

# APPLICANT PRESENTATIONS - PART I CUMMINS HWY & REGIS RD RFP



September 19, 2024

# INTERPRETATION SERVICES

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Interpreters are available for those who need support in Haitian Creole and Spanish.

- Haitian Creole: Esther Paul
- Spanish: Claudio Ruiz

# MEETING AGENDA

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- I. INTRODUCTIONS
- II. GOALS & OBJECTIVES
- III. SITE BACKGROUND & EXISTING CONDITIONS
- IV. APPLICANT PRESENTATIONS
- V. NEXT STEPS
- VI. THANK YOU

# INTRODUCTIONS

# GOALS, OBJECTIVES & GROUND RULES

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## Goals & Objectives

- Eligible applicants present their proposals to the community
- Gather feedback from the community on each proposal to help inform the selection of the applicant who will develop the Cummins Highway and Regis Road site

## Ground Rules

- We are going to be strict on time limits, to stay fair and consistent. Each team has 15 minutes to present and 10 minutes for Q&A.
- Other applicant teams will not be present during the presentation or Q&A of the other teams.
- Applicant teams cannot add to or modify their submitted proposal (even in response to a question or comment).
- Please be respectful and mindful of each other's time when asking questions or providing comments, so that all attendees are able to participate in the meeting. Additional comments and questions can be submitted after this meeting.

# SITE SUMMARY

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**Number of Parcels:** 2

**Total Square Footage:** 16,616

**Zoning:** 2F-6000

**Council District:** 5

**Councilor:** Pepén

**Neighborhood:** Mattapan



# EXISTING CONDITIONS

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**View from Regis Road**



**View from Cummins Highway**

# EXISTING CONDITIONS



Aerial View of Cummings Hwy/Regis Road





# BACKGROUND CONTEXT

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## Original Community Process and Request for Proposals

Set Aside Cummins Hwy & Regis Rd parcels for the Boys and Girls Club of Greater Boston to build a separate facility for pre teens Mixed Use Sports facility

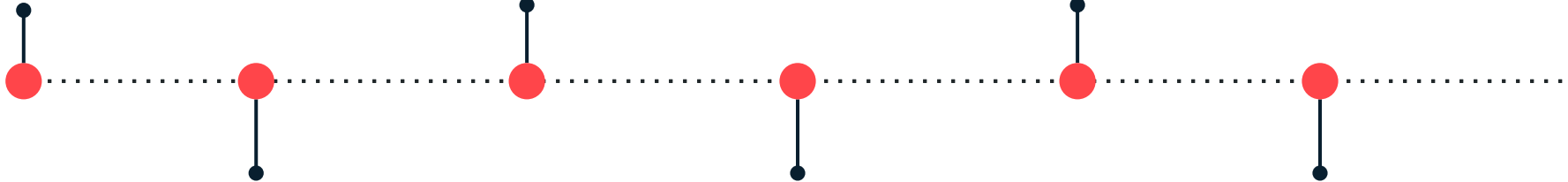
## Development, Construction, and Occupation of Cote Village

Meet with the Community to talk about the Development and Use Guidelines in order to release a Request for Proposal (RFP) for the site.

**2014**

**2014 - 2022**

**Fall 2023**



**2018/19**

**Summer 2023**

**January - September 2024**

### Decision to End Development of Pre Teen Center

Based on changing leadership and shifting objectives the Boys and Girls Club of Greater Boston decide to not move forward with the development

### New Community Process

Establish objectives for development to be included in a new RFP for Cummins Hwy & Regis Rd. site.

### RFP Release - Applicant Presentations

RFP Released, Property Viewings, RFP Submission Extension, RFP Proposal Review and Evaluations, and Applicant Presentations

# PROPOSAL OVERVIEW

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Six Proposals were received and can be viewed at [bit.ly/cumminshwyregisrdproposals](https://bit.ly/cumminshwyregisrdproposals).

The community will have a chance to hear from each team, and pose questions, comments, and/or offer support.

## Presentations on September 19, 2024

Velney Development and Jamaica Plain  
Neighborhood Development Corporation (JPNDC)

Norfolk Design & Construction (NDC) and  
Immigrant Family Services, Inc. (IFSI-USA)

Dorchester Bay Economic Development  
Corporation (DBEDC), Escazu Development, and  
Caribbean Integration Community Development  
(CICD)

## Presentations on September 24, 2024

DVM Housing Partners

Cummins Regis Partners:  
KZ Builders, SVP, and Caste Capital

Genuine Construction & Consulting

**Velney Development and  
Jamaica Plain  
Neighborhood Development  
Corporation (JPNDC)**



# Development Team



*Josu'e Velney  
Chief Executive  
Officer*



*Jennifer  
Camacho  
Asset  
Management  
Director*



*Teronda Ellis  
Chief Executive  
Officer*



*Rebecca Mautner  
VP of Real Estate &  
Assets*



*Ricky Guerra  
Director of Real  
Estate*



*Andrea Grimaldi  
Senior Project  
Manager*



*Chavella Lee-  
Pacheco  
Co-Founder*



*Shavel'le Olivier  
Co-Founder*



*Bill Boehm  
Principal*



*Jennifer West  
Senior  
Associate*

***Development Partners***

***Community  
Engagement Consultant***

***Architect***

## Who is Velney Development?

A Massachusetts certified Minority Business Enterprise and Veteran Business Enterprise real estate firm formed in 2021 with a mission to strengthen communities through quality development

- VD oversees the development of residential projects ranging from 1 to 230 units, and from \$1M to \$120M, including a joint venture to develop 126 units at Roxbury's Bartlet Station
- VD has Construction Management capabilities to ensure quality control, workplace safety, and diverse subcontractor selection

## Who is JPNDC?

JPNDC's mission is to transform the lives and amplify the voices of Boston residents who have been excluded from prosperity by racial and economic inequities. Our key focus areas are: Economic Prosperity, Community Organizing, and Affordable Housing.

- **Affordable Housing**

- Developed over 1,000 units of affordable housing and 160,000 s.f. of commercial space
- Developed 174 units of affordable homeownership
- 66 affordable homeownership units in the pipeline, including Boston's largest affordable homeownership project, with the first-ever "First Generation Homebuyer" (20 units), and a "Voucher Buyer" (2 units) preference.

# Diversity and Inclusion Plan

## Development Team

Velney Development is a ***Certified Minority Business Enterprise*** and  
***Veteran Business Enterprise***

JPNDC is a ***Certified Minority Non-profit Organization***

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## Project-Specific Goals

### Hard Costs Procurement Goals

- MBE: 60% of the value of the construction contract
- WBE: 15% of the value of the construction contract

### Hard Costs Worker Hours Goals

- at least 55% of worker hours to Boston residents
- at least 60% of worker hours to people of color
- at least 15% of worker hours to women

### Soft Cost Goals

- MBE: 35% of the value of soft costs
- WBE: 15% of the value of soft costs



## We Heard (MOH Community Process)

- **Community prefers mixed-use development:**
  - Housing for the “missing middle” (80-120% AMI)
  - Preference for affordable homeownership
  - Emphasis on community-centric commercial spaces
- **Development should:**
  - Harmonize with surrounding architecture
  - Meet LEED Silver sustainability standards
  - Further goals of PLAN:Mattapan

## We Did

- **“Missing Middle” Housing:**
  - Affordable homeownership
  - All units 80-100% AMI
  - Ground-floor community/green space options
- **Development proposes to:**
  - Be responsive to surrounding architecture
  - Passive House Design
  - Further goals of PLAN:Mattapan:
    - height/density with affordability
    - Permanent space for art
    - Potential retail

# Community Engagement Process

Our commitment to developing a building that will respond to the needs of the Mattapan community motivated us to start this process before submitting our proposal to City of Boston's MOH.

