



Presented By:
Equimax Development Company, LLC
"Housing Humanity Equitably"

Ernest Edwards, Managing Member
170 Warwick Road N
Lawnside, New Jersey 08045
856/310-4090

Bell Ave Redevelopment Area Proposal

0426
2024



**Equimax Development
Company, LLC**
“Housing Humanity Equitably”

Table of Contents

I. Cover Letter	3
II. Executive Summary	5
A. Introduction	5
B. Management	5
C. Redevelopment Scope of Work	15
D. Planning & Design Submission	21
E. Project Schedule	21
F. Project Feasibility & Financial Plan	22
G. Local Hiring & Opportunities	23
III. Conclusion	23
IV. Appendices	
1. Equimax Quad Floor Plans	
2. Equimax Quad Elevations	
3. Oak Ave Redevelopment Plan	
4. Letter to Mayor & Council, dated 08.12.2008	
5. Somerdale Active Adult Community Proposal	
6. Somerdale Resolution designating AREDI as developer	
7. Somerdale Resolution approving AREDI as developer	





Cover Letter

April 26, 2024

Ms. Angelique Rankins, Borough Administrator
Borough of Lawnside
4 Douglass Avenue
Lawnside, NJ 08045

**Equimax Development
Company, LLC**
“Housing Humanity Equitably”

Dear Ms. Rankins:

On behalf of the development team of Equimax Development Company LLC, (EDC), we are proud to submit this response to the Request for Qualifications for the Bell Avenue Redevelopment Area last issued by the Borough of Lawnside, and by way of an email dated April 4, 2006, from Borough Engineer, Sean Smith.

We sincerely believe we deserve to be selected to redevelop and improve up to 15-25 acres of real estate, known as the Bell Avenue Redevelopment Area. We believe our vision for the redevelopment area is consistent with the Borough’s objectives for creating a mixed-use innovation community in the Bell Ave. Redevelopment Area.

Our team is not a “Johnny-come-lately” to the Borough of Lawnside. We have lived, worked, and developed property here in the Borough of Lawnside for over fifty (50) years and developments like Warwick Hills, The Estates at Lion’s Gate, and The Woods at River Run, as well as our spot lot houses, demonstrate that we believe in the value of real estate in this community.

Included in the Appendices are the Oak Avenue Redevelopment Proposal (OARP) and the Somerdale Active Adult Community submitted by American Real Estate Development, Inc. (AREDI), a company owned and operated by several Managing Members of EDC. The first appendix illustrates what the Principals of EDC planned for the Oak Avenue Redevelop Area and should be contrasted with what was actually built by Vineland Construction Company. A letter dated August 8, 2008, to Mayor and Council

Cover Letter, continued



**Equimax Development
Company, LLC**
“Housing Humanity Equitably”

spells out the issues related to the selected developer, Vineland Construction Company, is also attached for your review.

The Second Appendix is the Somerdale Active Adult Community Development, and the letter and Borough Resolution naming AREDI as developers. Our neighbor, Somerdale, chose AREDI over several other developers for the residential portion of their Coopertowne Plaza Development that houses the Walmart Super Center, additional retail stores, as well as the Cinemark Movie Theater, and Applebee’s Neighborhood Restaurant and Bar.

Our team members have helped to create the value that makes the Bell Avenue Area an ideal opportunity for success. We believe that the information contained herein demonstrates our professional experience and a proven track record, as well as the current financial and professional resources to undertake this project. We thank you for your time, attention, and consideration of our submission and request.

Sincerely,
Ernest Edwards
Managing Member

Executive Summary

INTRODUCTION

Equimax Development Company (EDC), a recently formed Limited Liability Company, is a full-service New Jersey real estate developer/builder specializing in environmentally sustainable community development for the emerging multicultural market. Through the unique and extensive experience of its' Members, EDC delivers a unique cost effective, environmentally sustainable product stream that includes workforce, market rate and luxury homes. Equimax Development Company is committed to building not just a house, or a home, but building ***“Communities of Tomorrow, Today.”***

EDC addresses a market niche that is under-served and neglected by the major homebuilders in America. The Civil Rights Laws of 1965 and 1968, along with Affirmative Action laws over the last 30 years have significantly increased the number of middle- and upper-income African Americans seeking the American dream of home ownership. EDC satisfies the growing demand from upwardly mobile multicultural buyers for quality for sale housing. Our ability to accelerate value creation directly results from our disciplined approach, integrated services, and commitment to the principles of environmental sustainability and brand value.

Ernest Edwards, a Managing Member, was the first tract home builder to receive FHA/VA approval to utilize Heat Pumps as a home energy source; the first to be designated an Energy Star® builder by the U.S. Environmental Protection Agency in the South Jersey market; and the first to use Superior Walls® (pre-cast insulated concrete panels). We have and will continue to lead the way in technological innovation for our industry. As homebuilders are now becoming ***“Green Builders”***, we have already moved on to building communities utilizing the principles of ***“Environmental Sustainability.”***

MANAGEMENT

The success of any project begins and ends with its Management Team. The EDC Managing Members founded the company upon their history of commitment to excellence and are dedicated to building quality environmentally sustainable communities for the emerging multicultural buyer. With considerable expertise across the entitlement and development spectrum, EDC Members (as equal partners) work collectively together to ensure that every project exceeds expectations



The Team



Ernest Edwards

Managing Member

As a Landscape Architect, Rutgers University, B.S., 1969, Mr. Edwards' expertise in land design and land development gives EDC an advantage during the land acquisition and site development phase of its operations. Mr. Edwards has founded and served as a principal in several real estate development and construction companies, most notably being a general partner in Sarshik & Edwards, a firm selected by Princeton University to design and construct 600 units on the University's Forrestal campus. He was also selected by Somerdale, NJ to develop a 120-unit Active Adult Community. Throughout his 50 years in the industry, he built such projects as The Gallery II Shopping Mall and J.C. Penney Department Store (Philadelphia, PA); The Golden Nugget Hotel/Casino Warehouse and The Harrah's Marina Expansion Project (Atlantic City, NJ); and Stenton Arms Apartments (Rehab) and Cecil B. Moore Homes (Philadelphia, PA); as well as Warwick Hills (Lawnside, NJ), his first development in 1974, Lion's Gate (Lawnside, NJ), and River Run (Lawnside, NJ). He is responsible for land acquisition, site approval and site development; as well as securing financing and joint venture partnerships for new business development.

The Team



Gregory B. Montgomery, Esq.
Managing Member

Greg Montgomery serves as General Counsel. His responsibilities include negotiating and drafting joint venture, general and limited partnership agreements, contractor and subcontractor agreements; documenting corporate organization and capitalization; preparing business plans, loan packages, venture capital proposals and private placement memoranda; preparing documentation for and conducting residential and commercial mortgage closings; organizing homeowner associations; representing the company before planning and zoning boards; preparing syndication documentation; preparing planned unit development and condominium disclosure and public offering statements; and handling contractor dispute resolution. Mr. Montgomery is a graduate of Rutgers University, J.D., 1975, B.A. 1968 and has Bar Admission in New Jersey and Pennsylvania, before both the Supreme Courts and the U.S. District Courts.



Cappy Sabir, PE, RA
Managing Member

Cappy Sabir serves as Managing Member for Architecture and Engineering. His responsibilities include overseeing the design and planning of all company projects, in addition to remaining a managing partner with Sabir, Richardson & Weisberg Engineering & Architecture, a full service MWBE Architectural & Engineering firm, founded in 2004. Cappy is initially classically trained and degreed as a Mechanical Engineer and after working at AE firms, he fell in love with design and the built environment and became a Registered Architect. Cappy Sabir has established a reputation as a thought leader and problem-solving virtuoso. Whether leading teams or collaborating with diverse stakeholders, Cappy brings a distinctive blend of analytical prowess and creative thinking to the table. This has led to the successful resolution of numerous intricate issues, earning Cappy is registered Architect in NY, NJ, PA, MA, & MD and a Licensed Professional Engineer in NY, NJ and PA.

The Team



Larry Evans Managing Member

Mr. Evans graduated from Cheyney State Teachers College in 1970 with a B.S. in Mathematics. Prior to starting his company as a budding entrepreneur, Larry worked for the Camden, New Jersey board of Education from 1970-1972 as a mathematics teacher. He was also the Freshman Head Football Coach, and Varsity Assistant Coach for Camden High School. Under his guidance, the Freshman squad went undefeated, and eventually, sent two players to the NFL. Larry also worked for Mutual of New York Insurance as a salesman 1972-1973 and was number 1 in sales and applications. While at Smith Kline & French (1973-1979), he was promoted to District Manager where he was responsible for the hiring, training and ultimately the sales production of the South Side of Chicago, Illinois, and Northern Michigan from Grand Rapids to Sauté Saint Marie. In year one he made number one in sales. Mr. Evans started LEV INC./LALACE in March 1979 and has been self-employed ever since. As a general contractor, Larry has worked for the Federal Government, including the Army Core of Engineers, Lakehurst Naval Air Station, Warminster Naval Air Station, and the Veterans Administration. His company had completed new construction of churches throughout the Delaware Valley, and has retrofit hundreds of houses, as well as Infill Housing in the City of Philadelphia. Mr. Evans is a former member of the Voorhees Twp., NJ Zoning Board of Adjustment.

The Team

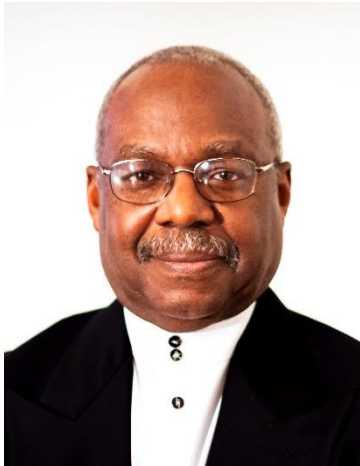


Lonell Lenkins Managing Member

Mr. Jenkins, a Mechanical Engineer, owns his own a General Contracting business called Steel Arrow Properties. He has renovated over 20 properties and has managed all aspects of property development/ management to include purchasing, permitting, renovating and rental. Lonell is currently developing a ground-up construction of a 4-unit property in Camden, NJ. Mr. Jenkins has a duplex and single-family residence awaiting approval for ground-up construction from the City of Camden. He has completed projects in Newark, Trenton, Burlington, Philadelphia and Camden NJ.

Mr. Jenkins is a retired Lieutenant Colonel with the New Jersey Army National Guard, retiring in 2018. He worked in operations, logistics and training in increasing levels of responsibility for over 30 years. He received the coveted Legion of Merit Award for his body of work in the Army. He was also a Senior Manager at Liberty Coca-Cola in 2019 where he managed a 23M budget and led three departments with over 200 employees. He is currently managing projects valued over 30M at Beumer Corporation, a global management company that focuses on the construction and implementation of conveyor belts.

The Team



Raymond Byard Managing Member

Raymond Byard established, and has operated Byard Real Estate, a successful real estate company in Lawnside, NJ since 1985, specializing in property management, sales, and brokerage services. He has demonstrated expertise in managing corporate-owned properties for esteemed entities such as Fannie Mae, Freddie Mac, MGIC, Verex, and NJMFA for over three decades. Renowned for building and nurturing strong client relationships, ensuring unparalleled service and satisfaction. Mr. Byard received his B.A., Political Science, from Rutgers College of Arts & Sciences, Camden, NJ. Since receiving his Real Estate Broker's License in 1984, Mr. Byard has developed and implemented effective marketing strategies to promote properties and attract prospective buyers, negotiated and facilitated real estate transactions, ensuring optimal outcomes for both buyers and sellers, and provided expert guidance and advice to clients regarding property investment, market trends, and regulatory compliance. Ray is proficient in property management software and real estate industry tools and has a deep understanding of local real estate market dynamics and trends. Mr. Byard has a proven track record of achieving sales targets and exceeding client expectations. He is a member of the National Association of Real Estate Brokers, the National Association of Realtors, Bright Multiple Listing Service, Garden State Multiple Listing Service, and All Jersey Multiple Listing Service—formerly Central Jersey Multiple Listing Service.

The Team



Wayne Leevy
Managing Member

Currently, Mr. Leevy is the COO and CFO of StoneRidge Investment Partners, LLC, an institutional money management firm headquartered in Radnor, PA. Wayne has over 50 years' experience in public accounting and specialized in providing accounting and tax services to entrepreneurial businesses, including personal financial planning and estate planning. He is the retired Vice Chairman of Mitchell & Titus, the nation's largest minority owned CPA firm. In addition, he was the CEO of MT Financial Services, LLC and had company-wide responsibility for the firm's Financial Advisory Practice and has provided financial services since 1999. Wayne founded his firm in 1972, and then merged with Donald Redcross in 1975 to form Leevy Redcross and Company. The company grew to become the largest African American CPA firm in the Mid-Atlantic Region prior to merging with Mitchell & Titus in 1990. He is a member of Beta Alpha Psi, the accounting National Honors Society and has both an MBA and BS from Temple University. In 1987 he was inducted into the University's Accounting Hall of Fame and 2018 he received the Lifetime Achievement from the Fox School of Business, and as a part of Temple's 100-year Centennial celebration was named as one of the top one hundred graduates of Temple University's Fox School of Business.

