benefit via new open community space between the two water towers and an economic benefit via an influx of new consumers to support local commerce. We want to emphasize that we are guests in your Borough and that this is merely our vision for the site. This is a special project and a rare opportunity. We intend to partner with the Borough throughout this process, because that is the way in which we all will succeed.

Thank you.

Very truly yours,

Dennis P. Liloia

Enc.

B. EXECUTIVE SUMMARY

This proposal is formulated in response to the Borough of Collingswood's request for qualifications for the acquisition and redevelopment of Block 95, Lots 18.01, 19, 20, 21, 22, 22.01, 23 & 24.01 in the Borough of Collingswood, New Jersey ("Site").

We have structured this response to meet the goals established by the Borough and, if chosen to be a partner, Capodagli is committed to develop Site through the incorporation of the key design features requested by the Borough and required to effectively integrate with the existing architectural character and massing of the surrounding neighborhood. Our approach, which follows sound planning and design principles, will create a vibrant walkable multifamily development that will contribute to continued local economic growth and allow the Borough to thrive for generations to come.

This design concept takes an active approach to the redevelopment of the Site using architectural elements aimed at preserving the historic significance of the community. We believe this project would complement and enhance the Borough of Collingswood's desirability from a resident perspective, and it would further contribute to the Borough's goal of becoming a leading option for residents seeking a viable community to live, work and play.

Meridia Collingswood will be designed and priced to provide affordable luxury living with all the amenities of a modern metropolis. Our goal is to create a development that will become a catalyst for the continued revitalization of the Borough. Our intent is to maximize the advantages provided by the area's proximity to existing retail and dining opportunities while simultaneously enhancing those merchants' growth potential resulting from the increased customer base. We will create a modern development without losing the heritage and character of the surrounding neighborhood. Protecting the historical nature of the significant and contributing buildings is of the utmost importance to this design proposal. If we are chosen, we pledge to maintain a true appreciation for that history and ensure this legacy continues for decades to come.

Meridia Collingswood, as with our other buildings, will be designed to offer studio, one-bedroom and two-bedroom residences aimed at meeting the needs and desires of Millennials, both singles and couples and those in retirement. Each residence comes with the Meridia "*Virtual Concierge*" service, offering every resident the ability to access a variety of services including social outings and events or arranging a variety of community services, for example, dog walking. Gathering areas located in the interior and exterior of each development provide residents a place to relax and unwind with their fellow community members. Meridia's concept promotes housing, entertainment, and amenities all within easy reach, a must in today's market.

Essential to Capodagli designs are the amenity areas such as a fitness center, laundry facilities, business center, and community rooms. Meridia creates a sense of belonging for every Capodagli project to ensure that residents become long term members of the community. We sponsor community outings and events such as wine tastings, Pilates classes, networking events and art shows to encourage an active sense of belonging. The combination of all these elements provides a sense of home that will contribute to Collingswood's sense of place. This proposal incorporates the recommendations of the Borough by enhancing the Borough's existing historical character while also incorporating state of the art, sustainable green features, and architectural design. These

features will enable interconnectedness both within the development and throughout the Borough without negative impacts to the environment.

Capodagli is proposing a net increase of 47 spaces in public parking from the existing 123 surface public parking spaces. The 170 total dedicated municipal space count shall be distributed as 107 garage spaces and 63 surface spaces along North Atlantic Ave. Capodagli will make these spaces available to members of the public and will lease and manage these spaces subject to a separate revenue participation agreement that is to be negotiated with the Borough of Collingswood.

As detailed in this submission of the Request for Proposals, Capodagli offers the following qualifications that can achieve Collingswood's vision for the proposed redevelopment site:

- High-quality modern urban housing that offers superb building amenities and direct access to nearby public transportation.
- Providing a direct public and civic benefit to the Borough via a new public space where residents and the overall community could gather both daily and for larger special events.
- Creating a hub that fosters safe community and social interaction for residents within the Borough spanning all ages, incomes, cultures, and socioeconomic classes.
- Complying with the environmental and social needs of current residents without comprising the ability of future residents to enjoy the same via sustainable green features and curated tenant/public outings and events.
- Increasing economic activity and job creation within the Borough of Collingswood through population growth, retail sales expansion, and an increase in the annual tax base.

To maximize the value of Borough's precious real estate and to provide economic benefits to the Borough and the surrounding areas, we envision a vibrant hub sparked by Meridia Collingswood. The opportunity to provide high quality housing and support existing and future retail/business is what Capodagli thrives on. Capodagli does not only build in towns, but we also develop mutually beneficial relationships with towns. We envision a thriving relationship with the Borough that will be both productive and financially beneficial to all its residents, current and future.

PROJECT PROPOSAL

Approach and Description

With Meridia Collingswood, there is a special opportunity to integrate the Borough's rich colonial history and architectural uniqueness with a superlative multifamily real estate development project to create a synergy that will contribute to the Borough's continued economic and societal growth. The design concept we present is one that takes the existing historical nature of this unique Site's surrounding and uses it to create a modern metropolis. This active approach to the redevelopment of the Site via a new construction development will bring together appropriate uses that will transform the site and breathe new life into the Borough through a creation of synergies between the existing and incoming populations. From housing to a public plaza to high quality amenities, Meridia Collingswood will exemplify Meridia's sense of community gathering and will truly become a place "Where belonging begins".

The development will be made up of Two (2) building structures that will both consist of multifamily housing spanning between Five (5) stories from grade. Building 1 shall consist of 64 rental apartments with 88 garage parking spaces and Building 2 shall consist of 66 rental apartments with 189 garage parking spaces. The development shall also feature ample amenity space consisting of community room/lounges, yoga studios, fitness center, game rooms, a golf simulator, business centers, and multiple interior courtyards featuring firepits and BBQ equipment.

Fifteen Percent (15.0%) of the overall unit count shall be set aside for affordable housing which shall total Nineteen (19) apartments.

RESIDENTIAL

The proposed development contemplates new construction of top-of-the-line residential dwelling units across 130 dwelling units. These dwelling units will consist of primarily one-bedroom and two-bedroom arrangements which are consistent with the market's demand by aligning with current and anticipated household growth trends. These units will combine the latest features and finishes and will mimic the interior design of recently completed Capodagli projects which have seen tremendous success through the curation of a typical unit layout and materials based on surveys from our current tenants.

PUBLIC SPACES

One of the primary objectives of this project is to achieve a design that is unified within itself. Via a series of nuanced design elements, our team will be sensitive to the project's integration with the surrounding community and adjacent neighborhoods. Creating a public space is critical to meeting the objectives of the development. The creation of open public spaces will promote the use of the site after working hours and weekends by creating cultural and recreational activity centers. In the same way Meridia's interior gathering areas are critical to our residents' sense of belonging, open public spaces bring this sense of belonging and sense of place to the community as a whole. This is how we will integrate this special place into the community and let all know that they are welcome.

This project contemplates a community gathering area between the two water towers. This space will include a curated landscaping design consisting of multiple trees, planter beds and even built in public amenities such as an outdoor workout park and yoga area.



AMENITIES

The development will offer best-in-class amenities as a distinguishing feature to the project. We strive to deliver a legitimate live/play experience for tenants as that is the lifestyle tenants expect and receive from Meridia projects. A list of the amenities being provided inside of this development can be found below:

Interior:

- Golf Simulator
- Indoor Fitness Center(s)
- Game Room(s)
- Business Center(s)
- Yoga Studio(s)
- Community Room / Lounge(s)
- Mailroom
- Bicycle and General Storage

- Covered Parking

Exterior:

- Bocce Courts
- Outdoor Fitness Center
- Courtyards with BBQ equipment and firepits



PARKING

Recognizing the importance of parking serves the existing and future needs of the community and businesses. As a developer of successful mixed-use projects throughout the state, we understand the crucial role parking plays in allowing development to thrive. This project contemplates 340 parking spaces with 170 dedicated to multifamily use and the remaining 170 for municipal use. This results in a parking ratio of 1.31 parking spaces per residential unit and a net gain of 47 municipal spaces to the municipality from the existing 123 surface parking spaces. This overall parking count is comprised of 277 structured garage spaces and 63 surface parking spaces along North Atlantic Ave. The garage parking levels are built in such a way as to not create a negative visual impact, making it aesthetically pleasing from the exterior. The surface parking spaces are also curated to blend with multiple landscape/hardscape improvements.

Capodagli will make the municipal spaces available to members of the public and will lease and manage these spaces subject to a separate revenue participation agreement that is to be negotiated with the Borough of Collingswood.



Developer Assumptions/Expectations.

- Maximizing economic value of Collingswood’s precious real estate
- Creating a holistic development plan that builds on a community and public benefit theme.
- Creating a commuter-friendly, vibrant development with a focus on interactive elements.
- Creating a central space for current residents and young professionals to live and enjoy their coveted time away from work.
- Creating sufficient parking to serve the additional residences and commercial activity near the site.

Rendering

Additional renderings and full conceptual design are located in Appendix A.



Developer Uniqueness

Capodagli prides itself on its ability to bring transformational projects to the communities we build in. Our vision and ability to manage risk have allowed us to be the first redeveloper in towns such as Linden, Hackensack, Garfield, Bound Brook and Rahway. We not only built in these towns but spurred the growth that has enticed subsequent development. We not only thrive on the success of our projects, but on the success of the towns they reside in. This commitment to the success of our town partners is why we rarely build one project in a town. We appreciate every opportunity, but we believe every opportunity is earned, not given. One of the reasons we are successful is our ability to manage every aspect of the projects we build. As a vertically integrated redeveloper, Capodagli Property Company is involved in all aspects of our projects, from planning and development to construction and property management.

Value Propositions

With Professional team members, we have successfully approved, constructed, developed, and manage over \$1 billion dollars in real estate projects throughout New Jersey.

A keen understanding and capability to develop a vibrant and robust residential community allows us to develop unique and well-respected high class residential products that compete against urban market projects including NYC projects.

Value Propositions:

- Value Engineer Construction to drive down project costs
- Value Engineer Plans to improve site efficiency and layout
- Work alongside leasing and asset management to develop a vibrant and well-integrated project that has long lasting demand
- Provide luxury lifestyle and finishes at an affordable price point
- Develop a sense of community and vibrancy with development project

Job Creation

Capodagli estimates this development will create a total of 147 temporary full-time positions across various industries throughout construction and lease-up. The below exhibit labeled “New Temporary Job Creation Projection at Meridia Collingswood” reaches this conclusion by applying Full Time Equivalent Jobs per Unit ratios for each industry to the total number of residential units being constructed. The Full Time Equivalent Jobs per Unit ratios are being sourced from the National Association of Home Builder’s.

New Temporary Job Creation Projection at Meridia Collingswood

Project Meridia Collingswood
 # of Units 130

Industry	Full Time Equivalent Jobs per Unit	Meridia Collingswood	Total
Construction	0.68	88.40	88.4
Manufacturing	0.14	18.20	18.2
Wholesale & retail trade, Transportation & warehousing	0.17	22.10	22.1
Finance and insurance	0.01	1.30	1.3
Real estate and rental and leasing	0.01	1.30	1.3
Professional, Management, Administrative services	0.06	7.80	7.8
Other	0.06	7.80	7.8
TOTAL JOBS DURING CONSTRUCTION (rounded)			147

Source: National Association of Home Builder's

Capodagli estimates this development will create a total of 18 permanent full-time positions across various industries once built and stabilized. The below exhibit labeled “New Permanent Job Creation Projection at Meridia Collingswood” reaches this conclusion by applying Full Time Equivalent Jobs per Unit ratios for the Finance and insurance, Real estate and rental leasing, Professional, Management, Administrative services, and Other industries to the total number of residential units being constructed. The Full Time Equivalent Jobs per Unit ratios are being sourced from the National Association of Home Builder’s.

New Temporary Job Creation Projection at Meridia Collingswood

Project Meridia Collingswood
 # of Units 130

Industry	Full Time Equivalent Jobs per Unit	Meridia Freehold	Total
Finance and insurance	0.01	1.30	1.3
Real estate and rental and leasing	0.01	1.30	1.3
Professional, Management, Administrative services	0.06	7.80	7.8
Other	0.06	7.80	7.8
TOTAL PERMANENT JOBS AFTER CONSTRUCTION (rounded)			18

Source: National Association of Home Builder's

Retail Sales Expansion

Capodagli estimates this development will indirectly create a total of 38 jobs because of the new disposable income entering the local economy because of the Project. The exhibit below labeled “Meridia Collingswood – Retail Sales Expansion” provides the assumptions and methodology used to arrive at this result. The household income for each unit type is calculated by dividing the projected monthly rent for each unit by 33.0%, and then multiplying it by 12 months. The total household income for each unit type is then multiplied by the total number of units for each unit type. This results in a total household income of \$10,707,818 being added to the local economy which is then broken down into consumer spending categories based on their respective spending as a % of total household income according to the Bureau of Labor Statistics. The number of jobs created for each consumer spending category is also found by applying the average sales per employee for the year 2020 according to research completed by the Bureau of Labor Statistics.

