



LAWRENCE | LOWELL | HAVERHILL  
**PROJECT TOUR - JUNE '21**

The background features several thick, light beige brushstrokes. One prominent stroke starts from the bottom left, curves upwards and to the right, then loops back down and to the left. Another stroke is positioned vertically on the left side, and a third, shorter stroke is located in the upper right quadrant. The text is centered horizontally and vertically over these strokes.

DEVELOPING SIGNATURE BRANDS

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- Pavilion
- Hamilton Canal
- Haverhill Downtown RFP

*Thank you for your time*



# EXECUTIVE SUMMARY

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Lupoli Companies is a privately held, vertically integrated owner, operator and developer of urban mixed-use properties in key transit-oriented locations throughout New England. A diverse portfolio of holdings includes more than 5M square feet of commercial, residential and retail real estate, plus operations in construction, property and construction management, acquisition and commerce, with an aggregate potential of close to \$1 billion in local investments. From ground up construction to the transformation of historic mill buildings into vibrant lifestyle communities, Lupoli Companies continues to break new ground and reshape the industry.

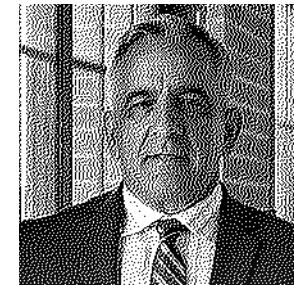
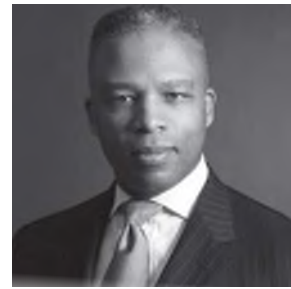
Committed to upholding the highest standards of integrity and professionalism, Lupoli Companies delivers innovative projects through a unique, 360° value added approach. Under Sal's leadership, an exceptional team pursues excellence through shared goals, collaboration, trust and accountability. It is through an entrepreneurial culture that they can invest in company initiatives that focus on continuous improvement, economic development, public/private partnerships and service. Drawing on a deep understanding and expertise in real estate, Lupoli

Companies seeks out highly promising development opportunities often overlooked by others, with a focus on gateway cities throughout Massachusetts.

Recognized throughout the country as a thought leader and a driver of job creation, Sal Lupoli has been honored by some of the most prestigious organizations in the United States. In 2015 Sal Lupoli and Lupoli Companies were honored with the inaugural Marcia Lamb Inner City Innovation Award recognizing visionaries leading change in urban economic development and inner cities. This national nonprofit initiative was founded in 1994 by Harvard Business School Professor Michael E. Porter. Its mission is to promote economic prosperity in America's inner cities through private-sector investment that leads to jobs, income and wealth creation for residents.

The Development Team provides eight decades of development expertise with a proven track record of designing and building commercial, residential, institutional, retail, restaurant and historic renovation projects throughout New England.