Actions included:

- Immediately engaging a local community engagement consultant, Consult LeLa, as part of the development team
- Advertise events at various Mattapan area meetings, including the Mattapan Neighborhood Council
- 6/10 community pop-up in Mattapan Square, including signature of Letters of Support
- 6/12 virtual community meeting



Photo: Our team at the 6/10 pop-up event in Mattapan Square

**Residents were asked to comment on a design that privileged parking options and a design that privileged open spaces.**



**Residents were also asked to comment on two different proposals for building height and number of units.**



# Proposed Program

## Unit Mix

Total Units	#	Ave. SF
1 BR	4	625
2 BR	16	880
3 BR	16	1,170
Total	36	

## Program Details

<b>Total Number of Units</b>	36
<b>Residential SF</b>	46,330
<b>Commercial SF</b>	1,100
<b>Number of Buildings</b>	1
<b>Number of Stories</b>	6

## Affordability

80% AMI		Ave. SF	Price (2024)
1 BR	2	625	\$219,500
2 BR	8	880	\$258,500
3 BR	6	1,170	\$297,200
Total	16		

100% AMI		Ave. SF	Price (2024)
1 BR	2	625	\$287,400
2 BR	8	880	\$334,700
3 BR	10	1,170	\$378,000
Total	20		



# Design Concept



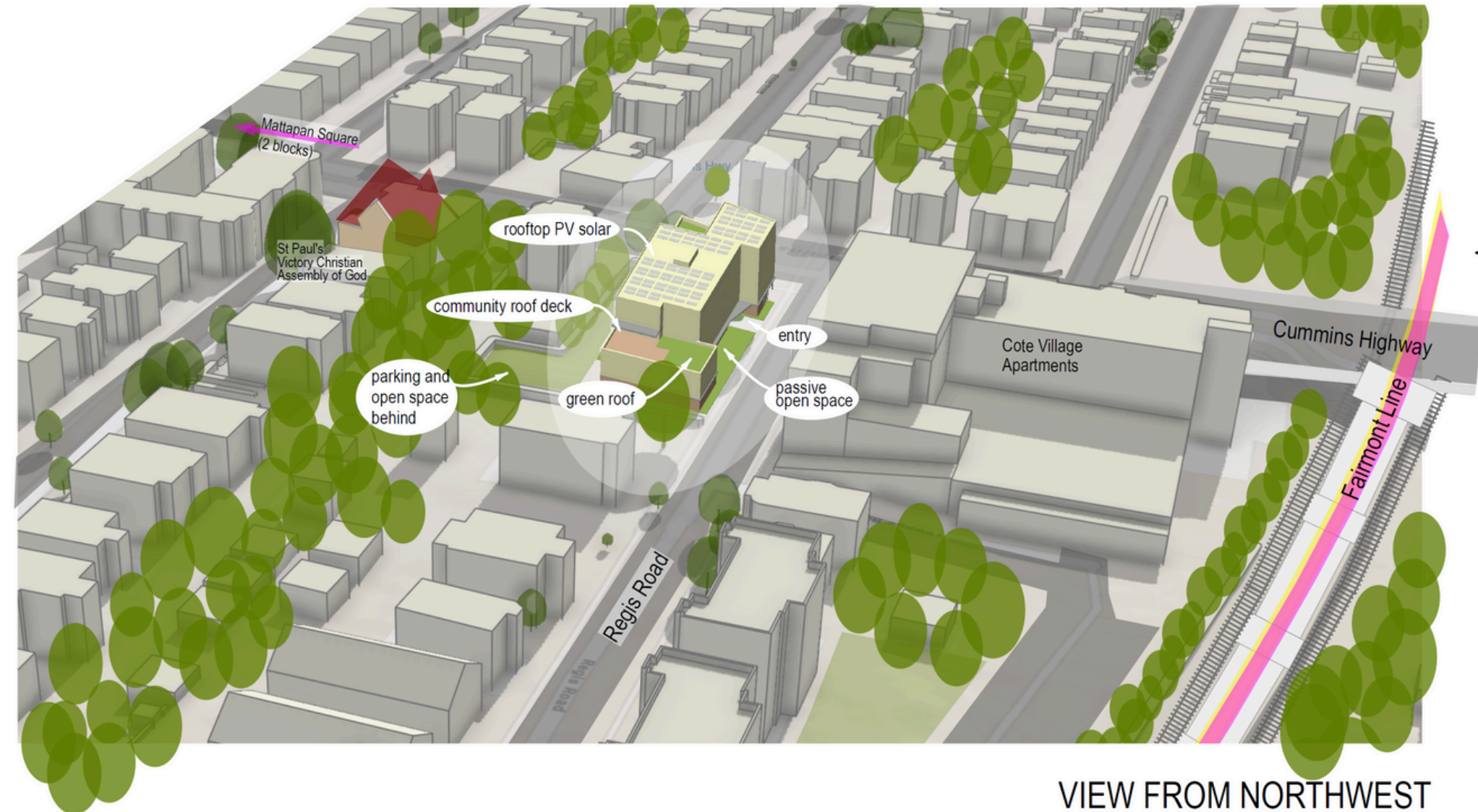
CUMMINS HWY & REGIS RD  
JPNDG | VELNEY DEVELOPMENT

BOEHM  
ARCHITECTURE

# Proposed Building Model views



VIEW FROM SOUTHWEST



VIEW FROM NORTHWEST

# Proposed Building View from Cummins Highway



CUMMINS HWY STREETScape



# Proposed Building View from Regis Road

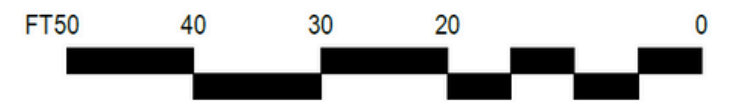


REGIS ROAD STREETScape





# Site Plan



# Floor Plans

## UNIT SCHEDULE

UNIT # BEDS BATHS NET SF ACCESSIBILITY

### LEVEL 1

101	3	1.5	1075	Group 1
102	1	1	580	Group 1
103	1	1	620	Group 2A
104	2	1	830	Group 1
105	3	1.5	1100	Group 1

### LEVEL 2

201	3	1.5	1075	Group 1
202	1	1	580	Group 1
203	3	1.5	1075	Group 1
204	2	1	830	Group 1
205	3	1.5	1100	Group 1
206	3	1.5	1130	Group 1
207	2	1	870	Group 1
208	2	1	820	Group 1

### LEVEL 3

301	3	1.5	1075	Group 2A
302	1	1	580	Group 1
303	3	1.5	1075	Group 1
304	2	1	830	Group 1
305	3	1.5	1100	Group 1
306	3	1.5	1130	Group 1
307	2	1	870	Group 1
308	2	1	820	Group 1