The result is a \$3,002,982 retail sales expansion and 38 new jobs.

Meridia Collingswood - Retail Sales Expansion					
Unit Type	Classification	# of Units	Monthly Rent	Household Income	Total Income per Unit Type
Market Rate Units	Market	111 Units	\$2,450 / Month	\$ 89,091	\$ 9,889,091
Affordable Units	Affordable	19 Units	\$1,185 / Month	\$ 43,091	\$ 818,727
Total Income					\$ 10,707,818
Consumer Spending Category			% of Total Income	\$	Jobs
Food at Home			5.68%	\$ 607,868	8
Food Away from Home			4.40%	\$ 471,016	6
Household Equipment			2.58%	\$ 275,747	3
Other Housing Expenses			2.89%	\$ 309,109	4
Apparel and Services			2.37%	\$ 254,095	3
Entertainment			4.10%	\$ 439,288	6
Vehicle Purchase			5.06%	\$ 541,280	7
Personal Care			0.98%	\$ 104,579	1
Total			28.04%	\$ 3,002,982	38

Green Building

At Capodagli Property Company, we also understand that the planet we occupy has limited resources. As a result, we feel obliged to preserve our environment for our children and all others. It is with that in mind that we place a great focus on “Green Building” – environmentally friendly building. Our mission is to build high performance, sustainable homes that:

- Reduce water usage
- Have healthy indoor air quality
- Have a positive impact on our environment
- Conserve natural resources: water, trees, natural gas, and electricity
- Reduce pollution
- Reduce landfill use
- Reduce utility consumption
- Improve durability and reduce maintenance
- Are energy efficient and increases indoor comfort

GOVERNMENTAL RESPONSIBILITIES

PILOT Proposition

Requested PILOT Terms

Capodagli intends to apply to the municipality for a Long-Term Tax Exemption identified as a Payment in Lieu of Taxes (PILOT) pursuant to N.J.S.A. 40A:20-1 et seq. A PILOT is necessary for the successful financing of the project. The municipality would be afforded the opportunity to retain a larger percentage of taxes it collects 95% versus the traditional method of tax payment/collection as well as allow the municipality to obtain and service bonds for the infrastructure of the project using the Capodagli's PILOT payment. PILOT payments will render these proposals financially feasible and will permit the Redeveloper to deliver on this proposal.

The project would create new employment opportunities by creating jobs both during and after construction. These jobs will significantly increase local income and maximize the economic value to Collingswood. In addition, the Borough will receive a guaranteed percentage of the project's Effective Gross Income over the course of a set number of years. The project will produce minimal school age children, while catering to a large tenant population, many of whom will transition into local homeowners. The PILOT payment at 10% of income upon the project's stabilization is estimated at \$350,000.

The PILOT will generate a moderate level of return on equity invested which is required to adequately compensate for the risks associated with this real estate development project.

Capodagli may also consider using union labor for certain portions of the construction budget with the incorporation of the issuance of a redevelopment area bond by the Borough of Collingswood in accordance with the Redevelopment Area Bond Financing Law, N.J.S.A. 40A:12A-64 et seq. The developer will be responsible for any and all costs associated with the Redevelopment Area Bond.

SPONSOR BACKGROUND AND QUALIFICATIONS

It is our belief that the Capodagli team's collective track record and financial strength, along with our development expertise, coupled with the Borough's vision and effectiveness, can achieve an exemplary project that can serve as a model for smart development in New Jersey. We appreciate the vision for the redevelopment of the site presented by the Borough of Collingswood, and we welcome the opportunity to work alongside the Borough to turn this concept into a reality.

The table below illustrates the key internal members of the development team. Resumes for each of the key internal members can be found in Appendix B.

Development Team – Key Internal Members

Responsibility	Personnel
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Key Internal Members	<ul style="list-style-type: none">• George Capodagli, <i>Founder and Managing Principal.</i> 201 S. Wood Ave, Linden, NJ 07036 george@capodagli.com O: (973) 694-3000 D: (917) 361-1327• Thomas Farley, <i>Chief Financial Officer.</i> 201 S. Wood Ave, Linden, NJ 07036 tfarley@capodagli.com O: (973) 694-3000 D: (908) 982-4057• Craig Ryno, <i>Vice President of Real Estate Acquisitions and Approvals</i> 201 S. Wood Ave, Linden, NJ 07036 craigryno@capodagli.com O: (973) 694-3000 D: (908) 581-2979• John Longo, <i>Head of Capital Markets & Investments.</i> 201 S. Wood Ave, Linden, NJ 07036 jlongo@capodagli.com O: (973) 694-3000 D: (908) 982-4052• Dennis Liloia, <i>General Counsel and Vice President of Development & Acquisitions</i> 201 S. Wood Ave, Linden, NJ 07036 dennis@capodagli.com O: (973) 694-3000 D: (908) 982-4057• Thomas Visaggio, <i>Assistant Vice President of Development</i> thomas@capodagli.com O: (973) 694-3000 D: (201) 927-9057
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Development Team – External Key Members

Our dynamic team of land use professionals assembled has significant experience on projects which have successfully revitalized towns by creating transit village communities and other downtown developments throughout the State of New Jersey. We are particularly cognizant of the unique opportunities presented by this site in how to transform it into a unique and convenient venue for the community to live, dine, shop and play.

Development Team – Key External Members

Personnel

Key External Members	<p>David J. Minno, AIA/PP - Principal – Mr. Minno is a founding Principal of Minno & Wasko Architects and Planners, a full-service architecture and urban design firm. He is a well-respected architect throughout the state of New Jersey that brings a wide range of experience and expertise in multi-family, mixed-use, and transit-oriented redevelopments.</p> <p>80 Lambert Lane, Suite 105, Lambertville, NJ 08530</p>
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Development Team – Key External Members

Personnel

dminno@minnowasko.com | O: (609) 397-9009, ext. 112

Julia Algeo, PE, PP, CME – Senior Principal & Regional Director– Ms. Algeo has extensive experience in various aspects of civil engineering and site design involving warehouse distribution centers, commercial centers, office parks, industrial facilities, educational facilities, residential developments, and solar energy generating facilities. Her knowledge includes all aspects of site design, from concept planning, zoning compliance, stormwater management, and sanitary sewer systems, through permit acquisition and project completion. She provides representation of development applications to local planning and zoning boards and serves as the liaison with NJDEP and other regional agencies for the projects she manages.

1000 Water View Drive, Unit 201, Hamilton Township, NJ 08691
julia.algeo@collierseng.com | O: (732) 673-8257

Peter Licata, Esq. – Managing Partner – Sonnenblick Mehr & Licata P.C. (formerly, Sonnenblick, Parker & Selvers, P.C.) founded in 1977 is an AV rated Martindale-Hubbe law firm and stands among the most prominent law firms in central New Jersey for its commitment to excellence as well as its proven ability to provide affordable legal services of the highest quality and integrity. The AV-rating is a testament that members of the bar and judiciary rank the firm at the highest level of professional excellence: “A” representing a legal ability of very high to preeminent, and “V” signifying an ethical standard of very high. The firm’s three named attorneys have each practiced for over 25 years. Gerald N. Sonnenblick (AV), William J. Mehr (AV) and Peter G. Licata (AV) lead our Zoning, Real Estate Development and Commercial and Corporate Law practices which represent many nationally recognized companies and is widely recognized as one of the most preeminent attorneys in their field. Similarly, John A. Rentschler joined our firm in 2001 and also has more than 25 years of experience in diverse practice areas.

3 Monument Street, Collingswood, NJ 07728
plicata@Collingswoodnjlaw.com | O: (732) 431-1234

John McDonough, LA, PP, AICP - Principal - Mr. McDonough brings a comprehensive and integrated approach to land use planning that includes a background in architecture, design and regional planning of similar projects.

101 Gibraltar Drive, Suite 1A, Morris Plains, NJ 07950
jmcdonoughpp@gmail.com | O: (973)-221-6011

Selected Projects

Project #1 - Meridia Main Station – Bound Brook, New Jersey

534 E Main St, Bound Brook, NJ 08805

- Size: 254,352 sq ft
- Project Team Members:
 - Internal Development Team members are the same as those listed above
- Project Completion: 2015
- Municipal References: Robert Fazen, Mayor of Bound Brook, NJ
 - Address: 230 Hamilton Street, Bound Brook, NJ 08805
 - Telephone Number: 732-356-0833
 - Email Address: rfazen@boundbrook-nj.com

Meridia Main Station, located in Bound Brook, New Jersey, contains 240 apartments boasting spectacular views of the Bound Brook Creek and Raritan River. The Bound Brook rail station is only 0.2 miles away. Apartments consist of one- or two-bedroom floorplans, with layouts ranging up to 851 square feet. The apartments feature luxury finishes including rich hardwood floors, granite countertops and eye-catching balconies. Amenities include a social TV lounge complete with various comfy lounge seating chairs, TV's, and billiards for a friendly game of pool with neighbors, and an expansive fitness center home to a wide variety of cardio weight equipment ideal for every workout regimen and centrally located laundry facilities.



Project #2 - Meridia On Main – Hackensack, New Jersey

240 Main St, Hackensack, NJ 07601

- Size: 108,740 sq ft
- Project Team Members:
 - Internal Development Team members are the same as those listed above
- Project Completion: 2018
- Municipal References: John P. Labrosse, Jr., Mayor of Hackensack, NJ
 - Address: 65 Central Ave, Hackensack, NJ 07601
 - Telephone Number: (201) 646-3940

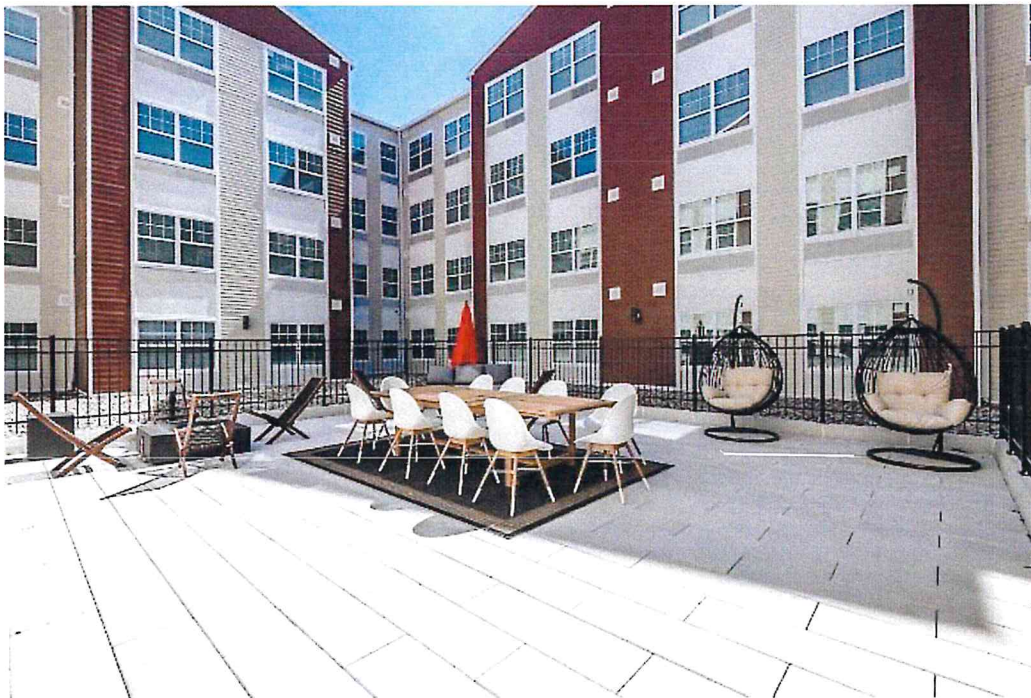
Meridia On Main, located in Hackensack, New Jersey, contains 106 residential apartments in a 5-story structure along with 126 parking spaces in the lower-level garages and nine on-street spaces. The property is located near both the Anderson and Essex Street Train Stations and has other modes of transportation such as a bus stop in front of the property. The property features a state-of-the-art fitness center with a wide variety of cardio and weight equipment available for use. The proximity to NYC and the walkability of our community gives residents the best of both worlds. Amenities include a social room, library complete with a dining room for neighbors to gather and dine together and the CapDiner restaurant, which is open to residents and the public (room delivery available). Each unit is equipped with its own washer and dryer, granite countertops, and hardwood floors throughout.