The Team



Siddeeq W. El-Amin

Managing Member

Siddeeq W. El-Amin is a graduate of Rutgers University, New Brunswick, New Jersey (B.S. '68) and received his Masters of Public Administration (MPA '97) from Rutgers University, Newark. In 1980, Mr. El-Amin joined the Plainfield Police Division and rose through the ranks as a sworn Captain and Civilian Director of Public Safety for the City of Plainfield. El-Amin has been successful in writing and receiving grants on behalf of the Plainfield Police Division for more than \$10 million dollars. Siddeeq El-Amin served on the Board of Directors of the Neighborhood Health Services Corporation (NHSC) from 1988 to 2023. Siddeeq has been a member of the City of Plainfield Planning Board for over 10 years, currently serving as Board Vice Chairperson. As an entrepreneur he owned/operated a child care center with his wife for 12 years. Mr. El Amin is a member of a number of professional organizations that include the International Association of Chiefs of Police (IACP), the National Black Police Association, the New Jersey Council of Chartered Black Police Associations, and the National Organization of Black Law Enforcement Executives (NOBLE).

The Team



Angela M. Arnold

Managing Member

Angela M. Arnold is an accomplished educator and author who brings a wealth of experience and innovation to education. With degrees in Education from the University of PA (B.A., 1970 and M.A., 1973) and a focus on the Psychology of Reading, she pursued advanced studies in Higher Education Administration (1992). Angela's multifaceted career includes roles as a classroom teacher, published author, transformative educator, test-taking specialist, and homeschooling visionary. Her contributions extend beyond traditional academia; she crafts meticulously curated curriculum materials and pioneers holistic learning experiences. Ms. Arnold's impact resonates through her extensive body of work, including children's books, nonfiction publications, and educational resources. Renowned for her expertise in test preparation, she guides students toward academic excellence and prestigious university admissions. Championing accelerated learning, Angela redefines educational timelines, envisioning a paradigm where homeschoolers graduate high school by 15 and complete college by 18. Beyond her professional endeavors, Angela fosters community engagement through urban gardening. Certified as an Elementary Education and Reading Specialist in PA and NJ, her commitment to excellence is evident. Ms. Arnold's dedication to transformative education and holistic learning continues to shape the educational landscape.

The Team



Ibrahim Branham

Managing Member

Ibrahim Branham, a Licensed Electrical Contractor in the states of NJ and PA (Philadelphia), is the owner and CEO of IJB ELECTRIC, LLC, formed in 2011. Mr. Branham has been a member of the IBEW union for over 27 years. In 2013 he worked as MEP Superintendent and Project Engineer for Joseph Jingoli and Son on the Holtec Technology Campus, a \$300 million development project where he oversaw the construction of all site utilities including a 69KV substation. In 2017 he refocused his efforts on growing IJB ELECTRIC, LLC with a vision to empower and provide access to the electrical industry for the minority community. Mr. Branham attended Richard Stockton State College of NJ, majoring in International Business and seized an opportunity to study abroad in Ukraine where he learned to speak Russian.

Ibrahim's experience includes a wide variety of installations such as high voltage feeders, switch gear, generators/ auxiliary power systems, fiber optic and Ethernet cabling, building automation, branch circuit wiring, lighting systems, PC controlled audio systems, fire alarm systems, HVAC, BAC, VFD, motor control systems, security systems, surveillance, access control, audio and video distribution, process control, photovoltaic systems with an emphasis on systems integration. His client list includes the School District of Philadelphia, HUP University of Pennsylvania, Thomas Jefferson Hospital, the American College of Physicians, and the Holtec Technology Center. Mr. Branham has served on the Lawnside Planning Board and presently serves on the Board of Directors for Camden Community Partnership.

Redevelopment Proposal



Project Scope

We propose to form a Strategic Joint Venture with the Borough of Lawnside that will be a true Public/Private Partnership. We will equally share, 50-50, the profits earned from the successful development of the Bell Avenue Redevelopment Project. We propose the formation of a Limited Liability Company to design, develop, construct, and sell, to accomplish the full program for Bell Ave. Redevelopment, which includes mixed-use housing, single-family semi-detached housing, possible small retail, adult day care center and veteran's support services facility.

The limited liability company will be composed of eight members, with four members from the Borough of Lawnside, and four members from EDC. The four EDC members will be Ernest Edwards, Gregory Montgomery, Cappy Sabir, and Larry Evans. We would suggest that the Mayor, or her designee, and 3 selected Council Members represent the Borough of Lawnside. The LLC would make all decisions related to the Bell Avenue Development, with $\frac{3}{4}$ of its members (6) needed for approval. We believe that we are the first real estate developer to joint venture with and offer 50% of its profits to a municipality.

As part of the information requested, you asked us to discuss issues that must be addressed. The most significant critical issue is whether there are 25 acres to develop, or whether there are only 16 acres to develop. A Cell Tower located in Block 402, Lot 13, poses a hazard to residential and commercial development because of its microwave emissions. A thorough study must be completed to determine the safe distance residential and commercial development must be from the microwaves emitted by the Cell Tower. If it is determined that lot 13 is not developable for residential purposes, then the Bell Avenue Redevelopment Area is only 16 acres in size and scope because the loss of Block 402, Lot 14 (3.71 acres), coupled with Block 402, Lot 13 (5.35 acres), reduces the area of development to less than 16 acres.

If the Cell Tower poses no threat to human beings and development, or it can be relocated to Block 501, Lot 1, we would propose that a mixed-use component be added to the residential development at this proposal addresses.

Redevelopment Proposal



Project Scope, continued

The mixed use commercial and residential development would encompass a new Lawnside Borough Hall, commercial development that would include EDC's new corporate headquarters, and market rate cooperative residential units. If selected developer, we would evaluate the possibility of an alternative use for those lots as potential community solar development if they are not able to be developed for residential use.

This proposal will address the 16 presumable developable acres. 20% of the site is needed for vehicular and pedestrian circulation, as well as open space and storm water retention. That leaves 12.8 acres for development. Our present proposal addresses the Borough's desire for mixed housing, which we propose as following:

- Veterans Homes - 4 acres
- Townhomes - 4 acres
- Semi-detached Twin Homes - 2 acres
- Tiny House Homes - 2 acres
- Community Garden
- Adult Day Care Center and Veteran's Support Services Facility - .8 acre

Veteran Housing

Veterans Homes will be developed on 4 acres with a density of 4 units per acre, yielding 16 single family homes with 3 apartments each, for a total of 64 units, with 16 owner occupied homes, and 48 one-bedroom apartments. Our "Equimax Quad" is a single-family home that can be financed by VA or FHA because they insure homes with up to four units. The homeowner must live in the property for 5 years before selling it and moving on. The projected sales price of \$700,000 for each home would produce a development value of \$11,200,000. Our "Equimax Quad" is a total of 3,750 square feet.

Townhomes

Our attached Townhomes will also be developed on 4 acres, with a density of 10 units per acre, yielding 40 for sale housing units. An average sales price of \$300,000 would produce a development value of \$12,000,000. Our Townhomes will range from 1,600 square feet to 2,000 square feet.

Semi-detached Townhomes

The Semi-detached Twin Homes will be developed on 2 acres with a density of 6 twin units per acre, yielding 12 twin homes, or 24 homes. An average sale price of \$450,000 for the 24 twin homes would produce a development value of \$10,800,000. Our Twin homes will range from 2,000 to 2,400 square feet.

Redevelopment Proposal



Project Scope, continued

Tiny House Homes

Our Tiny House Homes will also be developed on 2 acres, with a density of 8 units per acre, yielding 16 homes. An average sales price of \$160,000 for the 16 tiny house homes would produce a development value of \$2,560,000. Our Tiny House Homes range from 400 - 700 square feet.

Community Garden

We will also establish a Community Garden. Imagine an enchanting community garden nestled alongside the charming tiny houses being developed by EDC. While these cozy abodes offer compact living spaces, residents often yearn for outdoor areas to unwind and connect with nature. Introducing a community garden would fulfill this desire perfectly.

This garden won't simply be about growing fruits and vegetables; we envision a space adorned with vibrant flowers to enhance its beauty and attract pollinators. Consider the numerous benefits:

Residents will find solace from the daily rush of life in America, surrounded by sunshine, fresh air, and the simple pleasure of plucking a ripe tomato straight from the vine. It's a recipe for pure relaxation.

Cultivating our own food isn't just good for the soul;

it's also a boon for the environment. By reducing reliance on long-distance shipping, we can significantly cut down on pollution. Emphasizing organic gardening practices further promotes environmental health, ensuring our communities thrive sustainably.

But perhaps the most significant benefit of all is the sense of community that a garden cultivates. These shared spaces become vibrant social hubs, where neighbors come together to collaborate, share resources, and support one another. Through gardening, bonds are forged, transforming strangers into friends and beautifying the neighborhood in the process.

Moreover, in areas with limited access to fresh produce, a community garden becomes a lifeline. It ensures that all residents, regardless of income or proximity to grocery stores, have access to nutritious fruits and vegetables. This empowerment leads to healthier dietary choices and a reduced reliance on processed foods, promoting overall well-being.

In essence, incorporating a community garden into the development project isn't just about adding greenery; it's about enriching lives, fostering sustainability, and building a stronger, more cohesive community. It's an investment in the future - one that promises a triple win for residents, the environment, and the neighborhood as a whole.

Redevelopment Proposal



Project Scope, continued

Adult Day Care and Veterans Support Services

The Adult Day Care Center and Veterans Support Services Facility would be a part of the cooperative ownership. We would seek a non-profit CDC to maintain and operate the facility. Our proposed development plan of 144 housing units is presently valued at approximately \$37-40 million dollars and would be built out and sold over a 5-year period.

We will utilize the services of EDC Managing Member, Ray Byard's real estate sales company, Byard Realty, for the purpose of selling the homes in our development. Raymond Byard, a licensed real estate Broker, has operated his company in the Borough of Lawnside for the past 35 years and will handle the marketing activities associated with the successful sales of all of our homes. Byard Realty is also responsible for listing our inventory in the Multiple Listing Service and maintaining and updating the website for his brokerage.

In addition, EDC and Byard Realty will:

- 1) Facilitate the development of collateral materials,
- 2) Draft a marketing communications plan and
- 3) Manage a media relations campaign ensuring broad scale awareness for our Bell Avenue project.

Marketing & Communications

We will develop a marketing communications publicity campaign that will achieve the following objectives:

- ✓ Develop a comprehensive identity package for the subdivision, including naming of the various units,
- ✓ Promote awareness of an interest in the subdivisions among members of the targeted African American market,
- ✓ Generate qualified leads and applicant flow for the successful sale of the units,
- ✓ Develop collateral materials that will communicate key selling points and available
- ✓ financing to prospective home buyers,
- ✓ Generate visibility for events promoting the existence of the development and,
- ✓ Secure feature article coverage in major media promoting both the Borough of Lawnside and the new development.

Differentiators

NONE OTHER LIKE US

We want to point out that there is virtually no competition for our market segment locally, statewide or on a national basis. Most home builders do not realize that there is an enormous difference in preferences among homebuyers, and the African American consumer has very specific wants and needs.

We are the only minority-owned real estate development company in New Jersey, Pennsylvania and Delaware building single-family subdivisions and one of less than ten in America who buy raw land, subdivide it and sell market-rate single-family homes with conventional mortgages to middle income African Americans.

There are no major national builders who target African Americans and build single-family homes in subdivisions that are targeted to our market segment. We believe that the Bell Avenue Redevelopment Area project represents an incredible business opportunity for our company and a tremendous one for our joint venture with the Borough of Lawnside.

ACTION ITEMS

To achieve the aforementioned objectives, EDC and Byard Realty, will do the following:

Creative Development

Develop a comprehensive brand identity for the subdivision.

Collateral Materials

Develop all of the sales and marketing collateral materials for the subdivision. These materials include a comprehensive four-color brochure describing the subdivision, sketches of available models, with floor plans, features of each model, and features and benefits of the development. The materials will be distributed to prospective homebuyers at open houses and other public forums where the development is being promoted.





Differentiators, cont'd

Community Relations

Coordinate an outreach effort designed to market the new development directly to targeted African American audiences. Byard Real Estate and EDC will coordinate with churches, fraternal, social and professional organizations to host open house and other events where information will be presented to potential homebuyers.

Press Kit

Develop a fundamental press kit, for use in media contacts. The kit will contain:

- Floor plans of the proposed home models
- A building and occupancy schedule
- Fact sheet addressing community amenities and home purchase issues
- Information about EDC and its principals and officers, and topical news releases

Media Relations

We will target our media relations activities to regional publications and broadcast outlets, with a special focus on African American audiences. Accordingly, the agency will establish opportunities for team members to be interviewed in appropriate mediums to further promote the sale of the properties and to generate awareness of the development. Included on the media list will be city and real estate editors of major regional, daily publications, regional African American publications and community newspapers serving areas with residents who are potential homebuyers, or who may be interested in relocating to a new development.