# DEVELOPMENT TEAM



**SAL LUPOLI**  
CEO & President  
*Lupoli Companies*

**GERRY-LYNN DARCY**  
Senior Vice President  
*Lupoli Companies*

**RONALD WALKER**  
Chief Operations Officer  
*Lupoli Companies*

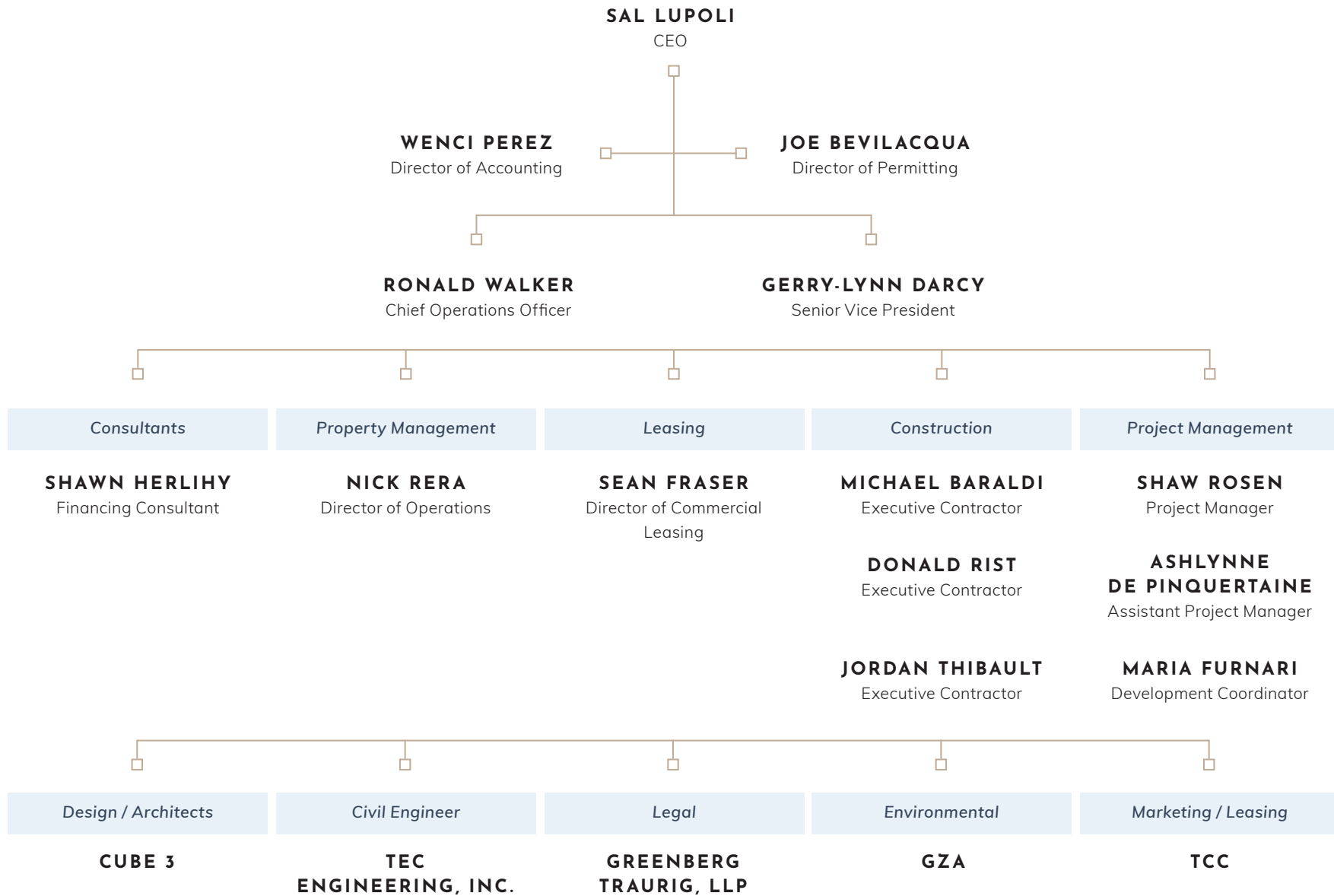
**WENCI PEREZ**  
Director of Accounting  
*Lupoli Companies*

**JOE BEVILACQUA**  
Director of Permitting  
*Lupoli Companies*

**SHAWN HERLIHY**  
Financing Consultant  
*Geodecke & Co.*

**DONALD RIST**  
Executive Contractor  
*Lupoli Companies*

# ORGANIZATIONAL CHART



# BIOGRAPHY



## Salvatore N. Lupoli

CEO | PRESIDENT | FOUNDER

A social impact entrepreneur achieving exceptional results in local communities with a focus on small business initiatives, economic development, community revitalization and job creation. Experienced in building partnerships with key decision makers that require a deep understanding of critical business components across multiple markets and industries. Effectively leads an organization with over 1,000 employees and manages annual revenues in excess of \$470 million.

### Key Areas of Strength

- Visionary Leadership
- Revenue Generation
- Contract Negotiations
- Real Estate Development
- Investment Strategy
- Mergers and Acquisitions
- Public & Private Partnerships
- Fiscal Management & Asset Growth
- Entrepreneurship & Innovation

### Key Examples of Success

- Built a diverse real estate portfolio from the ground up, that includes more than 5 million square feet of mixed-use properties with an aggregate potential of close to \$1 billion in local investments.
- Drove real estate growth of commercial, residential and retail space from \$10 million to a portfolio in excess of \$470M while raising more than \$150 million in equity capital.
- Planned and directed the start-up of a commercial real estate development company with key acquisitions and growth in residential living in transit-oriented locations.
- Bringing long-term value to communities in Gateway Cities throughout Massachusetts through economic development and job creation.
- Named the 5th largest commercial real estate developer in Massachusetts by the Boston Business Journal.