Project #3 - Meridia On Westfield – Roselle Park, New Jersey
240 W. Westfield Ave, Roselle Park, NJ 07204

- Size: 184,046
- Project Team Members:
 - Internal Development Team members are the same as those listed above
- Project Completion: 2020
- Municipal References: Joe Signorello, Mayor of Roselle Park, NJ
 - Address: 110 E. Westfield Ave, Roselle Park, NJ 07204
 - Telephone Number: (908) 666-7817

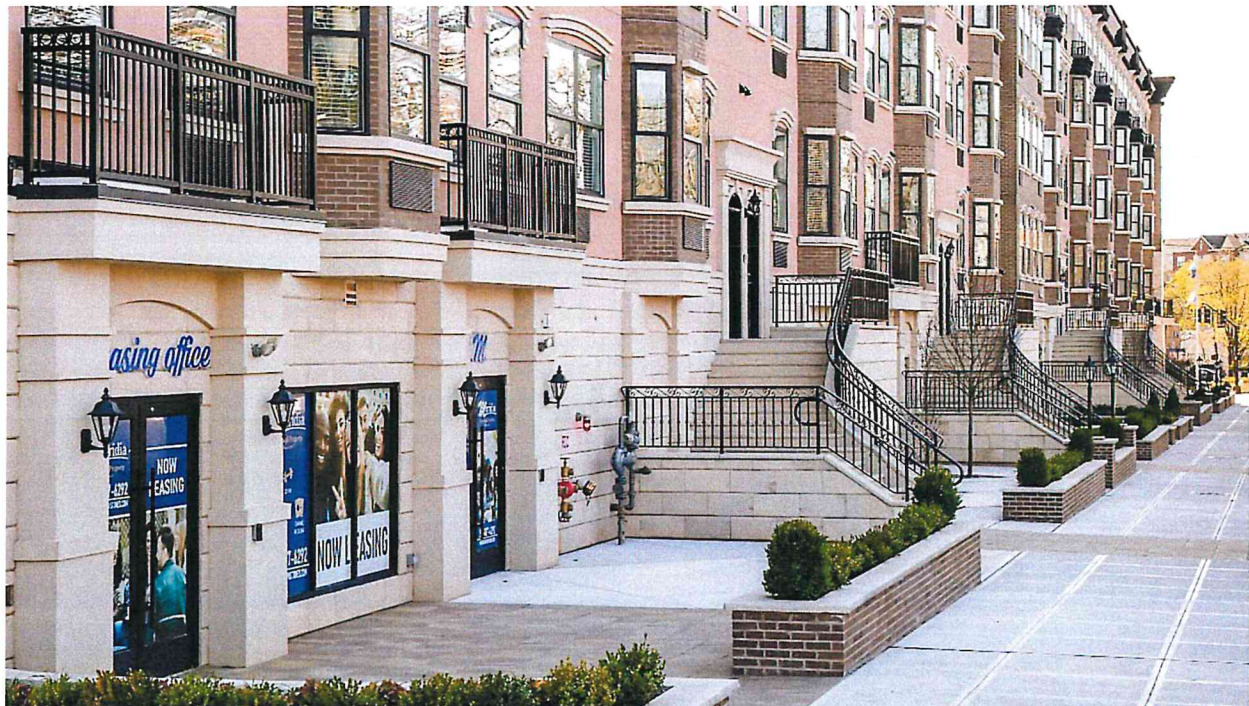
On Westfield is a six-story mixed-use building containing 161 residential units and 4,700 sq. ft. of ground-level retail space, all located within walking distance of the train station. The building contains 222 garage parking spaces and 70 plaza parking spaces. The building contains a state-of-the-art fitness center with a wide variety of cardio and weight equipment available for use, a social room with games, televisions and seating areas, a central courtyard to enjoy with friends and guests, and a restaurant located on the lower level. Each unit is equipped with its own washer and dryer, granite countertops, and hardwood floors throughout.

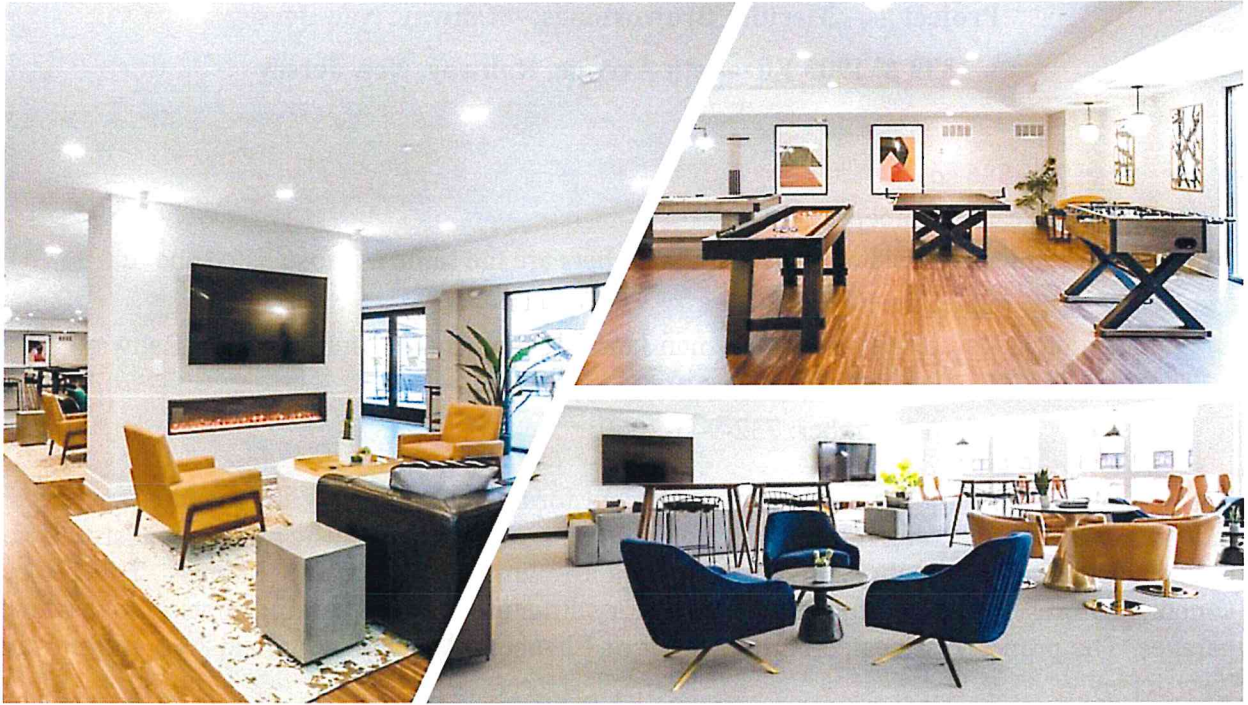


Project #4 - Meridia Brownstones – Rahway, New Jersey
1839 & 1905 Elizabeth Avenue, Rahway, New Jersey

- Size: 241,586 sq. ft.
- Project Team Members:
 - Internal Development Team members are the same as those listed above
- Project Completion: 2020
- Municipal References: Assemblyman James J Kennedy (Former Mayor of Rahway)
 - Address: 1445 Main Street, Rahway, NJ 07065
 - Telephone Number: 732-943-2660

Rahway Brownstones is Meridia's newest concept for modern living. With amenities such as an indoor swimming pool, dog park, indoor golf simulator, workspace, music room, expansive social rooms and pristine outdoor courtyard, Meridia Brownstones is sure to impress. The project contains 298 residential apartments in a five-story structure and 132 parking spots in lower-level garages. The property is located on the corner of Elizabeth Ave and W. Grand Ave. in Rahway, New Jersey.





Meridia
Commercial Property

Existing Projects and Under Construction 2024

Recently Completed Projects – Work Experience

Meridia Parkway, 1 Parkway, Wallington, NJ <ul style="list-style-type: none">• 33 residential, market-rate apartments	2013 - 2018
Meridia Park Ave, 6035 Park Ave, West New York, NJ <ul style="list-style-type: none">• 125 residential, market-rate apartments	2014 - Present
Meridia Main Station, 532 East Main Street, Bound Brook, NJ <ul style="list-style-type: none">• 240 residential, market-rate apartments	2015 – Present
Meridia Metro, 100 State Street, Hackensack, NJ <ul style="list-style-type: none">• 222 residential, market-rate apartments	2016 – Present
Meridia Lifestyles I, 103 South Wood Avenue, Linden, NJ <ul style="list-style-type: none">• 176 residential, market-rate apartments	2016 – Present
Meridia Lafayette Village, 1555 Main Street, Rahway, NJ <ul style="list-style-type: none">• 115 residential, market-rate apartments• Ground-level retail space	2017 – Present
Meridia Transit Crossing, 202 Schley Street, Garfield, NJ <ul style="list-style-type: none">• 75 residential, market-rate apartments	2018 – Present
Meridia on Main, 240 Main Street, Hackensack, NJ <ul style="list-style-type: none">• 106 residential, market-rate apartments	2019 – Present
Meridia on Westfield, 240 Westfield Avenue, Roselle Park, NJ <ul style="list-style-type: none">• 161 residential, market-rate apartments• Ground level retail space	2020 – Present
Meridia Transit Plaza, 1 West Dickerson Street, Dover, NJ <ul style="list-style-type: none">• 214 residential, market-rate apartments• Ground-level retail space	2020 – Present
Meridia Brownstones, 1900 Elizabeth Avenue, Rahway, NJ <ul style="list-style-type: none">• 298 residential, market rate apartments	2020 – Present
Meridia on Westfield, 250 Westfield Ave, Roselle Park, NJ <ul style="list-style-type: none">• 52 residential apartments	2022 - Present
Bound Brook Self Storage, 69 S. Main Street, Bound Brook, NJ <ul style="list-style-type: none">• 100,000 sf of self-storage space	2022 - Present

Garfield 99, 99 Passaic St, Garfield, NJ 2023 - Present

- 86 residential apartments

South Orange Village Commons, 209 Valley Road, South Orange, NJ 2023 - Present

- 106 residential apartments
- Ground-level retail space

Under Construction 2024



PROPOSED 3D RENDERING

Garfield 290, Square Footage: 120,000 Industrial, 164,000 Self Storage, 4,000 Retail



Meridia, Pompton Lakes 261, Units: 212, Retail



Meridia Bound Brook 300, Units: 60



Meridia Bound Brook 1, Units: 75, Retail



Meridia Roselle Park 10, Units: 325, Retail



Meridia Lincoln Park 239, Units: 45, Retail



Meridia Lincoln Park 117, Units: 175



Meridia Little Ferry 110, Units: 294, Retail



Meridia Linden 1001, Units: 402, Retail



Meridia Toms River 40, Units: 281

ADDITIONAL INFORMATION

References

REFERENCES

Joseph P. Baumann, Jr.
Member, McManimon, Scotland Baumann
Office: 973-622-5259

Robert F. Halsch, Jr.
President/CEO, Greater Bergen Community Action
Office: 201-968-0200

Douglas Doyle, Esq.
Partner, Decotiis, Fitzpatrick & Cole
Office: 201-347-2128

Robert Goldsmith, Esq
Greenbaum, Rowe, Smith & Davis LLP
Redevelopment Attorney
Office: 732-476-2620

Francis Reiner
DMR, Director of Planning and Redevelopment,
Partner
Office: 201-288-2600

Robert Feldman, VP
Lakeland Bank
Office: 973-882-3486

Andrew Silverstein
Chairman, Pompton Lakes Redevelopment Agency
Office: 973-835-0143

Senator Joseph P. Cryan
District 20
Office: 908-624-0880

Kory Klebanoff
Managing Director,
212-235-1287
Thomas J. Duch, Esq.
Bergen County Administrator
Office: 201-336-6959

Deputy Mayor Joseph Delaney
Garfield Councilman
Office: 973-934-2597

Mayor John P. LaBrosse, Jr.
Hackensack Mayor
Office: 201-646-3940

Perry Mayers
Borough Administrator, Lincoln Park
Office: 973-694-6100

Councilman Abel Gomez
Borough of Bound Brook
Office: 908-566-5492

Steven G. Mlenak
Partner, Greenbaum, Rowe, Smith, & Davis
Office: 732-476-2526

Financial Qualifications

Capodagli has excellent relationships with many different types of local and regional lenders. All Capodagli projects have been completed on budget, within their timeline with no missed or late payments. Capodagli has never defaulted on any loan since conception. Capodagli has worked with the same lenders on multiple projects, developing a strong borrower/lender relationship.