### LEVEL 4

401	3	1.5	1075	Group 1
402	2	1	830	Group 1
403	3	1.5	1130	Group 1
404	2	1	870	Group 2A
405	2	1	820	Group 1

### LEVEL 5

501	3	1.5	1075	Group 1
502	2	1	830	Group 1
503	3	1.5	1130	Group 1
504	2	1	870	Group 2A
505	2	1	820	Group 1

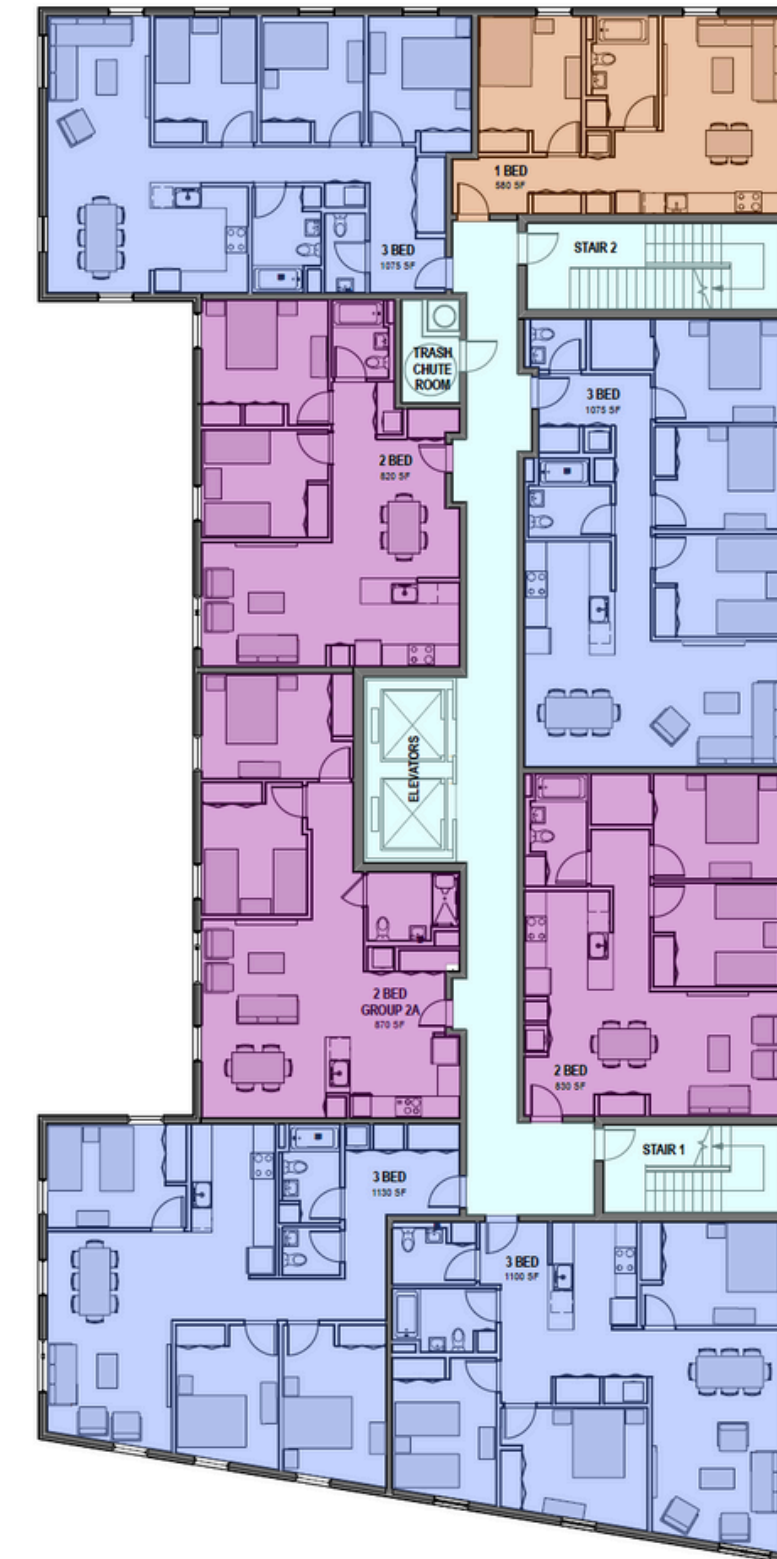
### LEVEL 6

601	3	1.5	1075	Group 1
602	2	1	830	Group 1
603	3	1.5	1130	Group 1
604	2	1	870	Group 1
605	2	1	820	Group 1