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## Professional Experience

CEO | PRESIDENT | FOUNDER

Lupoli Companies, Lawrence, MA .....1990 - Present

Lupoli Companies is a vertically integrated owner, operator and developer of urban mixed-use properties in key transit-oriented locations throughout New England. A diverse portfolio of holdings includes over 5 million square feet of commercial, residential and retail real estate and operations in property management, construction management, acquisition and e-commerce. From ground up construction to the transformation of historic mill buildings into vibrant lifestyle communities, Lupoli Companies continues to break new ground and reshape the industry.

It is through a cohesive team and an entrepreneurial culture that Lupoli Companies can invest in corporate initiatives that focus on continuous improvement, economic development and service. Drawing on a deep understanding and expertise in real estate, Lupoli Companies seeks out highly promising development opportunities often overlooked by others, with a focus on gateway cities throughout Massachusetts.

## Education

Massachusetts Institute of Technology, Cambridge, MA .....2011 - 2012

Sloan School of Management, Master of Business Administration

Northeastern University, Boston, MA .....1984 - 1989

Bachelor of Science - Business Administration Major: Management

Honors Graduate | Captain of Football Team

## Awards

- 2021 Nations Restaurant News Most Influential CEO
- 2021 Greater Haverhill Chamber of Commerce Pioneer Award
- 2020 Boston Business Journal 5th Largest Real Estate Developer
- 2020 Boston Business Journal Massachusetts' Most Charitable Companies
- 2018 Mayor Thomas M. Menino Legacy Award
- 2017 Ron Burton Distinguished American Award
- 2017 Innovator and Visionary Award
- 2015 Marcia Lamb Inner City Innovation Award
- 2015 Associated Industries of Massachusetts Next Century Award
- 2015 Lowell Catholic High School Bishop John R. McNamara Award
- 2014 Northeastern Economic Developers Association Business of the Year Award
- 2014 Housing Families Corporate Citizen Award
- 2013 I Migliori Award
- 2010 Ralph B. Wilkinson Good Citizenship Award
- 2010 Ernst & Young Entrepreneur of the Year for New England
- 2009 N.E. Italian - American Man of the Year
- 2009 SBA Entrepreneur of the Year
- 2008 Inaugural Enterprise Bank Entrepreneur of the Year
- 2008 Massachusetts Family Business Award
- Boy Scouts of America Distinguished Citizen Award
- Boston Business Journal 40 Under 40 Award





# FEATURED PROJECTS

Merrimack Street Wood Mill | Riverwalk Lofts | Pavilion | Hamilton Canal | Haverhill Downtown



# MERRIMACK STREET WOODMILL

210 - 280 MERRIMACK STREET | LAWRENCE, MA

## RICH IN HISTORY

The Wood Worsted Mill is located at the intersection of South Union Street and Merrimack Street in Lawrence, MA. Located along the bank of the Merrimack River, it offers stunning views of the scenery.

The mill building was constructed between 1906 and 1909 for the American Woolen Company and was known as the “eighth wonder of the world” by locals due to its enormous size. The six-story brick building is over 1,300 feet long and 125 feet high and contains more than 17 miles of aisles and hallways. When it was built, its purpose was to perform the complete textile manufacturing cycle of worsted woolens. It encompassed the transformation of raw material to finished fabric under one single roof.

Located on the Riverwalk campus, the building as it stands today is divided into four parts. The first section or “F” is comprised of mixed-use commercial and office spaces. The other three sections, or “C, D, and E,” are high-end residential apartment called The Riverwalk Lofts.

The mill complex has been listed on the National Register of Historic Places since August 12, 2010.



## PROGRAM DETAILS

### SIZE

1,200,000 SF / 6 STORIES

### COMPLETION

2021

### FINANCING

HANDLED WITH GOEDECKE AND CO., LLC

SAL LUPOLI (CEO & DEVELOPER) PROVIDED  
THE GUARANTEE AND 100% OF THE EQUITY

### TOTAL DEVELOPMENT COST

\$192,000,000

### TOTAL EQUITY

\$65,400,000

### TOTAL DEBT

\$126,600,000

### ARCHITECT

CUBE3





RIVERWALK  
LOFTS

# RIVERWALK LOFTS

250 MERRIMACK STREET | LAWRENCE, MA

The Riverwalk Lofts are composed of spacious studios, one, and two-bedroom loft space apartments that feature exposed brick, 16-foot ceilings, and 12-foot windows. Each unit has luxurious bathrooms with imported tile, an in-unit washer/dryer, and gourmet kitchens with quartz countertops, custom cabinetry, and stainless-steel appliances. Select units even offer a second-floor loft mezzanine for even more space.

