



May 12, 202

## **Lambertville RFP**

### Executive Summary

*Kalian Management intends to purchase the entirety of the Redevelopment Site with a plan to build a residential rental building per the guidelines in the plan and shown through this proposal. We envision a development that will feature all of the amenities that New Urbanism calls for including open space as shown in the flood plain area a roof deck and various amenity spaces for the residents. The building will be contextual to the surrounding neighborhood and the give proper respect to Lambertville's history. The concept plans herein provide more detail but some of the general points on programming are as follows:*

- *24 units and 46 parking spaces total*
- *Eight (8) units on floors 2, 3, and 4*
- *Units range in size from 913 SF to 1,148 SF, with the majority of units over 1,100 SF*
- *The average unit size is 1,086*

*Kalian Management intends to Purchase the entirety of the site for \$1,000,000. This is contingent on getting approvals for the proposed 24 Residential Units.*

*The Parking will be provided in the podium beneath the building and within the parking lot to the side of the building itself.*

1. The name, address and telephone number of the Respondent's primary business office. If the Respondent's primary business office is located outside of the State, give the address and telephone number of the New Jersey location, if any, that will be responsible for participating in this procurement and the project.

**Kalian Companies**

**2 Hennessey Blvd.**

**Atlantic Highlands, NJ 07716**

2. Identify the parent company and any subsidiary or affiliated companies of the Respondent, giving the name, address and telephone numbers of each such company.

**Kalian Companies**

**2 Hennessey Blvd.**

**Atlantic Highlands, NJ 07716**

3. Option (if known at this time) - Does the Respondent intend to joint venture, partner or subcontract with any other company or firm or other entity in the submission of a Response? If so, identify such joint venturer, partner or subcontractor and provide for each the same information as required of the Respondent in paragraphs 1 and 2. Describe in narrative form the proposed contractual relationship and responsibilities, written or otherwise, of each of the firms or companies that will be participating.

*All of our project in the past 10 years have been Joint Ventures with either High Net Worth individuals or Smaller Investment Companies. This project will be the same.*

4. All principal officers of Respondent, and all persons or entities that hold a ten percent (10%) or greater interest in Respondent.

*Mazin Kalian President Kalian Companies*

5. All persons or entities that hold a ten percent (10%) or greater interest in an entity identified in paragraphs 2, 3 and 4.

6. In connection with 1 through 5 above, provide:

- a. A complete identification of all principals or officers of any entities, firms, arrangements, associates, joint ventures, partnerships, or

involvements described above;

- b. Provide complete identification of all principals holding ten percent (10%) or more of net equity and all officers of all firms or entities so named;

*Peter J. McCarthy Little Silver NJ*

- c. A complete list of all criminal charges, or civil environmental complaints, brought against any of those entities, firms or persons that have been involved in any way with Respondent as identified in the foregoing answers and the disposition of all such criminal charges.

*NONE*

- 7. Complete the Respondent's Statement for Public Disclosure exactly as set forth in Exhibit C herein.

### 3.3.4 Financial Information Submission Requirements

Respondents must provide evidence that the development entity has the financial capacity to implement the proposed development. The Respondent must provide the following information:

- a. A summary of the amount and source of investment capital (debt and equity) anticipated to be available for the successful redevelopment of the Redevelopment Areas, including the purchase price of the Redevelopment Areas.
- b. A list of three (3) financial references, including a banking reference, noting the names, addresses and telephone numbers.

1. *Alex Fatenko, Tri-State Bank*  
*SVP, Commercial Real Estate*  
*afatenko@tscbank.com*  
*www.tscbank.com*  
*215-350-2450 (mobile)*  
*609-512-2123 (office)*
2. *Robert Beni, Amboy Bank*  
*3590 U.S. Highway 9*  
*Old Bridge, New Jersey 08857*  
*732.591.8700 Ext. 5732 | ☐ 732.591.5017 | ☐ rbeni@amboybank.com*
3. *Thomas Stackhouse Lakeland Bank*  
*FSVP I Credit Administration*  
*250 Oak Ridge Road*  
*Oak Ridge, NJ 07438-8906*  
*973-697-2000 ext. 800347*  
*732-485-5225 (cell)*  
*973-697-7711 Fax*  
*tstackhouse@lakelandbank.com*  
*www.LakelandBank.com*

- c. Financial statements (audited preferred) for the general partner or controlling entity of the development team for the last three (3) years.

*To be Provided upon acceptance*

- d. Evidence of its ability to secure builder's risk insurance and performance bonding capacity.



- e. Disclosure of any negative information that would be deemed material under generally accepted accounting practices and, in addition thereto, any history of bankruptcy, insolvency, receivership, or similar declaration or status determination with respect to individuals or entities associated with the Respondent or any entity or affiliate thereof or individuals, or entities that are principals of said Respondent.
- f. Specific information on how Respondent's firm has financed major projects. Indicate the source and amount of debt and equity funds Respondent's firm has arranged in the past.

Additionally, the City is interested in how outside lenders, investors and business prospects may view each development opportunity. Although the City is not requiring firm, binding financing and/or leasing commitments from outside financial entities (debt and equity) at this time, proposals providing evidence of same will be viewed favorably. The Respondent is also required to complete the Respondent's Statement of Qualifications and Financial Responsibility exactly as set forth in Exhibit D herein.

#### 3.3.5 Technical and Project-Related Information Submission Requirements

Section IV of the Response shall contain Respondent's technical and related experience. Respondents to this RFQ/RFP shall demonstrate their ability to undertake the development of the Redevelopment Area by providing the technical qualifications of the Respondent, principal subcontractors, and individual team members. The Issuer reserves the right to conduct an independent investigation of the Respondent and its subcontractor's technical qualifications by contacting project references, accessing public information, or contacting independent parties. Additional information may be requested during the evaluation of technical qualifications. At a minimum, the Respondent and its

subcontractors shall provide the following information to demonstrate its technical qualifications.

#### 3.3.5.1 Summary of Related Projects

The Respondent shall include a description of its prior projects that include affordable housing or residential mixed-income development components, including those in which any person or entity identified in response to Section 3.3.3 was involved. The portfolio may include visual and descriptive information sufficient to judge the quality and use of the project. For each project, Respondent shall provide the following information:

##### 3.3.5.1(a) Project Development:

X Specify the scope, cost, time and completion, completion date and sources of funding for all projects.