Responses to Media Inquiries

EDC, through Ray Byard, will respond to media inquiries related to our development, as needed, and will assist LLC principals in developing appropriate responses on a timely basis



Planning & Design Submission

The 3 week time frame to respond to your RFQ does not allow for the submission of a Site Plan and Conceptual Designs for this project. It would take a month just to contract an Engineer, have the Survey crew gather all of the information on the present conditions of the property, including providing the specific Cell Tower location, and to deliver us a site plan to scale for design purposes.

You will find attached, examples of comparable projects designed by Managing Members that illustrate our approach to design. Please know that our proposed development will demonstrate that we have a clear understanding of design intent concerning circulation, streetscape, and the intention to create a “sense of place”. Cappy Sabir (Architect) and Ernest Edwards (Landscape Architect) insure that outcome. That is who we are.

Project Schedule

As was stated previously, we believe this project will take 4-5 years to commence and complete. But without a up to date survey, a site plan to precisely determine what can and cannot be developed, it is also impossible to provide a timeline for predevelopment/ planning, parcel acquisition, design, and construction for each component.

The absence of an as-built survey, which can't be secured in the 3 weeks we have been given to respond, also prevents us from providing the “Schedule of Performance that you require to complete with this submission listing each step in the redevelopment process through project completion and operation



Project Feasibility & Financial Plan

Our Managing Members have combined experience totaling over 300 years securing financing for their businesses in real estate development and construction. In addition to our personal resources, our financial resources include private investors, commercial banks, mortgage companies, and public sources such as NJEDA's Emerging Developer Grant Program which was created for nonprofit and for-profit developers that have completed no less than 2, and no more than 5 real estate projects, provides grants of up to \$250,000 for eligible soft costs the include construction drawings & specifications, legal fees, engineering fees & surveys: as well as professional fees, insurance costs, accounting fees, and project management fees. Our joint venture would definitely qualify for a Grant.

We also intend to work with New Jersey Community Capital, which provides financial assistance and resources to organizations developing affordable housing, including veterans housing.

There may be a need for short term tax abatements, but at this time we are not considering any other subsidies from the Borough. The Borough will receive their value for the land they own. This proposal is in response to an RFQ, and with only 3 weeks available to reply, it is impossible to provide a project pro forma to demonstrate project feasibility in Excel format with formulas on a separate thumb drive.

The request to include a 20-year cash flow projection, indicating all assumptions clearly, cannot be done within the time frame required for response to this RFQ. That information will be completed by our joint venture LLC, thereby giving the Borough of Lawnside direct access to the process of determining and developing a realistic timeline, cost, and projected profits for our joint venture.



Local Hiring & Opportunities

We will implement a comprehensive outreach plan which will include but not be limited to:

1. Two 12-week train-to-hire programs for (15) Lawnside residents each. This would include classroom and hands-on instruction for individuals interested in Construction Trades, Management, Safety, and Design.
2. Those who successfully complete the aforementioned program would then design and build a mobile unit as a capstone project.
3. The successful participants from the (2) cohorts would be hired as either interns with EDC, or by subcontractors delivering the project.
4. The participants will also receive career counselling, and life skills supportive services.

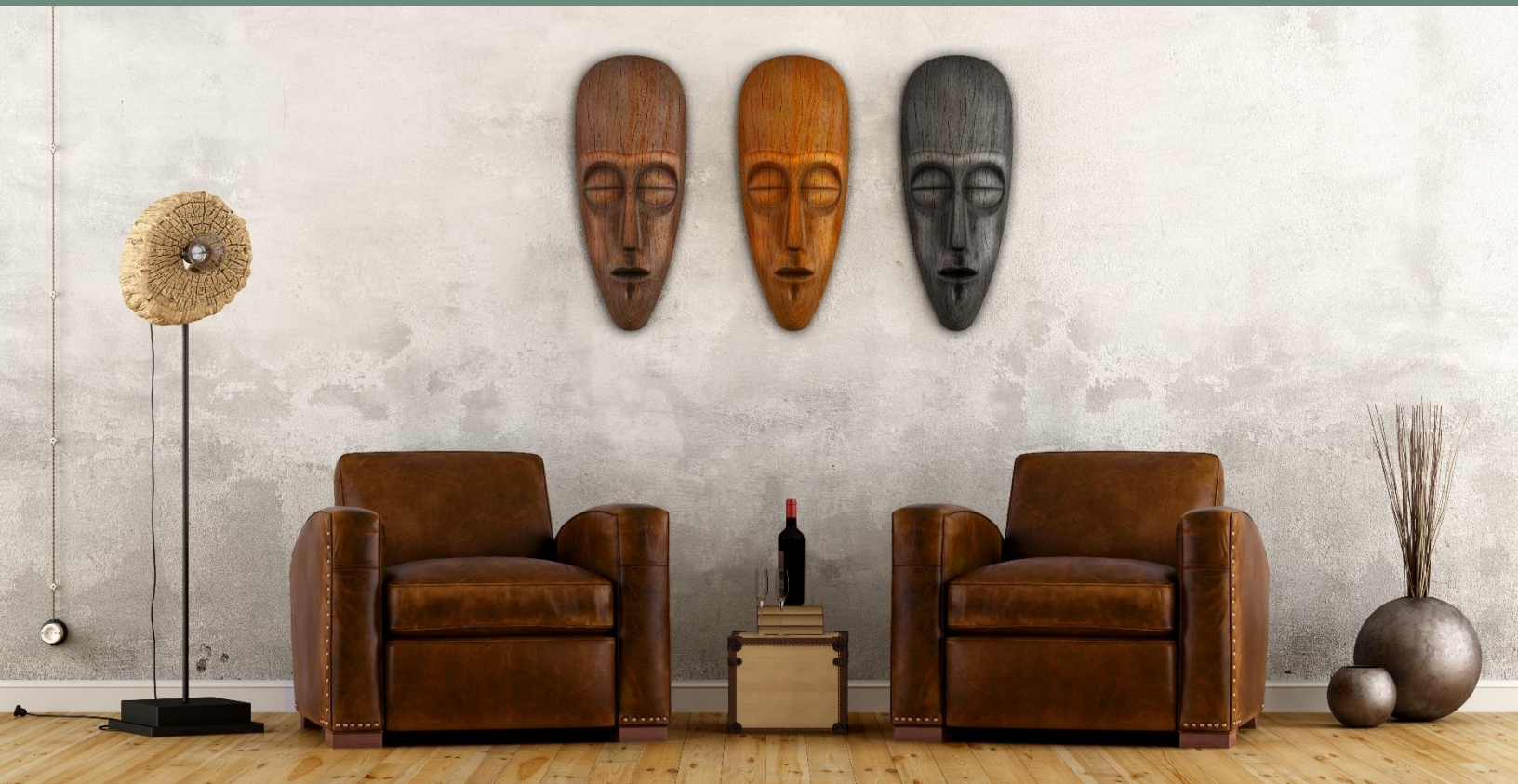
In Conclusion

EDC can guarantee that no one responding to this RFQ has done, can do, nor will do more to insure the maximum participation of the residents of the Borough of Lawnside in the employment and other financial benefits that will derive from the Bell Avenue Redevelopment project. That is who we are. Our track record in building, living, and working in the Borough of Lawnside for the last 50 years speaks for itself. Five (5) of our Managing Members, Ernest Edwards, Gregory Montgomery, Cappy Sabir, Ibrahim Branham, and Ray Byard, have lived and worked, or still live and work in the Borough of Lawnside.

Help us to help you. Select EDC, LLC to jointly undertake and cooperate to build a development that we can all be proud of. Thank you.

Appendix 1

Equimax Quad Floor Plans



Project Name
 Site Full Address 1 Site Full Address 2
 Site City Site State/Province Site
 Postcode/ZIP Site Country

REVISIONS			
NO.	DATE	COPIES	DESCRIPTION

ISSUE

ALL EXISTING CONDITIONS, DIMENSIONS AND SPOT ELEVATIONS TO BE FIELD VERIFIED BY THE CONTRACTOR PRIOR TO CONSTRUCTION OR DEMOLITION.

WRITTEN DIMENSION ON THESE DRAWINGS SHALL HAVE PRECEDENCE OVER SCALED DIMENSIONS. GENERAL CONTRACTOR SHALL VERIFY AND BE RESPONSIBLE FOR ALL DIMENSIONS AND CONDITIONS ON THE JOB AND THE ARCHITECT MUST BE NOTIFIED IN WRITING OF ANY VARIATIONS FROM THESE DIMENSIONS AND CONDITIONS SHOWN ON THESE DRAWINGS.

THESE DRAWINGS ARE THE INSTRUMENTS OF THE DESIGNER & ARE NOT TO BE REPRODUCED WITHOUT THE DESIGNER'S CONSENT

DESIGN FIRM

SRW SABIR, RICHARDSON & WEISBERG
 ENGINEERING & ARCHITECTURE

NEW YORK 37 W 39TH ST. 2ND FL. NEW YORK, NY 10018 PHONE: (846) 863-6160 FAX: (858) 315-5501	NEW JERSEY 531 WILLIAMSTOWN RD. SCIENCE HILLS PL. #10001 PHONE: (856) 315-5500 FAX: (856) 315-5501	PENNSYLVANIA 417 N 6TH ST., STE. 204 PHILADELPHIA, PA 19103 PHONE: (267) 565-2811 FAX: (267) 565-2811
---	--	---

www.srw-eng.com
www.srw-eng.com

LICENSE INFORMATION

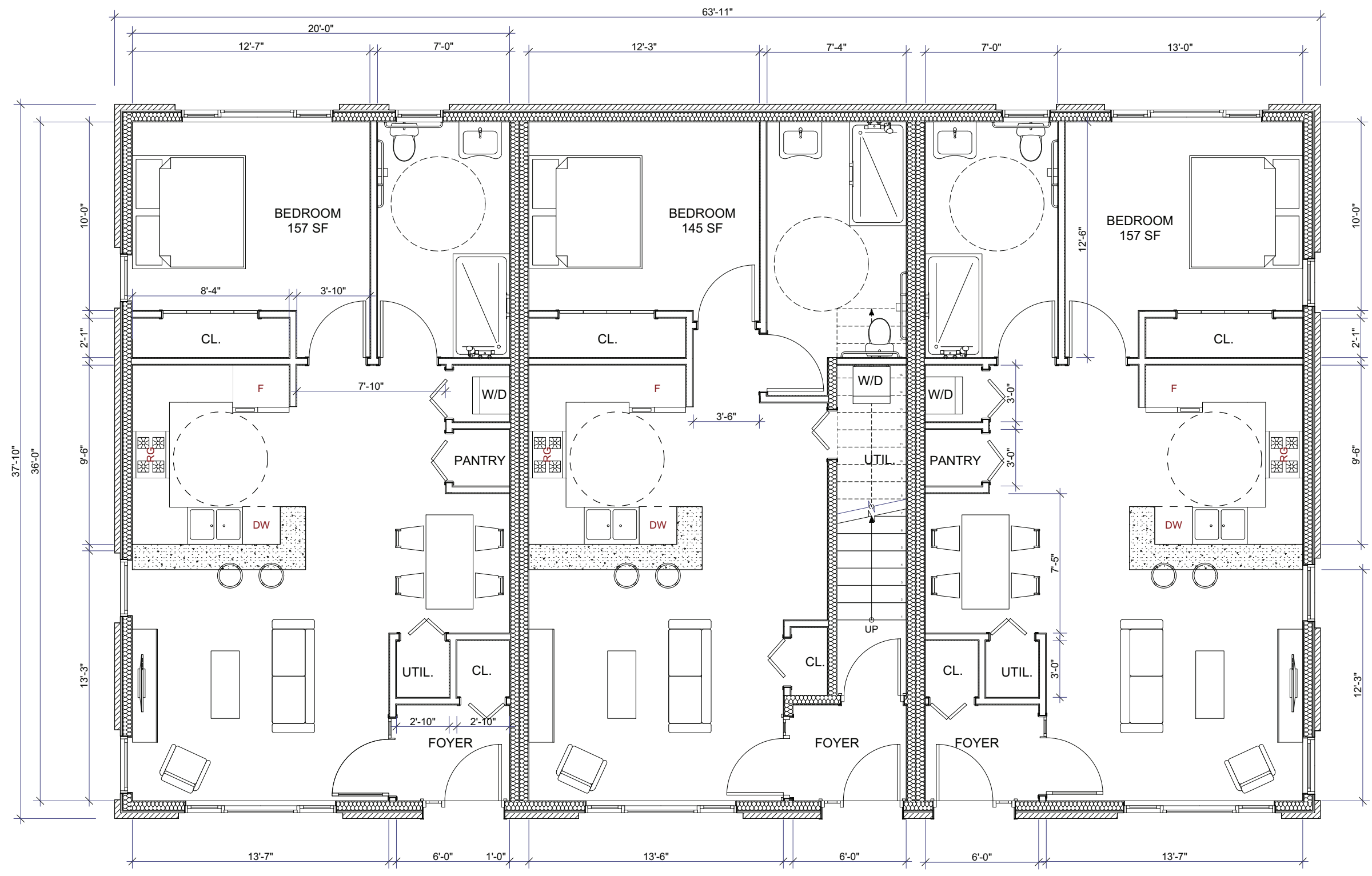
Copy: E.A. Sabir (STATE) PA 4000000000000
 Copy: E.A. Sabir (STATE) NJ 4000000000000
 (STATE) Certificate of Authorization 4000000000000