Meridia has closed multiple construction loans over the last 3 years for multifamily/mixed-use projects ranging between 100-300 units (\$20MM - \$71MM in financing per project). These projects are typically one- or two-level podium parking with 3-5 floors of residential above and include a large retail component on the ground floor. The construction financing is provided by local/regional relationship lenders who are familiar with the Meridia product-type.

For this project, Capodagli intends to secure construction financing at 65% loan to cost and fund the remaining equity gap using available liquidity.

Recent Financing Highlights

Recent Loans:

Project	Description	Loan Amount	Loan Type	Start Year	Funding Source
Meridia Roselle Park 10	325 Units, Retail	\$65,000,000.0	Construction Loan	2021	ACORE Capital, LP
Little Ferry 110	294 Units, Retail	\$71,000,000.0	Construction Loan	2021	SCALE Lending, LLC
Meridia Linden 1001	402 Units, Retail	\$71,500,000.0	Construction Loan	2022	ACORE Capital, LP
Meridia On Westfield	161 Units, Retail	\$66,000,000.0	Bridge Loan	2021	Investors Bank
Meridia Brownstones	298 Units	\$52,000,000.0	Bridge Loan	2021	Sterling National Bank

Additional lenders we have worked with include, but are not limited to, the following companies:

- Spencer Savings Bank
- Greystone
- Investors Bank
- Arbor
- Deutsche Bank
- Tri-State
- BB&T
- Vision Federal Credit Union
- Metlife
- Amboy Bank
- Capital One
- Lakeland Bank

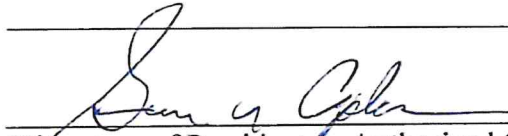
Ownership Disclosure Statement

OWNERSHIP DISCLOSURE STATEMENT

In accordance with State law, corporate and partnership Respondents must submit a statement of names and addresses of all stockholders in the corporation or partnership owning 10% or more of its stock of any class, or of all individual partners in the partnership who owns a 10% or greater interest, as the case may be. If one or more such stockholder or partner is itself a corporation or partnership, the names and addresses of stockholders holding 10% or more of that corporations' stock or of individual partners owning 10% of greater interest in that partnership, as the case may be, shall also be listed. The disclosure shall continue until names and addresses of every known corporate stockholder and individual partner, exceeding the 10% ownership criteria is listed. If the Respondent is neither a corporation nor a partnership, he shall so attest in neither a corporation nor a partnership, he shall so attest in the space provided below:

NAME:

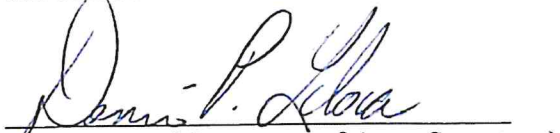
George M. Capodagli


(Signature of President or Authorized Officer)

Capodagli Property Company, LLC
(Name of Partnership or Corporation)

201 South Wood Avenue, Linden, NJ 07036
(Address)

ATTEST:


(Signature of Secretary of Asst. Secretary)

ADDRESS:

201 South Wood Avenue

Linden, NJ 07036

(Date)

Dennis P. Liloia, General Counsel
(Print Name and Title)

Dennis P. Liloia GC
(Print Name and Title)



RESIDENTIAL

MERIDIA MAIN STREET STATION, Bound Brook

The Meridia Main Street Station is a five-story residential apartment building with 240 dwelling units located in downtown Bound Brook. The site is within steps of the Bound Brook train station which is located on the Raritan Valley Line with rail service to Newark and New York City. It is an important element to the Transit Village designation that the Borough received in 2003. The property is located strategically at one of the Borough gateways and across the street from Billan Legion Park, a municipal recreation area, and near the downtown shops and restaurants. The new building is a positive change to the streetscape of the downtown and brings new residents who frequent the downtown business establishments. In addition to shops, bakeries, services and restaurants, the new residents can take advantage of the other downtown amenities including the Brooks Theater with its cultural programming, the Hamilton (Art) Gallery and a farmer's market in the summer.

The site was formerly a car dealership and then became the Borough public works site when the municipality took control of the entire tract. Environmental remediation was required. The Borough teamed up with Somerset County to move their DPW and to provide the tract to be remediated and developed. The structure contains various amenities for the residents including a fitness center. The units include energy efficient appliances and fixtures and the structure is a LEED and Energy Star rated efficient building. It is equipped with the new technology for camera system accessibility through smartphone or internet monitoring. The structure commenced construction in 2014 with the first residents moving in during 2015. The building is now at full occupancy. The project is an example of how municipal officials can follow established planning techniques along with visionary strategies for redevelopment to achieve significant results for their downtown.

The developer of the project was the Capodagli Property Company. The architect was Albert Arcencibia and the engineer was Harbor Consultants.

Appendix A

Project Conceptual Design





COMMUNITY VISION
ARCHITECTURE

THEME IMAGERY
DATE: 03/15/2024

MINNO WASKO
ARCHITECTS AND PLANNERS
40 HAMPDEN LANE, SUITE 102, LANSINGTOWN, NEW JERSEY 07033 | 908.224.0000
TWO GATEWAY CENTER, SUITE 1200, NEWARK, NEW JERSEY 07102

Meridia
Capitol Property
Since 1977

PREPARED FOR
Building on Belonging
for more than 50 years

ATLANTIC AVE TRANSIT VILLAGE
COLLINGSWOOD, NEW JERSEY
FOR FURTHER INFO, CONTACT ARCHITECTS AND PLANNERS



COMMUNITY VISION
WATER TOWER PARK

THEME IMAGERY
DATE: 03/15/2024

MINNO WASKO
ARCHITECTS AND PLANNERS
40 LAUREL LANE SUITE 102 LAMBERTVILLE, NEW JERSEY 08530 MINNOWASKO.COM
200 S GATEWAY CENTER SUITE 3000 LYON SQUARE, NEW JERSEY 07102

Meridia
Capitol Hill Property
Since 1978

PREPARED FOR
Building on Belonging
for more than 50 years

ATLANTIC AVE TRANSIT VILLAGE
COLLINGSWOOD, NEW JERSEY
1402224
©2019 FROST & BARNES ARCHITECTS AND PLANNERS



COMMUNITY VISION
INTERIOR LOBBY AND AMENITY SPACES

THEME IMAGERY
DATE: 03/15/2024

MINNO WASKO
ARCHITECTS AND PLANNERS
40 LAUREL LANE SUITE 102 LAMBERTVILLE, NEW JERSEY 08530 MINNOWASKO.COM
200 S GATEWAY CENTER SUITE 3000 LYON SQUARE, NEW JERSEY 07102

Meridia
Capitol Hill Property
Since 1978

PREPARED FOR
Building on Belonging
for more than 50 years

ATLANTIC AVE TRANSIT VILLAGE
COLLINGSWOOD, NEW JERSEY
1402224
©2019 FROST & BARNES ARCHITECTS AND PLANNERS



EXISTING SITE
SCALE: 1/32" = 1'-0"

CONCEPTUAL PLANS
DATE: 03/15/2024

MINNO WASKO
ARCHITECTS AND PLANNERS
40 JAMBERT AVE. SUITE 100, CAMDEN, NJ 08102 | 856.963.0000
WWW.MINNOWASKO.COM

Meridia
Camden Property

PREPARED FOR
Building on Belonging
for more than 50 years

ATLANTIC AVE TRANSIT VILLAGE
COLLINGSWOOD, NEW JERSEY
CONCEPT BY MINNO & WASKO ARCHITECTS AND PLANNERS



SITE PLAN
SCALE: 1/32" = 1'-0"

CONCEPTUAL PLANS
DATE: 03/15/2024

MINNO WASKO
ARCHITECTS AND PLANNERS
40 JAMBERT AVE. SUITE 100, CAMDEN, NJ 08102 | 856.963.0000
WWW.MINNOWASKO.COM

Meridia
Camden Property

PREPARED FOR
Building on Belonging
for more than 50 years

ATLANTIC AVE TRANSIT VILLAGE
COLLINGSWOOD, NEW JERSEY
CONCEPT BY MINNO & WASKO ARCHITECTS AND PLANNERS

Appendix B

Development Team Resumes

GEORGE M. CAPODAGLI - Founder, Owner and Principal

Work History

- 1970 - Present Capodagli Property, LLC. Founder and owner of real estate Development Company responsible for the development of over 2,000 residential units and 100,000 square feet of commercial space.
- 1985 - 2001 George M. Capodagli and related companies performed private and public general contractor work with \$80 Million bonding capacity.

Professional Accomplishments

Development Projects

- 88 units Rental, Rahway (\$19,000,000)
- 60 units Rental, West New York (\$10,000,000)
- 40 units Condo, Ridgefield Park, (\$12,000,000)
- 5-2 Family, West New York (2,500,000)
- 55 unit Condo, Hackensack, joint venture, Kaplan Company (\$22,000,000)
- 147 unit Rental, Bayonne, joint venture, Kaplan Company (\$30,000,000)
- 150 Luxury Villa's Planned Community, Kinnelon, joint venture, Roseland Properties (\$100,000,000)
- 21 unit Condo, Pompton Lakes (\$8,000,000)
- 108 unit Condo, E. Rutherford, joint venture BNE/Millennium (\$30,000,000)
- 30,000 SF. Class "A" Office Complex, Kinnelon, NJ Received "SAM" award for Best Building under 50,000 SF (value \$6,000,000)
- 143 Townhouses, Kearny, N.J. Obtained approvals, designed units, installed site work then sold (value \$40,000,000)
- 100 Townhouses, Newark, NJ Federal Housing Project. Obtained approvals, constructed units (value \$8,300,000)
- 23,000 SF Medical Center, Astoria, NY. Designed and Built (value \$24,500,000).
- 33 Lot Subdivision and Custom Homes in Smoke Rise, Kinnelon, NJ. Obtained approvals, built roads, constructed homes (value \$25,000,000).
- Constructed 30+ Custom Homes in Kinnelon, NJ (value \$60,000,000).
- Various 2/3/4/ Family Homes, Harrison, Kearny and Nutley, NJ (value \$10,000,000+)
- Office Building, Designed and Built, Riverdale, NJ (value \$2,500,000).

Thomas Farley, CPA

18 Kelly Street
Metuchen, NJ 08840
(862)242-0836
thomasfarley1@gmail.com

WORK EXPERIENCE

Capodagli Property Company/Meridia Living: Linden, NJ

April 2018 – Present

Chief Financial Officer:

- Undertake all aspects of financial management for property developer/Real Estate Company
- Partner with property management and construction departments to provide meaningful financial information to drive efficiency improvements throughout operations.
- Manage/project cash flows in a leveraged and fast paced environment.
- Improve the closing process delivering more accurate and timely financial results.
- Oversee HR managing all employee onboarding and disputes.
- Implement Tax saving strategies relating to cost segregation studies and 1031 planning.

Doka USA: Little Ferry, NJ May 2017 – April 2018

Head of Controlling North America (annual sales \$250M):

- Undertake all aspects of financial management for Doka USA and Canada (consisting of 10 business units/branches throughout the US and Canada) reporting directly to the CEO of North America and supporting area, country, and regional management teams
- Lead Accounting, Accounts Payable, Credit and Collections, and IT departments.
- Manage all accounting operations for US and Canadian legal entities, including billing, A/R, A/P, Cost Accounting, inventory accounting and revenue recognition.
- Manage the monthly, quarterly, and annual close process including year-end audit process.
- Prepare and publish monthly financial statements to present to management.
- Prepare analysis and provide recommendations to significantly contribute to the improvement of financial performance. Including travel to North American branches to conduct business reviews.
- Lead the monthly forecast and annual budget process for the North American Branches.

