



RESPONSE TO REQUEST FOR QUALIFICATIONS
COLLINGSWOOD ATLANTIC AVENUE (WATER TOWER) TRANSIT VILLAGE REDEVELOPMENT
BOROUGH OF COLLINGSWOOD

MARCH 15, 2024



IEQT EXETER

March 15, 2024

Cassandra Duffey, Administrator
Borough of Collingswood
Borough Hall
678 Haddon Avenue
Collingswood, NJ 08108

RE: Request for Qualifications and Concept Proposals for Collingswood Atlantic Avenue (Water Tower) Transit Village Redevelopment Project

Dear Sirs and Madams,

EQT Exeter is proud to submit this response to the Request for Qualifications (“RFQ”) for Collingswood Atlantic Avenue, on behalf of itself and its partners that form the “EQT Exeter Team”. The principals and members of the EQT Exeter Team have extensive experience with large scale, mixed-used development projects and public-private partnerships (“PPP’s) where the project is developed on land acquired from a public partner or not-for-profit and have successfully collaborated on hundreds of millions of dollars’ worth of such projects in the past across the United States. Additionally, EQT Exeter has developed over 1,000 Class-A multifamily units in the Philadelphia area in the last three years.

While there are substantial details still to be worked out between EQT Exeter and the Borough of Collingswood (“Borough”) to facilitate a successful development project on the Project Site, we believe that the EQT Exeter Team’s PPP experience, world-class design expertise and deep knowledge of the South Jersey and Philadelphia area market, combined with EQT Exeter’s expansive and long-standing global capital relationships and our foundational corporate principals of integrity and ethical business dealings will give the Borough the best opportunity to achieve a successful redevelopment outcome.

Accommodating all the good intentions of this bold vision crafted by the Borough will take hard work, patience, and a constant re-confirming of alignment of objectives. The EQT Exeter Team takes pride in balancing these objectives and the additional diverse needs of communities with the realities of the marketplace to arrive at buildable solutions that bring value to our investors and to the communities in which we work. As demonstrated by this Response, we stay true to the principles of New Urbanism, Smart Growth and what we call “Smart Luxury” and believe that our development solution for the Project Site will serve as a catalyst and prime example of how the Heart of Collingswood will continue to grow, evolve and prosper over time as a “Transit Village.”

The EQT Exeter Team has adequate capital and the ability to close this transaction in an efficient and aligned manner. EQT Exeter currently has over \$33 billion in equity capital under management and dozens of joint venture candidates across the globe. For this project, we would establish a special purpose entity with one or more of our current stable of limited partners. As such, the EQT Exeter Team is confident in our ability to successfully execute the transaction with the Borough upon confirmation of the final terms and conditions. With the combination of experience, depth of resources and commitment to working with public partners coupled with our collective culture of entrepreneurship, integrity, and hard work, the EQT Exeter Team is ideally suited to be the chosen Developer.

EQT Exeter, on behalf of team members from Parkway Corporation and a suite of architects, engineers, and contractors appreciates your sincere and thoughtful consideration of this Response.

Sincerely,

A handwritten signature in black ink that reads "Gianni Parente". The signature is written in a cursive style with a large initial 'G' and 'P'.

Gianni Parente
Investment Officer

SECTION A: COMPANY OVERVIEWS

A detailed description of your company and any member of your development team and its real estate development history. Include resumes of principals of your company and any other firm with significant project responsibility.

DEVELOPER: EQT EXETER



EQT EXETER

EQT Exeter is a vertically integrated, global organization founded in 2006 with the sole purpose of managing real estate investments for global institutional clients and has since organically grown to become among the largest and most successful real estate private equity operators in the world with total Assets Under Managements (AUM) in excess of \$30 billion. Headquartered in Radnor, PA, EQT Exeter comprises more than 450 professionals across real estate acquisitions, dispositions, development, construction, leasing, asset and property management, finance, legal, accounting and investor relations functions.

EQT Exeter's operator structure provides investors and partners with a high degree of transparency, accountability, and alignment of interest. With investment and leasing professionals in 12 offices throughout the United States, EQT Exeter sources, underwrites, develops, leases and manages properties with keen local market intelligence. EQT Exeter's centralized investment professionals provide strategic oversight in portfolio construction, acquisitions, development, asset management and financings. In-house controls ensure consistency and discipline in financial underwriting, budgeting and accounting.

EQT Exeter's cohesive and long-time management team, led by Ward Fitzgerald, has worked together for over 20 years. Prior to the formation of EQT Exeter, most of the firm's senior professionals worked together either at Liberty Property Trust and its predecessor company Rouse & Associates, or at Terramics Property Company, both of which were based in Malvern, PA. As such, the majority of senior personnel have common business experiences and philosophies and share a joyful spirit and shared culture of entrepreneurship, integrity, hard work and transparency.

The management team members have navigated multiple growth, income, recessionary and recovery market cycles throughout their average of 25 years of work experience. EQT Exeter's U.S. Multifamily team of 200 professionals is one of the largest sector and geographic focused Multifamily teams in the U.S. This team manages an existing portfolio of over 10,500 apartment units which equates to approximately \$1.2 billion of equity and nearly \$3.0 billion of total project costs as of June 30, 2023, and is focused on 20-plus U.S. markets. More specifically, the team targets submarkets which have demonstrated above average new job creation growth due to the concentration of healthcare, education and research employment ("Meds & Eds"). Each of these Meds & Eds nodes are home to a large ever-expanding base of prospective residents with the job security and resilient income required to consistently drive demand for rental units.

As a vertically-integrated real estate operator, EQT Exeter retains in-house expertise in all key areas of real estate services value chain. The U.S. Multifamily team's deep and expansive roots in ground-up development and construction provides a virtually unmatched depth of experience across all asset class, functions and transactional structures including public private partnerships. Importantly, EQT Exeter and its principals have deep experience with 'cradle to grave' development, encompassing all phases of development process from entitlement through to stabilized operations and dispositions. With over 25 years of development experience and LEED Green building accreditations, EQT Exeter's team has completed over 100 projects and nearly 15 million square feet of developments and redevelopments on behalf of U.S. and international corporations and investors.

In the urban development arena alone, EQT Exeter's principals and senior managers, including work performed with previous employers and predecessor companies, have developed over \$2 billion of

projects over the last 15 years. EQT Exeter’s development and construction skills are particularly differentiated in urban sites, where the team has constructed high-rise towers which entail poured-in-place concrete and/or structural steel. The team is also experienced in mid-rise towers constructed with light gauge steel and/or wood frame podiums and low-rise properties in wrap, slab-on-grade, and garden style formats. Familiarity with numerous construction formats enables EQT Exeter to choose from multiple construction techniques to accommodate site and engineering requirements as well as materials and labor considerations.