CLIENT:

#Client Full Name
 Client Full Address 1 Client Full
 Address 2 Client City Client State/
 Province Client Postcode/ZIP Client
 City

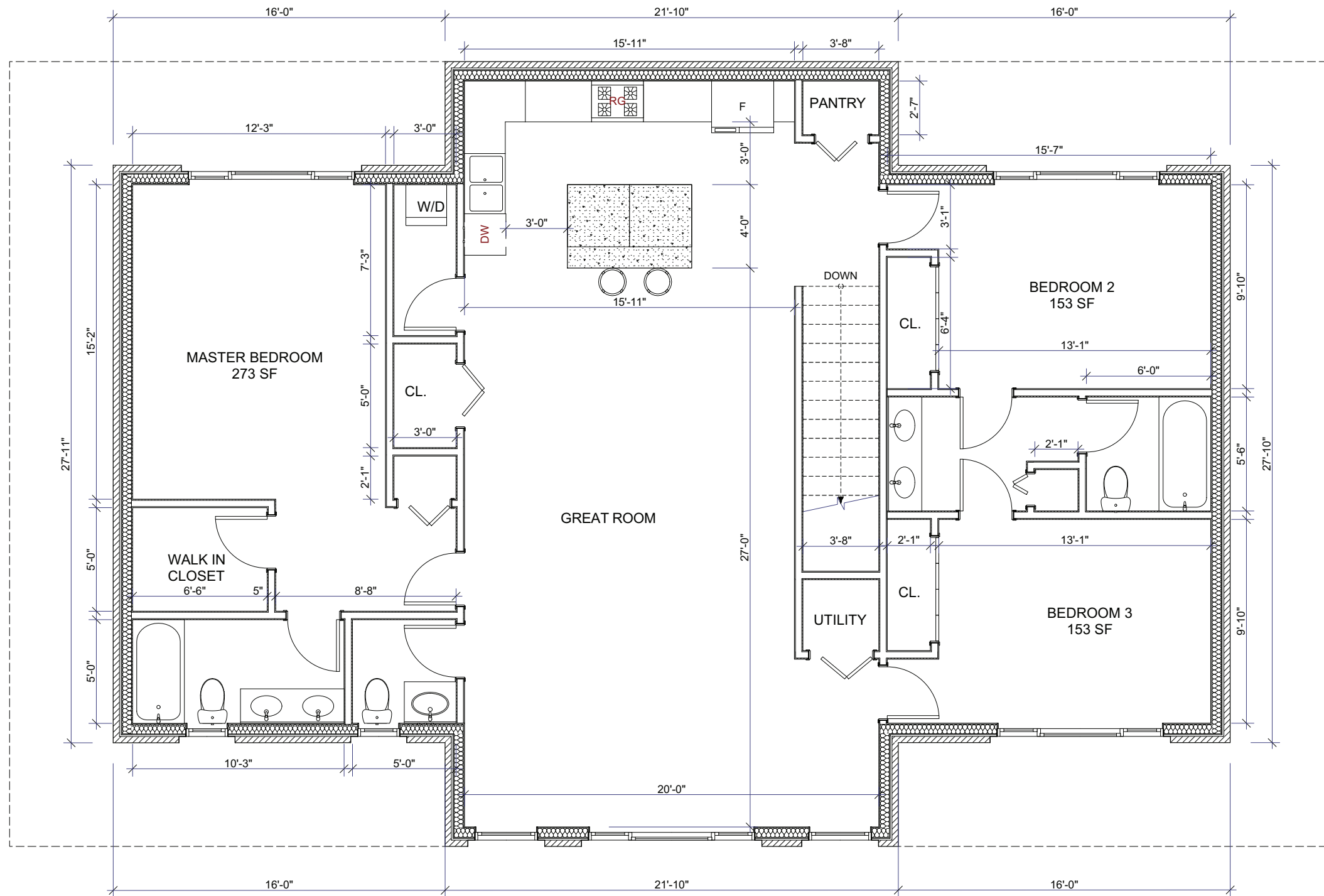
PROJECT NUMBER Project No.	DRAWING TITLE:
SCALE AS NOTED	First Floor Plan
DATE 12/14/2023	
PROJECT MANAGER ###	
PROJECT ARCHITECT CS	MUNICIPAL STAMP:
DRAWN BY NK	A-109
CHECKED BY ###	
CADD FILE Emest Housing.pln	

12 OF 36



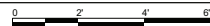
1 First Floor Plan
 SCALE: 3/8" = 1'-0"

THIS PLAN IS APPROVED ONLY FOR WORK INDICATED ON THE APPLICATION SPECIFICATION SHEET. ALL OTHER MATTERS SHOWN ARE NOT TO BE RELIED UPON, OR TO BE CONSIDERED AS EITHER BEING APPROVED OR IN ACCORDANCE WITH APPLICABLE CODES.



UNIT 3
1552 SF

1 Second Floor Plan
SCALE: 3/8" = 1'-0"



THIS PLAN IS APPROVED ONLY FOR WORK INDICATED ON THE APPLICATION SPECIFICATION SHEET. ALL OTHER MATTERS SHOWN ARE NOT TO BE RELIED UPON, OR TO BE CONSIDERED AS EITHER BEING APPROVED OR IN ACCORDANCE WITH APPLICABLE CODES.

Project Name
 Site Full Address 1 Site Full Address 2
 Site City Site State/Province Site
 Postcode/ZIP Site Country

REVISIONS

NO.	DATE	COPIES	DESCRIPTION

ISSUE

ALL EXISTING CONDITIONS, DIMENSIONS AND SPOT ELEVATIONS TO BE FIELD VERIFIED BY THE CONTRACTOR PRIOR TO CONSTRUCTION OR DEMOLITION.

WRITTEN DIMENSION ON THESE DRAWINGS SHALL HAVE PRECEDENCE OVER SCALED DIMENSIONS. GENERAL CONTRACTOR SHALL VERIFY AND BE RESPONSIBLE FOR ALL DIMENSIONS AND CONDITIONS ON THE JOB AND THE ARCHITECT MUST BE NOTIFIED IN WRITING OF ANY VARIATIONS FROM THESE DIMENSIONS AND CONDITIONS SHOWN ON THESE DRAWINGS.

THESE DRAWINGS ARE THE INSTRUMENTS OF THE DESIGNER & ARE NOT TO BE REPRODUCED WITHOUT THE DESIGNER'S CONSENT.

SABIR, RICHARDSON & WEISBERG
ENGINEERING & ARCHITECTURE

NEW YORK: 37 W 39TH ST, 2ND FL, NEW YORK, NY 10018 | PHONE: (846) 863-6160 | FAX: (866) 310-3501

NEW JERSEY: 531 WILLIAMSTOWN RD, ROCKEFELLES BL, 08081 | PHONE: (858) 315-5500 | FAX: (856) 310-3501

PENNSYLVANIA: 417 N 8TH ST, 5TH FL, PHILADELPHIA, PA 19103 | PHONE: (267) 585-2811 | FAX: (856) 310-3501

WWW.SRW.ENG.COM

LICENSURE INFORMATION

Copy E.A. Sabir (STATE) RA 4000000000000000
 Copy E.A. Sabir (STATE) PE 4000000000000000
 (STATE) Certificate of Authorization 4000000000000000

CLIENT:
#Client Full Name
 Client Full Address 1 Client Full
 Address 2 Client City Client State/
 Province Client Postcode/ZIP Client
 City

PROJECT NUMBER Project No.	DRAWING TITLE:
SCALE AS NOTED	Second Floor Plan
DATE 12/14/2023	
PROJECT MANAGER ###	

PROJECT ARCHITECT CS	MUNICIPAL STAMP	<div style="text-align: center; font-size: 24pt; font-weight: bold;">A-110</div>
DRAWN BY NK		
CHECKED BY ###		
CADD FILE Ernest Housing.ph		

Appendix 2

Equimax Quad Elevations





MODERN VINYL SIDING OPTION



MODERN FARMHOUSE OPTION



Appendix 3

Oak Ave Redevelopment Proposal



AMERICAN REAL ESTATE DEVELOPMENT, INC

335 Evesham Avenue Lawnside, NJ 08045

Office: 856-546-9559 Fax: 856-310-1380

Email: aredi@concast.net



TABLE OF CONTENTS

I. Transmittal Letter	2
II. Executive Summary	3
III. Conceptual Plans	5
<i>a. Conceptual Site Plan</i>	<i>6</i>
<i>b. Residential Single Family Perspective</i>	<i>8</i>
<i>c. Residential Townhouse Perspective</i>	<i>10</i>
<i>d. Commercial Retail Perspective</i>	<i>12</i>
<i>e. Commercial Office Perspective</i>	<i>14</i>
IV. Property Acquisition Plan	16
<i>a. Oak Avenue Redevelopment Ownership Map</i>	<i>17</i>
V. Relocation Plan	19
VI. Development Phasing Plan	21
<i>a. Graphic Format</i>	<i>21</i>
<i>b. Narrative Summary</i>	<i>23</i>
VII. Development Project Pro Forma	26
VIII. Project Operating Pro Forma (Year by Year Analysis)	28
IX. Pro Forma Assumptions and Expected Public Subsidies	30
X. Proposed Civic Improvements	30
XI. Plan or Coalition on Affordable Housing (COAH) Goals	31
XII. Small Business and Employment Opportunities for Local Residents	33
Appendices:	35
Appendix 1: Parking Calculations	35
Appendix 2: Architectural Program (Breakdown by Development Team Type)	36
Appendix 3: Planning Principles and Proposed Uses	37
Appendix 4: Bulk Standards	38
Appendix 5: Build Green	40

I. Transmittal Letter

November 15, 2006

Ms. Jessie G. Harris, Borough Administrator

Borough of Lawnside

4 Douglass Avenue

Lawnside, NJ 08045

Dear Ms. Harris:

On behalf of the development team of American Real Estate Development, Inc., we are proud to submit this response to the Request for Proposal issued by the Borough of Lawnside in your letter dated August 30, 2006 and amended by way of email dated September 26, 2006 from your consultant, Todd Poole. We sincerely would like to be selected to redevelop and improve up to 120 acres of real estate, located in the northeastern portion of the borough, as is more clearly defined within the Oak Avenue Corridor Redevelopment Study and Plan Documents. We believe our vision for the redevelopment area is consistent with transit oriented development (TOD) principles and complementary to the needs of pedestrians and rail commuters (“Smart Growth” oriented).

Our proposed plan for the 120 acres of property contained within the Oak Avenue Redevelopment Plan contemplates mixed-use development. Approximately 20 to 25 acres of the site (northwest corner) is projected to accommodate healthcare delivery services in the form of a Continuing Care Retirement Community (CCRC). The remaining acreage will feature residential and commercial development, as more clearly defined within the Oak Avenue Redevelopment Plan and as shown in our Concept Site Plan which is included in this submittal.

Our team is not a “Johnny-come-lately” to the Borough of Lawnside. We have lived, worked, and developed property here in the Borough of Lawnside for over thirty (30) years and developments like Warwick Hills, The Estates at Lion’s Gate, and The Woods at River Run, as well as our spot lot houses, demonstrates that we believe in the value of real estate in this community. Our team members have helped to create the value that makes the Oak Avenue Redevelopment Project an ideal opportunity for success.

We believe that the information contained herein demonstrates our professional experience and a proven track record, as well as the current financial and professional resources to undertake this project. We thank you for your time, attention, and consideration of our submission and request.

Sincerely,

Ernest Edwards, President

American Real Estate Development, Inc.

II. Executive Summary

We believe that the nature of our proposal and its intended goals and objectives are directly correlated to the Oak Avenue Corridor Redevelopment Plan, and are consistent with the needs and desires of Mayor, Council Members, and residents of the Borough of Lawnside. The following are what we believe to be the most important issues that any meaningful proposal must address.

- ✚ The need for new tax ratables, thereby creating additional Revenue for the Borough.
- ✚ The need for new infrastructure development that includes addressing the growing traffic problems during morning and evening rush hour.
- ✚ The needs and desires of our senior residents, a particularly strong demographic in Lawnside.
- ✚ The need for housing (For Sales Housing) that satisfies the Borough's COAH requirements.
- ✚ The need for real, meaningful economic development and business opportunities for Lawnside residents.
- ✚ The need for job Opportunities that lead to skilled workers prepared to enter this new century of technology.
- ✚ The need for a Downtown Commercial Center with a pedestrian scale.
- ✚ The need and desire for more recreational parks and open space.
- ✚ The need for controlled residential growth (For Sale Market-Rate Housing) that provides a mix of housing types across the community's varied income levels.
- ✚ The need for new and improved Borough Facilities.
- ✚ The need to Build Green (Building in an environmentally friendly, responsible and energy efficient way).
- ✚ The need to preserve and perpetuate the rich, cultural traditions of our African American heritage here in the Historic Borough of Lawnside.