## GROUND FLOOR PLAN

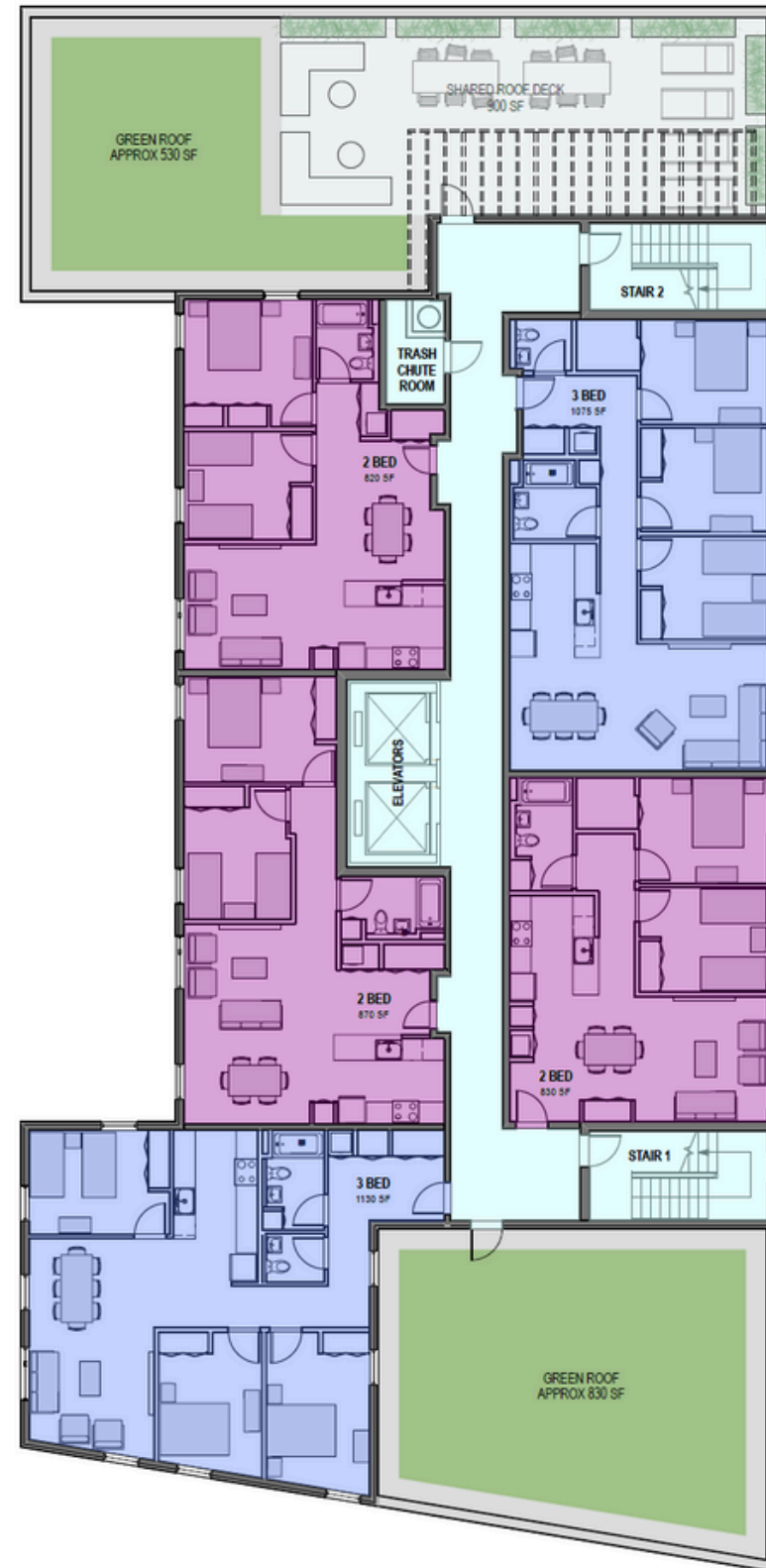


## 2ND + 3RD FLOOR PLAN

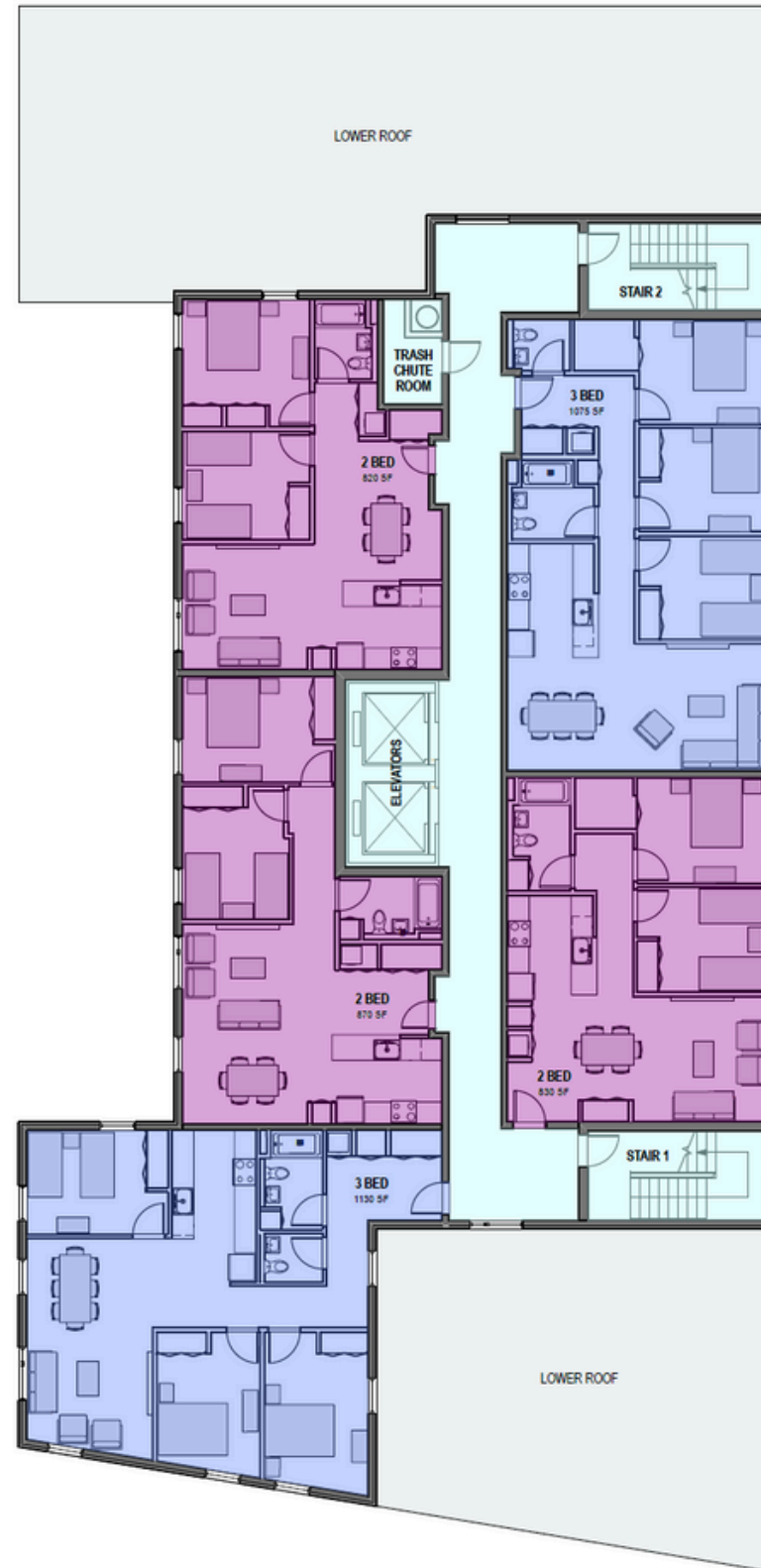


# Floor Plans

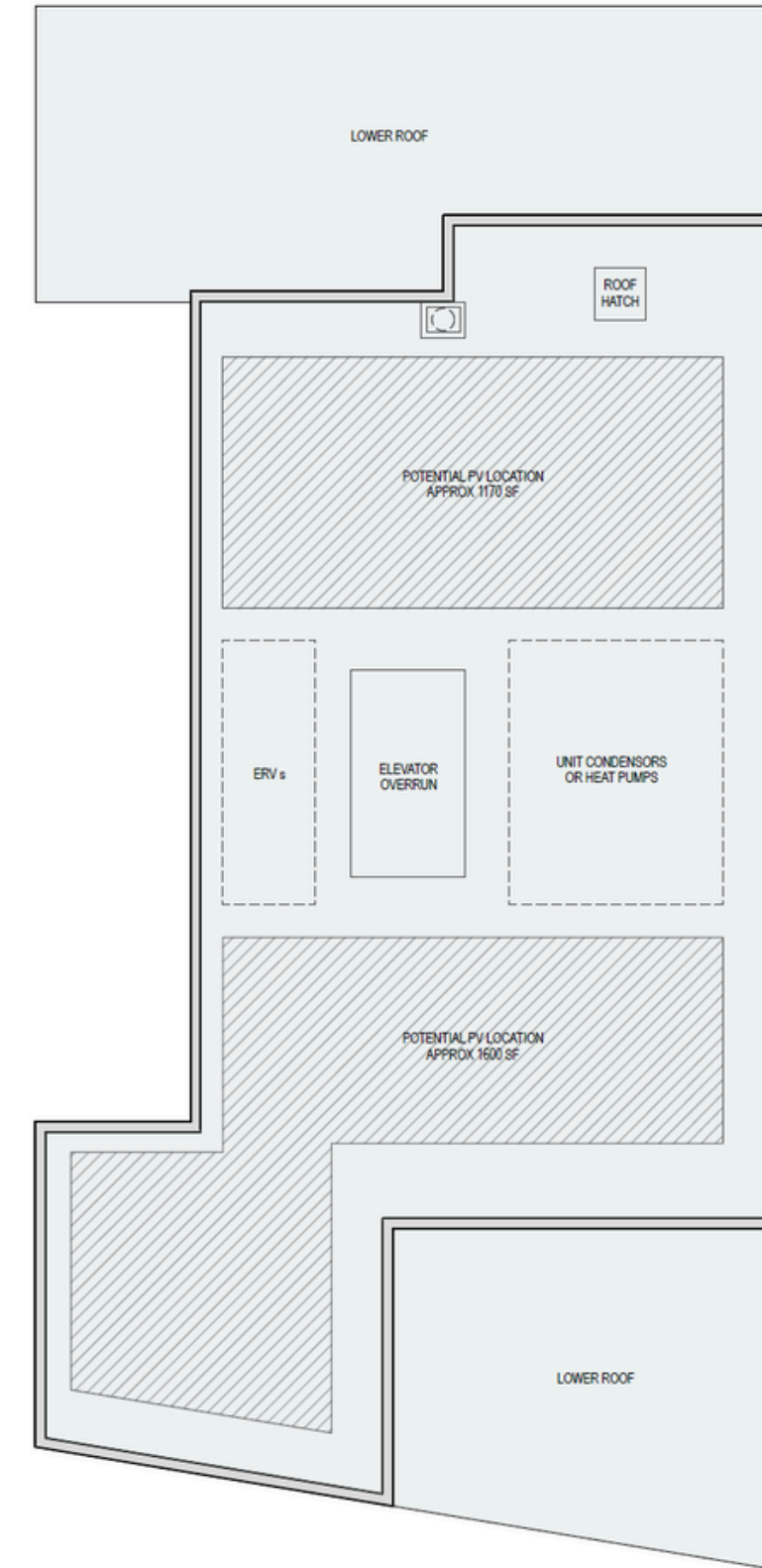
4TH FLOOR PLAN



5TH + 6TH FLOOR PLAN



ROOF PLAN





# Elevations



WEST ELEVATION (REGIS ROAD)



SOUTH ELEVATION (CUMMINS HWY)



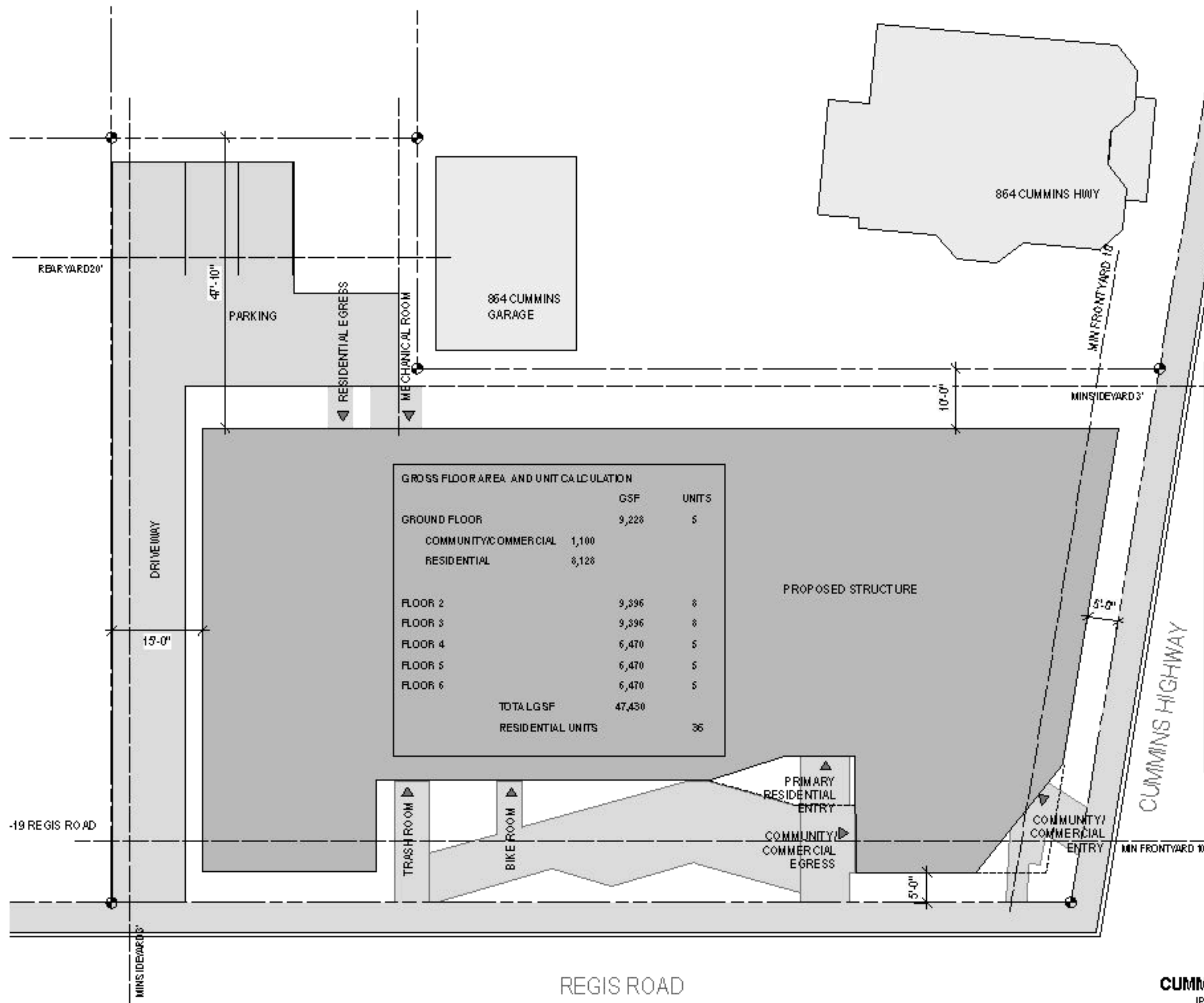
NORTH ELEVATION



EAST ELEVATION



# Preliminary Zoning Review



PRELIMINARY ZONING REVIEW			
DISTRICTS: MATTAPAN GATEWAY DEVELOPMENT AREA / R2			
	REQUIRED	PROPOSED	RELIEF REQUIRED
LOT SIZE	5,000 sf	16,616 sf	NO
BUILDING LOT COVERAGE	30%	55%	YES
PERMEABLE AREA	25%	40%	NO
FRONT YARD	10'	5'	YES
Cummins Hwy		5'	
Regis Road		5'	
SIDE YARD	14' cum. / 3' min.	10'	NO
Cummins Hwy		15'	
Regis Road			
REAR YARD	20'	47'-10"	NO
HEIGHT	45' / 55*	69'-6"	YES
FRONTAGE	20'	89'	NO
Cummins Hwy		158'	
Regis Road			
FAR	2.14*	2.85	NO*
*WITH LARGE PROJECT REVIEW			