*29 Washington Ave Carteret NJ – 64 Unit with 12K of Residential on the ground floor. Building wrapped around existing municipal garage. 22 month build time, completed September 2019. Funded by Kalian Management and an LP Partner with a loan from Tri-State bank at 75% LTC.*

*24 Mechanic Street Red Bank, NJ 24 Units of Residential with podium parking below. Cost was about \$9M and was completed in 24 months from commencement.*

X Demonstrate the project's post-construction success in terms of design, use, construction, management, income, employment, and tax assessment.

*Our project at 29 Washington is now leased up and running smoothly. We are making enough income to cover our debt service even in a very difficult environment wherein evictions are illegal and many people are losing jobs due to COVID. We have an onsite property manager and an onsite handy man. We are paying a property taxes via a PILOT Program that is based on EGI.*

X Discuss any unanticipated problems that arose with any of the above issues, as well as discussion of how the firm has addressed them.

*The retail lease-up was a challenge, because the town does not currently have an established downtown retail corridor and does not have many current residents in this part of town it has been difficult to*

*attract quality retail tenants. We are instead finding smaller “mom and pop” type of retail uses such as Pet Groomers, Nail Salons and a pharmacy. We have also had success leasing to medical uses- an Optometrist and a Podiatrist.*

- X Provide a timeline from acquisition or designation, to site plan approval, and to issuance of final certificate of occupancy or certificate of completion for last five (5) completed projects.

- *4 Months for Architectural Design*
- *2 months for foundation*
- *18 months for trades*
- *2 months of punch list*

3.3.5.1(b) Project Operations:

- X Identify the current ownership and/or property management for each project.

*Atlantic Highlands Projects:  
Kalian built and Property Manage  
Kalian 25%, LP Partner 75%*

*Red Bank Project:  
Kalian build and Property Manage  
Kalian 35%, LP Partner 65%*

*Carteret Project: Kalian built and Property Manage  
Kalian 25%, LP Partner 75%*

*Past Projects Prior to 2017: Kalian built and 100% Equity Owner*

- X Provide contact names, addresses and telephone numbers for each project.

*Tyler Kalian: (732) 687 – 2073*

- X List any project defaults in which any of the principals have been a general partner or had a controlling ownership of Respondent during the last ten (10) years.

*NONE*

### 3.3.5.2 Current or Pending Projects:

Briefly describe any current or pending projects being undertaken by all members of the Respondent's team. Identify the current and future workload of staff members being assigned to this project. Identify the location of any current project, and include a contact name, address, and telephone number for each current client.

*Please see list of current and past projects;*

Project	Status	Project Cost	Stabilized Value	Units	Retail
60 First Ave Atlantic Highlands NJ	Fully Occupied	\$ 2,700,000	\$ 3,000,000	10	1,000 SF
15 W Lincoln Atlantic Highlands NJ	Approved Development Site	\$ 2,700,000	\$ 3,400,000	10	-
24 Mechanic Street Red Bank NJ	Under Construction	\$ 8,550,000	\$ 10,400,000	24	-
158 First Ave	Approved Development Site			18	3,850 SF
Carriage Gate Little Silver NJ	Completed 2018		\$ 20,800,000	39	-
29 Washington Carteret NJ	Built and Currently Leasing	\$ 14,500,000	\$ 20,000,000	64	12,000 SF
<u>Prior to 2017</u>					
TOWNSENDE	Complete and Sold All Units	\$ 40,469,405	\$ 44,966,006	243	-
HIDDEN MEADOWS	Complete and Sold All Units	\$ 9,155,664	\$ 10,172,960	61	-
THE VILLAGE - THG	Complete and Sold All Units	\$ 15,027,185	\$ 16,696,872	42	-
THE VILLAGE - CONDO	Complete and Sold All Units	\$ 20,773,040	\$ 23,081,155	90	-
THE VILLAGE - SF	Complete and Sold All Units	\$ 3,087,302	\$ 3,430,335	7	-
PHEASANT RUN	Complete and Sold All Units	\$ 9,583,937	\$ 10,648,819	43	-
POSSUM HOLLOW	Complete and Sold All Units	\$ 22,782,052	\$ 25,313,391	71	-
CARRIAGE GATE	Complete and Sold All Units	\$ 78,104,205	\$ 86,782,450	239	-
PINE LAKE	Complete and Sold All Units	\$ 22,089,569	\$ 24,543,965	65	-
ENCORE MONROE	Complete and Sold All Units	\$ 138,019,457	\$ 153,354,952	394	-
READINGTON	Complete and Sold All Units	\$ 2,197,800	\$ 2,442,000	12	-
DEER CHASE @ GREEN	Complete and Sold All Units	\$ 3,480,774	\$ 3,867,527	9	-
SAW CREEK	Complete and Sold All Units	\$ 17,651,360	\$ 19,612,622	226	-
SUMMER MEADOWS	Complete and Sold All Units	\$ 3,903,638	\$ 4,337,375	133	-
VILLAGE @ S.M.	Complete and Sold All Units	\$ 4,005,630	\$ 4,450,700	154	-
TRINITY LAKES	Complete and Sold All Units	\$ 2,010,600	\$ 2,234,000	81	-
<u>Prior to 2000</u>			\$ 179,979,920	1153	-
<b>TOTAL</b>			<b>\$ 673,515,049</b>	<b>3,188</b>	

*29 Washington, Carteret – 64 Residential with 15K of retail below;*





*Red Bank 24 Residential Units with Parking Below:*



### 3.3.5.3 Project References:

Include three (3) references from public entities for whom the Respondent has developed similar projects, indicating whether the work was that of the Respondent and/or specific staff who will be assigned to the Redevelopment Area. Identify the contact name, organization, type of work provided, and the contact's address and telephone number. The Issuer reserves the right to contact entities for whom the Respondent has developed a similar project that are not listed by the Respondent as a reference.