Area I

We recognize that over 50% of Lawnside's housing stock is occupied by people aged 55 and over. Our seniors have built and maintained our community and therefore deserve a new retirement tradition consistent with our history and culture. To that end, in Area I, the area on the north side of Oak Avenue designated for institutional/medical development, we are proposing the very first retirement community on the East Coast to serve the needs of the African American community.

We believe the time has come for a continuing care retirement community (or "CCRC" for short) of our own. A CCRC is a residential community specifically designed for seniors (the minimum entry age is 62). The community will provide housekeeping, maintenance, dining, transportation and other services, as well as cultural, educational and recreational programs.

The most important distinction between a CCRC and other retirement communities is that it will offer progressive levels of on-site healthcare, such as wellness programs, social service programs, assisted living services and skilled nursing care, should the need arise.

We want to create a community in which individuals can maintain their lifestyles and plan their futures secure in the knowledge that should healthcare needs arise, those needs will be addressed on the same campus, near their spouse, family, and friends. These services will be provided without interruption and without the inconvenience of moving.

The cottages, condominiums, and subsidized rental apartments offer a wide range of one-bedroom, two-bedroom, and two-bedroom plus den choices in addition to the assisted living facilities and the nursing homes.

Amenities proposed for the CCRC include formal dining room with casual café; fitness center and swimming pool; library and computer center; walking paths, picnic area and garden area; banking, postal services and convenience shopping; meeting and game rooms; and barber and beauty salons.

Services proposed will include 24-hour security; 24-hour nursing staff on site; interior and exterior maintenance of residences, including appliances; utilities, insurance and real estate taxes; weekly housekeeping; wellness programs; monthly meal program; recreational, exercise, educational and cultural programs; and scheduled shuttle transportation.

The CCRC campus will also house a Hospice, Urgent Care facility and Medical Offices, as well as a Boarding House and Intermediate Care Nursing Home.

Area II

We recognize, as a result of our present success with Lion's Gate and River Run, as well as our previous success with Warwick Hills, that Lawnside is now a preferred place of residence for the growing African American community seeking the "American Dream" of home ownership. To this end we are proposing to offer market-rate for-sale housing similar to the housing types found in Lion's Gate. We will also offer a few high-end houses similar to the smaller homes in River Run, as well as semi-detached twins and attached townhouses for first time home buyers.

For the commercial retail portion of our mixed-use development we are proposing to address development that enhances the rich history and culture of Lawnside. We intend to create a Downtown Commercial Center with a pedestrian scale that will bustle with people looking for fantastic food, drink and soul-stirring entertainment at the restaurants; great shopping bargains at the boutiques, souvenir shops and small stores; convenience shopping and neighborhood services for the residents; and cultural attractions such as the museum we propose to build to showcase Reverend James Benson's artifacts, memorabilia and extensive historical documents relating to the history of African Americans. We also believe that moving the Peter Mott House to this new location would also provide the public with a better opportunity to see and experience this historic Lawnside monument.

Our research shows that African American owned food and entertainment venues such as The Sound of Philadelphia (Atlantic City, NJ), Zanzibar Blue and Warmdaddy's (Philadelphia, PA), as well as restaurants and sports bars such as Roger Brown's (Portsmouth, VA), along with restaurants such as Café Melange (Cherry Hill, NJ), the Jamaican Jerk Hut (Philadelphia, PA), Sylvia's (New York, NY), and Roscoe's (Los Angeles, CA) have attracted a huge general market audience for years.

Because of the successful history of Evesham Avenue's clubs and restaurants, Lawnside's name is synonymous with great food and entertainment. Our new Downtown Center will be teeming with people enjoying the glory of the past, the pleasure of the present and the anticipation of events to come.

In addition to our commercial retail stores and restaurants, we propose to build two eighty thousand square foot office buildings, one of which would house the corporate headquarters of American Real Estate Development, Inc. In addition to other corporate clients from the general market that recognize the ideal

location of our transit village adjacent to the Woodcrest Station of the Lindenwold High-Speed Line; adjacent to exit 31 on Interstate 295; and 5 miles from exit 3 and 4 of the New Jersey Turnpike, we believe we can also attract other successful African American companies to headquarter here in Lawnside, NJ, once our story is told. As the expression goes, and as American Real Estate Development, Inc. has demonstrated, “build it and they will come”.

Our plans also call for the development of a 100 - 120 room Hotel and Banquet facility to support visitors to the CCRC, the office buildings, the museum, the restaurants and nightclubs, as well as for the family visits, family reunions, and the many social events that will held in the luxurious banquet hall and meeting/conference rooms in this complex. The hotel will also feature a health club and spa that will be available to the public on a fee basis.

Just as the Greenwood section of Tulsa, Oklahoma, once known as the “The Black Wall Street of America”, demonstrated the financial, economic, social and cultural strength of African Americans at the turn of the 20th century, one hundred years later, as we enter the 21st century, Lawnside, with our proposed development of Oak Avenue as the anchor, has the potential of demonstrating the same financial, economic, social and cultural progress that we, as African Americans, are capable of achieving today. Our beautiful community of Lawnside is, and will continue to be, proof that the legacy of Greenwood lives on.

III. Conceptual Plans

Conceptual Plans are on 11” x 17” Sheets that follow this Page



Oak Avenue Redevelopment

Borough of Lawnside, Camden County, New Jersey



a. CONCEPTUAL SITE PLAN



BACH Associates, PC
ENGINEERS • ARCHITECTS • PLANNERS

b. Residential Single Family Perspective



Left Bottom: Left Cul-De-Sac View
Right Bottom: Entire Cul-de-Sac

c. Residential Townhouse Perspective



d. Commercial Retail Perspective



e. Commercial Office Perspective



IV. Property Acquisition Plan

Our research indicates there are a total of 21 residences and one business concern within the Oak Avenue Redevelopment Area, with two of the residences being unoccupied. It is our opinion that we should be able to move forward to execute our master plan because a minimum of relocation is involved (see section on relocation). The remaining ground is principally owned by two parties, the Borough of Lawnside and Vineland Construction Company.

We have had conversations with several of the private homeowners in the area. They have expressed an interest in having us build them a new home in the redevelopment area. We are hopeful that we can come to a mutually agreeable solution to relocate and rebuild them a new home.

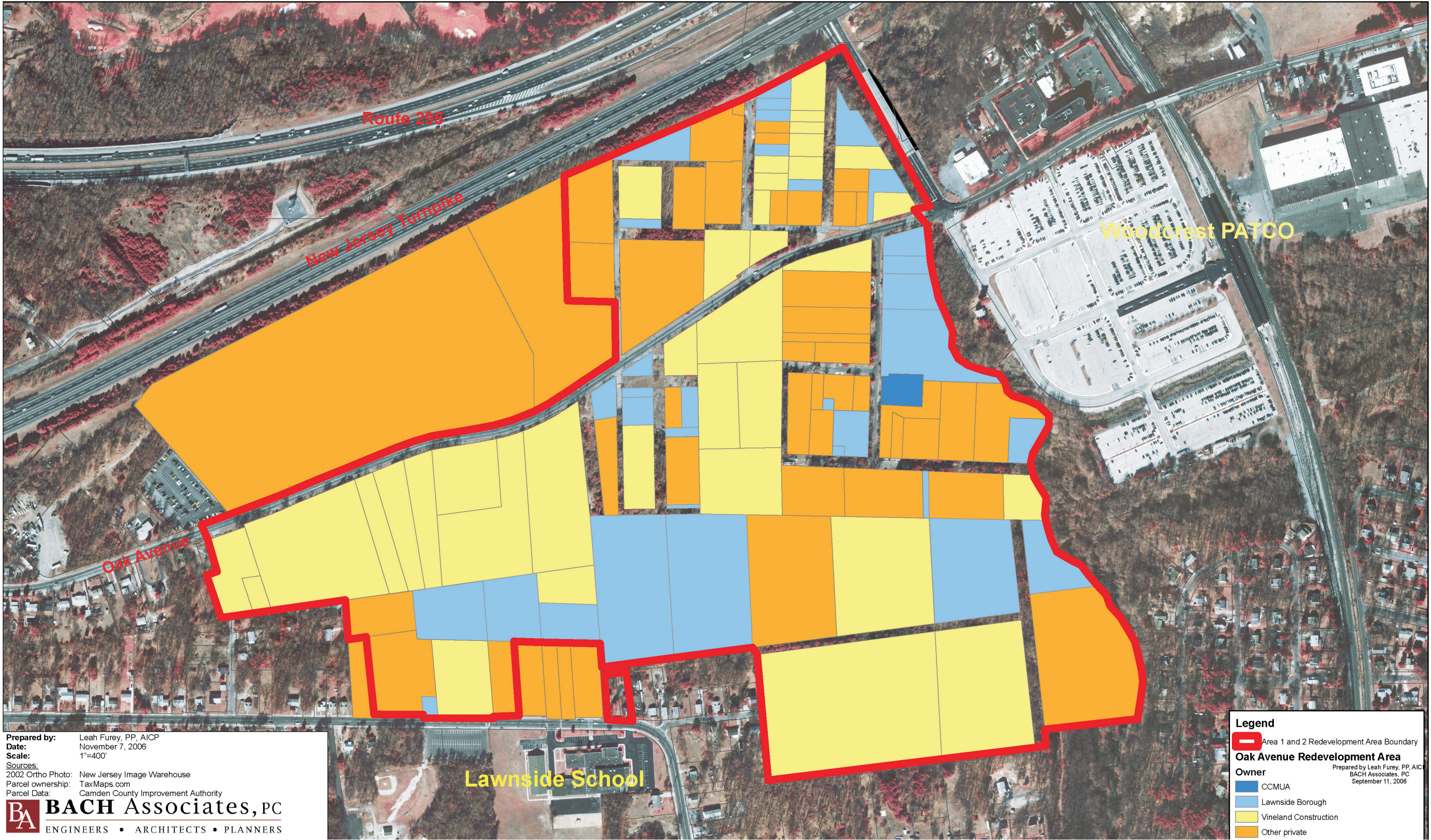
With regard to the vacant ground, we are hopeful that we can reach an accommodation with Vineland Construction Company and the remaining few private property owners for the purchase of their property. If not, and the Borough has to exercise their power of Eminent Domain to acquire the land, we are prepared to provide the financial resources to underwrite the undertaking.

We believe that if Eminent Domain is necessary, the Borough will be successful in its efforts because of the United States Supreme Court's ruling in *Kelo v. New London*, as well as Pennsauken's success against Vineland Construction Company when they chose another developer for their Redevelopment Plan, even though Vineland owned land in the redevelopment area.

On the following page is a map with the latest information indicating who the present property owners are in the Oak Avenue Redevelopment Area. If we are selected the Master Developer, we will confer with Borough officials to confirm and prepare an up to date list so the assembly and acquisition process can begin immediately.



a. Oak Avenue Redevelopment Area Property Ownership Map



Prepared by: Leah Furey, PP, AICP
Date: November 7, 2006
Scale: 1"=400'
Sources:
 2002 Ortho Photo: New Jersey Image Warehouse
 Parcel ownership: TaxMaps.com
 Parcel Data: Camden County Improvement Authority

BACH Associates, PC
 ENGINEERS • ARCHITECTS • PLANNERS

Legend

- Area 1 and 2 Redevelopment Area Boundary
- Oak Avenue Redevelopment Area**
- Owner**
- CCMUA
- Lawnside Borough
- Vineland Construction
- Other private

Prepared by Leah Furey, PP, AICP
 BACH Associates, PC
 September 11, 2006

V. Relocation Plan

In the entire 120 acres known as the Oak Avenue Redevelopment Area, we have found 21 single family residences and one business concern that would have to be acquired at some point in the site assembly and acquisition stage in order for our proposal to be fully realized. It appears that two of the homes are vacant and the remaining 19 are presently occupied, thereby necessitating the need for a relocation plan to address the needs of those families and the one business concern.

In accordance with NJSA 40A:12A-8(i) a municipality may arrange or contract with a public agency for the relocation, pursuant to the “Relocation Assistance Law of 1967” and the “Relocation Assistance Act”, of residents, industry or commerce displaced from a redevelopment law. It is our intent, as the developer, to provide for the relocation of the residents in a fair, just and equitable manner. We will look to the Borough’s Governing Body for guidance in handling the matter privately or providing the funds for the municipality to contract with whomever they deem best suited to satisfy our responsibility to the 19 affected homeowners and the one business concern in this area.

The Redevelopment Law also requires that redevelopment plans provide for the adequate provision of temporary and permanent relocation, as necessary, of residents in the project area, including an estimate of the extent to which decent safe and sanitary dwelling units affordable to displaced residents will be available to them in the existing local housing market.

The “Relocation Assistance Law of 1967” and the “Relocation Assistance Act” are regulations that require displaced persons or businesses be paid for the actual and reasonable expenses of moving or a fixed payment in accord with a schedule of fixed amounts (approved by the Commissioner of the Department of Community Affairs). Displaced persons must have advisory assistance available to them, and they must be assured alternative comparable opportunities for housing locations. Expenses include reasonable costs associated with moving, the actual direct losses of tangible personal property, and the actual reasonable expenses in searching for replacement property. The relocation assistance is separate from the cost of acquiring the property via eminent domain. Ultimately, a “workable relocation assistance plan” (WRAP) will need to be prepared to implement the necessary relocations. We will work closely with the Governing Body to facilitate the development and implementation of the WRAP, including underwriting the cost of the WRAP.