The EQT Exeter team has the experience, resources and local knowledge required to be most qualified for selection as Developer of this transit-oriented development project. Principals and key management team members are listed below, and resumes are enclosed in Appendix A.

Name	Title	Location
Ward Fitzgerald	Chief Executive Officer	Radnor, PA
Bryan Lamb	Chief Investment Officer	Chicago, IL
Gianni Parente	Investment Officer	Radnor, PA
Kevin Urso	Senior Development Manager	Radnor, PA
Sandra Rittenhouse	Senior Associate, Investments	Radnor, PA
Alexandria Gordon	Associate Development Manager	Radnor, PA

ARCHITECT: SITIO



SITIO architecture and urbanism is an integrated architecture & planning practice committed to client success through design excellence. Sitio was founded by Antonio Fiol-Silva, whose studio built a national reputation for award-winning work focused on context-driven transformation projects, and designing vibrant spaces at a wide range of scales. Sitio is rooted in a commitment to strategic placemaking, sustainability, and design excellence informed by local context. This focus has been recognized by multiple honors, including ULI Philadelphia Willard Rouse III Awards for Excellence, a ULI Global Award for Excellence, and three AIA National Design Awards. Our practice is dedicated to improving the quality of the natural and built environment through vibrant spaces that form the culture of place across multiple scales. We focus on a project's innate ability to enhance the public realm while simultaneously pushing the envelope by integrating design and technology through cross-disciplinary collaboration. Our experience and capability to lead has been demonstrated in projects of regional and national impact. Our integrative organizational approach makes us natural leaders of large teams and complex projects. Our projects have earned us a wealth of excellent references that attest to our creativity and effectiveness delivering complex projects.

The Chestnut at University City – Philadelphia, PA

The Chesnut at University City is a 30-story mixed-used residential project proximate to The University of Pennsylvania and its Wharton School of business. The 1.36-acre project involves a unity-of-use site that encompasses the grounds of the Penn/Drexel Newman Center and the St. Agatha/St. James Parish. The development integrates 405 luxury apartments with amenity spaces, a sky deck pool, and below grade parking. Vibrant retail spaces front Chestnut and Sansom Streets, and garden courts frame the building within a stately block book-ended by churches and gardens. The development is designed as a “tower-in-the=garden,” with indoor-outdoor spaces providing an elegant setting for gracious urban living at the heart of University City.



4519 Chestnut – Philadelphia, PA

4519 Chestnut integrates a transit oriented multi-family development in the thriving University City neighborhood. The 327-unit project shares the block with the stately West Catholic Preparatory High School. The project includes the integration of a new public pocket park along Chestnut Street. This lush open space provides both a public amenity and separate private amenity that contributes to the green infrastructure of the overall development. The project's contemporary architecture pays tribute to the existing building by echoing its color and texture through modern articulation. Located proximate to the transit hub at 46th and Market, this location provides residents with a speedy connection to downtown Philadelphia and the surrounding neighborhoods.



La Joya Gardens – Detroit, MI

Located in southwest Detroit’s Southwest neighborhood, the La Joya Gardens mixed-use development brings urban vitality to a longstanding vacant block along a Main Street corridor that connects to the Michigan Central Station, future home of Ford’s Corktown Campus. This 53 unit building provides a combination of market rate and affordable rental apartments, community amenities, and street fronting local-based retail. Surrounding these vibrant spaces is a lush landscaped plaza, connected by a community pavilion, that provides a welcoming location for social gathering and events. The project brings essential density into the community, integrating modern design within the existing context through varied massing and scale considerations.



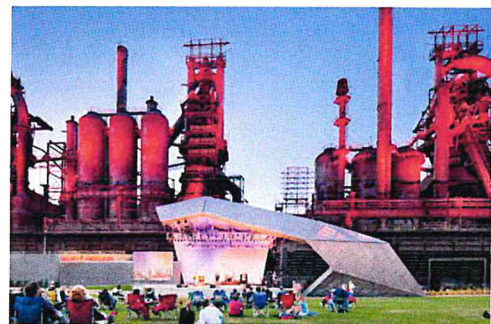
The Hoover-Mason Trestle – Bethlehem, PA

The Bethlehem Steel plant was a powerful symbol of America’s manufacturing leadership in the Industrial Revolution. From its completion in 1912 the elevated rail named the Hoover-Mason Trestle (HMT) functioned effectively and consistently, and still stands prominently as a reminder of its industrial magnificence. The newly repurposed HMT creates dynamic interactions from the circulation vertical elements to the horizontal walk across. The intervention occurs at a datum above the existing tracks, creating an archaeological experience over the artifact below that pays homage to the site by treading lightly over the historic structure, while also providing a unique, new pedestrian experience. This relationship offers visitors a revealing and interpretive understanding of the site. The HMT serves to enhance the community of Bethlehem, PA by preserving the history and integrity of this magnificent site, and allowing everyone the opportunity to once again stand at the foot of the majestic and iconic Bethlehem Steel blast furnaces.



The Levitt Pavilion – Bethlehem, PA

The Levitt Pavilion is the focal point of the 9.5 acre SteelStacks Arts and Cultural Campus, part of the larger re-development of the former Bethlehem Steel mill. By design, the mill’s five 20-story blast furnaces, form a dramatic backdrop the newly created 21st Century Town Square project. The Pavilion neither blends with the rusted stacks nor visually competes with them. The shell was conceived as a large-scale origami-like folded plate sculpture – one that poignantly suggests yet-to-be completed work. The design is resolutely forward-looking, yet intent on establishing a discourse between new and old. As one moves around the shell its form and character transform, at times appearing solid and monolithic, at times trellis-like and transparent. The amphitheater bowl’s chevron shaped COR-TEN steel and precast concrete retaining walls echo the folded plates of the pavilion’s shell, establishing a dialogue that binds the overall site together.



Refer to Appendix A for team resumes.

PARKING GARAGE DEVELOPER: PARKWAY



The EQT Exeter team plans to work with Parkway Corporation (“Parkway”) to meet the parking needs of the existing public parking that would be getting displaced with redevelopment in addition to the added parking spots in relation to the units built. Parkway is a full-service real estate developer, investor, and operator with deep expertise in property and parking management. Starting with a single parking lot in Philadelphia, Parkway has grown into a third-generation, family owned, international business. Parkway’s portfolio consists primarily of owned parking and mixed-use assets in central business districts across North America, including more than 21,000 parking spaces across over 80 structured and surface assets managed by nearly 300 employees. Parkway has been involved in 13 million square feet of real estate projects and over 40 joint ventures. With over 100 years of experience, Parkway has earned a reputation for operational excellence and industry-leading technological innovation. In addition to parking operations, Parkway has participated in or led the development of millions of square feet of real estate including parking, hotel, office, medical office, multi-family, and retail assets.