1. *Mark Hruska*  
*Chief of Fire Department*  
*hruskam@carteret.net*  
*7325413842*

2. *Andrew W. Janiw, P.P., AICP*  
*Principal*  
*Beacon Planning and Consulting Services, LLC*  
*Colts Towne Plaza, Suite 129*  
*315 State Highway 34*  
*Colts Neck, New Jersey 07722*  
*Tel: 732.845.8103*  
*Fax: 732.845.8104*  
*ajaniw@beaconplanning.net*

3. *Adam Hubeny, CPM, CRP, CPWM, CCCC*  
*Borough Administrator*  
*Borough of Atlantic Highlands*  
*100 First Avenue*  
*Atlantic Highlands, NJ 07716*  
*732-291-1444 x 3101*  
*www.ahnj.com*

### 3.3.6 Redevelopment Study and Preliminary Investigation Report

#### Project Concept

Respondents should review the Redevelopment Study and Preliminary Investigation Report. The City encourages proposals that maximize the potential of the Redevelopment Area and focus on the residential inclusionary development requirement. Respondents must provide a project description that includes, but is not limited to, the following elements (please be as specific as possible) (collectively, the “**Project Concept**”):

- a. Uses
- b. Square feet and number of structures
- c. FAR
- d. Parking
- e. Design scheme (This shall include but not limited to: scale, height, context, access, and parking. This may be presented in the form of plans and sketches)
- f. Phasing Plan, if required

*All to be completed at one time*

- g. Prospective tenant/occupant profiles

#### PROSPECTIVE TENANT PROFILE

- Young Artists and Gig Economy Professionals
- Value the beautiful small town vibe of Lambertville
- Current Residents who would like to upgrade their living situation to new construction
- Empty nesters who have sold their homes and would like to move into a more flexible living situation





h. Targeted rent – per square foot

*\$30 PSF*

i. Market research, if applicable

j. Project completion timetable

- 4 Months for Architectural Design
- 2 months for foundation
- 18 months for trades
  - 2 months of punch list

k. Green Building/LEED compliance

#### Conceptual Site Plan

Submit a preliminary conceptual site plan at a scale of 1:50. This plan should illustrate all elements proposed in the Project Concept and adhere to the Redevelopment Plan. Please provide sufficient information suitable to understand the project layout and design.

*Attached*

Please indicate, at a minimum, the following information: the number of floors, approximate height, building footprint and setbacks, landscaped and paved areas, sidewalks and public plazas, building square footage; and the location of proposed curb cuts, parking lots, and interior roadways that service the project. Also provide a sufficient overview to illustrate how the project will respond and relate to the surroundings.

Four floors, Approx 45', Rest shown on plan

#### Infrastructure

Provide an infrastructure improvement plan necessary for the project implementation which includes:

- a. Description of anticipated infrastructure improvements
- b. Costs
- c. Phasing, if applicable
- d. Conformance with improvements as specified in the plan
- e. Funding plan
- f. Any additional improvements necessary in adjacent areas

#### Financial Plan

Describe the financing plan for the proposed project:

- a. Total project budget  
*\$10M*
- b. Sources and uses of funds  
*\$7M Construction Loan, \$3M Equity*
- c. Terms of financing
- d. Multi-year cash flow statements of project

## DEVELOPMENT SOURCES AND USES

Sources	LTC	Uses
Const. Loan	6,484,424	
Interest + Fees	536,425	74.7%
Construction Loan	7,020,849	70.0%
Lease-Up Income	96,127	
Equity Investment	2,275,710	
<b>Total Sources</b>	<b>100.0%</b>	<b>9,392,687</b>

1 Construction Costs	67.6%	6,353,938
2 Architecture & Engineering	3.3%	313,500
3 Tenant Improvements	2.1%	200,000
4 Marketing	1.3%	125,000
5 Fees	3.4%	317,697
6 Land	10.6%	1,000,000
7 Construction Overheads	4.8%	450,000
Development Cost W/O Interest	93.3%	8,760,134
Construction Interest and Fees	6.7%	632,552
<b>Total Uses</b>	<b>100.0%</b>	<b>9,392,687</b>

## Construction Financing Assumptions

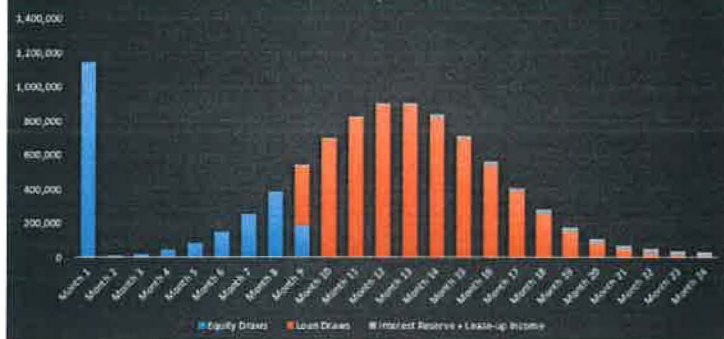
Construction Loan Term	30 Months
Fixed Interest Rate	Annual 5.00%
% of Lease-Up Inc. to Use	100%

CLICK TO RUN CONST. LOAN MACRO

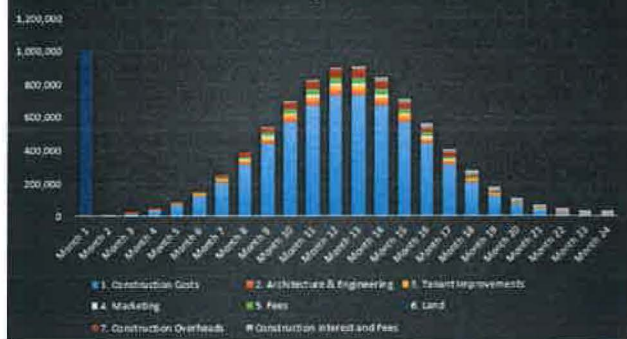
Total Uses



Sources by Month



Uses by Month



- Documentation of the basis of the financial projections
- Estimated market value of the total project and phases (if appropriate)
- Include all on- and off-site infrastructure improvements supporting all uses to be developed
- Estimate of taxes to be paid

*PILOT program with the following:*

*Year 1-5: 10% of EGI*

*Years 5-25: 15% of EGI*

### 3.3.7 Administrative Information Submission Requirements

Section VI of the Response shall include the following information in the following order:

#### 1. Project Organization

X The Respondent shall submit a Project Organization Plan. The plan should describe, in narrative form and as a chart, the Respondent's proposed organizational structure for the Redevelopment Area. The chart shall display:

- the firms involved, their interrelationships and responsibilities (if known); and

*Developer and Construction Manager - Kalia Companies*

*Architect- GRO*

*Civil Engineer – InSight Engineering*

*Structural Engineer- Johnston Burkholder Associates*

- key management personnel identified by name and firm; and
- resumes of key personnel to be assigned to the Redevelopment Area, including those to be involved in project implementation, are to be provided in the Response.