## BEAUTIFUL AND UNIQUE

Gorgeous, open-concept studios, one, and two-bedroom loft apartments, featuring modern amenities blended with the original charm of our historic building.

## LIVE. WORK. PLAY

Located in Riverwalk Innovation District, a live-work-play campus offering easy access to cafes, medical offices, coffee shops, spas, retail stores, banks, and more. Easy access to I-495, I-93, and Route 28 as well as the MBTA Commuter Rail across the street.

## COMMUNITY AMENITIES

- Several Beautifully Appointed Lounge Areas
- Variety of Private & Semi-Private Work Spaces
- Conference Room for Meetings
- Two On-Site Fitness Centers
- Coffee & Tea Lounge
- Unique Gathering Spaces with Large Format TVs and Billiards
- Private Dining Room and Wine Bar Available for Entertaining
- 24 Hour Concierge Services
- Catering Kitchen Available
- Rooftop Lounge with Outdoor Seating and Grill Area
- Underground Garage
- Outdoor Dog Run Area

## PROGRAM DETAILS

### TOTAL COST

\$80,000,000

### COMPLETION

2021

### FINANCING

HANDLED WITH GOEDECKE AND CO., LLC

SAL LUPOLI (CEO & DEVELOPER) PROVIDED  
THE GUARANTEE AND 100% OF THE EQUITY

### PARKING SPACES

APPROXIMATELY 240

### TOTAL APARTMENTS

596

### COMMON AREAS

6 LEVELS OF COMMON SPACE

### LOCATION

WITHIN A HISTORICAL MILL BUILDING THAT IS  
OVER 1.2 MILLION SQUARE FEET





PAVILION  
RIVERWALK

# PAVILION

282 MERRIMACK STREET | LAWRENCE, MA

After 15 years of initial expansion of Riverwalk, Lupoli Companies is creating a new sense of place for our tenants and community alike with the most forward-thinking, transformative project yet, The Pavilion.

## A PLACE TO GATHER AND CONNECT

Serving as the center-point of the Riverwalk Campus, the Pavilion provides a place for connection and activity for Tenants and Residents. With shops and restaurants at its core, the true gem is the turf field that sits atop the parking structure. Created as a space to hold events and host tournaments, the field at the Pavilion is sure to bring plenty of life and activity to Riverwalk.

## URBAN INNOVATION DISTRICT

Bridging historic architecture with smart-city technology and sustainable design features, we have developed a destination that will grow alongside our neighbors, support local businesses, and create new public spaces for all to enjoy.

## A SOPHISTICATED WATERFRONT COMPLEX

This integrated building will offer a modern design with endless opportunities for new and exciting retail storefronts, restaurant concepts, conference centers and a variety of upscale, flexible office suites with direct access to some of the most iconic and scenic views of the Merrimack River.

## PROGRAM DETAILS

### SIZE

PARKING GARAGE: 444,000 SF / 3 STORIES  
END CAP BUILDING: 80,000 SF / 4 STORIES

### ANTICIPATED COMPLETION

2021

### FINANCING

FINANCING WAS HANDLED WITH GOEDECKE  
AND CO., LLC

SAL LUPOLI (CEO & DEVELOPER) PROVIDED  
THE GUARANTEE AND 100% OF THE EQUITY

### TOTAL DEVELOPMENT COST

\$51,000,000

### TOTAL EQUITY

\$25,000,000

### TOTAL DEBT

\$26,000,000

### BERKSHIRE BANK

CLARKE CRONIN, SENIOR VICE PRESIDENT  
O: 617-807-8191 | C: 617-687-9122 | F: 617-227-4601  
E: CCRONIN@BERKSHIREBANK.COM  
60 STATE STREET, 38TH FLOOR, BOSTON, MA 02109

### ARCHITECT

SGA



# HAMILTON CANAL

PROGRAM PARCELS 1-5 | LOWELL, MA

## PARCEL 1

On Parcel 1 the Lupoli Companies proposes to construct an 85' (avg height) parking structure. The structure will consist of 16 half-story riser sections and 540 parking spaces. The uses proposed on Parcel 1 are as follows:

|                     |                                   |
|---------------------|-----------------------------------|
| <b>Canal Level</b>  | Not Applicable / No Proposed Uses |
| <b>Street Level</b> | Parking Structure                 |
| <b>Upper Floors</b> | Parking Structure                 |