Mistras Group: Princeton Junction December 2014 – April 2017

Regional Controller – Services Segment (annual sales \$500M): September 2015 – April 2017

- Regional Controller for 30 offices/business units across Western US and Canada regions (travel 30%-40% of the time).
- Perform detailed financial analysis on each site's performance, assessing business issues and helping positively impact results/profitability.
- Assist each sites management with setting budgets, anticipating events and setting forecasts.
- Perform monthly P&L reviews focusing on determining issues and creating action plans for improvements.
- Constant communication with executive team regarding regions performance, expectations, improvement initiatives.
- Evaluate potential acquisitions as well as leading in the integration of acquisitions once acquired.
- Implementation of % of completion revenue recognition process for unique business unit to improve the accuracy of financial reporting.
- Implementation of processes/efficiencies to improve the timeliness of the close process.

Controller – Products & Systems Segment (annual sales \$30M): December 2014 – August 2015

- Partner with group management to aide in profitable growth in the division.
- Develop, create, and provide useful reports to better manage the operational activities of the division.
- Manage monthly, quarterly, and annual close processes.
- Review/assist in the preparation of all month end balance sheet reconciliations (cash, receivables, inventories, deferred revenues, AP, accrued liabilities, etc)
- Ensure company accounting practices, policies, and procedures are in accordance with GAAP.

- Review new/potential contracts for determination of appropriate revenue recognition
- Coordinate external audit requirements to meet all deadlines.
- Assist with Sarbanes Oxley Section 404 documentation and compliance.

SaxBST: Clifton, NJ September 2008 – November 2014

Accounting & Auditing Manager: July 2013 - November 2014

Accounting & Auditing Senior: July 2010 – June 2013

Junior / Associate: September 2008 – June 2010

- Perform all functions of audit using a risk based approach, including planning, fieldwork, and wrap-up.
- Apply appropriate substantive procedures and analytical analyses of significant financial statement account balances
- Prepare reports including findings of significant deficiencies or material weaknesses.
- Proposes comments to management regarding internal control deficiencies
- Appropriately delegate work to other team members, supervise and review their work, and give performance evaluations upon completion of engagements.
- Train and mentor new employees in firm policy, procedures, auditing, and computer software programs.
- Industry exposure: Manufacturing and distribution, real estate, construction
- Prepare single entity, combined, and consolidated (subsidiary and variable interest) financial statements with complete footnote disclosures for all industry exposures in accordance with GAAP.
- Prepare year-end tax returns for individuals, partnerships, and S Corporations (including year-end adjusting tax entries).

EDUCATION

Ramapo College of New Jersey, Mahwah, New Jersey

Bachelor of Science in Accounting, May 2008

Microsoft Office, Excel, Outlook, Sage 300, SAP ERP system, IFS ERP system, Sytline ERP system, QuickBooks.

Craig A Ryno

Address:

230 US Highway 206, Suite 206
Flanders, NJ 07836

Email Information:

rynomarketing@aol.com

Phone:

Office - 852.244.4222
Cell - 908.581.2979

WORK EXPERIENCE:

Capodagli Property Company, LLC, Linden, NJ
Vice President of Acquisitions and Development

July 2013 - Present

- Managed the land use approval process from inception to construction for over 3,000 multifamily units throughout New Jersey.
- Headed the approval team by hiring land use professionals and acting as a liaison between municipality and developer to modify the plans as needed to become acceptable to all parties.
- Identified underutilized lands suitable for redevelopment and negotiated price and terms with sophisticated and unsophisticated sellers in order to obtain required approvals before closing.
- Initiated Payment In Lieu Of Tax (PILOT) program negotiations with municipalities on behalf of developer to make previously unprofitable projects economically feasible
- Obtaining approvals for over 1,000 multifamily units and 300,000+ sq ft of commercial space in multiple municipalities including Garfield, Bound Brook, Pompton Lakes, Hackensack, Lincoln Park, and Toms River in 2020
- Supervising the predevelopment due diligence and preparation activities of an additional 2,000 multifamily units and 200,000+ sq ft of commercial space in various municipalities including Toms River, Gloucester City, Lodi, Union, Clifton, Roselle, Roselle Park, Hackensack, and Bergenfield.

Ryno Marketing Group, Inc, Flanders, NJ
Broker

June 1992 - Present

- Owned and operates a New Home Sales and Marketing Company in New Jersey, Maryland and Pennsylvania. Coordinated and participated in all phases of the new Home communities for the Builders. Managed multiple communities career sales volume more than \$1 Billion in over 3,000 transactions.
- Provided Feasibility studies for all projects. Determined best use for raw land and then worked with professional engineer to develop site plan. Researched market to determine best product, price, user profile and features and then worked with architect to design product. Created budgets and proformas to insure that project could be built profitability on budget and on time. Worked with sub-contractors to obtain bids and then managed and scheduled their work and inspections. Attended all necessary governmental meetings. Managed Project from initial site improvements to final build out.
- Hired and trained all sales personal. Company received numerous sales awards from the Builders League of South Jersey, three Rookies of the Year, one Salesperson of the Year, one award for Salesperson with the highest dollar volume one award for Salesperson with the most units sold, two Sales Managers of the year and one award from the New Jersey Builders Association for New Jersey Sales Director of the Year.
- Created and managed reporting system in all aspects of new homes sales including marketing budgets and sales projections

Weichert New Homes, Morristown, NJ
Senior Vice President

June 1982 - June 1992

- Involved in starting the New Home Division for Weichert Realtors.
- Responsible for the training and managing of Regional Account Managers in New York, Connecticut, New Jersey, Delaware and Pennsylvania whose responsibilities were to list and sell homebuilders communities.
- Senior marketing and sales responsibility for the new home division of the largest solely owned real estate company in the country. Managed and consulted to approximately 60 communities marketed by 35 separate builders in a five-state area through 4 division managers and a staff of approximately 75. Sales exceeded \$100M each year.
- Listed and sold over 50 communities in 1992

Weichert Realtors, Chester, NJ
Sales Associate

September 1976 - June 1982

- Worked in Chester Office doing general Real Estate business.
- Set company sales record with twenty-two million dollars sold in 1981.

EDUCATION:

Gettysburg College, Gettysburg, PA
Bachelor of Arts in Political Science

Graduated: May 1976

BRIAN J. PFISTNER - VP - Property Management Operations

Professional Accomplishments

2012 - Present

Property Management

Manage all aspects of property management for 700+ market rate units to include marketing, operations and financing. Provide organizational support and guidance where necessary for company controlled 2,000+ market rate units in development and construction phases.

1992 - 2012

Business & Operations Support

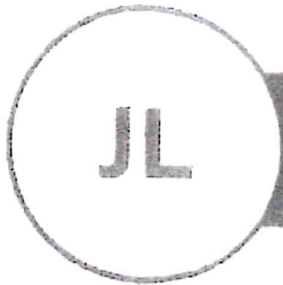
Diverse experience with concentrations in technology, finance and operations. Former Marine Corp Avionics Technician with multiple meritorious promotions. Previous FINRA Series 7 licensed equities and futures trader with a focus on both short and long term economic cycles. Co-founded energy firm focused on NYC Class A commercial properties, grew firm to \$15MM+ annual revenue before exiting to attend graduate school.

Work History

- Capodagli Property Company, Linden, NJ: 2012 - Present
- Tyco International, Princeton, NJ (*Graduate Intern*): Summer 2011
- Integrated Energy Services, New York, NY : 2006 - 2010
- Carlin Equities, New York, NY: 1999 - 2002
- United States Marine Corps: 1992 - 1998

Education

- Masters, Management & Labor Relations, Rutgers University School of Management and Labor Relations: 2012
- Bachelor of Business Administration, Entrepreneurship, Temple University, Fox School of Business: 2006



JOHN LONGO

REAL ESTATE FINANCE | CAPITAL MARKETS
JLONGO@GMAIL.COM | 302.753.7345

SKILLS

Actovia, Argus, CoStar, Microsoft Office (Excel, Word, Access, and PowerPoint), Procin, Procore, PropertyShark, Reonomy, Trepp, and Real Estate Salesperson License

INTERESTS & AWARDS

Commercial Real Estate, Economic trends & indicators, Stock market, International Business, Business Strategy, Golf, Reading, Travel, Competitive sports

2018 Mid Atlantic Real Estate Journal "30 Under 30"

Tau Kappa Epsilon Fraternity - President

EXPERIENCE

Capodagli Property Company, Linden, New Jersey November 2018 - Current
Vice President - Head of Capital Markets and Investments

- ❖ Managed a team of analysts to meet financing, construction, cash flow, and lending deadlines
- ❖ Established relationships with lenders to explore the most strategic financing opportunities, which included LOCs, swaps, senior financing, secondary financing, foreign capital, and tax credit financing.
- ❖ Negotiated PELOTs and Tax abatements with multiple townships to support project feasibility.
- ❖ Spoke on multiple panels about upcoming real estate trends, real estate development, and opportunity zones.

Capodagli Property Company, Linden, New Jersey June 2017 - November 2018
Associate - Capital Markets and Investments

- ❖ Sourced and structured \$350M of construction and permanent debt from local/national banks, credit unions, debt funds, and agency lenders.
- ❖ Originated, underwrote, and closed all lending opportunities for the newly established lending arm of the company.
- ❖ Generated cash flow models for all transactions using excel to calculate equity returns, distribution waterfalls, and risk measurements.

VCPRE, Manhattan, New York September 2015 - June 2017
Investment Sales Associate

- ❖ Facilitated the transaction of approximately \$92 million of real estate assets throughout NYC.
- ❖ Created detailed financial models from underwriting to project cash flows and returns for upwards of a billion dollars in real estate assets.
- ❖ Sourced new deals through cold calling with Institutional Investors, PE Family Offices, and longtime owners while building relationships through constant communication.

EDUCATION

New York University - Shack School of Real Estate September 2019
Master of Real Estate

West Virginia University: School of Medicine May 2015
Bachelors of Science in Biology

DENNIS P. LILOIA, General Counsel & Vice President of Development

Capodagli Property Company, LLC, Linden, NJ. August 2017 – Present

General Counsel & Vice President of Development

- Member of acquisition, approval and development team responsible for structuring and implementing the company's acquisitions, approvals, construction and financing.
- Conduct and coordinate all aspects real estate acquisitions and financing transactions including preconstruction development, real estate acquisition, performing due diligence and securing necessary approvals from State and local authorities.
- Oversee legal matters related to the company's assets and corporate affairs.

Florio Kenny Raval, LLP, Hoboken, NJ. Feb. 2010 – August 2017

Senior Counsel

Pitman, Pitman, Mindas and Lee, PC, Springfield, NJ. June 1995 – Nov. 2000

Attorney

Hoagland, Longo, Moran, Dunst & Doukas, LLP, New Brunswick, NJ. Dec. 1993 – June 1995

Associate Attorney

- Represented public and private clients in NJ State and Federal District Courts and Appellate Courts prosecuting and defending a broad range of civil cases including insurance coverage disputes, NJ Tort Claims Act, employment discrimination, civil rights claims, property claims, construction defects and environmental matters including remediation of contaminated sites.
- Handled a wide range of real estate matters including acquisitions, sales and leasing of commercial and industrial properties and represent borrowers and lenders in connection with construction loans and other financing.
- Represented applicants before local municipal land use boards.
- Engaged in corporate law matters including business formation, corporate activities, sales and dissolutions.
- Represent local government authorities in matters involving compliance with the Open Public Meetings Act, Open Public Records Act, and the Local Government Ethics Law, as well as, the drafting and enactment of local government legislation and public contracting procedures.
- Board Attorney for municipal boards including Jersey City Planning Board, Hoboken & North Bergen Rent Control Boards

ABL Title Insurance Agency, LLC, Springfield, NJ. Nov. 2000 – Dec. 2007

General Counsel

- Perform title closings for residential and commercial real estate purchases and refinances.
- Identify and resolve real estate title defect claims and performed insurance underwriting services.
- Provide legal services related to real estate, insurance, and business compliance.
- Increase company profits and expansion through client development.
- Manage and supervise company operations.

Morgan Stanley Smith Barney, Westfield, NJ. Dec. 2007 – Feb. 2010

Financial Advisor

- Worked in a financial management practice consisting of financial planning, portfolio management, fixed income and equity portfolio design, asset protection services involving estate plans, qualified plans, retirement plans and insurance.