**KALIAN MANAGEMENT, LLC  
DEVELOPMENT TEAM DESCRIPTION & EXPERIENCE**

Mazin (Patrick) Kalia

Patrick Kalia formed Kalia Corporation, a multi-state residential developer and builder in March 1986 and has served as President and Chief Executive Officer for the past 22 years. The company has built more than 7,000 homes in New Jersey, Pennsylvania, Tennessee and Mississippi. Patrick developed his first communities in New Jersey and later expanded to Mississippi and Tennessee through the acquisition of Reeves Williams, LLC, the largest regional homebuilder in the Memphis market. Kalia's communities have included a broad spectrum of housing, including single family homes, townhomes, and mid-rise condominium buildings. As the owner and decision-maker, it is Patrick's responsibility to establish strategic direction, arrange acquisition, development and construction financing and alternate sources of funding. Patrick has had an active role in all projects from the company's inception to the present. Prior to establishing Kalia Companies, Patrick gained ten years in construction management experience with K. Hovnanian Companies and through the operation of a small construction company in Georgia. He is a graduate of the University of Georgia, with a B.S. in Biology.

Tyler Kalia

Tyler Kalia is the son of Mazin Kalia and is Vice President of Development. After Graduating Elon University he spent one year doing real estate sales with K. Hovnanian followed by six years working with Toll Brothers City Living in Manhattan, Hoboken and Jersey City as a Development Manager for High Rise Condominium Projects. During his time at Toll Brothers he also completed a Masters in Real Estate Development from NYU Shack School of Real Estate in NYC. Tyler works on everything from day to day construction operations to legal and financial structures. His responsibility also has an emphasis on new acquisitions and growth of the company.

Debbie Kramer Gregg

Debbie Gregg is Vice President and General Counsel for the company, responsible for advising the management team regarding all legal issues affecting the company. Debbie is responsible for negotiating acquisition and financing documents, securing and reviewing developmental approvals, community association issues and general corporate issues. Debbie was previously employed as an attorney with the New Jersey law firms of Lowenstein, Sandler and Giordano, Halleran and Ciesla, working with numerous real estate development clients in the acquisition, financing and government approvals for residential and commercial projects. Debbie is a graduate of The Pennsylvania State University and University of Michigan Law School.

2. Describe briefly any significant pending legal and administrative proceedings



(other than ordinary routine litigation incidental to Respondent's business) in which the Respondent or any person or entity identified in response to Section 3.3.3 is a party or of which any of their property is the subject. Include the name of the court or agency in which the proceedings are pending, the date instituted, and the principal parties thereto, a description of the factual basis alleged to underlie the proceeding and the relief sought. Include similar information as to any such proceedings known to be contemplated by governmental authorities. Administrative or judicial proceedings arising under any federal, State, or local laws or ordinances that have been enacted or adopted for purposes of environmental protection shall not be deemed "ordinary routine litigation incidental to the business" and shall be described.

*N/A*

3. A complete list of all criminal charges and civil environmental complaints brought against Respondent or any person or entity identified in response to Section 3.3.3 identified in the foregoing answers and the disposition of all such criminal charges and/or civil environmental complaints, if any.

*NONE*

4. Describe briefly any occasion in which Respondent or any person or entity identified in response to Section 3.3.3, has ever been disqualified, removed or otherwise prevented from participating in, or completing a federal, State, or local governmental project because of a violation of law or a safety regulation.

*NONE*

5. Describe briefly any occasion in which Respondent or any person or entity identified in response to Section 3.3.3 has been in a position of default in a federal, State or local government project, such that payment proceedings and/or execution on a payment, performance or bid bond have been undertaken.

*NONE*

6. Willingness to provide a Tax Clearance Certificate from the Director of the New Jersey Division of Taxation applied for and received by all Respondents.
7. State whether the Respondent or any person or entity identified in response to Section 3.3.3 now or has been during the past three (3) years delinquent on any tax payments or obligations owed to any taxing jurisdiction.

8. State whether the Respondent, or of any affiliated corporation of the Respondent or said parent corporation, or any of the Respondent's officers or principal members, shareholders or investors, or other interested parties been adjudged bankrupt, either voluntary or involuntary, within the past ten (10) years.

NO

9. State whether the Respondent or anyone referred to above as "principals of the Respondent" been indicted for or convicted of any felony within the past ten (10) years.

NO

10. List all threatened and pending claims, litigation and judgments or settlements, including but not limited to government investigations and enforcement actions against Respondent or any person or entity identified in response to Section 3.3.3.

NONE

11. State whether the Respondent or any of its officers or principals refused to testify or waive immunity before any state of the federal grand jury relating to any public construction project within the last ten years. If so, provide details.

NO

12. If multiple organizations are participating (e.g., subsidiaries, parent companies, joint ventures and/or subcontractors), the information requested in this Section 3.3.7 shall be provided regarding each of the respective organizations.

3.3.8 Supplemental Information to be Provided at Respondent's Option

The Respondent may include in Section VII any other information that it deems relevant or useful for the Issuer to consider in evaluating Respondent's Response. Respondent should also include any concerns regarding this project or any information or suggestions that the Respondent deems relevant to the Issuer. Some suggested topics for supplemental information include:

- X Ownership issues
- X Potential future uses
- X Potential for additional properties to be included in Redevelopment Area
- X Environmental concerns

3.3.9 Form

The Respondent shall provide the appropriate information required for each Section in accordance with the following content and format requirements.

- X Each volume and all related information shall be bound as a single document (with the exception of the one (1) unbound copy), unless that is impractical, in which case an Exhibit document accompanying the volume may be submitted.



X The Response shall be concise, clear, factual, and complete with a minimum of extraneous material.

X The Response shall be indexed and sectioned and shall be prefaced with a table of contents.

X Maps and drawings should be attached.

**{END OF SECTION 3}**

**EXHIBIT B**

**POLICE STATION TRACT REDEVELOPMENT PLAN, ADOPTED DECEMBER 17,  
2020**

## EXHIBIT C

### RESPONDENT'S STATEMENT FOR PUBLIC DISCLOSURE

#### A. RESPONDENT

1.