Our WRAP will include, but not limited to, such measures, facilities, techniques or services, as may be necessary or appropriate to determine the needs of displaced persons or businesses for relocation assistance, to supply information concerning programs offering assistance to displaced persons and business concerns and to assist in minimizing hardships to displaced persons adjusting to relocation; to assist each displaced person to secure decent, safe and sanitary dwelling units at prices or rents within his means and in areas reasonably accessible to his place of employment and not generally less desirable in regard to public utilities and public and commercial facilities; to provide any displaced person or business concern a reasonable time from the date of displacement within which to apply for a relocation assistance payment and to encourage the prompt transmittal of any such relocation assistance payment upon proper application therefore; and to secure to the greatest extent practicable, the co-ordination of relocation activities with other project activities and other planned or proposed governmental actions in the community or nearby areas which may affect the execution of the workable relocation program.

Many people agree that the relocation assistance laws are outdated. We intend to go above and beyond what is legally required of us. Any person or family to be displaced as a result of the redevelopment activities will be provided an opportunity to purchase a comparable, decent unit within their financial

means, within the redevelopment area; or in the event that they would prefer the traditional relocation assistance, that will be offered as well.

If they choose to remain in Lawnside and wish to relocate within the redevelopment area, we will guarantee them a residence of equal to or greater value, at a cost to them that is equal to or less than their present mortgage (or present value if they have no mortgage). In other words, they will have a home of greater value for a lesser cost than the debt or present value of their home. The difference in value relative to cost (their equity) belongs to them, while at the same time they are receiving a new home of significantly greater value and quality than the one they live in, with the upside that the new home of greater value will grow to appreciate and be worth more because it is brand new, compared to the homes in the redevelopment area that are anywhere from 20 to 60 years old or more with very little upside for increased appreciation over the next 10 to 20 years.



Oak Avenue Redevelopment - Graphic Development 15 Year Plan

VI. Development Phasing Plan	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15
a. Graphic Format															
Site Assembly & Acquisition															
Site Development (Infrastructure & Remediation)															
Continuing Care Retirement Community															
Active Adult Condominiums - 54 Units (1,300 s.f.)															
Affordable Age-Restricted Apartments - 72 Units (800 s.f.)															
Active Adult Cottages - 32 Units (1,800 s.f.)															
Assisted Living Facility - 30,000 s.f.															
Nursing Home - 20,000 s.f.															
CCRC Services Building - 10,000 s.f.															
Urgent Care Medical Building - 10,000 s.f.															
Hospice Care Center - 8,000 s.f.															
Residential															
Single Family Detached - A - 30 units (3,200 - 3,600 s.f.)															
Single Family Detached - B - 86 Units (2,400 - 2,800 s.f.)															
Single Family Detached - C - 62 Units (2,200 s.f.)															
Single Family Detached - D - 30 Units (1,800 s.f.)															
Commercial															
Office - 160,000 square feet															
Restaurants - 65,000 square feet															
Retail Stores - 60,000 square feet															
Hotel and Banquet Hall - 70,000 square feet															
Institutional															
Churches (2) - 1 Acre Each															
Recreational- 6 Acres Total															
Football Field with Track															
Soccer Field															
Recreational Building w/ Concession															
Contingency															

b. Narrative Summary

We anticipate our proposed plan being complete within a ten to twelve year period. The following is a year by year narrative of events, as we at this point in time, envision occurring within the development process:

Year 1

Begin the planning, design and approval process for the development. We believe this process will be ongoing over an 8 year period because of the size and scope of the project. Municipal, County and State approvals, including the NJ Department of Environmental Protection and the NJ Department of Community Affairs is a sequential process that does not lend itself to simultaneous submissions to numerous agencies for expedited processing of the plans. Another key factor is that we will not be producing plans seeking building permits until we are ready to begin the building process. Since our plan calls for construction of the final two buildings (Office Building #2 and the Hotel/Banquet Complex) to begin in year 9, plans will be produced in year 8.

We will be seeking approval of the Master Plan from the Borough in year 1, and begin seeking final site plan approval for the CCRC complex. We believe the CCRC campus should be the first phase of our project because there is a pressing need to address our senior population and because the site assembly should be a relatively simple process. We recognize that even though there are only six residences in Area I, the most vocal opponents to the project live there. We believe that we can still reach an accommodation with the home owners that will allow us to begin building in that area first. The infrastructure development for Area I will be less extensive than that needed for Area II.

Another reason for starting in Area I first is that we are proposing a new road system that we feel is necessary to alleviate the traffic conditions that presently exist, much less what will develop as Town Square Plaza (formerly Lion's Head Plaza) comes on stream with 400,000 square feet of retail space that includes a Super Wal-Mart, Applebee's Restaurant, LA Fitness Center, as well as 108 Active Adult Condominium Units. The traffic generated from Somerdale's proposed development, along with our Oak Avenue Development, will require a county road that connects Oak Avenue to Evesham Avenue. We believe that if a direct connection is made from Oak Avenue to Charleston Avenue, the substantial morning and evening rush hour traffic generated past Lawnside School would endanger the lives of our school children on a daily basis. We believe our new road system creates a new Main Street through our municipality thereby allowing a new downtown to be created, and at the same time takes the traffic away from our school so our children are not endangered by the development of two new town centers and the traffic that they will generate.

We will also begin the process of site assembly and acquisition. It is our present belief that the process of site acquisition will not require the Borough to exercise its powers of eminent domain to facilitate the process. If it does become necessary, we address the issue in section IV of this proposal.

Year 2

In order to meet our goals for development, we must begin the construction of our infrastructure in year 2. We accept the responsibility for the installation of the roads, curbs, sewer (sanitary and storm), sidewalks, street lighting, street trees, as well as underground electric, gas, cable and telephone service. Even though we are in a Planning Area I (a Smart Growth Area as defined by the State of New Jersey), Verizon (who should be responsible) now holds developers responsible for the trenching of their underground wiring. The trenching becomes an additional financial cost to infrastructure development and adds time to the construction process in the early stages of site development. It is anticipated that this

infrastructure development will occur over a five year period as the residential and commercial development succeeds. The planning, design and approval process will continue, as will the site acquisition and site assembly.

Year 3

We will begin the construction of the Active Adult Condominiums and the Affordable Age-Restricted Apartments for our senior population and the general public. Barring any problems with the acquisition of land owned by Vineland Construction Company, we will also begin construction of our single family detached housing.

Since there are no residences where we propose to develop the residential portion of our project, we believe that once we have acquired the site and the County approves the new road connecting Oak Avenue and Evesham Avenue, our infrastructure development and construction can begin in Area II. Based on our site plan, we can actually, on a temporary basis, enter from Charleston Avenue to begin our residential development and close the entrance once the new road is approved and ready for construction.

The first phase of our residential construction will be the market rate, detached single family homes similar to Lion's Gate (2,400-2,800 square feet) and the smaller homes in River Run (3,200-3,600 square feet). We anticipate a three to four year sell and build out of these homes.

We also intend to begin construction of the athletic fields that we are proposing in our master plan. The football field, track, and soccer field are planned for completion by the end of year 3.

Year 4

The planning, design, and approval process will continue, as will the site acquisition and site development work. We plan to begin the sales and marketing of our active adult cottages in the CCRC, as well as start the same process for our single family semi-detached housing (2,200 square feet).

The continued sales activity for the detached housing in Area II and the active adult condominium units in the CCRC will be coordinated and correlated to the new housing started in year 4. Given the present need and demand for the Affordable Age-Restricted Apartments, they should be completed and fully occupied by the end of year 4.

Year 5

The CCRC campus really begins to take shape in year 5 as construction begins on the nursing homes, the assisted living facilities and the CCRC service center. We also plan to begin construction of the attached affordable housing (1,600-1,800 square feet) in Area II as well. Our goal is to finish the sales of our larger single family homes in Area II and the active adult condominiums in Area I by the end of year 5.

We are hopeful that the site assembly and acquisition process will be complete by the end of year 5. Even if the Borough has to exercise their powers of eminent domain to assist us in the acquisition process, we should have the matter settled within this time frame.

Year 6

The construction and occupation of the nursing homes, the assisted living facilities and the CCRC service center should be completed by year end, as well as the final sales and construction of the active adult cottages in the CCRC.

With the construction of the Urgent Care Medical facility, the Medical Office building, and the Hospice Care Center; the completion of the CCRC will be the Mecca that we so desperately need to address our

senior population here in Lawnside, as well as African Americans in New Jersey, New York, Delaware and Southeastern Pennsylvania.

This year will also see the final sales and construction of all of the market rate residential housing units in Area II, as well as welcome the commencement of our commercial corridor. Our plans call for constructing the first of two four story, 80,000 square foot office buildings and construction of the first of two churches.

We also plan to construct and open the Recreation building, Concession stand, and remaining playgrounds as the last phase of the recreational plan while concluding the final site infrastructure development.

Year 7

The development of our Transit Village begins its last phase with the commencement of the retail portion of the plan. The 65,000 square feet of space for restaurants begins in year 7 and is projected for completion by the end of year 8. The second of the two churches should be completed and occupied in year 7 as well.

The completion and sale of the first office building will also occur in year 7 as well as the winding down of the planning, design and approval process.

Year 8

The retail restaurant portion of the Downtown center will be complete and construction of the retail stores will begin. It is presently anticipated that the stores will be a two year construction and sales period similar to the restaurant complex. Application for a building permit for the second of the two office buildings will be processed during this period as well. This will be the final year for the design and approval process as the plans for the hotel and banquet facility (including a health club) are finalized and submitted for approval.

Year 9

Construction will commence on the hotel, banquet and spa facility and the second office building. We will also see the completion and sales of the remaining retail space in the Downtown commercial district.

Year 10

The hotel complex will open and the construction of the second office building will be completed and sold as well. All remaining infrastructure improvements will be finished and the maintenance bond will be put into place for the agreed upon period.

Year 11

This year is a contingent year in case we run into unanticipated problems, whether they are in the governmental approval process; the land assembly and acquisition process; changing market conditions; or any other unforeseen events such as war, labor or material shortages and Acts of God that are beyond our control.

Year 12

We are allowing this year to be similar to year 11 in that we believe we will need the flexibility of an additional contingency year because of the aggressive time schedule we have projected for a project of this magnitude and the ebb and flow of the U.S. economy. Even though real estate is the engine that drives the American economy, even engines are shut down for periodic overhaul.

VII. Development Project Pro Forma

Project Income	Total
Continuing Care Retirement Community (CCRC) Revenue	\$49,560,000
Residential Unit Sales Revenue	\$79,261,000
Commercial Space Revenue	\$97,250,000
Institutional Revenue	\$1,965,000
Recreational Expense	
Other Revenue	
Total Project Revenue	\$228,036,000

Project Costs

Land

Land & Property Acquisition Costs	\$12,000,000
Property Investigation / Due Diligence	\$150,000
Entitlement / Approvals	\$200,000
Closing Costs	\$100,000
Title	\$100,000
 Mortgage Recording and Transfer Taxes	\$240,000
 Contributions / Impact Fees / Affordable Housing	\$1,500,000
Environmental Remediation	\$500,000
Total Land Costs	\$14,790,000

Hard Costs

Improvements-Onsite	\$7,500,000
Improvements-Offsite	\$6,000,000
Residential Construction	\$36,488,920
Amenity Construction	\$6,900,000
 Continuing Care Retirement Community (CCRC) Construction	\$25,886,850
Commercial Space Construction	\$42,948,125
Institutional Construction	\$990,000
Sales Office Construction / Build-out	\$300,000
 General Conditions / Construction Fee / Bonds	\$1,500,000
Subtotal	\$128,513,895
Contingencies @ 10%	\$12,851,390
Total Hard Costs	\$141,365,285

Soft Costs		
Architectural & Engineering		\$3,000,000
Miscellaneous Third Party Consultants		\$300,000
Insurance		\$1,500,000
Public Offering Statement / Condo Docs		\$250,000
Land Carrying Costs (taxes, utilities, etc.)		\$500,000
Project Admin & Overhead & Soft Cost Contingency		\$6,000,000
Developer Fees		\$10,000,000
	Total Soft Costs	\$21,550,000
Sales & Marketing		
Model Homes		\$2,000,000
Marketing / Advertising		\$2,500,000
Sales Commission		\$3,500,000
Warranty Reserve		\$600,000
	Total Sales & Marketing	\$8,600,000
Financing		
Predevelopment Loan		
Loan Points		\$20,000
Interest		\$100,000
Land Loan		
Loan Points		\$120,000
Miscellaneous Costs / Fees		\$60,000
Interest		\$2,400,000
Construction Loan		
Loan Points		\$500,000
Miscellaneous Costs / Fees		\$150,000
Interest		\$10,000,000
	Total Financing	\$13,350,000
TOTAL PROJECT COSTS		\$199,655,285
PROJECT PROFIT		\$28,380,716
GROSS MARGIN		12%
RETURN ON COST		14%