Walnut Towers – 800 Walnut St. Philadelphia, PA

In 1986, Parkway developed a six-story parking garage at the site with retail stores at the sidewalk level fronting Walnut Street. The garage development was designed to accommodate two future towers above the garage. In 1988, the western end of the garage floors were converted from parking to 92,000 square feet of medical office space, which Parkway leased to a variety of medical practices. In 2002, the western air rights above the garage were sold to Wills Eye Hospital, which developed a new 140,000 square foot medical office tower above the garage, thereby increasing the value of the Parkway’s parking facility below. As part of the Wills Eye Project, Parkway added a seventh floor of parking to the garage. In 2012, Parkway contributed the eastern air rights into a joint venture with Liberty Property Trust and together they developed a 153,000 square foot medical office tower, which they master leased and subsequently sold to Penn Medicine. Parkway continues to own and operate the parking garage and the original medical office space.



12th & Filbert – 1201 Filbert St. Philadelphia, PA

In 2000, Parkway developed the Convention Center Garage and Retail Building at the site. The development project is a ten-story mixed-use facility comprised of 860 parking stalls and 30,000 square feet of sidewalk-level restaurant space. The development was timed to coincide with the development of the new Pennsylvania Convention Center across the street, and was funded in part by City sponsored Tax Increment Financing. Parkway continues to own and operate the facility today.



Refer to Appendix A for team resumes.

STRUCTURAL ENGINEER: O'DONNELL & NACCARATO



EQT Exeter has established working relationships with many engineers with experience in the area and proposes O'Donnell & Naccarato ("O&N") as the structural engineer for the job. O&N is dedicated to using a Progressive Design and Team Oriented Approach to provide

Structural Engineering services that contribute to the success of their clients, employees, and community. O&N's structural engineering practice has grown from a 3-person company in 1981 into a national firm of over 120 people spread over seven offices. O&N provides structural solutions for buildings across all construction market sectors with projects located throughout every part of the United States. Our founders, Bill O'Donnell and Pete Naccarato were dedicated to developing long-standing relationships with our clients first and foremost. They combined this passion with a focus on quality and creative engineering to provide solutions for clients that not only help complete very successful projects but also strengthen those relationships. This passion and focus are embedded in the O&N culture and continues today. They have enabled our firm to grow, thrive and expand; providing the opportunity to engineer ever-more complex structures and establish further valued relationships. We bring this vast experience and creativity to the design of new structures as well as to the expansion, renovation, and restoration of older ones; all to help the owner obtain the highest and best use for their property. 2021 marked O&N's 40th Anniversary of providing support to our clients, our projects, and our employees. The firm is employee owned, with all but the newest staff invested as members of the ESOP. This ownership is evident in the pride we take in our work, and our drive to continuously improve upon and develop our knowledge and experience. O&N averages over 1,000 projects per year in numerous sectors and is annually responsible for over \$6 billion in construction value.

11 Cooper Camden, NJ

O&N provided structural engineering services for the 5-story, 140,000 SF wood-framed mixed-use building, situated above a single-story of amenity and retail. Completed in 2019, the \$48M mixed-use project contains 156 apartments with 4,500 SF of ground floor commercial space and amenities. The building is the third phase of the \$1 billion Liberty Property trust waterfront redevelopment project and is the first newly constructed market rate apartment building to be developed in Camden City in 25 years.



Bentwood East Norriton, PA

O&N Provided structural services for a 5-story, 294,430 SF residential building and a 4-story, 112,481 SF precast parking structure. The complex features 261 one-and-two bedrooms apartments, a two-story club room with indoor and outdoor amenities, and a parking garage to house 308 cars.



Refer to Appendix A for team resumes.

CIVIL ENGINEER: STANTEC



Stantec Consulting Services Inc. is a multidisciplinary design practice committed to creating quality spaces in the public realm. Our work extends from single family homes to complex redevelopment projects, touching many areas of the built environment. We are driven to make great places that cultivate community. Places that are livable, beautiful, resilient, walkable, and equitable. Projects undertaken in residential communities often include unique design challenges, and our diversity of experience and local knowledge make us a key partner in delivering civil engineering services in Collingswood. We see the needs of meeting complex permitting requirements through creative and innovative design as a critical piece of redevelopment projects. Thanks to our decades of experience working in Collingswood and neighboring towns, we have the technical capabilities, resources, and relationships needed to deliver an actionable project that supports the community environment. We have excellent working relationships with municipalities, counties and government organizations across the state, including the Borough of Collingswood, Camden County, Camden County Improvement Authority, Camden County Soil Conservation District, NJDOT, NJTA, and NJDEP.

869 Haddon Avenue - Collingswood, NJ

The site of a now demolished car mechanic shop, 869 Haddon Ave is a vacant gap at the edge of the Collingswood downtown core. Stantec worked with the developer, Architect, and the Borough to craft a redevelopment plan for the site to allow for mixed use with second and third floor apartments over first floor retail. Stantec is providing full site design and planning services for the project and is working with the project team to complete Planning Board approval and all other required entitlements. The project will provide housing options in the walkable downtown core with access to the PATCO High Speed Line.

Boxwood Hall Redevelopment Area - Haddonfield, NJ

The Boxwood Hall Redevelopment Area includes the historic Boxwood Hall property, originally built in 1799, as well as undeveloped land and a vacant single-family dwelling. The project site has frontage on Haddon Avenue and is located in the downtown historic district and convenient to public transit. Stantec is working with the designated redeveloper and their Architect to complete a plan for the site which will include a Bed and Breakfast in the Boxwood Hall structure and a high-end restaurant in the former dwelling. There will also be public garden space and outdoor event space as part of the plan. Stantec is providing site survey, a detailed concept plan with required/requested zoning, and meetings with the Borough to adaptively re-use and develop the property for the proposed uses. Once the redevelopment plan is formalized with the Borough, Stantec will support full site design and all permitting/entitlements.

105 Station Avenue - Haddon Heights, NJ

The project site consists of two existing buildings at the corner of Route 30 and Station Avenue that will be demolished to make way for a mixed-use redevelopment project located at the gateway to the downtown district of Haddon Heights. Stantec has worked with the designated redeveloper, their Architect, and the Borough to define parameters for the redevelopment project which will consist of ground floor commercial, rear yard parking, and 12 apartments on the second and third floors. The site has been through Historic District review and full site development plans have been prepared and submitted for Planning Board approval. A significant existing drainage issue on the site was also addressed as part of the site engineering.

Refer to Appendix A for team resumes.

MECHANICAL, ELECTRICAL AND PLUMBING ENGINEER: ALDERSON ENGINEERING



Alderson Engineering, LLC. (AE) is a Consulting Engineering firm that began serving the Philadelphia area construction industry in 1990. AE is a Pennsylvania corporation with headquarters located in Southampton, Bucks County. What started as a one-man operation by founder Howard Alderson, has grown into an award winning engineering firm with a national reach. We pride ourselves in providing a “Client First” service no matter the size of the project. It is always our goal to deliver our designs on schedule, on budget, and to make the process an enjoyable one for the entire project team.