**Q&A (10 Minutes)**



**Norfolk Design &  
Construction (NDC) and  
Immigrant Family Services,  
Inc. (IFSI-USA)**



# Coming Home to Regis Road

Cummins Highway at Regis Road

Public Meeting  
September 19, 2024



# Our Diverse Team

**MBE VBE** Norfolk Design & Construction  
Developer & Contractor

**IFSI - USA**  
Development Partner (Woman and Immigrant led)

**WBE** Neighbor Architects  
Architecture / Design Team Lead

**WBE** Studio NDP  
Interior Architect

**MBE** Boston Communities  
Owner's Project Manager

**MBE** RSE Associates  
Structural Engineering

**WBE** G2 Collaborative  
Landscape Architecture

**WBE** VvS Architects & Consultants  
Sustainability Consulting

**MBE** Zade Engineering  
MEPFP

**WBE** Samiotes Engineering  
Civil Engineer

**Fletcher Tilton**  
Zoning Attorney

**M/NPO** Urban Edge  
Marketing Agent

**The Peabody Properties**  
Management Company



# Development: Norfolk Design & Construction and IFSI-USA



## Commitment to Diversity & Inclusion

- Certified Minority Business Enterprise
- Certified Veteran Business Enterprise

### DEVELOPMENT:

- 10+ Years of Development Experience
- 267+ Affordable Units in our Development Pipeline
- 60+ Affordable Homeownership Units Developing for the Mayor Office of Housing (MOH)

## Impact by the Numbers, 2023

IFSI Immigration Support Services:

- |   |        |
|---|--------|
| • Families Served                         | 6,864  |
| • Individual Intakes                      | 13,534 |
| • DTA (SNAP) Benefits                     | 8,987  |
| • MA Health Connector Referrals           | 6,124  |
| • Employment Authorization Applications   | 4,710  |
| • Temporary Protected Status Applications | 1,959  |
| • Asylum Applications                     | 204    |

# Program

## Home Ownership

33,368 gross square feet

## Unit Matrix & Affordability Mix

36 condominium units:

- **1-Bedrooms (603 sf) - 16 units**
  - 80% AMI (11 units) - \$219,500 ea.
  - 100% AMI (5 units) - \$287,400 ea.
- **2-Bedrooms (843 sf) - 14 units**
  - 80% AMI (5 units) - \$258,500 ea.
  - 100% AMI (9 units) - \$334,700 ea.
- **3-Bedrooms (1009 sf) - 6 units**
  - 80% AMI (2 units) - \$297,200 ea.
  - 100% AMI (4 units) - \$378,000 ea.

## Residential Benefits

- Common roof deck with greenhouse
- Amenity space for residents
- Private balconies





# Program

## Commercial / Community

16,617 gross square feet

Managed by IFSI

### Services will include:

- Immigrant support
- Wellness and Counseling
- Childcare
- Youth Programs
- Professional Development
- Legal Advocacy
- Community Room

### Community Benefits:

These services will improve convenience for residents, reduce the need to travel outside the area for daily necessities, and promote a more self-sustaining community.