EDUCATION

Pace University School of Law, White Plains, NY

J.D., May 1993

University College, Faculty of Laws, London, England

International Law Program with focus on international corporate law

Gray's Inn Moot Court Competition (First Place)

Barrister Internship - 7 Bedford Row

Rutgers University, Newark, NJ

B.S., Finance w/ concentration in International Finance, May 1990

New Jersey Bar and US District Court, District of New Jersey Admission December 1993

NJ Insurance Producer Licenses: Life, Health & Title

Series 7 License-January 29, 2008

Series 66 License-February 14, 2008

Thomas Visaggio

CELL: 201.927.9057
VISAGGIO7@GMAIL.COM

EDUCATION

New York State University, New York, NY

August 2020 – August 2021

Master of Science in Real Estate Development

- GPA: 3.786

Montclair State University, Montclair, NJ

September 2015 - May 2019

Bachelor of Science in Business Administration with a Concentration in Finance

- GPA: 3.518

ACHIEVEMENTS

- Participated in the procurement of a \$65MM construction loan for a 325-unit mixed use multifamily development at 10 West Westfield in Roselle Park, NJ.
- Developed real estate financial model as part of a Long-Term Tax Exemption ("LTTE") application for a 212-unit mixed-use multifamily development. The application was approved, and this resulted in granting of a long-term tax abatement valued at more than \$27MM.
- Created comparative financial projections for the City of Garfield in New Jersey which resulted in the granting of a long-term tax abatement on a multifamily development (99 Passaic St, Garfield, NJ) and a mixed used commercial development (290 River Dr, Garfield, NJ).
- Identified and underwrote a land opportunity that resulted in the firm placing a property under contract for \$2.1MM. This created \$4.65MM in value after working with the City to put a redevelopment plan in place which rezoned the property to allow for up to 93 residential units.
- Participated in the procurement of a \$71MM construction loan for a 294-unit mixed use multifamily development at 110 Bergen Turnpike, Little Ferry, NJ 07643.
- Participated in the procurement of a \$71.5MM construction loan for a 404-unit mixed use multifamily development at 1001 West Elizabeth Ave, Linden, NJ 07036.
- Produced and presented a financial model to New Jersey Transit reflecting a public private partnership between our organizations via a ground lease. NJ Transit accepted our offering, and this resulted in a project that is now as-of-right for 217 residential apartment units.

EXPERIENCE

CAPODAGLI PROPERTY COMPANY, LINDEN, NJ

Associate

October 2019 – Current

- Author construction loan packages including income/expense proformas, development cost projections, and lender underwriting metrics for multifamily projects up to 400 units
- Create due diligence packages for prospective acquisitions including zoning, flood, wetland, potential density, and financial analysis
- Analyze/monitor development pipeline to determine which projects yield the highest return
- Produce financial models and comparative municipal revenue projections for Payment In Lieu Of Tax ("PILOT") applications to municipalities
- Develop market research packages to share with lenders for support to model assumptions
- Manage professionals throughout the approval process

CAPODAGLI PROPERTY COMPANY, LINDEN, NJ

Analyst

January 2017 – July 2018

- Underwrite the financial feasibility of ground-up development and property acquisitions
- Play instrumental role in raising debt and equity for various projects
- Oversee the acquisition process, primarily due diligence
- Perform extensive market analysis research to find indicators of future gentrification areas
- Build discounted cash flow models to determine potential profitability of real estate projects

VOLUNTEER

LITTLE FERRY PLANNING BOARD

Planning Board Member

January 2018 – Present

- Review construction plans of proposed developments that require planning board approval
- Evaluate applicants' professional testimony in favor of approving the application
- Vote to approve or deny the application based on how the development will impact the town and its residents

MINNO ■ WASKO

ARCHITECTS AND PLANNERS

FIRM DESCRIPTION

MINNO & WASKO Architects and Planners is a 103 person firm with over twenty-nine registered architects. While our main office is in Lambertville, New Jersey we have established a second office in Newark, New Jersey. The firm specializes in private sector, large, mixed-use redevelopment projects that have significant residential components. Many of MINNO & WASKO's projects reflect client relationships that span more than twenty years. Our projects stand out as appreciating assets for both the owners and the surrounding community.

Minno & Wasko's ability to drive continuous improvement, process improvement and cost synergies can be demonstrated through our clients' continued support project after project. We pride ourselves on the service and commitment we give to each of our clients. Our experience has proven to effectively execute a project through all phases of the process on time and within budget, satisfying our clients' expectations.

ARCHITECTURAL DESIGN TEAM

Architectural Design Team Staff experience is well-rounded and provides for a productive and highly collaborative studio environment. MINNO & WASKO's staff has extensive experience in all forms of residential and mixed-use construction. "Our designs are responsive to each individual market and are unique in creating projects that have lasting value to the Owners and residents." "We are about place making and streetscape animation." Our services are timely, and our details are elegant and cost effective. Staff will provide exceptional dedication, assuring that all the visions of the client are met. Attached are the resumes of our design team leaders. Together they have designed tens of thousands of luxury apartments constructed in the Northeast NY/NJ/CT region.



MICHAEL R. LAWSON, AICP, PP, PRINCIPAL

MLAWSON@MINNOWASKO.COM | MINNOWASKO.COM | P: 609.397.9009 EXT. 150

DAVID J. MINNO, AIA, PRINCIPAL

DMINNO@MINNOWASKO.COM | MINNOWASKO.COM | P: 609.397.9009 EXT. 112

MINNO ■ WASKO

ARCHITECTS AND PLANNERS

KEY PERSONNEL

DAVID J. MINNO A.I.A., P.P., PRINCIPAL

Mr. Minno is one of the founding partners of MINNO & WASKO Architects and Planners. He is a well respected architect and urban designer in multi-family, mixed-use projects having completed projects throughout New Jersey, New York, and Pennsylvania. He is a licensed architect in seven states and is a frequent speaker at national seminars focusing on multi-family and senior housing. He has a Master of Architecture degree from the University of Pennsylvania and an MBA from the Wharton School. He is a member of the National Association of Home Builders the National Council on Seniors Housing and the Urban Land Institute.

MICHAEL R. LAWSON, AICP, P.P., PRINCIPAL

Mr. Lawson is a Principal at Minno & Wasko and a registered AICP Professional Planner in the State of New Jersey. He graduated from NJIT with a BS in Architecture and a Master's in Management - and holds a Master of City and Regional Planning from the Rutgers University Edward J. Bloustein School of Planning & Public Policy. With over 10 years' experience, Michael has worked on a variety of project types including multi-family, mixed-use, urban redevelopment, transit-oriented development, and large-scale suburban redevelopment. Michael provides clients with his experience in local zoning ordinances, regulatory municipal approvals, site planning, contemporary concept design, and multi-family industry insight and trends, as well as design coordination within the schematic design and design development phases. He has extensive professional experience in redevelopment and mixed use/multi-family projects throughout New Jersey, New York, and the greater Northeast.

ROBERT G. JORGENSON, A.I.A., PRINCIPAL

Mr. Jorgenson is a principal with over 15 years of experience in Urban Redevelopment, multi-family, corporate office, commercial and mixed-use projects. He specializes in the technical and coordination aspects of projects providing clients with his wealth of experience and construction knowledge. He received a Master of Architecture degree from the University of Nebraska. He holds a NCARB certification and is licensed in three states.

STUART A. JOHNSON, A.I.A., PRINCIPAL

Mr. Johnson is a Principal at Minno & Wasko. He is a graduate of Syracuse University School of Architecture with more than 15 years of experience working on a variety of project types including multi-family, mixed-use, urban redevelopment including TOD's. Stuart provides clients with experience in regulatory approvals and concept design as well as project leadership with schematic design through construction. He is a registered architect licensed in NJ and NY.

GLENN P. HAYDU, A.I.A., LEED AP, DIRECTOR OF SUSTAINABILITY

Mr. Haydu is a Project Director and a licensed architect in PA, NJ, NY, MA, and VA and currently holds a NCARB certification. He is also a LEED Accredited professional with the U.S. Green Building Council promoting energy efficient, "Green" and sustainable design. He has a Bachelor of Architecture from the University of Miami and has been in the architecture profession since graduation in 1993. His experience and focus with the firm is related to the Sustainable Building Design, Design Development, Construction Document and Construction Administration aspects of the project.

FIRM PRINCIPALS

DAVID MINNO, AIA/PP
ROBERT JORGENSON, AIA
STUART JOHNSON, AIA
GREG MARDIROSSIAN, AIA
JACK RAKER, AIA
BRUCE ENGLEBAUGH, AIA
SANG-YEE RUMLER, AIA
ERIC GIULIANO, AIA
MICHAEL LAWSON, AICP/PP
ANDREW MARKO, AIA
JAMES BERGER, AIA

Resume

Education

B.S. Environmental Engineering, Rutgers University, 1984

Professional Registrations

Professional Engineer (PE)
New Jersey
Professional Planner (PP)
New Jersey
Certified Municipal Engineer (CME) New Jersey

Affiliations & Memberships

New Jersey Society of Professional Engineers
National Society of Professional Engineers
Professional Engineers Society of Mercer County
Society of Women Engineers
Industrial Commercial Real Estate Women (ICREW)
The Hamilton Partnership - Community Board Member
NAIOP, Commercial Real Estate Development Association

Julia Algeo, PE, PP, CME

Senior Principal | Regional Director | Civil/Site



Engineering & Design

Experience

Ms. Algeo has extensive experience in various aspects of civil engineering and site design involving warehouse distribution centers, commercial centers, office parks, industrial facilities, educational facilities, residential developments, and solar energy generating facilities. Her knowledge includes all aspects of site design, from concept planning, zoning compliance, stormwater management, and sanitary sewer systems, through permit acquisition and project completion. She provides representation of development applications to local planning and zoning boards and serves as the liaison with NJDEP and other regional agencies for the projects she manages.

Parkway Town Center Township of Ewing, Mercer County, NJ

Principal-in-Charge responsible for professional design services for Parkway Town Center, a mixed-use town center development on the former decommissioned General Motors manufacturing plant in Ewing Township. The redevelopment of this 80-acre property was designed in close coordination with Township officials to create a town center along Parkway Avenue that combines retail and residential together in a walkable community. The project proposes 109,102 SF of retail space, 12,600 SF of office space; 32,000 SF of self storage; 1,182 apartments; a town green; and other recreational amenities. In conjunction with the town center design, the design of the Silvia Street Extension, a Township Master Plan roadway with a new at-grade railroad crossing approved by NJDOT and CSX, was also prepared. Permits were secured from the NJDEP, the Township of Ewing, Mercer County, the Soil Conservation District, and the Delaware & Raritan Canal Commission for both the roadway and the town center.

Twin Ponds Garden Apartments Hamilton Township, Mercer County, NJ

Provided site design and civil engineering services associated with an age-restricted garden apartment residential development consisting of approximately 144 two-bedroom units within five buildings on approximately 14 acres. Services included preliminary and final major site plans; minor subdivision; phasing plan; dimension plan; grading, drainage, and utility plans; soil erosion and sediment control plans; stormwater management report and design of two ponds and three subsurface stormwater management systems; landscaping and lighting plans; recreational amenities; regulatory permitting (NJDEP sanitary sewer and water main extensions); and bond estimates and bond reductions.

Resume

**Four Seasons at Monroe Township
Township of Monroe, Middlesex County, NJ**

Provide site design and civil engineering services associated with this active adult community development located on 217.5 acres along Cranbury-Half-Acre Road and Prospect Plains Road (Middlesex County Route 614). Four Seasons at Monroe consists of three villages: the North Village, containing 163 homes; the Center Village, containing 19 homes; and the Southern Village, containing 129 homes and a 10,000 SF clubhouse. The entire community includes 311 single-family lots, with one clubhouse and recreational amenities, approximately seven stormwater management basins, one sanitary sewer pump station, and one at-grade road and utility crossing of a Conrail rail line.

**Applewood Court Affordable Housing
Township of Cranbury, Middlesex County, NJ**

Principal-in-Charge responsible for professional engineering services for an affordable housing development in Cranbury Township. The project included construction of 32 affordable housing units contained in four buildings on a 3.81-acre property with associated parking, a stormwater management basin, an underground infiltration basin, and water quality devices, all designed to mitigate the increase in impervious surfaces. With the combination of berms, landscaping, and fences, the site is screened from NJ State Route 130 and adjoining properties. Approval was obtained from the New Jersey Department of Transportation in support of removing the US Route 130 northbound U-turn prohibition at the signalized intersection of US Route 130 and Dey Road. Site-specific Traffic Control Plans with an Access application were also prepared, showing the driveway work zone and associated traffic control to maintain traffic flow on the State Highway during construction.