Alderson Engineering, LLC. Specializes in the design of Mechanical, Electrical, Plumbing, and Fire Protection systems for the building construction industry. AE has extensive experience in the design of complex specialty mechanical/electrical systems and thrives when engaged to solve a challenging design problem. AE has applied their technical expertise to high rise buildings, schools, office buildings, hotels, residential buildings, senior living facilities, restaurants, public buildings, and retail businesses. The firm utilizes Building Information Modeling capabilities for every employee and every project. AE’s goal is to satisfy a core group of clients and grow with their successes. AE enjoys the challenge of a complex project and prefer to see the project from conception through construction. AE offers the following services: mechanical engineering, lighting design, feasibility studies, life cycle cost comparisons, geothermal systems, building information modeling, electrical engineering, energy management, system analysis, energy conservation, LEED commissioning, low voltage system design.

The firm routinely works on multiple projects simultaneously, by developing project teams that see the project from start to finish. The engineers that meet with the client, start the project, develop the design, prepare the plans and specifications, attend construction meetings, are the same engineers that inspect the final work and close out the project. The staff is dedicated to the design and completion of high efficiency buildings, while preserving the client’s capital. The majority of the staff has been working at AE directly out of college and the average tenure with the company exceeds 10 years. This results in each employee developing longstanding beneficial relationships with clients and higher quality projects for the end user.

Multi-Family LEED Projects			
One Cathedral Square; Philadelphia, PA	5 th and Spring Garden; Philadelphia, PA	Lincoln Square Philadelphia, PA	Arthaus Condos; Philadelphia, PA
2100 Hamilton; Philadelphia, PA	Residences at Two Liberty; Philadelphia, PA	One Riverside Condos; Philadelphia, PA	One Ardmore Place; Ardmore, PA
Presidential Towers; Philadelphia, PA	510 N. Broad Street; Philadelphia, PA	Project Home; Philadelphia, PA	915 Broad Street; Newark, NJ
Penn Wynn House; Philadelphia, PA	The Simon; Philadelphia, PA	Riverdale Park; Riverdale, MD	Faraday West & East; Reston, VA
Brewers Hill; Baltimore, MD	Towson Row; Towson, MD	10 Union; Bala Cynwyd, PA	Palmer West; Wynnewood, PA
The Lyndon at Curtis; Philadelphia, PA	Rodin Square; Philadelphia, PA	Museum Towers II; Philadelphia, PA	Avenue of the Arts; Philadelphia, PA

Refer to Appendix A for team resumes.

SECTION B: DEVELOPER INFORMATION FORM

**BOROUGH
DEVELOPER INFORMATION FORM**

DEVELOPER

A. Legal Name of Developer: EQT Exeter dba Special Purpose Entity TBN Later

B. Corporation, Partnership or Sole Proprietorship: Corporation, likely

C. Date of Establishment: TBD **State:** DE, likely

D. Address of Developer: Five Radnor Corporate Center
100 Matsonford Road, Suite 250
Radnor, PA 19087

E. Telephone #: (610) 828-3200

F. Fax # N/A

G. E-mail Address: Gianni.parente@eqtexeter.com

H. Website Address: www.eqtexeter.com www.eqtgroup.com

I. Name of Contact: Gianni Parente **Title:** Investment Officer

J. Other Members of Developer's Team: Bryan Lamb, Kevin Urso, Sandra Rittenhouse, Alexandria Gordon

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:

EQT Exeter is a publicly traded company. Shareholder information is publicly available at www.eqtgroup.com. None of the below applies.

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. Not Applicable.

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: EQT Exeter

SIGNATURE Gianni Parente

NAME (PRINT OR TYPE) Gianni Parente

TITLE Investment Officer

DATE 03/15/2024

SECTION C: DEVELOPMENT PROJECT HISTORY

A listing of relevant development projects with detailed information as to the nature, size, scope, cost, date of the project and amount of debt issued and equity raised. Please include photographs of each project.

The Chestnut - 3720 Chestnut St. Philadelphia, PA

Year Built: 2020	Cost: \$158.8M
Product Type: High-Rise	Equity: \$63.5M
Size: 427,000 GSF	Debt: \$95.3M

The Chestnut at University City is a 30-story, 405-unit multifamily project developed by the EQT Exeter Team in Philadelphia. The property was constructed from October 2018 through November 2020 and delivered \$5M under budget and ahead of schedule. The design was lauded by Philadelphia’s Civic Design Review Board and earned Fitwell certification – a first for a residential building in Philadelphia. A 30-unit per month lease up (well above market) delivered stabilization in 14 months at market-leading rents.



The Clark – 4519 Chestnut St. Philadelphia, PA

Year Built: 2023	Cost: \$96.5M
Product Type: Mid-Rise	Equity: \$33.8M
Size: 350,000 GSF	Debt: \$62.7M

The Clark is a new development by EQT Exeter in the University City neighborhood. Consisting of six stories, the building features a roof deck, many amenities and 327 units, ten percent of which have affordable rents. It is situated next to public transportation stops and offers ample bicycle and vehicle parking to provide residents with many transit options. The development shares a block with a historic school and includes architectural features to pay tribute to the neighboring building’s aesthetics. The projects also includes a public pocket park along Chestnut Street to serve as an open garden space for the public as well as an amenity for the residents.



Emblem 125 – 125 Clifford St. Providence, RI

Year Built: 2022	Cost: \$79.7M
Product Type: Mid-Rise	Equity: \$31.8M
Size: 260,000 GSF	Debt: \$47.9M

Emblem 125 is a 249-unit apartment community featuring 20,000 square feet of ground-level commercial space in Providence, RI that EQT Exeter developed. Strategically located within the Innovation District in downtown Providence, it is just moments away from premier colleges and hospitals like Brown University, the RI Hospital System, Rhode Island School of Design (RISD), and Johnson & Wales. The development of this site was facilitated through a public-private partnership with the State of Rhode Island. EQT Exeter’s in-house development team successfully completed the construction in September 2022, with first residents taking occupancy in the same month.



One Cathedral Square – 1701 Race St. Philadelphia, PA

Year Built: 2022	Cost: \$112.5M
Product Type: High-Rise	Equity: \$45M
Size: 266,000 GSF	Debt: \$67.5M

One Cathedral Square is a 23-story apartment community that EQT Exeter developed in Philadelphia. The 271-unit, 23-story concrete tower is where the park-like Museum District meets downtown and is walkable to workplaces such as Comcast’s headquarters and the numerous universities, hospitals, and research centers that make Philadelphia one of the country’s deepest “meds and eds” centers. EQT Exeter established a joint venture with a Canadian public pension fund to close on the land in November 2020. Similar to other public-private partnerships that EQT Exeter has fostered, development on this site was negotiated with the Archdiocese of Philadelphia, whose historic cathedral is reflected in the property’s windows. EQT Exeter’s in-house development team completed construction in 12 months, ahead of schedule and under budget.