# Architecture & Design : Neighbor Architects and Studio NDP



# Site & Sustainability :

## VvS Architects & Consultants and G-2 Collaborative



# Regis Street Elevation





# Landscape

Woodland Play

Sand Box

Play Yard

Toddler Yard

Sand Box

Garden Beds

New Bike Lane

Trike Loop

Ramp to Parking

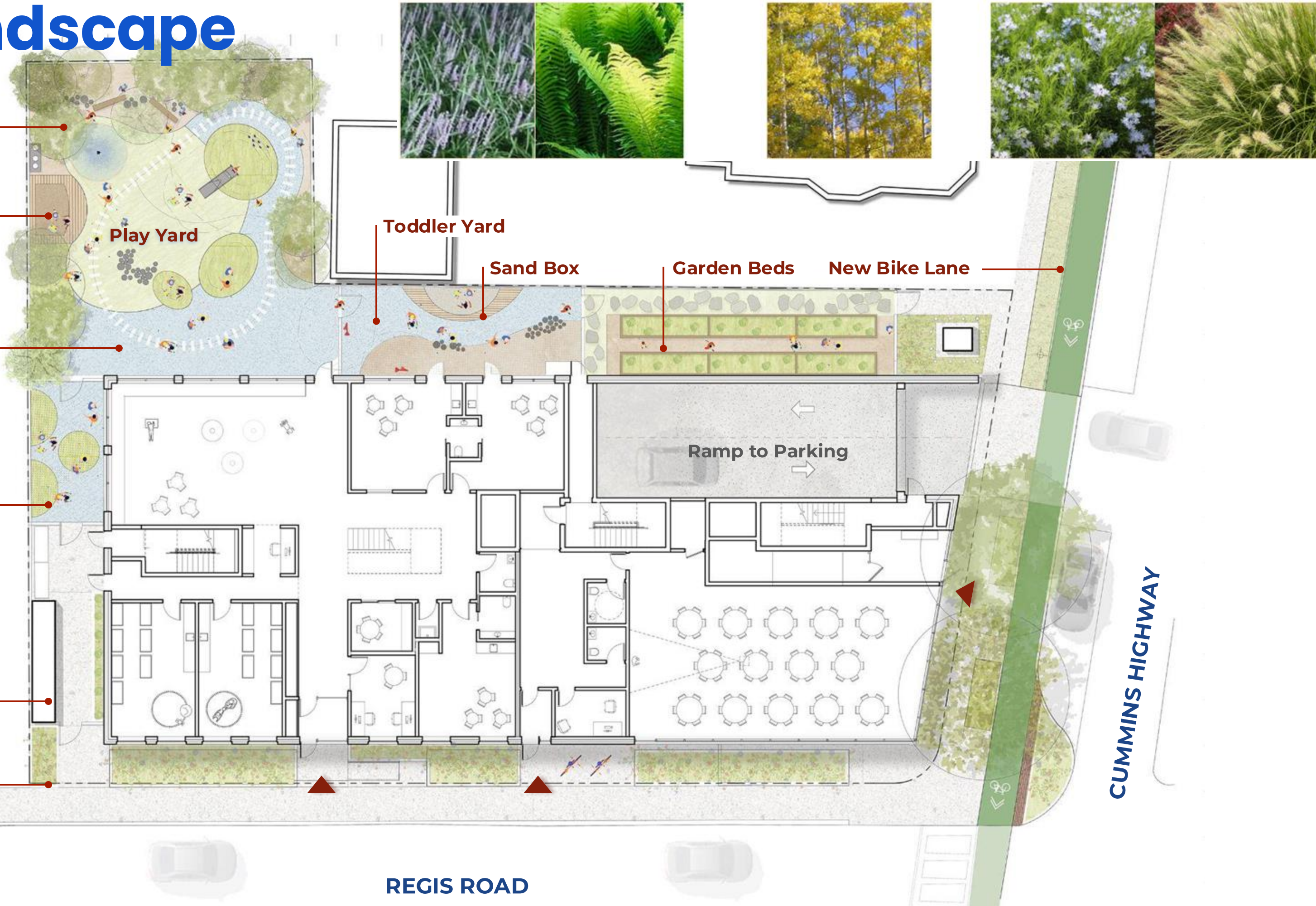
Baby Yard

Stroller Storage

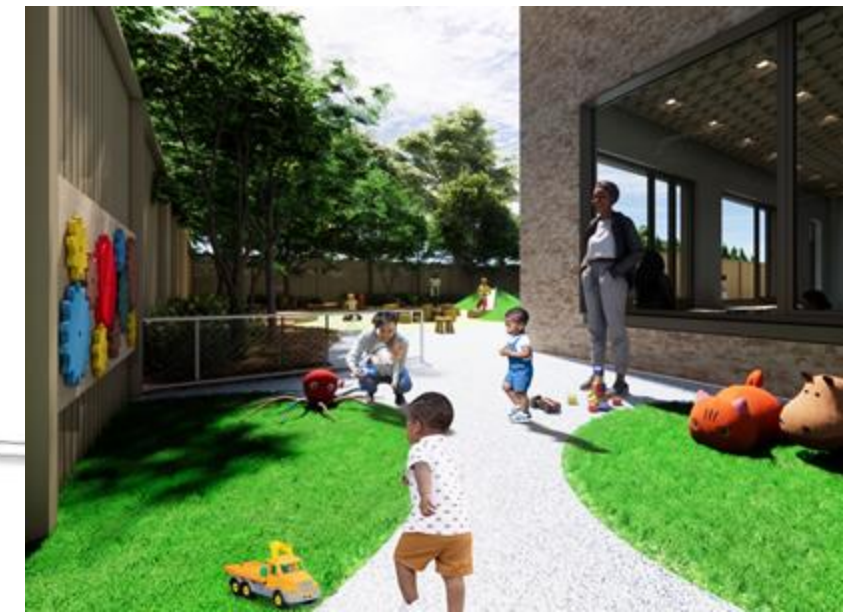
Planting Beds

REGIS ROAD

CUMMINS HIGHWAY



# Ground Floor Plan



Large Windows

Indoor Play Area

Reception

Stroller Storage

**Day Care for 99**

- A (2) Infant Rooms** (7 students each)
- B (5) Toddler Rooms** (9 students each)
- C (2) Preschool Rooms** (20 students each)

Staff/Consultation

**REGIS ROAD**

**CUMMINS HIGHWAY**

# Second Floor Plan



Large Windows

CUMMINS HIGHWAY

Day Care for 99

- A (2) Infant Rooms (7 students each)
- B (5) Toddler Rooms (9 students each)
- C (2) Preschool Rooms (20 students each)

Communicating Stair

REGIS ROAD



# Sustainability, Occupant Health, and Wellness



Sustainable and regional materials with high recycled content reduce environmental impact of the building.

Responsible construction practices reduce generation of waste and air pollution.

Healthy materials with published chemical disclosures promote health and wellbeing of the occupants.

Low emitting and certified finishes reduce the VOC exposure of the occupants.



Super insulated and air tight envelope with Passive House detailing for superior energy efficiency, energy savings and improved comfort.

Energy recovery ventilators provide fresh air in a sustainable manner

Materials with published EPDs minimize environmental impact

Low carbon design to reduce both embodied and operational carbon.



# Residential Program

## Home Ownership

### 36 condominium units:

- 1-Bedrooms - 16 units
- 2-Bedrooms - 14 units
- 3-Bedrooms - 6 units

### Homeownership can provide low-income families with:

- Long-term financial stability
- Potential equity growth
- A sense of community belonging

### As of August 2024:

- The median sales price for a 2-bedroom condominium in Roxbury was \$630k.
- This represents a 1.8% increase from July 2023.
- The estimated monthly mortgage payment is \$3,509.
- The average rent for a 2-bedroom apartment in Roxbury was \$2,000.

### An average family buying an affordable 2-bedroom condo can expect to:

- Save approximately \$2k per month in housing costs
- Build equity and generational wealth



# Why Us?

## Norfolk / IFSI-USA

### Capacity & Experience:

- 15+ years in construction, project management and land development.
- Focus on community engagement and collaboration.
- Proven track record of delivering successful projects.

### Commitment to Diversity & Inclusion:

- 100% Ownership of People of Color
- 60% Contracts to M/W/VBE Consultants
- Emphasis on promoting MBE/WBE, and local business in all phases of our projects.

### Commitment to Sustainability:

- LEED Certification as a standard of development

### IFSI's Commitment to Service in 2023:

- Families served 6,800+
- Individual intake 13,500+
- Access to food 8,900+
- MA Health Connector referrals 6,100+
- Access to employment 4,700+
- Temp. Protected status applications 1,900+
- Asylum applications 200+

### Experience Working with Communities:

- Run a collaborative development process with community organizations.
- Decades of experience working on affordable community development.
- Know how to work with MOH, BPDA, & BCDC.
- First Time Homebuyer Program.
- Fair housing marketing experience/counseling.



**Q&A (10 Minutes)**



**Dorchester Bay Economic  
Development Corporation  
(DBEDC),  
Escazu Development, and  
Caribbean Integration  
Community Development  
(CICD)**



# Cummins Highway and Regis Road



**Dorchester Bay**  
Economic Development Corporation



**Caribbean Integration**  
COMMUNITY DEVELOPMENT

**ESCAZÚ DEVELOPMENT**



# Development Team

## Dorchester Bay Economic Development Corporation

DBEDC is an MBEcertified nonprofit based in Upham's Corner and has been building strong, thriving, and diverse communities in Boston for 45 years. DBEDC provides affordable housing and commercial space along the Fairmount Indigo Line that allows residents to remain, grow, and thrive by developing without displacement.

## Caribbean Integration Community Development

Based in Mattapan, CICD works to improve the economic, social and physical well-being of Boston's communities of color —with a special focus on Mattapan and its Caribbean residents—primarily through ensuring access to safe, affordable housing.

## Escazú Development LLC

Based in Roxbury, Escazú has been involved in the creation of a range of housing and commercial development ventures in greater Boston's neighborhoods since 2013. Escazú has a commitment to developing and investing in urban areas where there is a need for economic growth and opportunity.

# Developer Qualifications



ESCAZÚ DEVELOPMENT



- **Indigo Block**, Dorchester, MA  
80 Housing Units  
20,000 sf Commercial
- **Leyland Street**, Dorchester, MA  
43 Senior Housing Units
- **The Pierce Building**, Dorchester, MA  
16,000 sf Commercial

- **Hillsboro Street Condominiums & Indigo Block**, Dorchester, MA  
9 Homeownership Units  
80 Rental Units
- **19 Dumas Street**, Dorchester, MA  
9 Homeownership Units
- **19-21 Mt Pleasant Ave.**, Roxbury, MA  
9 Homeownership Units

- **Morton Station Village**, Mattapan, MA  
40 Housing Units
- **Cote Village Apartments**, Mattapan, MA  
52 Housing Units  
2,200 sf Commercial
- **150 River Street Village**, Mattapan, MA  
30 Housing Units



# Diversity and Inclusion Plan



## Boston Residents Jobs Policy

Our team is committed to achieving the BRJP policy goals of 51% total work hours by Boston residents, 51% of total work hours by people of color, and 15% total work hours by women. We will seek out contractors/subcontractors that have a proven track record of minority hiring and are motivated to meet these goals. DBEDC, CIGD, and Escazu have extensive experience working on projects that comply with the BRJP.

## Development Inclusion

The development team is comprised of 3 MBEs and an MWBE Architect. We will also work to have local MBE/WBE businesses involved at all levels of development, and where possible, in a mentor/mentee role to lift-up smaller, less experienced organizations.

## Post-Construction

Our diversity commitment extends beyond construction. An operational condominium has regular maintenance needs that are opportunities for MBE/WBE participation.