- a. Name of Respondent: Kalian Companies
- b. Address of Respondent: 2 Hennessey Blvd Atlantic Highlands NJ, 07716

2. If the Respondent is not an individual doing business under his own name, the Respondent has the status indicated below and is organized or operating under the laws of

- ☐ A corporation
- ☐ A non-profit or charitable institution or corporation
- ☐ A partnership known as
- ☒ A business association or joint venture known as
- ☐ A federal, state or local government of instrumentality thereof
- ☐ Other (explain)

3. If the Respondent is not an individual, give date of establishment of entity.

4. 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 Respondent, are set forth as follows:

- a. If the Respondent is a corporation, the officers, directors or trustees, and each stockholder owning more than 10 percent or any class of stock.
- b. If the Respondent is a partnership, each partner, whether a general or limited partner, and either the percent of interest or a description of the character and extent of interest. *The developer should be sure to include any prospective partners it is aware of at the time of the submission.*
- c. If the Respondent 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 interest.
- d. If the Respondent is some other entity, the officers, the members of the governing body, and each person having an interest of more than 10 percent.

Name, Address and Zip Code

MA Kalian, LLC, 2 Hennessey Blvd, Ste 1, Atlantic Highlands, NJ 07716

Position Title (if any) and Percent of Interest or Description of Character and Extent of Interest

**CERTIFICATION**

I, (We) Kalian Management, LLC

Certify that this Respondent's Statement for Public Disclosure is true and correct to the best of my (our) knowledge and belief.

Dated: \_\_\_\_\_

Dated: 5/12/21

Signature Tyler Kalian  
Managing member

Signature \_\_\_\_\_

Signature \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Address and Zip Code: \_\_\_\_\_

Address and Zip Code: \_\_\_\_\_

Notary: \_\_\_\_\_

If the Respondent is an individual, this statement should be signed by such individual, if a partnership, by one of the partners; if a corporation or other such entity, by one of its chief officers having knowledge of the facts required by this statement.



May 12, 2021

CITY OF LAMBERTVILLE 18 YORK STREET  
LAMBERTVILLE, NEW JERSEY 08530

**Re: Letter of Intent to acquire Development Site  
BLOCK 1003, LOT 3  
IN THE POLICE STATION REDEVELOPMENT ZONE (PSRZ)  
City of Lambertville, NJ**

Dear Mr. Slagle:

I am pleased to present this Letter of Intent for the acquisition of 2315 Rancocas Road Burlington, NJ. This letter sets forth the terms and conditions under which KALIAN Companies, or its designee, is willing to proceed with the acquisition of the Properties. Upon execution by both parties, this letter shall serve as the basis for the legal counsel to prepare definitive Purchase and Sale Agreements upon the terms and conditions below:

**Seller:** CITY OF LAMBERTVILLE  
18 YORK STREET  
LAMBERTVILLE, NEW JERSEY 08530

**Purchaser:** KALIAN Management LLC or its designees.

**Properties:** The Property consists, BLOCK 1003, LOT 3, which is currently a Police Station and has been Zoned as a Redevelopment Zone.

**Purchase Price:** The Purchase Price for 2315 Rancocas Road shall be \$52,631 per market rate unit for a total price of \$1,000,000.

**Deposit:** An initial \$10,000.00 deposit for the Property shall be delivered to Seller's attorney ("Escrow Agent") simultaneously with the execution of Purchase and Sale Agreement. An additional deposit of \$90,000.00 for the Property will be paid upon the expiration of the Due Diligence Period, if the Purchaser has not terminated the Agreement. The Deposit will be (a) applied against the Purchase Price at closing, (b) constitute



liquidated damages to Seller in the event of a breach of the Purchase Agreement by Purchaser; or (c) be fully refunded to Purchaser in the event there is a breach of the Purchase Agreement by Seller or failure to satisfy any contingency contained in the Purchase Agreement or termination of the Purchase Agreement by Purchaser prior to the expiration of the Due Diligence period.

**Due Diligence:** The Due Diligence Period will commence upon the execution of the Purchase Agreements and shall expire 60 days after commencement of the Due Diligence Period. Purchaser shall have the right to terminate the Purchase Agreement for any reason prior to the expiration of the Due Diligence Period, in which event the applicable Deposit shall be refunded to Purchaser. Seller shall provide copies of all plans, reports, studies and other applicable documentation, including any environmental reports, within Seller's possession to Purchaser within five (5) days after the execution of the Purchase Agreement(s).

**Closing:** Closing for BLOCK 1003, LOT 3 will occur within thirty (30) days after the Approval Contingency, as described below, have been satisfied.

**Approvals:** Closing for BLOCK 1003, LOT 3 is contingent upon all final, non-appealable governmental approvals necessary for the construction of the Improvements on the Property, including all municipal, county, soil conservation, water, sewer, and all other approvals necessary for development of the Property with the Improvements.

**Conveyance:** At Closing, Seller shall deliver good, marketable title to the applicable Property, including all approvals, permits, plans and specifications for the development of the Property.

**Broker:** The parties acknowledge that this transaction has been effected without the aid or assistance of any real estate broker, salesperson or person. Purchaser and Seller hereby agree to indemnify and hold the other party harmless of any and all cost or expense arising by virtue of a real estate commission claim arising from their respective acts or omissions and asserted by any person.

**Nonbinding:** The terms of this Offer shall not be binding upon the parties until the execution of formal Purchase Agreement by the parties for each of the Properties.



If Seller is in agreement with the terms and conditions expressed herein, please have them execute a copy of this Letter of Intent in the space provided below and return it to me at your earliest convenience. If the Letter of Intent is executed, Seller agrees that it will not continue to market the Property during the time the parties are negotiating the Purchase and Sale Agreement.

Sincerely,  
Kalian Companies

A handwritten signature in black ink, appearing to read 'Tyler Kalian', is written over a horizontal line.

Tyler Kalian

cc: Mazin A. Kalian  
Debbie Kramer Gregg, Esq.

Agreed and Accepted by Seller:

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Date: \_\_\_\_\_

## EXHIBIT D

### RESPONDENT'S STATEMENT OF QUALIFICATIONS AND FINANCIAL RESPONSIBILITY

1. Name, Address and Zip Code of Respondent:
2. Is the Respondent a subsidiary of or affiliated with any other corporation or corporations or any other firms? Yes  
\_\_\_\_\_ No \_\_\_\_\_

If yes, list each such corporation or firm by name and address, specifically its relationship to the Respondent, and identify the officers and directors or trustees common to the Respondent and such other corporation or firms.