Vue at the Quarter – 2048 Bolton Dr. Atlanta, GA

Year Built: 2020 & 2024	Cost: \$126.2
Product Type: Mid-Rise	Equity: \$48.2M
Size: 280,000 GSF	Debt: \$88M

EQT Exeter had the opportunity to purchase a pre-stabilized 271-unit apartment community with the ability to develop an additional 154 units (Phase II). Phase II was recently delivered offering studio, 1-, 2-, and 3-bedroom homes within a highly amenitized Class-A building community, located in the heart of the sought-after Upper Westside neighborhood of Atlanta.



Aventine Fort Totten - Washington, DC

Members of the EQT Exeter team, while at a previous firm, participated in the joint development agreement with Washington Metropolitan Area Transit Authority of the Aventine Fort Totten. The 308-unit luxury apartment community is located directly adjacent to the Fort Totten Metro Station. The four-story community features hardi-plank “Italianate train station” architecture, garage and surface parking, and 5,000 square feet of retail.



Pacific Beacon – San Diego, CA

Members of the EQT Exeter Team, while working at a previous firm, developed Pacific Beacon, a 1.2 million square foot, \$375 million project that included the simultaneous construction of three new 18-story towers, a fourth renovated tower, a large-scale parking garage, ground floor retail and a host of market leading amenities. The project was developed and continues to operate as a 50-year public-private partnership with the Department of the Navy. The Exeter Team member principal led sourcing, financing, design, development, property management, and asset management of this ground breaking and highly successful community for nearly 3,000 residents. Pacific Beacon was the first Class-A apartment building built specifically for enlisted sailors in the United States. The world-class amenities and educational facilities were customized to meet the needs of these specific tenants. Torti Gallas + Partners was the architect for this multi-award winning project that delivered on time and under budget.



Amble – Philadelphia, PA

Year Built: 2022	Cost: \$18M
Product Type: Mid-Rise	Equity: \$4.9M
Size: 55,000 GSF	Debt: \$13.1M

Parkway Corporation developed Amble, creating a modern living space in a historical setting. Formally a furniture store in 1800s, the centrally located site in Old City had been a productive parking lot since the 1980s. Parkway replaced the parking lot with a mix of uses appropriate for the densely-built, pedestrian-friendly urban fabric of the neighborhood. Amble uses context-appropriate design to complete and complement 2nd street and features 61 apartments, a recessed courtyard and 2,000 SF of retail space.



2222 Market St. – Philadelphia, PA

2222 Market Street is a build-to-suit development by Parkway Corporation. The team led the project through a substantial rezoning, which required significant work with the Center City Resident's Association 23A Condominium, planning department and City Council. In addition to the required creative design, marketing and financial solutions for the site, the tenant's requirement for parking further complicated the site with challenging subgrade conditions, including a high groundwater table. The design blends west Market architectural industrial/masonry language with contemporary building materials and technologies and features 10' high ceilings with floor-to-floor ceiling glass, multiple outdoor terrace amenities, flexible workspace planning, a fitness center, and a conference center.



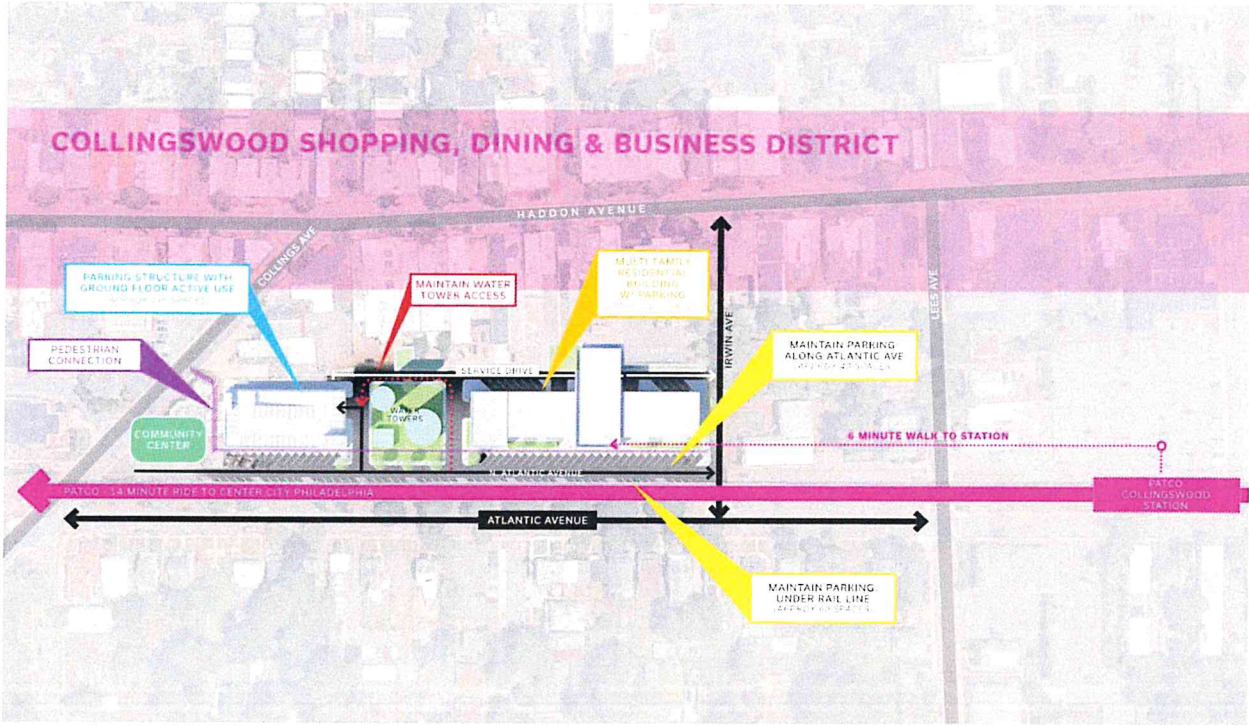
SECTION D: REFERENCES

Five references including current telephone numbers (including financial institutions).