## PARCELS 2-4

On Parcels 2, 3, 3a and 4 the Lupoli Companies proposes to consolidate the four lots into two lots; a lot for Point Park, "Lot 3", which will be slightly reconfigured but remain the same size as the pre-development Lot 3 parcel, and "Lot 2" which will be the proposed development pad. On the newly reconfigured "Lot 2" the Lupoli Companies is proposing to construct a 13-story mixed-use building that is 170' in height with street level parking that will be screened / enclosed beneath a plinth which will provide roof deck amenity space and eliminate the view of surface parking from the site. From the street, most of the building will appear to be 2 stories in height, with the tower set back from the street to provide view corridors. The proposed uses on the newly reconfigured "Parcel 2" are as follows:

|                     |                                                                                                                                                                                                   |
|---------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Canal Level</b>  | Not Applicable / No Proposed Uses                                                                                                                                                                 |
| <b>Street Level</b> | 15,300 SF retail / restaurant & 75 covered / enclosed parking spaces                                                                                                                              |
| <b>Upper Floors</b> | 2nd floor – 24,000 SF function space and roof deck / plinth above parking<br>3rd floor – 6th floor – 40,000 SF office space<br>7th floor – 13th floor – 70,000 SF residential (42 apartments +/-) |
| <b>Total</b>        | 149,300 SF & 75 covered/enclosed parking spaces                                                                                                                                                   |

## PARCEL 5

On Parcel 5 the Lupoli Companies proposes to construct a four-story, 55' high, building with Canal Level parking. The building is intended to have "micro-retail/restaurant" opportunities on the ground level to create vibrant pedestrian activity. The proposed uses on Parcel 5 are as follows:

|                     |                                                                      |
|---------------------|----------------------------------------------------------------------|
| <b>Canal Level</b>  | 14,175 SF Parking (30 parking spaces)                                |
| <b>Street Level</b> | 6,800 retail / restaurants and 7,300 SF enclosed parking (19 spaces) |
| <b>Upper Levels</b> | 2nd – 4th floors 42,500 SF office                                    |
| <b>Total</b>        | 49,300 SF with 49 on-premise parking spaces                          |



## DESIGN CONCEPT RENDERINGS



# HAVERHILL DOWNTOWN

4.5 ACRES OF LAND BETWEEN MERRIMACK STREET, MAIN STREET AND BAILEY BOULEVARDS

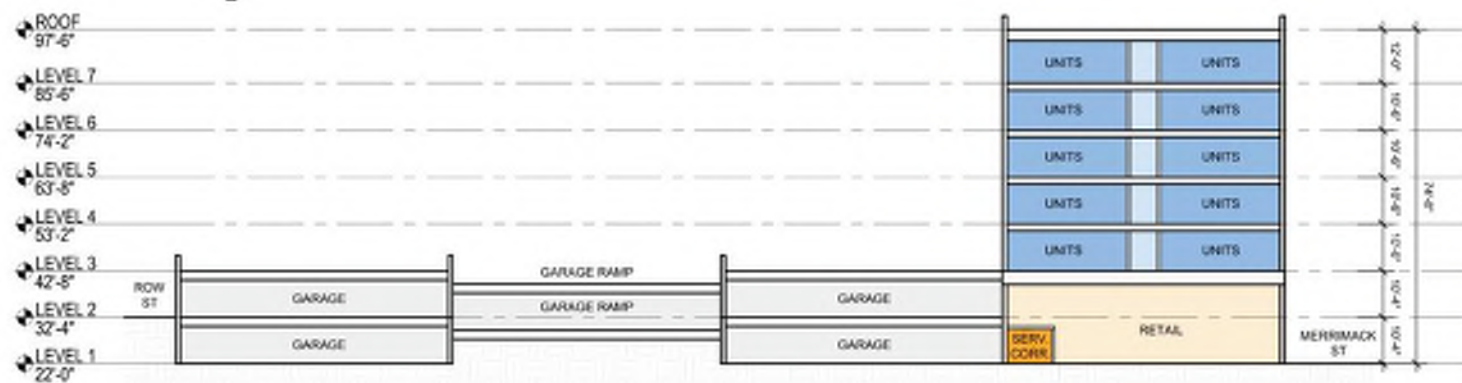
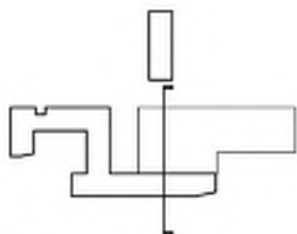
## NARRATIVE

The proposed master plan for Parcels A, B & C aims to invigorate and reinforce existing development patterns along Merrimack Street, while bringing vibrant and contextually responsive apartments to the core of downtown Haverhill. Along Merrimack Street, the architecture and programming continues the existing urban edge with active retail use. Above the ground, the architecture blends into the material and formal fabric of Merrimack Street that is lined with historic brick facades.