3.
  - a. The financial condition of the Respondent, as of, is as reflected in the attached financial statement. (Note: Attach to this statement a certified financial statement showing the assets and liabilities, including contingent liabilities, fully itemized in accordance with acceptable accounting standards and based on a proper audit. If the date of the certified financial statement precedes the date of this submission by more than six months, also attach an interim balance sheet not more than sixty (60) days old).

*To be Provided upon Acceptance of Proposal*

- b. Name and address of auditor or public accountant who performed the audit on which said financial statement is based.
    - c. If funds for the development of the Project Concept proposed are to be obtained from sources other than the Respondent's own funds, provide a statement of the Respondent's plan for financing the acquisition and development of the land:
4. Sources and amount of cash available to Respondent to meet equity requirements of the proposed undertaking:

- a. In Banks:

<u>Name, Address and Zip Code of Bank</u>	<u>Amount</u>
	\$
  - b. By sale of readily saleable assets:

<u>Description</u>	<u>Market Value</u>	<u>Mortgages or Liens</u>
	\$	

5. Names and addresses of bank references:

Alex Fatenko, Tri-State Bank  
SVP, Commercial Real Estate  
afatenko@tsbank.com  
www.tsbank.com  
215-350-2450 (mobile)



Robert Beni, Amboy Bank  
3590 U.S. Highway 9  
Old Bridge, New Jersey 08857  
732.591.8700 Ext. 5732 | ☐ 732.591.5017 | ☐ rbeni@amboybank.com

6. Thomas Stackhouse Lakeland Bank  
FSVP I Credit Administration  
250 Oak Ridge Road  
Oak Ridge, NJ 07438-8906  
973-697-2000 ext. 800347  
732-485-5225 (cell)  
973-697-7711 Fax  
tstackhouse@lakelandbank.com  
www.LakelandBank.com

- 6.
- a. Has the Respondent or any person or entity identified in Section 3.3 hereto been adjudged bankrupt, either voluntary or involuntary, within the past ten (10) years?
- Yes \_\_\_\_ No \_\_\_\_
- If yes, give date, place and under what name.
- b. Has the Respondent or anyone referred to above as "principals of the Respondent" been indicted for or convicted of any felony within the past ten (10) years?

Yes \_\_\_ No \_\_\_

7.

- a. Undertakings comparable to the proposed redevelopment completed by the Respondent or any of the principals of the Respondent, including identification and a brief description of each project and date of completion:

Project	Status	Project Cost	Stabilized Value	Debt	Equity
60 First Avenue Atlantic Highlands NJ	Occupancy September 2019	\$ 2,700,000	\$ 3,000,000	\$ 1,900,000	\$ 1,100,000
15 West Lincoln Atlantic Highlands NJ	Approved Development Site	\$ 2,700,000	\$ 3,400,000	\$ 2,000,000	\$ 1,400,000
24 Mechanic Street Red Bank NJ	Approved Development Site	\$ 8,550,000	\$ 10,400,000	\$ 6,400,000	\$ 4,000,000
29 Washington Carteret NJ	Occupancy September 2019	\$ 14,500,000	\$ 20,000,000	\$ 15,000,000	\$ 2,000,000
<b>TOTAL</b>			<b>\$ 36,800,000</b>	<b>\$ 25,300,000</b>	<b>\$ 8,500,000</b>

- b. If the Respondent or any of the principals of the Respondent has ever been an employee, in a supervisory capacity, for a construction contractor or builder on undertakings comparable to the proposed development work, name such employee, name and address of employer, title of position, and brief description of work:
8. If the Respondent or a parent corporation, a subsidiary, an affiliate or a principal of the Respondent is to participate in the development of the land as a construction contract builder:
- a. Name and address of such contractor or builder:
- b. Has such contractor or builder within the last ten (10) years ever failed to qualify as a responsible bidder, refused to enter into a contract after an award has been made, or failed to complete a construction or development contract. Yes\_No\_If yes, explain:
- c. Total amount of construction or development work performed by such contractor or builder during the last five (5) years:

*See above Chart*

- d. Construction contracts or developments now being performed by such contractor or builder:

*See above Chart*

Identification of Contract of Development	Location	Amount	Date to be Completed
--	----------	--------	-------------------------

- e. Outstanding construction-contract bids of such contractor or builder:

Awarding Body	Amount	Date Opened
	\$	

9. Does any member of the governing body in the City or any other appointed official in the City, have any direct or indirect personal or financial interest in the Respondent or in the development/rehabilitation of the property upon the basis of such proposal?

Yes \_\_\_ N \_\_\_ X \_\_\_ If yes, explain:

10. Statements and other evidence of the Respondent's qualifications and financial responsibility

## EXHIBIT F

### ACKNOWLEDGMENT OF ADDENDA

The Respondent hereby acknowledges receipt of RFP dated 5/13/0 and Addenda Nos. \_\_\_\_\_ through 1, inclusive.

(NAME OF RESPONDENT)\*

By: Tyler Kallian

Name:

Title:

VP

\*If a joint venture, partnership or other formal organization of firms, submit this Response, all such firms shall be listed and each such participant shall execute this Acknowledgment of Addenda.

**EXHIBIT G**

**REQUEST FOR QUALIFICATIONS CHECKLIST**

**THIS CHECKLIST MUST BE COMPLETED AND SUBMITTED WITH YOUR PROPOSAL:**

**Please initial below, indicating that your proposal includes the itemized document.  
A PROPOSAL SUBMITTED WITHOUT THE FOLLOWING DOCUMENTS IS CAUSE FOR REFUSAL.**

**INITIAL BELOW**

**A. An original and three (3) signed copies of your complete proposal.**

**B. Non-Collusion Affidavit properly notarized.**

**C. Authorized signatures on all forms.**

**D. Business Registration Certificate(s).**

**E. Affirmative Action Statement**

✓  
✓  
✓  
✓  
✓

**Note: N.J.S.A 52:32-44 provides that the City shall not enter into a contract for goods or services unless the other party to the contract provides a copy of its business registration certificate and the business registration certificate of any subcontractors at the time that it submits its proposal. The contracting party must also collect the state use tax where applicable.**

**THE UNDERSIGNED HEREBY ACKNOWLEDGES  
THE ABOVE LISTED REQUIREMENTS.**

**NAME OF PROPOSER:**

**Person, Firm or Corporation**

**BY: (NAME)**

**(TITLE)**

**EXHIBIT H**

**NON-COLLUSION AFFIDAVIT**

STATE OF NEW JERSEY  
COUNTY OF ~~HUNTERDON~~ MONMOUTH

SS:

I AM Managing member  
OF THE FIRM OF Kalian Management, LLC

UPON MY OATH, I DEPOSE AND SAY:

1. THAT I EXECUTED THE SAID PROPOSAL WITH FULL AUTHORITY SO TO DO;
2. THAT THIS PROPOSER HAS NOT, DIRECTLY OR INDIRECTLY ENTERED INTO ANY AGREEMENT, PARTICIPATED IN ANY COLLUSION, OR OTHERWISE TAKEN ANY ACTION IN RESTRAINT OF FAIR AND OPEN COMPETITION IN CONNECTION WITH THIS ENGAGEMENT;
3. THAT ALL STATEMENTS CONTAINED IN SAID PROPOSAL AND IN THIS AFFIDAVIT ARE TRUE AND CORRECT, AND MADE WITH FULL KNOWLEDGE THAT THE CITY OF LAMBERTVILLE RELIES UPON THE TRUTH OF THE STATEMENTS CONTAINED IN SAID PROPOSAL AND IN THE STATEMENTS CONTAINED IN THIS AFFIDAVIT IN AWARDING THE CONTRACT FOR THE SAID ENGAGEMENT; AND
4. THAT NO PERSON OR SELLING AGENCY HAS BEEN EMPLOYED TO SOLICIT OR SECURE THIS ENGAGEMENT AGREEMENT OR UNDERSTANDING FOR A COMMISSION, PERCENTAGE, BROKERAGE OR CONTINGENT FEE, EXCEPT BONA FIDE EMPLOYEES OR BONA FIDE ESTABLISHED COMMERCIAL SELLING AGENCIES OF THE PROPOSER. (N.J.S.A.52: 34-25)

SUBSCRIBED AND SWORN TO

BEFORE ME THIS 12<sup>th</sup> DAY

OF May 20 21.



Tyler Kalian



(TYPE OR PRINT NAME OF  
AFFIANT UNDER SIGNATURE)

NOTARY PUBLIC OF

MY COMMISSION EXPIRES: Nov 17, 20 23

**MARIE LYDEN**  
NOTARY PUBLIC OF NEW JERSEY  
My Commission Expires 11/17/2023



Richard Garber, AIA  
NJ License # 21A101735200

Nicole Robertson, AIA  
NJ License # 21A101651100

**NEW CONSTRUCTION  
MULTI-FAMILY RESIDENTIAL  
10 S. GROVE STREET  
EAST ORANGE, NJ 07018  
BLOCK:180 LOT:15 & 15.01**

AMIR BEN - YOHANAN AND OR ASSIGNS  
20 WASHINGTON ST. SUITE 403  
CRESSKILL, NJ, 07620  
amr.yoh@yahoo.com  
avgagin81@gmail.com

**DYNAMIC ENGINEERING CONSULTANTS**  
PC  
245 MAIN STREET, SUITE #112  
CHESTER, NJ 07930  
(908) 679-9229  
lduarte@dynamicec.com

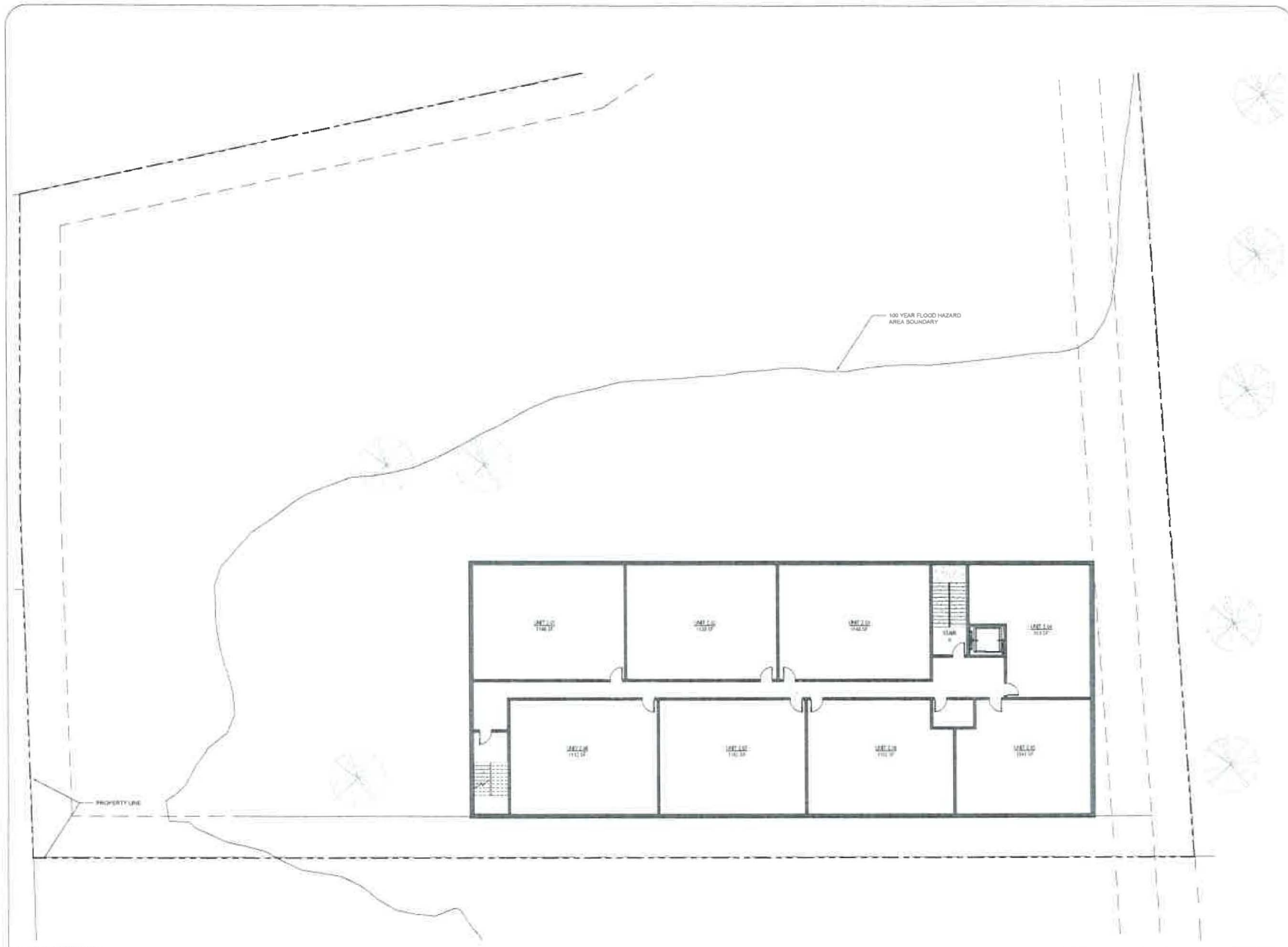
BOL-079867 - 6/16/2016		
Plant: Suburban		
Chromosome: 1L1007,201		
Accession:		
No.	Date	Description