1. **Santander - Laura Rossi, Senior Vice President**
Email: laura.rossi@santander.us
Phone: 215-435-1463
2. **Archdiocese - Tom Croke, Director of Real Estate Services (Retired)**
Email: tcroke244@gmail.com
3. **West Catholic Preparatory High School - Andrew Brady, President**
Email: abrady@westcatholic.org
Phone: 215-386-2244 x 115
4. **Utah Retirement Services - Mike Maires, Sr. Real Estate Portfolio Manager**
Email: mike.maires@urs.org
5. **Beach Point Capital Management - Andrew Chen, Managing Director**
Email: achen@beachpointcapital.com
Phone: 646-334-5687

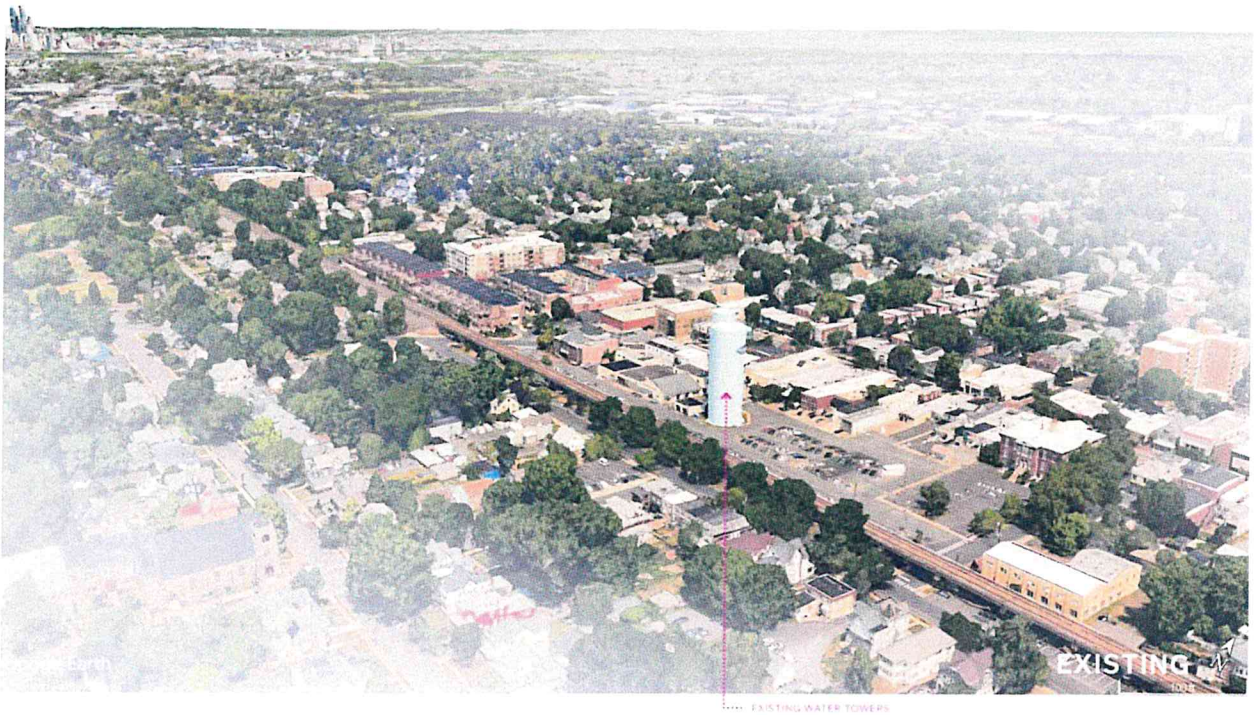
SECTION E: CONCEPT PLAN

A generic concept plan featuring a cohesive vision for the entire site which leaves in place the Collingswood Community Center and, obviously, the Collingswood Water Towers.



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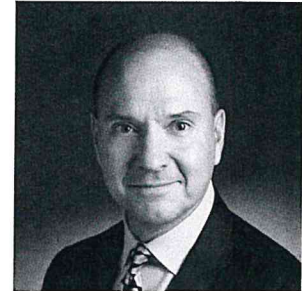
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APPENDIX A: RESUMES

Edward (Ward) Fitzgerald, Chief Executive Officer of EQT Exeter

Mr. Fitzgerald is responsible for providing strategic direction to EQT Exeter, conceiving and raising capital for investment vehicles, chairing investment committees, and utilizing relationships to source investment and leasing transactions. He has been instrumental in forming over 20 investment vehicles in the Americas, Europe and Asia to serve some of the world's most prominent institutional investors. He was also instrumental in producing the buyers for EQT Exeter's five large-scale portfolio sales that closed or are under contract to close during 2015- 2021 and total \$25 billion in sales price. Since co-founding Exeter, he has overseen the acquisition and management of over 700 real estate transactions approaching \$20 billion in asset value and 300 million square feet. Prior to EQT Exeter, Mr. Fitzgerald worked for Liberty Property Trust ("Liberty") for 14 years, ultimately as Northeast Regional Director, where he oversaw all aspects of acquisitions, asset management, development, leasing and property management of Liberty's largest region. In addition, Mr. Fitzgerald was part of the executive team that restructured Liberty and took the predecessor company, Rouse & Associates, public in 1994. Prior to Liberty, Mr. Fitzgerald worked in the Real Estate Consultancy group at Coopers & Lybrand from 1989 to 1992 with a focus on Resolution Trust Corporation (RTC) workouts and bankruptcy. Mr. Fitzgerald holds an MBA from Harvard Business School and a BA in Business Administration from the University of Notre Dame.



Bryan Lamb, Co-Head & Portfolio Manager of EQT Exeter U.S. Multifamily

Mr. Lamb has 20 years of principal-level development and investment experience predominantly in multifamily properties. His expertise includes the full spectrum of investment and development activities, encompassing all phases of the real estate value chain from entitlement through stabilized operations and dispositions. He shares responsibility for capital realization, deal procurement, acquisitions, development, and operations for the multifamily platform of EQT Exeter. Since launching the EQT Exeter Multifamily platform in 2015, he has originated and managed nearly \$2.0 billion of multifamily opportunities. Mr. Lamb started his real estate career with many members of the EQT Exeter management team at Rouse/Liberty Property, a publicly traded industrial and office REIT. Subsequently, Mr. Lamb worked for 11 years at Washington, DC-based Clark Realty Capital, where he focused on opportunistic multifamily development projects and large scale, public private partnerships in the DC Metro Area and in Southern California. Mr. Lamb led a team of over 50 development, asset management and property management professionals and sourced, oversaw or directly managed more than \$600 million in multifamily developments and large-scale public-private partnerships. Mr. Lamb graduated from the University of Notre Dame with a BA degree in Business Administration and earned an MBA from Harvard Business School. Mr. Lamb is a member of the National Multifamily Housing Council.