**Hudson Ridge Residences at Aberdeen
Aberdeen Township, Monmouth County, NJ**

Principal-in-Charge responsible for engineering services for the Hudson Ridge Residences at Aberdeen, a 145-unit new development complex with both family and age-restricted units. The development will be constructed on the site of a former steel and plating factory once considered vital to the industry in the heart of Monmouth County. The proposed project will subdivide the property into three lots, with one lot housing a four-story building with 70 family dwelling units and another four-story building with 75 age-restricted units. The second lot will contain a one-story community building. A third lot will be retained by Aberdeen Township for conservation of environmental features.

**Hamilton Senior Living
Township of Hamilton, Mercer County, NJ**

Principal-in-Charge responsible for due diligence and professional services for Hamilton Senior Living, a 111-suite, 134-bed Residential Health Care Facility housing assisted living residents and memory care residents. The site contains freshwater wetlands and the flood hazard area of the Pond Run. Additionally, the site was not in the Mercer County Sewer Service Area, and the use was not permitted in the RD zone. Necessary permits were successfully obtained, including Freshwater Wetlands permits, Flood Hazard Area Permits, Wastewater Management Plan Amendment, Use Variance, and Site Plan Approval.

Resume

Cranbury Housing Associates

Township of Cranbury, Middlesex County, NJ

Provided site design and civil engineering services for six townhouse buildings containing a total of 20 affordable residential units. The project included parking lot layout design, grading, utility design, and stormwater management design. The project's layout was engineered in a manner to facilitate the preservation of mature shade trees along Old Cranbury Road. Public testimony was provided at the Cranbury Housing Planning Board for approval of the project.

Parkside Senior Housing and Parkside Family Housing

Franklin Township, Somerset County, NJ

Provided site design and civil engineering services for the redevelopment of the Franklin Township Housing Authority affordable housing units, consisting of two adjacent projects. Parkside Senior Housing consisted of a three-story building providing 70 apartment units. Parking lots were designed to service the building, and beneath the parking lots were underground detention basins to mitigate the stormwater management. The project is seeking LEED Platinum Certification. Parkside Family Housing consisted of 35 two-family dwellings and a community building. This project included extension of three roadways, sanitary sewer extensions, and two underground detention basins. The project is seeking LEED Platinum Certification.

Franklin Boulevard Commons

Franklin Township, Somerset County, NJ

Provided site design and civil engineering services for a four-story mixed-use building containing 66 apartments and approximately 25,000 SF of retail on the ground floor. The design included grading and stormwater management design using manufactured water quality treatment inlets and underground detention. The project also included improvements to the surrounding roadways such as widening, new curb, and storm sewer upgrades. The project is seeking LEED Platinum Certification.

BAPS Swaminarayan Sanstha, Hindu American Religious Center

Robbinsville Township, Mercer County, NJ

Provided site civil engineering and planning services associated within the construction of a new 307,353 SF Hindu American Religious Center consisting of five phases on approximately 102.53 acres. Site improvements include roadways, 704 parking spaces, landscaping and lighting, and three retention ponds. Other services include boundary and topographic survey, concept plans, preliminary and final major site plans, dimension plans, grading, drainage, and utility plans, soil erosion and sediment control plans, pump station plans and reports, stormwater management report and design of three retention basins and porous pavement, sanitary sewer and water design reports, traffic impact study, environmental impact statement (EIS), cultural resources visual impact statement, visual impact study, freshwater wetlands delineation and LOI, preliminary geotechnical subsurface exploration report, bond and earthwork estimates, construction administration, and regulatory permitting (NJDEP Freshwater Wetlands General Permit 11 - Stormwater Outfall, Transition Area Waiver Averaging Plan, Water Quality Certification, and Access Waiver for general permits, NJDEP Treatment Works Approval and Potable Water Supply Permit, Delaware and Raritan Canal Commission, Stormwater Impact for a Major Project, soil conservation district, and county/local planning boards).

Resume

**Mercer County Community College
West Windsor Campus Improvements
West Windsor Township, Mercer County, NJ**

Principal-in-Charge of civil engineering services for the design of a 3,026 SF addition to the existing Engineering Systems Building at the Mercer County Community College West Windsor campus. Design services were provided for the layout of the building addition, additional asphalt at the north end of the addition, a concrete patio for solar equipment, and a sidewalk reconstruction for pedestrian access. Construction documents were prepared for soccer fields, including a grading and drainage plan and a soil erosion and sediment control plan.

**Rutgers University Student Housing at 330 Cooper Street
City of Camden, Camden County, NJ**

Provided civil engineering services for a 12-story residential dormitory building with retail on the ground floor for this project located in Camden's Downtown Redevelopment - University Village District. The project also included construction of a 35-space parking lot, a service loading area, and pedestrian walkway improvements. Utility design included connections of electric, water, gas, storm sewer, and sanitary sewer with minimal disturbance to the adjacent NJ Transit River Line rail tracks that border the site.

**Rutgers University Busch Campus Housing Project
City of New Brunswick, Middlesex County, NJ**

Provided professional engineering services for the Busch Campus 2011 Housing Project which included 500 beds, classrooms, and meeting space in three separate three-story buildings. The project also included the design of a service drive, parking and access drive realignment, and rain garden for stormwater management.

**Rider University New Academic Building and Theater Addition
Lawrence Township, Mercer County, NJ**

Provided site design and civil engineering services for a new academic building and a theater addition to the Bart Luedeke Student Center. The new academic building is a 21,845 SF building providing additional classroom and faculty office space for the University. The project also included reconfiguration and reconstruction of the faculty parking lot, including a new underground stormwater management basin. The theater addition at the student center provides provisions for loading theater equipment and set supplies, as well as modifications to the surrounding access driveways.

PETER G. LICATA

3 Monument Street, Freehold, NJ 07728 • (732) 431-1234 • Plicata@FreeholdNJLaw.com

LEGAL EXPERIENCE: 1991 – Present

SONNENBLICK MEHR & LICATA P.C.

(formerly Sonnenblick Parker & Selvers, P.C.), Freehold, New Jersey

Partner, September 2003 - Present

Managing Partner, 2017 - Present

Outside Lender's Closing Counsel:	TD Bank, N.A.	2003 – Present
	Provident Bank	2007 – Present
	TwoRiver Community Bank	2013 – 2020
	OceanFirst Bank	2014 – Present
	William Penn Bank	2021 – Present

Practice Areas: Construction & Permanent Commercial Mortgage Loans; Asset Based Lines Of Credit; Loan Modifications; SBA & EDA Loan Closings; Planning and Zoning Board Site Plan, Subdivision and Variance Applications & Appeals, Commercial Real Estate Acquisition, Development and Leasing; Asset and Stock Purchases; General Business & Corporate Matters; Mergers and Acquisitions; Real Estate Contract & Business Litigation; Employment, Consulting & Non-Compete Agreements.

BATHGATE WEGENER & WOLF, P.C., Lakewood, New Jersey

Associate Attorney, August 1997- September 2003

Outside Lender's Closing Counsel:	Commerce Bank, N.A.	2002 – 2003
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Assistant Bond Counsel: Ocean County Utilities Authority

Assistant Bond and School Board Counsel: Howell Township Board of Education

Practice Areas: Mergers and Acquisitions, Asset & Stock Purchases and Sales of Businesses; General Corporate Matters, Real Estate Contracts and Leases, Permanent Commercial and Construction Mortgages and Lines Of Credit, Contract & Business Litigation; Employment, Consulting & Non-Compete Agreements; Private Securities Offerings.

CAMPBELL FOLEY LEE MURPHY & CERNIGLIARO, P.C., Asbury Park, New Jersey

Law Clerk, September 1996 - May 1997

Practice Areas: Negligence Defense & Land Use Appeals.

AVERY & AVERY, Attorneys at Law, Ridgefield, New Jersey

Legal Assistant/Law Clerk, 1991 - August 1996

Practice Areas: Commercial and Residential Real Estate Mortgages, Sales and Purchases; Negligence Claims; Wills, Trusts & Estates.

RIDGEFIELD MUNICIPAL COURT, Ridgefield, New Jersey

Pro-Bono Assistant to Prosecutor, 1992 - 1996

EDUCATION

RUTGERS UNIVERSITY SCHOOL OF LAW, *Newark, New Jersey*

Juris Doctor, May, 1997

Cumulative Grade Point Average 3.34

Co-Authored a Third Party Brief submitted to the European Court of Human Rights (Council of Europe) - Strasbourg-Cedex, France with Dean Eric R. Neisser.

RUTGERS THE STATE UNIVERSITY, *New Brunswick, New Jersey*, Bachelor of Arts, English,

January 1993

Cumulative Grade Point Average 3.47

Elected Phi Beta Kappa

Additional Areas of Study: Engineering, History & Italian

Disc Jockey & Talk Show Host- WRLC & WPSC

REPRESENTATIVE CLIENTS

TD Bank, N.A.; Provident Bank, Ocean First Bank, N.A., Two River Community Bank; William Penn Bank; Macerich; Dick's Sporting Goods; Ray Catena Motor Car Corporation; Lithia Motors, Inc.; DCH Auto Group; Group I Automotive; Toll Bros. Inc.; D.R. Horton/SGS Communities; Calton Homes; K Hovnanian; Vornado Realty Trust; Capodagli Property Company; CentraState Healthcare System, Inc. (an Atlantic Health System Partner); Meridian Quality Care, LLC; Nestle; Exxon/Mobile Corp; WaWa Inc.; Best Buy Inc.; CVS; Dave & Busters; Service Corporation International (SCI); Developers Diversified Realty Co.; Hotels Unlimited, Inc.; Florham Realty Group; Phillips International; Iron Mountain, Inc.; Rare Hospitality International, Inc.; American Self Storage; Trademark Signs, LLC; Township of Howell; Manasquan River Regional Sewerage Authority; Gordon's Corner Water Company.

MEMBERSHIPS

CentraState Healthcare System (an Atlantic Healthcare System Partner)

System Board of Trustees 2010 - 2023 (former Chair 2018 - 2019)

Governance Committee 2010 - 2019 (former Chair)

Executive Compensation Committee 2014 - 2019 (former Chair)

Foundation Board of Trustees 2008 - present (former Acting Chair 2015 - 2018)

New Jersey District IX Ethics Committee (Investigator 2010 - 2017)

Monmouth County and New Jersey State Bar Associations

Sports Car Club of America

PERSONAL

Born 1970 in Englewood, New Jersey and moved to Freehold area in 1997.

Married to the Hon. Nicole L. Sonnenblick, J.M.C. and former Assistant Monmouth County Prosecutor.

Two Children.

John McDonough Associates, LLC

Land Use Planning · Landscape Architecture

CURRICULUM VITAE FOR JOHN MCDONOUGH, LA, PP, AICP

EDUCATION

B.S./Rutgers University/Environmental Planning & Design/1986

PROFESSIONAL LICENSES/REGISTRATIONS

Professional Planner/NJ/33LI00518900
American Institute of Certified Planners/AICP 016345
Licensed Landscape Architect/NJ/21AS00059900

PROFESSIONAL AFFILIATIONS

American Planning Association
American Institute of Certified Planners
American Society of Landscape Architects

PROFESSIONAL EXPERIENCE

6/2010 – Present. John McDonough Associates, LLC., *President.*

Responsible for management and oversight of full-service landscape architecture and professional planning practice, consulting to public and private clients in all land use market sectors: commercial, industrial, institutional, residential, recreation.

2/2007 – 6/2010. Pennoni Associates, Inc., *Division Manager, Planning Division.*

Responsible for management and oversight of planning staff, comprised of 5 AICP planners, within one of the largest consulting firms in New Jersey. Services included planning reports and expert testimony for private developers, and municipal/government consulting in connection with land development applications and right-of-way acquisitions.

7/1989 – 2/2007. PPE Corporation, *Principal.*

Partner responsible for project management and production of hundreds of site plans and land development applications, including local approvals and outside agency permitting. Provided expert testimony before hundreds of land use boards and courts. Also served as manager of personnel.

6/1986 – 7/1989. SESI Corporation, *Site Planner.*

Responsible for all facets of site planning and design: layout, grading, drainage, utilities, landscape, lighting, etc. Cost estimating, permit procurement, etc. Client management.