NOT FOR CONSTRUCTION

PROJECT NUMBER:	PLAN# 001 OF 001
ISSUED FOR: 001 R.O. NR.	DATE: 00/00/00 BY: 000
SHEET TITLE FIRST FLOOR PLAN	

PB-101

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**PROJECT**  
**NEW CONSTRUCTION**  
**MULTI-FAMILY RESIDENTIAL**  
10 S. GROVE STREET  
EAST ORANGE, NJ 07018  
BLOCK 180 LOT 15 & 15.01

**CLIENT**  
**AMIR BEN - YOHANAN AND OR ASSIGNS**  
20 WASHINGTON ST. SUITE 403  
CRENSHILL, NJ 07826  
amir.yoh@yahoo.com  
avgayn81@gmail.com

**CONSULTANT**  
**DYNAMIC ENGINEERING CONSULTANTS**  
**PC**  
245 MAIN STREET, SUITE #110  
CHESTER, NJ 07830  
(908) 879-3229  
louisa@dynamiccac.com

REVISIONS		
NO.	DATE	DESCRIPTION

**NOT FOR CONSTRUCTION**

PROJECT NUMBER: \_\_\_\_\_ Revision #: **Adw**

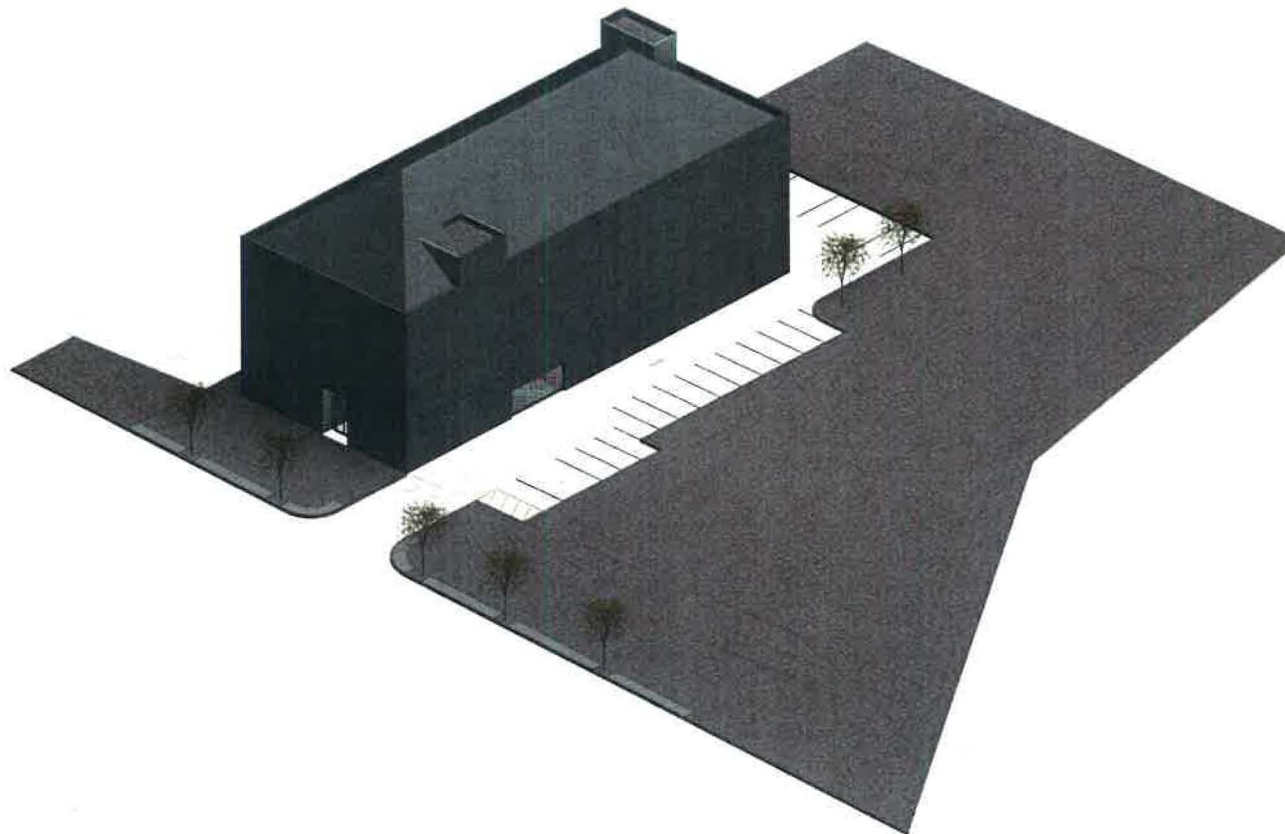
DATE: \_\_\_\_\_ Drawn by: \_\_\_\_\_

SCALE: \_\_\_\_\_

SHEET TITLE: **TYPICAL FLOOR PLAN**

SHEET NO.: **PB-102**

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① AADR



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Nicole Robertson, AIA  
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**PROJECT**  
NEW CONSTRUCTION  
MULTI-FAMILY RESIDENTIAL  
10 S. GROVE STREET  
EAST ORANGE, NJ 07018  
BLOCK 100 LOT 15 & 15.01

**CLIENT**  
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REVISIONS

NO. DATE DESCRIPTION

1 01/11/2011

2 01/11/2011

3 01/11/2011

4 01/11/2011

5 01/11/2011

6 01/11/2011

7 01/11/2011

8 01/11/2011

9 01/11/2011

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34 01/11/2011

35 01/11/2011

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PROJECT NUMBER:

ISSUED BY:

REVISION:

DATE:

BY:

RENDER 01

PROJECT NO.:

PB-901

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