Gianni Parente, Northeast Investment Officer

Mr. Parente is responsible for sourcing and managing multifamily investments in the Northeastern region of the US. Mr. Parente has ten years of diligence, sourcing, underwriting, acquisition and development investment experience in both the real estate private equity and real estate investment trust sectors. For EQT Exeter, Mr. Parente has been an integral part of the growth of the organization helping to source, underwrite, acquire and manage approximately \$750 million of multifamily opportunities over the last four+ years. Prior to EQT Exeter, Mr. Parente worked at Resource Real Estate where he performed diligence & underwriting on more than 150 multifamily transactions yielding 15 acquisitions with a cumulative acquisition price of more than \$800 million. Prior to Resource Real Estate, Mr. Parente interned and then later worked for Bill and Melinda Gates Investments (BMGI) where he served as a financial analyst focused on farm and agricultural investments and developments in the Southeastern United States. Mr. Parente graduated with honors from Cornell University with a BS degree in Applied Economics and Management.



Kevin Urso, Senior Development Manager

Mr. Urso has 17 years of construction management and multifamily residential development experience. For the Multifamily platform, Mr. Urso manages the development and redevelopment process from initial design through completion of construction of each development project in the northern regions. Prior to Exeter, Mr. Urso worked for a private Philadelphia developer where he represented the owner and managed the development of over \$200 million in high-end luxury condominiums. Prior to working on the development side, Mr. Urso worked for a prominent Philadelphia general contractor in a project management role. Mr. Urso graduated from Temple University with a BS degree in Civil and Construction Engineering.



Sandra Rittenhouse, Senior Associate, Investments

At EQT Exeter for three years now, Ms. Rittenhouse plays an important role in the evaluation, due diligence, and execution of acquisitions and developments. Ms. Rittenhouse sources and underwrites new investment opportunities, evaluates existing assets performances, and conducts all financial modeling required to deliver a project from purchase through sale. Prior to EQT Exeter, Ms. Rittenhouse worked at Independence Realty Trust for four years as an analyst. Ms. Rittenhouse graduated from Fordham University with a BBA in Finance and Economics.



Alexandria Gordon, Associate Development Manager

Ms. Gordon assists in managing the development of multifamily projects from initial site test fits through owner acceptance. She is a licensed architect, and prior to joining EQT Exeter, worked for four years at an architecture firm based in New York where she managed luxury hospitality mixed-use projects. Ms. Gordon graduated with honors from the University of Notre Dame with a Bachelor of Architecture.



Joseph Zuritsky, Chairman

Joseph Zuritsky is largely responsible for the extraordinary growth realized by Parkway over the last forty years. The son of company founders Herman and Lee Zuritsky, Joe Zuritsky was literally born into the parking industry. Beginning as a cashier at the age of 15, Mr. Zuritsky was able to learn the business from the ground up. Mr. Zuritsky went on to get his B.S. in Business Administration and his Juris Doctorate from Temple University. He is active in many civic and charitable organizations in the Philadelphia area. Today, his varied experience and extraordinary reputation have helped him to forge close relationships with many of the nation's preeminent office, retail, and residential developers. He has consulted and partnered with municipalities, public and private corporations, not-for-profit entities.



Robert Zuritsky, President & CEO

As President and CEO, Robert Zuritsky has positioned Parkway to continue as an industry leader in parking management, development, and technology. Mr. Zuritsky began his parking and business education at age 12 by working various field positions at Parkway's facilities, advancing steadily through the ranks until ultimately assuming the positions of President in 2002 and CEO in 2019. In his role, Mr. Zuritsky oversees each of Parkway's departments and leads the Company's strategic growth through garage acquisition, real estate development, and new management opportunities. Mr. Zuritsky received his MBA from Temple University in 2001, currently serves as the President of the Philadelphia Parking Association, a director and President-elect of the NPA, and an active member of the Young Presidents Organization. He also actively serves on nine boards, including a financial institution, several parking technology companies, and the Philadelphia Municipal Authority. In addition to supporting the arts and a number of charitable organizations and institutions. His remarkable depth of knowledge and creativity make him one of the industry's foremost experts in real estate development and parking management.



Anna Boni, Chief Administrative Officer

As one of Parkway's third generation owners, Ms. Boni started her career at Parkway in 1990 after completing a Bachelor of Arts Degree in Criminal Justice at the George Washington University. Ms. Boni spent several years working as an Assistant manager and Facility Manager before becoming the Claims manager and was next elevated to the position of Vice President, Risk and Claims Management. In 2013, Ms. Boni obtained her Masters of Business Administration from Temple University's Fox School of Business. IN 2017, Ms. Boni was promoted to Executive Vice President and Chief Administrative Officer. Ms. Boni has fostered Parkway's annual United Way Campaign and has created volunteer opportunities for Parkway employees, as well as to provided financial assistance to the school to begin a music program and to expand the school's art program. Ms. Boni is an active leader in our community her involvement includes serving as the current Chairman of the Board of Directors for Jewish Family and Children's Service and serving on Board of Federation of Women's Philanthropy.



Briana Wilkins, Vice President of Development

Ms. Wilkins leads residential and mixed-use development of existing properties and new acquisitions across multiple markets. Prior to joining Parkway, Ms. Wilkins was Vice President, Philadelphia for Ivy Realty, where she oversaw a portfolio of almost 1M SF of residential and industrial assets. These included 1600 Callowhill, a \$50M redevelopment of a warehouse into mixed-use multifamily. Before coming to Philadelphia, she worked as a project manager at Silverman in Jersey City, overseeing all aspects of development, from acquisitions through lease-up for one of Jersey City's leading multifamily developers. MS. Wilkins graduated *summa cum laude* and Phi Beta Kappa from Princeton University with a degree from the School of Public and International Affairs.



SITIO

Antonio Fiol-Silva FAIA, LEED AP, Founding Principal

Antonio, is a nationally recognized leader in planning and design, and the Founding Principal of SITIO architecture + urbanism. His integrative work has garnered numerous awards and recognition that include: a ULI Global Award of Excellence for the *SteelStacks Art and Cultural Campus*; an AIA National Urban Design Award for the *US House of Representatives Buildings & South Capitol Area Plan* in Washington, DC; a U.S. Green Building Council's GreenSource cover feature in the for the *Charlottesville Downtown Transit & Visitor Center*; and a USGBC Project of the Year Award for *Paseo Verde*, the nation's first LEED ND Platinum Certified project. His high-profile leadership has been recognized by a Hispanic Professional of the Year Award by the GPHCC. Antonio serves as a Global Governing Trustee of the Urban Land Institute. He has been District Council Chair of ULI Philadelphia, President of AIA Philadelphia, and President of the Center for Architecture + Design. He is a Board member of the Association for Public Art. He has served as Commissioner of the Delaware River Port Authority and the Philadelphia Historical Commission; and as Board member of the Central Philadelphia Development Corporation and of the joint NLC/ULI Rose Center for Public Leadership. He is widely seen serving on professional & industry juries, lecturing on urban development, and appearing in print and media. Antonio has a Bachelor of Architecture from Cornell University, a Master of Architecture in Urban Design from Harvard University and was a Fulbright Fellow in Barcelona, Spain.