VIII. Operating Proforma (Year by Year Analysis)

Oak Avenue Redevelopment

15 Year Gross Sales Plan

	Average Sales Price	Sales Price Units	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	TOTALS	
Planning, Design and Approval (Borough, County & State)																			
Site Assembly & Acquisition																			
Site Development (Infrastructure & Remediation)																			
Continuing Care Retirement Community																			
Active Adult Condominiums - 54 Units (1,300 s.f.)	\$240,000	per unit			\$4,320,000	\$4,752,000	\$4,968,000	Year 4 assumes 10% Increase from Year 3; Year 5 assumes 15% increase from Year 3										\$14,040,000	
Affordable Age-Restricted Apartments - 72 Units (800 s.f.)	\$110,000	per unit			\$7,920,000														\$7,920,000
Active Adult Cottages - 30 Units (1,800 s.f.)	\$280,000	per unit				\$2,800,000	\$3,080,000	\$3,220,000	Year 5 assumes 10% Increase from Year 4; Year 6 assumes 15% increase from Year 4										\$9,100,000
Assisted Living Facility - 30,000 s.f.	\$180	per S.F.					\$5,400,000												\$5,400,000
Nursing Home - 20,000 s.f.	\$300	per S.F.					\$6,000,000												\$6,000,000
CCRC Services Building - 10,000 s.f.	\$200	per S.F.					\$2,000,000												\$2,000,000
Urgent Care Medical Building - 10,000 s.f.	\$350	per S.F.					\$3,500,000												\$3,500,000
Hospice Care Center - 8,000 s.f.	\$200	per S.F.					\$1,600,000												\$1,600,000
Residential																			
Single Family Detached - A - 32 units (3,200 - 3,600 s.f.)	\$495,000	per unit			\$4,950,000	\$5,445,000	\$6,831,000	Year 4 assumes 10% Increase from Year 3; Year 5 assumes 15% increase from Year 3										\$17,226,000	
Single Family Detached - B - 83 Units (2,400 - 2,800 s.f.)	\$395,000	per unit			\$7,900,000	\$8,690,000	\$9,085,000	\$10,902,000	Year 4 assumes 10% Increase from Year 3; Year 5 assumes 15% increase from Year 3; Year 6 assumes 20% Increase from Year 3										\$36,577,000
Single Family Semi-Detached - C - 58 Units (2,200 s.f.)	\$295,000	per unit				\$5,900,000	\$6,490,000	\$6,106,500	Year 5 assumes 10% Increase from Year 4; Year 6 assumes 15% increase from Year 4										\$18,496,500
Single Family Attached - D - 34 Units (1,800 s.f.)	\$195,000	per unit					\$3,315,000	\$3,646,500	Year 6 assumes 10% Increase from Year 5										\$6,961,500
Commercial																			
Office - 160,000 square feet	\$250	per S.F.						\$20,000,000			\$23,000,000	Year 10 assumes 15% Increase from Year 7					\$43,000,000		
Restaurants - 65,000 square feet	\$200	per S.F.							\$6,500,000	\$7,150,000	Year 8 assumes 10% Increase from Year 7					\$13,650,000			
Retail Stores - 60,000 square feet	\$200	per S.F.								\$6,000,000	\$6,600,000	Year 9 assumes 10% Increase from Year 8					\$12,600,000		
Hotel and Banquet Hall - 70,000 square feet	\$400	per S.F.									\$28,000,000						\$28,000,000		
Institutional																			
Churches (2) - 8,100 s.f on 1 Acre; 5,000 s.f. on 1 Acre	\$150	per S.F.					\$1,215,000	\$750,000											\$1,965,000
Recreational- 6 Acres Total																			
Football Field with Track																		\$0	
Soccer Field																		\$0	
Recreational Building w/ Concession																		\$0	
TOTALS =			\$0	\$0	\$25,090,000	\$27,587,000	\$33,769,000	\$43,590,000	\$27,250,000	\$13,150,000	\$6,600,000	\$51,000,000	\$0	\$0	\$0	\$0	\$0	GRAND TOTAL = \$228,036,000	

IX. Pro Forma Assumptions and Expected Public Subsidies

Our Development Project Pro Forma and our 15 year Operating Pro Forma are based on the fact that we intend to sell all of the real estate we develop. We do not intend to operate the CCRC or lease the commercial facilities. It is our intent to sell the CCRC and the commercial facilities to the owners of the businesses that will occupy the space, be it retail, restaurant or office. We believe that people who rent property pay a higher cost for their space because their rent payment includes the amortization of the loan and profit to the landlord. Consistent with our philosophy of creating business and economic opportunities for African Americans, we believe our people should be owners and not renters, thereby creating equity build-up over the years of ownership. Merchants and businesses owning their facilities also add greater collateral and security for the loans they have with their lenders.

A good example of this principle is the recent purchase of Lord & Taylor Department Stores by National Realty & Development Corporation (NRDC). The most important part of the equation in NRDC making the purchase was the value of the underlying real estate owned by Lord & Taylor Department Stores. In addition to the value of their business enterprise, our merchants, restaurateurs and business owners will have the additional value of their underlying real estate.

The sale of the commercial space will be fee simple where possible, and through a condominium association where needed. In either case, the objective to create ownership and equity for business owners will be met.

With regard to public subsidies, we believe the Borough of Lawnside should not have to provide any subsidies to the developer of this project. We would not expect any tax abatement or payment in lieu of taxes (PILOT) for the project. It is understood that we would negotiate with the Borough for the purchase of Borough owned land and that cost would take into consideration the proposed civic improvements suggested in section IX. We believe that we can come to an accommodation with Mayor and Council on this issue because we have the mutual objective of insuring the growth and development of our community, with the major benefits from this project inuring to the citizens of Lawnside

X. Proposed Civic Improvements

Our master plan calls for the influx of approximately 1,000 new residents over a ten to twelve year period. Additionally, 164,800 square feet of new office space, 130,000 square feet of new retail space and a 120 room hotel, health spa and banquet facility will require municipal services that will surely tax the already strained municipal employees and the physical plant that we presently have.

We are proposing, and are prepared to assist the Borough in acquiring a new facility for a new Borough Hall. We believe the old Lawnside School, now a designated Historic Landmark, is an ideal place for a new Borough Hall for our municipality. We propose that the Public Works Department move into the old Borough Hall and we would build a new Fire House to accommodate the expanded services our municipality will need as a result of our town's expanded growth.

It is clear that we need new athletic fields to accommodate the renewed interest in the football, baseball, girls' softball, track, basketball and boxing programs that have been developed. With Barrington and Haddon Heights now joining the football program, our present field is no longer adequate. Our master plan shows that we are proposing to build a new football field (with bleacher seating) and a surrounding track to accommodate both the needs of the football program and the need and desire to develop a track program for our youth. A soccer field will also be built so we can develop a boys and girls soccer program as well.

We have spoken to a number of adults and youth who have expressed a desire for our municipality to have our own Community Center. So, in addition to the outdoor facilities, we are also proposing to build a new recreation building that will house indoor basketball courts, a boxing ring, board game room (chess, backgammon, etc.), computer facility, and an arts and craft studio. There will also be a concession stand as a part of the building to serve the needs of the outdoor football and track events, as well as the indoor basketball and boxing events. A locker room will be included to allow for half-time during football games, a dressing area for the boxing program and a room for half-time for the basketball games.

Our plan also calls for the construction of a tot lot playground across from the existing head-start program and numerous passive recreation places and open space areas throughout the residential and commercial portions of the development.

Since we are proposing a new road system that will connect the two county roads, we are proposing a linear park be developed along the branch of the Cooper River to parallel the new road and to provide pedestrian and bicycle access from the Woodcrest Station to the Ashland Station stops on the Lindenwold Hi-Speed Line. Informal talks with the county indicate they would be willing to build and maintain such a road and park system.

And last but certainly not least, we are proposing to build a museum to house the art, artifacts, books and memorabilia that reflect the history of our town and our people, locally, nationally and throughout the African Diaspora. As mentioned in another part of this proposal, we would like to see the Peter Mott House, one of Lawnside's treasures, be moved so it could be a part of the museum complex in the "new downtown" where it would be seen and receive the attention, honor and respect that it so rightly deserves.

We are prepared to provide supplemental funds to make all of the above a reality. There will be some funds available from county, state and federal sources to help with the development and building of the parks, recreation and the construction of the major boulevard through the Redevelopment Area. We will also seek gifts and donations for the museum and the recreation building. But in the final analysis, we are willing and prepared to use part of our projected profits along with income the Borough will receive from the sale of Borough-owned property to fund the above proposed public and civic facilities to ensure the success of this project and provide the very best opportunity for the residents of the Borough of Lawnside to benefit from our proposed master plan development.

XI. Plan or Coalition on Affordable Housing (COAH) Goals

As the table below indicates, the full implementation of our master plan will create 966 new jobs. The Coalition on Affordable Housing (COAH) requires an affordable housing unit be built for every 25 jobs that are created. Accordingly, we are obligated to provide 39 affordable units for the commercial portion of our development.

The affordable units that are required for the residential portion of the development are based on the total number of market rate units that we intend to sell. So even though we are proposing to offer 84 units of cottages and condominium for the active adult market (55 and older), that total must be added to the market rate housing for families. The COAH requirement for housing calls for 1 affordable housing unit for every 8 units of market rate if the units are not on site. Since it is our present intention to meet our obligation on site we are responsible for having 1 affordable housing unit for every 9 units of market rate housing. Therefore, the total units of affordable housing required under COAH are 29 plus 39, which equals 68.

COAH allows for half of the required units to be age-restricted. Since 72 age-restricted affordable units are proposed, a 34 unit non-age restricted obligation remains. Our plan presently calls for 34 attached townhouses which we plan to make available as affordable housing. We may petition COAH for a waiver to permit more than 50% of our affordable obligation to be for seniors since we have a severe need for affordable senior housing in our town. If approved, we would be within our requirement since we have 72 units planned for affordable age-restricted housing in the apartment complex within the CCRC. This would also allow us to make available some of the townhouse units for first time buyers whose income exceeds the limits imposed by COAH.

Market Rate Housing type	Number of Units Proposed	Number of Affordable units required if included within development (divide by 9)	Number of Affordable Units required if provided offsite (divide by 8)
Single family detached	115	13	15
Single family semi-detached (twins)	58	6	7
Senior cottages (twins)	30	3	3
Senior condominiums	54	6	7
TOTAL	257	29	32

Use Type	Jobs per Square Foot (per COAH rules Appendix E)	Lawnside Oak Avenue Redevelopment Area	Jobs Created
Office	3 jobs per 1,000 square feet	164,800 square feet proposed	494 jobs
Retail	1 job per 1,000 square feet	67,500 square feet proposed	68 jobs
Restaurant	3 jobs per 1,000 square feet	63,000 square feet proposed	189 jobs
Hotel	.8 job per 1,000 square feet	63,000 square feet	50 jobs
Hotel Restaurant and banquet facility	3 jobs per 1,000 square feet	6,400 square feet	19 jobs
Nursing home and assisted living	2 jobs per 1,000 square feet	73,223 square feet	146 jobs
Church and Recreation			
TOTAL JOBS			966 jobs
TOTAL AFFORDABLE UNITS REQUIRED	Total jobs/ 25 = 39 affordable units		

Affordable Unit Type	Number Proposed
Age Restricted Apartments	54 age restricted units
Single family attached (townhomes)	32

The total Affordable Housing obligation associated with the proposed Oak Avenue Redevelopment Project is 68 units if constructed on site in accordance with the Council on Affordable Housing’s Growth Share model. Half the affordable units may be age restricted (34 units). Fifty-Four age-restricted affordable units are proposed. Therefore, a 34 unit non-age restricted affordable housing obligation remains.)

XII. Small Business and Employment Opportunities for Local Residents

Our development team epitomizes the essence of Minority Business Participation because our team is 100% owned by African Americans. So in addition to pledging to expend a certain percentage of construction costs spent with contractors, sub-contractors and material suppliers which are certified as minority business enterprises (MBE) or women business enterprises (WBE) under the Uniform Certification Program offered by the New Jersey Commerce Department, 100% of the development profits will go to African Americans. This arrangement also insures that the land that comprises the Oak Avenue Redevelopment Plan will have direct African American participation in land ownership, ensuring that this great community remains historically African American.

Our track record demonstrates our commitment to the residents of the Borough of Lawnside having a chance to participate in the economic development opportunities that arise from our company’s development activity. The following is a list of companies owned by Lawnside residents that presently provide services to American Real Estate Development, Inc.

*	Company	Owner/Lawnside Resident	*
1.	Astro Masonry	Fred Warren	
2.	CNP Painting	Preston Wallace	
3.	Sabir Engineering	Ed and Cappy Sabir	
4.	RJ’s Welding Service	Reuben Johnson	
5.	Still’s Towing Service	Stephon Still	
6.	Gregory B. Montgomery, Esq.	Gregory B. Montgomery	
7.	Yareem’s Landscape Service	Yareem Ali	

In addition, Imani Realty is a minority female owned firm which employs five Lawnside residents, has a minority staff of over thirty employees and handles the real estate sales for our company. Our carpenters, roofers and drywall installers are minority owned firms and our concrete, landscape and basement wall systems companies have a high percentage of minority employees.