John McDonough Associates, LLC

Land Use Planning · Landscape Architecture

REPRESENTATIVE PROJECTS

Municipal Planning

Planning Consultant, City of East Orange (Essex County, NJ)

Serving as planning consultant to both planning and zoning boards, providing staff reports and expert testimony on development applications, master plan revisions, ordinance revisions, redevelopment plans and other planning initiatives for this urban community. Involved with complete revision of City's zoning and land use code, and Transit Village rezoning.

Planning Consultant, Township of Berkeley Heights (Union County, NJ)

Served as planning consultant to both planning and zoning boards, providing staff reports and expert testimony on development applications, master plan revisions, ordinance revisions, redevelopment plans and other planning initiatives for this suburban community.

Planning Consultant, Green Township, (Sussex County, NJ)

Served as planning consultant to both planning and zoning boards, providing staff reports and expert testimony on development applications, master plan revisions, ordinance revisions, redevelopment plans and other planning initiatives for this rural community.

Planning Consultant, Swedesboro Township (Burlington County, NJ)

Served as planning consultant for Master Plan Re-Examination Report and Master Plan Land Use Element, GIS mapping to update land use maps in master plan.

Roselle Golf Course, Boro of Roselle (Union County, NJ)

Principal Planner for one of the largest master-planned redevelopment projects in NJ, comprising a mixed-use 'quasi' transit village with jitney service to two nearby rail stations, and retail and recreational amenities with over 2,000 residential housing units.

Evergreen Square Redevelopment Plan, East Orange, NJ (City of East Orange)

Project Manager for largest redevelopment zone in the City, spanning multiple City blocks and bridging two key central business districts.

Vision is for a vibrant, mixed-use district around a regional hotel/conference center with restaurants, entertainment venues, and 20-story high-rise towers. Redevelopment Plan defines use and bulk parameters plus architectural and site design guidelines.

Mixed-Use/Urban Redevelopment Planning

Kossuth Rome, Newark NJ

Principal Planner for one of the largest redevelopment projects in New Jersey's largest city. Adaptive re-use and redevelopment of former industrial site for mixed-use retail and over 200 residential housing units, in Newark's vibrant Ironbound district. Provided expert testimony and community consensus building in connection with use, height, parking, and density variances that led to project approval.

Hanley Building, Newark NJ

Principal Planner for one of the tallest redevelopment buildings outside Newark's central business district. Adaptive re-use and expansion of former furniture factory for Soho-style residential lofts. Provided expert testimony and community consensus-building in connection with previously denied use and height variances that led to project approval.

John McDonough Associates, LLC

Land Use Planning · Landscape Architecture

Bayonne Nursing & Rehabilitation Center, Bayonne NJ

Principal Planner for the largest redevelopment and centerpiece project in the heart of Bayonne's Central Business District. This project involved redevelopment of derelict sites on main street with state-of-art community health building and high-rise tower. Provided environmental impact statement, fiscal impact statement, and expert testimony in support of project approval, overcoming legal challenge.

Park View Terraces, Bayonne NJ

Principal Planner for one of the most significant urban redevelopment projects on the WEST side of Bayonne, overlooking Bayonne Park. This project involved redevelopment of brownfield site into mid-rise residential lofts. Provided environmental impact statement, fiscal impact statement, and expert testimony in support of project approval.

Multiple Sites, Union City and Hudson County NJ

Principal Planner for site and various approvals in connection with multiple mid-rise and high-rise redevelopments throughout Union City, Hudson County, and other NJ urban areas. Expert testimony, approvals and permitting.

Site Planning ~ Residential

West Essex Highlands, West Orange, NJ (Garden Homes)

Authored ordinance adopting rezoning criteria for one of the largest undeveloped tracts in West Orange. Managed streetscapes in the town centers of business, education and government. subsequent subdivision design and guided the project through the development review process.

Northfield Village, West Orange, NJ (Garden Homes)

Prepared planning analysis and testimony for major subdivision, including justifications for height variances.

"The Hermitage," South Brunswick (Garden Homes of Princeton)

Prepared planning analysis and testimony for age-restricted development use variance application. Included demographic analysis and surrounding zoning and land use pattern analysis.

Fenix Development, Rockaway, NJ

Prepared planning analysis and delivered expert testimony in support of new "cottage" residential development

Senior Residences, Parsippany, NJ

Prepared planning analysis and delivered expert testimony in support of age restricted condominium development for middle income seniors

PPN Associates, New Providence, NJ

Prepared planning analysis and delivered expert testimony in support of subdivision for two family residence

Amboy Holding, Metuchen, NJ

Prepared planning analysis and delivered expert testimony in support of townhouse development near downtown consistent with transit village and smart-growth goals i.e. livable, walkable neighborhood with emphasis on aesthetic quality.

Red Devil, Union NJ (Advance Realty)

Principal Planner in connection with approved redevelopment of brownfield former industrial site for several hundred residential housing units along a major highway corridor.

Dyrham Wood, Mount Olive, NJ (Toll Brothers)

Developed recreation plans for three areas for preliminary approval. Recreation elements include tot lots, shade structures, tennis courts/basketball court, swimming pool and volleyball court. Other elements include associated parking and landscaping for wildlife habit.

John McDonough Associates, LLC

Land Use Planning · Landscape Architecture

Site Planning ~ Commercial

Stanbery Development, various locations

Prepared planning analysis and delivered expert testimony in support of upscale retail centers in New Jersey and New York.

Morris Corporate Center, Parsippany, NJ

Prepared planning analysis and delivered expert testimony in support of 250,000 SF expansion of a corporate professional office center

Lincoln Properties, Parsippany, NJ

Prepared planning analysis and delivered expert testimony in support of rezoning of a professional office use in an institutional zone. Included research of historical zoning and surrounding land use and zoning pattern analysis.

Hampton Inn, Parsippany Hospitality, Parsippany, NJ

Prepared planning analysis and delivered expert testimony in support of hotel application along the Route 46 corridor.

Advanced Auto Parts, Elizabeth, NJ

Prepared planning analysis and delivered expert testimony in support of new retail store for national chain of auto parts dealer.

Arya International, Inc., Parsippany, NJ

Prepared planning analysis and delivered expert testimony in support of new retail center, including location for international Indian dance school. Coordinated all site design efforts and regulatory approvals.

Chubb Institute / TCI Education, Parsippany, NJ

Prepared planning analysis and delivered expert testimony in support of relocation of educational training institute.

Commerce Bank, Morristown, NJ

Prepared planning analysis and delivered expert testimony in support of new bank branch in downtown Morristown, NJ.

Clear Channel – Outdoor Advertising, multiple sites

Prepared planning analysis and delivered expert testimony in support of the first digital billboards along NJTP, I-78, 80, 287.

Cranberry Realty, Parsippany, NJ

Prepared planning analysis and delivered expert testimony in support of new medical office complex.

Land Rover of Parsippany, NJ

Prepared planning analysis and delivered expert testimony in support of car dealership expansion on Route 46 corridor

Target and Whole Foods, Union, NJ

Prepared planning analysis and delivered expert testimony in support of new retail development

The Learning Experience (TLE), Fairfield, Randolph, Roseland, & Union, NJ

Prepared planning analysis and delivered expert testimony in support of child care centers

Pilot Travel Centers, Mahwah and Union Township (Union County) NJ

Prepare planning analysis and delivered expert testimony in support of travel centers

Valero Service Stations, multiple sites, NJ

Principal Planner in connection with multiple service center and convenience store developments.

McDonald's, Five Guys, QuickChek, 7-Eleven, multiple sites, NJ

Principal Planner in connection with multiple approvals for fast-food and convenience store/service station chains.

John McDonough Associates, LLC

Land Use Planning · Landscape Architecture

Institutional Planning ~ Houses of Worship

Chinese Christian Testimony, Parsippany NJ

Prepared planning analysis and delivered expert testimony in support of new Chinese church in vacant manufacturing / warehouse space.

BAPS / ISSO / Yogi Divine Society / ISKON

Principal Planner in support of new Hindu temples, reflective of a shifting demographic in one of New Jersey's key suburban centers.

United Methodist Church, Denville, NJ

Prepared planning analysis and delivered expert testimony in support of expansion of church.

Educational Planning

Montclair State University, Little Falls, NJ

Expert testimony and planning feasibility analyses in connection with several projects: Yogi Berra Stadium; Floyd Hall Area; NCAA girls' softball field; parking lot reconfiguration concepts; traffic calming studies; recreation facility planning.

Centenary College, Hackettstown, NJ

Expert testimony and planning feasibility analyses in connection with several projects: campus master plan; Technology Building, several dorms, back-office administrative buildings, and recreation facilities.

Drew University, Madison, NJ

Expert testimony and zoning approvals in connection with new 200-bed dorm, as part of overall campus master plan.

Farleigh Dickinson University, Florham Park, NJ

Expert planning testimony in connection with variances for athletic field lighting and various building expansions as part of overall campus master plan.

Kean University, Union, NJ

Site planning and design for new artificial turf field and 2,800-seat athletic stadium, and for campus beautification project involving decorative pavement, landscaping, and integrated way-finding signage plan.

Public School #20, Jersey City, NJ

Environmental impact assessment in accordance with State requirements.

Glen Ridge Board of Education, Glen Ridge, NJ

Site plan for classroom addition and recreation facility.

State University of New York, Purchase, NY

Site engineering, surveying and landscape architectural services for 13 building, 400-bed student housing project.

Rutgers University, New Brunswick, NJ

Landscape planning and concept design for new ice arena at Deiner Park.

Appendix B

Borough Developer Information Form

**BOROUGH
DEVELOPER INFORMATION FORM**

DEVELOPER

- A. Legal Name of Developer: Capodagli Property Company, LLC
- B. Corporation, Partnership or Sole Proprietorship: Corporation
- C. Date of Establishment: 3/15/2004 State: New Jersey
- D. Address of Developer: 201 South Wood Ave
Linden, NJ 07036
- E. Telephone #: 973-694-3000
- F. Fax # N/A
- G. E-mail Address: Dennis@capodagli.com
- H. Website Address: www.capodagli.com
- I. Name of Contact: Dennis Litoia Title: VP of Development
- J. Other Members of Developer's Team:
- K. Names, addresses, title or position (if any), and nature and extent of the interest of the officers and principal members, shareholders and investors of the Developer, must be set forth as follows: See Ownership Disclosure Statement in RFQ response.
1. If the Developer is a corporation, the officers, directors or trustees, and each stockholder owning more than 10 percent of any class of stock.
 2. If the Developer is a non-profit or charitable institution or corporation, the members who constitute the board of trustees or board of directors or similar governing body of the organization.
 3. If the Developer is a partnership, each partner, whether general or limited partner, and either the percent of interest or a description of the character and extent of interest or ownership of the partnership.
 4. If the Developer is a business association or a joint venture, each participant and either the percent of interest or a description of the character and extent of such interest.

5. If the Developer is some other entity, the officers and each person having an interest of more than 10 percent.
6. State any relationship or interest, either direct or indirect with any member of the governing body of the Borough of Collingswood, the County of Camden or any of its agencies or authorities, the State of New Jersey or any of its agencies or authorities.

CERTIFICATION

The undersigned is a duly appointed officer of the Developer and has reviewed, understands and accepts the terms and conditions of this Request for Qualifications and Expression of Interest as set forth herein. The undersigned further affirms that he/she is authorized to submit this response to the Borough of Collingswood and the DRPA/PATCO. The Developer understands that this response is a public document and is subject to public disclosure under the New Jersey Open Public Records Act and other common and applicable laws.

The undersigned further acknowledges that the Developer has had an opportunity to visit the site of the Redevelopment Project, has familiarized itself with the legal requirements applicable to the Redevelopment Project, has made an independent investigation it deemed necessary and has satisfied itself as to all conditions affecting cost or performance of the Redevelopment Project.

I, THE UNDERSIGNED, BEING DULY SWORN UPON MY OATH SAY: The information contained in the response and in all attachments submitted herewith is to the best of my knowledge and belief true, accurate and complete. I have the authority to submit this response to the Borough on behalf of the Developer. I understand that if such information is willfully false, I am subject to criminal prosecution under N.J.S.A. 2C: 28-2 and that the Borough and DRPA/PATCO, at their sole discretion, may reject or make any decision within their power on the selection of Developers under this redeveloper selection procedure.

NAME OF DEVELOPER Capodaglio Property Company LLC

SIGNATURE *Dennis Lilioia*

NAME (PRINT OR TYPE) Dennis Lilioia

TITLE VP of Development

DATE 3/12/2024