On Parcel C, the proposed multifamily building intelligently addresses the steep grading on Row Street and Park Way. The proposal includes a Park Way extension that connects Main Street to How Street. The architecture of Parcel C focuses on orienting towards the Merrimack River while responding to the scale and character of the surrounding buildings. The Row Street side creates a deliberate residential feel with the use of balconies and sections of transparent façade to avoid creating a “back door” condition.

The proposed apartments on Parcel B create a series of walk-up units along Haverhill Place to strengthen its residential texture, with an upper story setback that respects the historic character of Haverhill. All three apartment buildings are supported by a central parking deck that blends into the topography and is set back from the Main Street edge with a lush green buffer.

The storefront along Merrimack Street will encourage entrepreneurial opportunities for new businesses and startups with a shared resource center to support a variety of business programs.



# HAVERHILL DOWNTOWN

4.5 ACRES OF LAND BETWEEN MERRIMACK STREET, MAIN STREET AND BAILEY BOULEVARDS

## VISION STATEMENT

After careful analysis of the downtown district within the city, we have proposed a thoughtful mix of uses to enhance pedestrian access with a beneficial blend of uses that complement the scale and composition of the corridor that extends from Main Street and the Basiliere Bridge. The development concept repositions a centralized parking garage for the benefit of the downtown district. The building's aesthetic is based on a contextual, timeless approach that complements the historic architecture along the central boulevard. At the sidewalk level the facades have a high degree of detail and transparency. Parking levels are visually screened and incorporated in the rear to accentuate the streetscape. The phases of the development will combine a mix of uses including residential, market rate, rental units and retail storefront

with a modern parking structure that provides adequate parking ratios for the program as designed. The proposed residential component of the project will target market rate housing at price points similar to those found at Haverhill Heights. The retail storefront will include an incubator space with shared resources to accommodate small local entrepreneurs where rental costs will be augmented by the developer through their commitment to providing opportunities that promote new ideas. Similar to Lupoli Companies investment and the first culinary school Institute of Culinary Arts at Haverhill Heights, Lupoli Companies will focus on a blend of spaces that encourage hospitality-based startups. The phases as proposed will be confined to the property as currently offered under this solicitation.

## PROGRAM SUMMARY

| UNIT TYPE | DESCRIPTION  | BEDS/UNIT  | UNIT NRSF |
|-----------|--------------|------------|-----------|
| 1         | 1 Bed/1 Bath | 1          | 800       |
| 2         | 2 Bed/2 Bath | 2          | 1,260     |
| TOTALS    |              | Average SF | 1,083     |

### PROGRAM SUMMARY

|                                                              |                    |
|--------------------------------------------------------------|--------------------|
| RESIDENTIAL GSF                                              | 326,310 GSF        |
| LOBBY                                                        | 6,100 GSF          |
| AMENITY/LEASING/MANAGEMENT OFFICE                            | 12,000 GSF         |
| LOADING                                                      | 1,800 GSF          |
| RETAIL                                                       | 17,650 GSF         |
| ROOF DECK                                                    | 3,950 GSF          |
| ROOF DECK LOUNGE                                             | 2,600 GSF          |
| PARKING                                                      | 215,400 GSF        |
| <b>TOTAL PROJECT GSF (EXCLUDING PARKING &amp; ROOF DECK)</b> | <b>366,460 GSF</b> |

| TOTAL UNITS | TOTAL BEDS | NRSF           | UNIT MIX    |
|-------------|------------|----------------|-------------|
| 96          | 96         | 76,800         | 38.4%       |
| 154         | 308        | 194,040        | 61.6%       |
| <b>250</b>  | <b>404</b> | <b>270,840</b> | <b>100%</b> |

### PARKING

|                             |     |
|-----------------------------|-----|
| STRUCTURED PARKING (GARAGE) | 570 |
|-----------------------------|-----|

|                                         |             |
|-----------------------------------------|-------------|
| <b>TOTAL RESIDENTIAL PARKING SPACES</b> | <b>250</b>  |
| <b>PARKING RATIO</b>                    | <b>1.00</b> |
| <b>REMAINING GARAGE SPACES</b>          | <b>320</b>  |



THANK YOU FOR YOUR TIME

978.681.7777  
**LUPOLICOMPANIES.COM**

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