# Amenities Within .5 Miles

## Transit

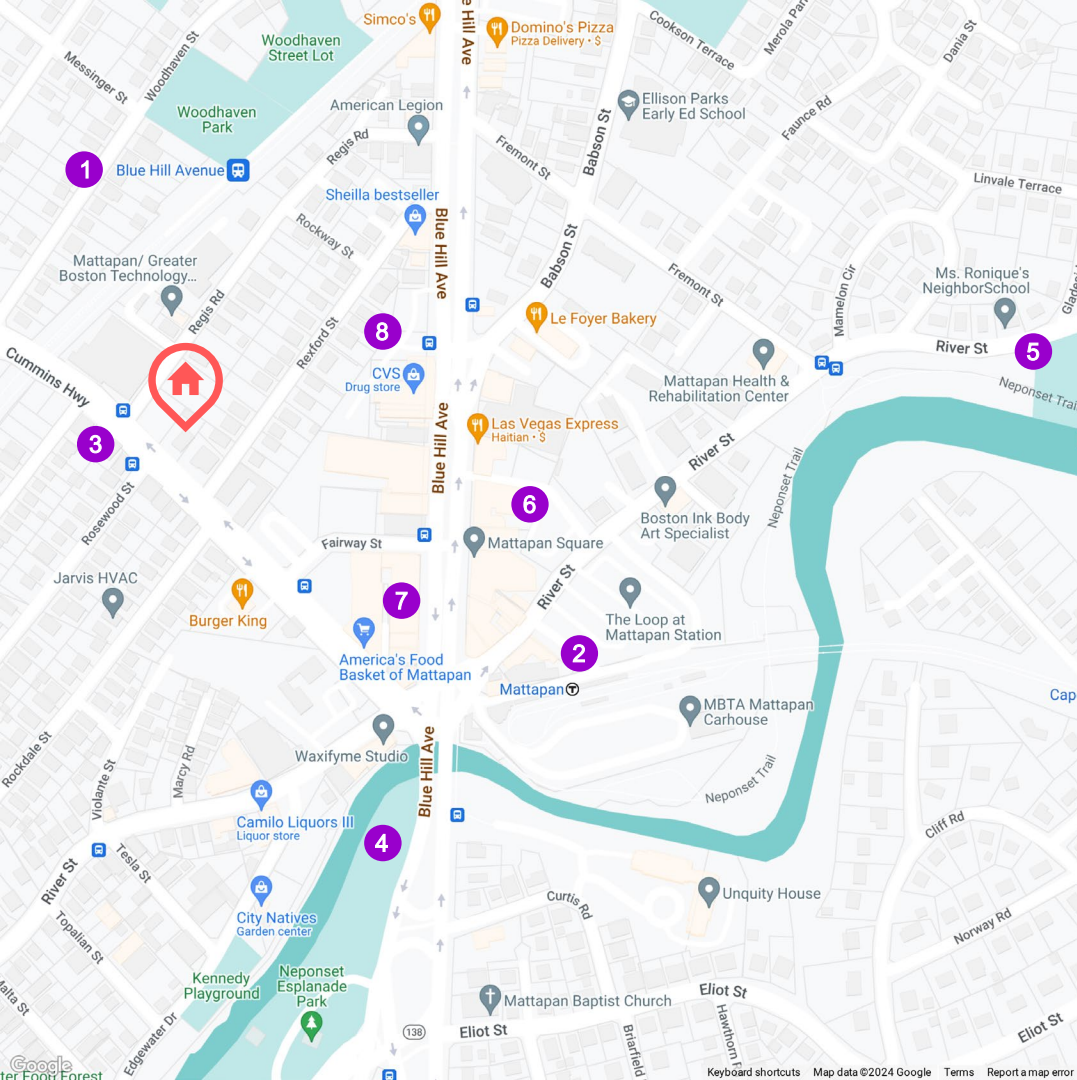
1. MBTA Commuter Rail Blue Hill Avenue Station
2. MBTA Red Line Mattapan Station
3. MBTA #30 Bus Stop

## Parks

4. Neponset Esplanade Park
5. Lower Neponset Trail

## Commercial Amenities

6. Mattapan Square
7. America's Food Basket
8. CVS Pharmacy
9. Various dining options



# Existing Conditions





# Our Design Proposal

# Design Considerations



## Greenspace

- Setbacks that provide a buffer for residential neighbors to maximize privacy
- Provide secluded greenspace for residents along busy road

## Matching Neighborhood Massing

- Building scaled down to be welcoming

## Activated First Floor on Main Street

- Mitigate traffic congestion with drop off zone and loading dock on Regis Street
- Screened retail patio to block traffic views

## Sustainability

- Green building elements to reduce homeowner costs and minimize carbon footprint





# Typical Residential Floor Plan



# Roof Deck & Community Room





# Building Elevations



① Regis St Elevation  
1/16" = 1'-0"



② Cummins Highway Elevation  
1/16" = 1'-0"

# Building Elevations



① Rear Elevation  
1/16" = 1'-0"



② Side Elevation  
1" = 20'-0"

# Proposed Development Plan – Commercial



- 6,000 +/- sf commercial space
- 1,100 +/- sf outdoor retail patio
- Flexible to accommodate one or more businesses
- Potential uses include a food service, adult day care, or other community serving business



# Residential Homeownership Income Limits and Unit Pricing\*

Purchase Price Limits, by Income Limit		
Property Type	80%	100%
<b>Condominiums</b>		
Two-Bedroom	\$258,500	\$334,700
Three-Bedroom	\$297,200	\$378,000

Annual Household Income by Household Size		
	City and MHP Funded Homeownership Programs	
Household Size	80%	100%
2 persons	\$104,450	\$130,600
3 persons	\$117,500	\$146,900
4 persons	\$130,550	\$163,200
5 persons	\$141,000	\$176,300

- 19 affordable homeownership units
- Targeted at first-time homeowners
- Managed in accordance with a condo association
- Roof deck and amenity room
- Up to 14 parking spots to be licensed from neighboring property

	80% AMI	100% AMI	Total
<b>2 –Bedroom</b>	5	5	10
<b>3 –Bedroom</b>	5	4	9
	10	9	19

\*[City of Boston 2024 Limits](#)

**Q&A (10 Minutes)**



# WE WANT TO HEAR FROM YOU!

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You can submit feedback by:

Filling out the Survey at  
<https://bit.ly/CumminsRegisSurvey>  
or scan:



By email:  
[tiera.satchebell@boston.gov](mailto:tiera.satchebell@boston.gov)



MOH will be accepting comments regarding eligible proposals until

**October 4, 2024**

At the end of the comment period, based on all public comments as well as the City's evaluation of all proposals against the RFP Evaluation Criteria, MOH will make its recommendation for developer designation.

## MORE INFORMATION & NEXT STEPS

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Visit the Building Housing project page for more information and updates, to submit feedback, join the mailing list, and view a copy of this presentation and proposals. The comment period will open for 10 days. [bit.ly/cumminsandregis](https://bit.ly/cumminsandregis), or scan the QR code:

**Tiera Satchebell, Housing Development Officer**  
(617) 635-4201, [tiera.satchebell@boston.gov](mailto:tiera.satchebell@boston.gov)

**Antonio Leite, Senior Development Officer**  
(617) 635-1024, [antonio.leite@boston.gov](mailto:antonio.leite@boston.gov)



# THANK YOU