Karen Blanchard AIA, LEED AP BD+C, Principal

Karen is a Principal at SITIO architecture + urbanism where she is focused on delivering design excellence to multifaceted projects. Her vast experience ranges in scale and typology – she is fully engrossed as an architect on civic and cultural, residential, educational and mixed-use projects. Karen's commitment to design and the profession has resulted in numerous project design awards as well as being presented the AIA Philadelphia Young Architect award. Karen was the 2018 President of AIA Philadelphia, served 6 years as the Co-Chair of the AIA Philadelphia Women In Architecture Committee, and spent 5 years on the AIA Philadelphia Board of Directors and their Executive Committee. In addition, she served her community on the Board of Directors with the Fairmount Community Development Corporation. As a



graduate from Thomas Jefferson University, Karen has stayed connected with the University as an adjunct faculty member and the College of Architecture and the Built Environment Advancement Council.

Andrew Ferrarelli, AIA, LEED AP BD+C, Senior Associate Studio Director

Andrew brings over 17 years of experience in cultural, institutional, and mixed-use projects at a variety of scales for both local and national organizations including Case Western Reserve University, The Shipley School, The Haverford School, and AKA. At SITIO Andrew was the Project Manager on a complex 30-story mixed-used luxury high-rise residential tower on a sensitive site in University City, Philadelphia. He received his Bachelor of Architecture from Virginia Tech which provided a strong foundation rooted in process and design exploration to shape space. Andrew extends this passion through volunteer work designing and building several Little Free Libraries, most recently collaborating with the Buffalo Architecture Foundation. In addition, he is a mentor to high school students through Compete 360, a program that teaches students problem solving skills and helps them identify and creatively solve issues in their local community.



O'Donnell & Naccarato

Alison M. DeBourke, PE, SE, Senior Associate

Mrs. DeBourke has 19 years experience as a structural engineer working on a wide range of projects. As a Senior Associate, Mrs. DeBourke maintains client contact, coordinates with both internal and external team members, assists with internal scheduling and project staffing, performs and oversees overall completion of project deliverables and quality requirements, manages the financial aspects of projects. Mrs. DeBourke received her Bachelor of Architectural Engineering at The Pennsylvania State University.



James Behler, PE, SE, Principal

Mr. Behler has more than 31 years' experience as a structural engineer, 25 years with O'Donnell & Naccarato. As Principal-in-Charge of a project, Mr. Behler will be responsible for managing, supporting, and assessing organization needs and the design, implementation and evaluation of programs that facilitate the project's continuous development. Mr. Behler earned a BS in Civil Engineering at The Pennsylvania State University.



STANTEC

Clifton Quay, PE, PP, Principal Engineer

Cliff has always enjoyed creating designs that benefit the public and the communities he lives and works in. His projects routinely involve multidiscipline coordination, complex permitting, and significant public

outreach components. In his over thirty-five years of experience, Clif has gained valuable experience in site development, land planning, stormwater management, utility design, municipal engineering, surveying, and environmental permitting. He has designed, managed, and coordinated commercial, residential, institutional, and industrial projects. Additionally, Clif has been responsible for client interface, planning and zoning board presentations, and securing necessary permit approvals for actionable projects. Clifton received his BS in Civil Engineering from Drexel University.



Ryan Veasy, PE, Project Manager

Ryan creates usable and functional sites that enhance the quality of life for all users by satisfying clients' development needs and accommodating the community's wishes. His responsibilities involve all phases of site planning, including site plan preparation, grading, utility design, drainage design, and cost estimates. Ryan has gained experience in a variety of land development projects from large retail centers to residential site plans. Ryan earned his BS in Civil & Environmental Engineering from Rowan University.



ALDERSON ENGINEERING

Drew R. McFadden, CPD, Principal

Drew R. McFadden, CPD is a Principal at Alderson Engineering, LLC. He serves as the Principal of the firm focusing on design production. Mr. McFadden is responsible for overseeing development and production of all project documentation, ensuring all facets of the documentation meet our firm's comprehensive standards. Mr. McFadden joined Alderson Engineering, LLC. in 2003 as a cooperative education employee then full time in 2007 as a Mechanical Engineer. He is a Certified Plumbing Design professional. Drew earned a Bachelor of Science in Mechanical Engineering with a concentration in Thermal and Fluid Sciences from Drexel University. His career experience with the firm spans many commission types and a wide range of project types including Residential Mixed-Use, Office Buildings, Retail, Senior Living, Hospitality, K-12, Corporate, and Healthcare Facilities. Drew is an industry expert in mechanical, plumbing, fire protection, and life safety systems for high rise buildings having personally involvement as a design engineer or third-party consultant with some of Philadelphia's most complex high-rise buildings and has been involved in all of AE's high-rise projects for the past 15+ years. In addition, he has been engaged to speak on high rise MEP design by professional organizations around Philadelphia.



Howard Alderson, PE, Principal, Emeritus

Howard Alderson, P.E., is the founding Principal of Alderson Engineering, LLC. He serves as the Principal-in-Charge of the firm focusing on the business development and staff training. Mr. Alderson is responsible for developing and implementing technical training programs for all staff. Mr. Alderson opened Alderson Engineering, LLC in 1990, subsequent to owning a mechanical contracting firm, which he operated for many years providing design-build services. He is a licensed Professional Engineer, with registration in over twenty states. Howard earned a



Bachelor of Science in Mechanical Engineering with a concentration in Thermal and Fluid Sciences from Drexel University. He is frequently a guest speaker at various conferences, with expertise in the area of Ground Source Heat Pump Systems. His previous projects range from Geothermal Projects to Health Care Facilities, Office Buildings, Industrial Projects, Retail Projects, Hotels and Motels to Residential Projects. He was previously on the Board of Directors of and served as the National Director of the Consulting Engineering Council of Pennsylvania after having served as President of the organization.

Michael Simmonds, PE, Associate Principal

Michael Simmonds, P.E., is a Mechanical Engineer at Alderson Engineering, LLC. Mr. Simmonds serves as a Project Engineer and Project Manager. He is responsible for the design and development of projects, ensuring all aspects of the projects meet the high level of quality our clients have come to expect. Mr. Simmonds also serves as BIM coordinator, using BIM technology on projects to coordinate between trades. Mr. Simmonds joined Alderson Engineering, LLC. in 2011 as a Mechanical Engineer. He is a registered Engineer in Training and maintains membership in the professional industry organization ASME and ASHRAE. Mike earned a Bachelor of Science and Master of Science in Mechanical Engineering from Drexel University with a concentration in Mechanical Building Systems. His career experience with the firm spans many commission types and his wide range of project types includes Residential, Mixed-Use, Retail, Senior Living, University, Office Buildings, Galleries, K-12, and Healthcare Facilities.