Presently, all employees of American Real Estate Development, Inc. live in the Borough of Lawnside. Our commitment to hiring local residents and high school students as interns is unmatched. Our corporate headquarters are in Lawnside and as long as we exist, Lawnside will always be our home.

We recently hired a young man (18 years old) whom many identified as a ring leader in the budding gang activity here in the borough. For the last six months he has been a model employee and we look forward to him working for us on a full-time basis once he has graduated from high school.

He is an example of a young African American, when given a chance to be productive and earn a decent wage, will strive to succeed in this world. There are a number of young men and women here in the borough of Lawnside who have asked us for jobs. If we are named the master developers of Oak Avenue, we intend to establish a construction job training program that will employ at least 20 Lawnside young men and women like him, who, when given a chance, can be good and productive members of our community and our society.

As previously mentioned, in addition to the number of construction employment opportunities that will arise, our proposed development activity will produce approximately 1,000 jobs over the next 10 to 12 years. A significant portion of those jobs will be available to our residents on a first come, first served basis. We are making a commitment that our residents will be given the first opportunity to apply for those jobs. It is our intent to create a monthly newsletter that will be distributed (for free) to all residents of the borough notifying them of the monthly progress of the Oak Avenue Redevelopment Plan and the business and job opportunities as they become available.

Our commitment to economic opportunity for the residents of Lawnside goes beyond the standard rhetoric of jobs. We intend to deal with and address the real issue of “minority economic opportunity”, the opportunity for **business ownership** for African Americans. We want residents of the Borough of Lawnside to participate in the economic development opportunities that will arise from a large scale development such as this. To this end we intend to offer opportunities for equity participation to borough residents in part of the development and also the chance to own businesses that provide goods and services needed for a development of this magnitude. Residents in the Redevelopment Area that own property will be given the chance to remain in the “deal” by utilizing the equity they have in their property and also be given the chance to have direct ownership in the businesses that provide goods and services to the CCRC and the commercial development of restaurants, shops and office buildings that we propose for the Oak Avenue corridor.



Appendices:

Appendix 1: Parking Calculations

Parking Calculations for proposed Oak Avenue Redevelopment Plan				
Use	Size	Standard per ordinance section 96-84	Number required	Number provided
Hotel	120 rooms	1 space for every 100 square feet of bedroom area	144 estimated (depends on architectural plan)	137
Recreation	16,400 square feet building, football, soccer, tot lot, basketball	1 space for every 5 seats		228 (more to be added for senior center)
Office	160,000 square feet	1 space per 300 sq ft floor area	533	218
Retail	67,500 square feet	1 space per 200 sq ft first floor	338	577 (including 31 on street parallel)
Restaurant	63,000 square feet	1 space per 50 sq ft floor area	1,260	
Church	150 seats 100 seats	1 space per 5 seats	30 20	30 and shared with office 20
Senior Residential Apartments	108 units (54 affordable)	1.8 per unit (RSIS for mid-rise)	(108 units) 194 spaces	180
Assisted Living	40 units	5 space per unit (RSIS standard)	20	81
Skilled Nursing Home Hospice care	40 beds 8 beds	1 space per 3 beds, 1 space per 2 employees and 1 space per staff doctor	Estimate 36	81
Medical Office	4800 square feet	1 space per 300 square feet	16	14 (directly adjacent, more available in vicinity)
Loading		1 loading space for every 20,000 sq ft		

Shared parking is encouraged by the redevelopment plan. Interconnectivity of adjacent parking areas is encouraged. A traffic study must be conducted once plans are finalized to accurately determine the needed parking for a project of this size. The location near the train station should be taken into consideration because it could mitigate the need for more parking than may be presently projected. There is extensive parking available at the train station which is directly adjacent to our site. It is possible that parking may be provided below the two larger office buildings on Oak Avenue.

Appendix 2: Architectural Program (Breakdown by Development Team Type)

Oak Avenue Redevelopment Area Development Program		
Use	Lot size/ arrangement	Number of Units/ Square footage
Single family residential. 3,200 – 3,600 square feet	80’ by 120’ minimum	32
Single family residential. 2,400 – 2,800 square feet	65’ by 105’ minimum	83
Single family semi-detached twins. 2,200 square feet	45’ by 100’ minimum	58
Single family attached townhouses. 1,200 – 1,400 square feet	30’ by 100’ minimum	32
Age-restricted semi-detached cottages. 1,600 – 1,800 square feet	45’ by 100’ minimum	30
Age restricted condominiums. 1,300 square feet	2 three story buildings	54 units
Age restricted affordable apartments. 750 square feet.	One three or 4 story building	54 units
Assisted living		40 units
Skilled nursing		40 beds
Medical Office Building		4,800 square feet
Hospice care		8 beds/ 6,000 square feet
Hotel and Banquet facility		100 to 120 rooms
Office Buildings	2 buildings	80,000 square feet each (20,000 sq ft footprint)
Retail, Service and Restaurants		129,313 square feet
Community Recreation Building		16,400 square feet
Church (2)	150 seats 100 seats	8,100 square feet 5,000 square feet

Appendix 3: Planning Principles and Proposed Uses

Within the northeastern portion of the site (“Area 1”) the Redevelopment Plan recommends uses such as hospitals, medical offices, hotels, medical research laboratories and heliports. Our plan proposes a continuing care community which includes assisted living, skilled nursing, a hospice care home, medical offices, age-restricted condominiums and a limited number of age-restricted cottages. We believe this to be consistent with the Redevelopment Entity’s intent and we believe that the market for this type of “senior campus” will be strong for those who have invested their lives in the community of Lawnside and would like to remain here as they grow older.

Within the portion of the site south of Oak Avenue (“Area 2”) we propose a coordinated and comprehensive approach to the development. While the development will naturally occur in phases, the outcome will be synergy among the various development areas and with the community at large. The Borough’s Redevelopment Plan includes a list of suggested principal uses for “Area 2”. Our proposal includes many of these in an integrated design that will emphasize a sense of community and capitalize on the Borough’s assets. The proposal includes professional and medical offices, retail and service uses, recreation fields, a public recreation building, space for a historical museum, single family detached, semi-detached and attached housing and an all star line up of restaurants. The redevelopment area has been designed with an eye to the areas around it including the Woodcrest PATCO station, the Lawnside School and the traffic issues on Evesham Avenue and the White Horse Pike.

Special Requirements of the Redevelopment Plan:

- ✚ Connection between Oak Avenue and Charleston required to create a central axis with additional landscaping and wider sidewalks and oriented in such a way that it brings Area 1 and Area 2 together. Traffic calming techniques are encouraged.
- ✚ Enhance pedestrian traffic flow with wide sidewalks in appropriate locations and sidewalks on both sides of streets.
- ✚ Stepping down of intensity from northeast to south west.
- ✚ Landscaped public spaces and plazas as a means to connect and define space.
- ✚ Areas along Cooper River should be reserved for passive recreation, in a linear park to enhance the natural setting.
- ✚ Additional indoor community or activity space as well as outdoor recreation amenities.
- ✚ Public improvements and amenities within Area 2 should be consistent in terms of material and color throughout the area.

It is our intention to create an architectural design that will avoid long uninterrupted walls and roof planes. Non-residential facades facing streets and walkways will be visually permeable and to the extent possible parking will be located where it will not be the focus of attention. Architectural projections and recesses will be added, as well as pedestrian amenities such as textured pavements, street furniture. The materials, colors, and details on long buildings will be varied to create the impression of a series of individual attached buildings. As the development program progresses we will supply a comprehensive signage package that will meet the intent and purpose of the standards set forth in the Borough’s Redevelopment Plan.

Appendix 4: Bulk Standards

AREA 1 (north of Oak Avenue)	Adopted Redevelopment Plan Requirements	Proposed	Compliance
Minimum Tract Area	12 acres		
Minimum Tract Frontage	200 feet	1400 feet on Oak Ave	Complies
Maximum Building height	5 stories 70 feet	4 stories maximum	Complies
Minimum Open Space set aside	25%		
Maximum Impervious surface	55%		
Minimum setback from tract boundaries to structures	40 feet	40 feet	Complies
Minimum separation between buildings	25 feet	20 feet	Request change
Minimum setback of structures from internal roadways	15 feet	15 feet	complies

AREA 2 (South of Oak Avenue)	Adopted Redevelopment Plan Requirements	Proposed	Compliance
Overall Planned Development			
Maximum Height	4 stories/ 45 feet	45 feet maximum	Complies
Minimum Open Space set aside	35%		
Maximum Impervious Cover	35%		
Minimum Separation between Buildings	15 feet	15 feet	Complies
Minimum setback of structures from Roadways	15 feet	Request 10 feet for commercial streetscape	

Single Family Standards (same as RA except minimum setback is reduced to 20 feet)		Proposed	Compliance
Permitted Use	Single Family homes	Single family detached Single family semi-detached Single family attached	Request change
Minimum Lot Area	6,500 square feet	Minimum of 6,825 for single family detached Minimum of 4,500 for semi-detached Minimum of 3,000 for townhouse	Request change
Building Coverage	30% maximum	Request increase to 50%	Request change
Front yard setback	20 feet	20 feet	Complies (may wish to request change for townhouse)
Side yard	16 feet aggregate, 6 feet minimum one side	Will comply for single family detached, request 10 feet for twins, zero feet for townhouse	Request change
Rear yard	25 feet	25 feet	Complies
Maximum Height	35 feet	35 feet	Complies



Appendix 5: Build Green

Building a Green Oak Avenue Redevelopment

Envision a neighborhood where all the homes are energy efficient and use rainwater to do landscaping, a neighborhood where all the commercial and retail spaces are built with non toxic paint and carpet and use wood from renewable forests, a neighborhood that is a beacon of environmental and cutting edge design.

Building Green is an approach to building homes, commercial properties and neighborhoods in an environmentally friendly, responsible and healthy way. The US Green Building Council is the nation's foremost coalition of leaders from every sector of the building industry working to promote the green building ethic. The USGBC has a program called LEED which is the nationally accepted benchmark for the design construction and operation of high performance green buildings. LEED promotes a whole-building approach to sustainability by recognizing performance in five key areas of human and environmental health:

Sustainable site development

1. Water savings
2. Energy efficiency
3. Materials selection
4. Indoor environmental quality

LEED programs include:

1. New commercial construction and major renovation projects
2. Existing building operations and maintenance
3. Commercial interiors projects
4. Core and Shell developments projects
5. Homes
6. Neighborhood development
7. Guidelines for multiple buildings and on-campus building projects

Our intent is to implement green building design for every possible aspect of the Oak Avenue redevelopment. By using the guidelines set down by the USGBC LEED programs, it will be possible to build this development so that is not only environmentally friendly, but also utilizes the latest technologies and design concepts for buildings that are highly energy efficient, that utilize water savings and have high indoor air quality. The LEED program also promotes using material from renewable resources and local providers.

Oak Avenue Redevelopment has the potential of being a model of green neighborhood design and development for the rest of New Jersey and the United States.

Envision a neighborhood that is built not just for the needs of today but to sustain a way of life for the children of tomorrow.

Appendix 4

Letter to Mayor & Council

Aug 12, 2008



August 12, 2008

Dear Mayor and Council Members,

Six days later, I am still in shock at the presentation that I witnessed at the Lawnside Redevelopment Entity meeting on Wednesday, August 6, 2008. Lawnside chose Vineland Construction Company as the redeveloper for the Oak Avenue Redevelopment Project on June 25, 2007, and over 13 months later, they have now come forward proposing to completely change the plan that was submitted to you and council. I really believed that a major factor in the selection process was the “vision” that the redeveloper had for the area.

Wednesday night showed that Vineland Construction Company had no “vision” then, and still has no “vision” for The Oak Avenue Redevelopment Project. They admitted that they are still looking for suggestions as to what to do. Your consultant, Todd Poole, said that their proposal was deficient with regard to the COAH housing requirement addressed in the RFQ and the RFP process and deficient with regard to Minority Business Participation. Even with the “revised” plan they submitted, they were still deficient with regard to those two issues, which have to be paramount to any consideration for the selection of a developer, given we are an Historically African American community.

As I said that night, we at American Real Estate Development Inc. should feel gratified that most of what we proposed has been stolen from our proposal and incorporated into Vineland’s “revised” plan.

It is inconceivable that you and Council would even consider a newly “revised” plan. They call for over 30% of the site to be used for “Flex Space”, a code word for **light industry and warehouse**. Since we are looking for the highest and greatest tax ratable, we should not even consider light industry and warehouse, which has a lower tax base and less job opportunities and business ownership for our town and its residents than retail commercial. They seem to have entirely eliminated retail commercial from their proposal, with the exception of a gas station, convenience store, and drug store. They talked about commercial space in their “town square” concept (which they did not have in their first plan), but did not indicate whether it was retail commercial, or “shops” owned by ‘merchants’ and ‘artisans’. As was pointed out in the meeting, an amendment to the redevelopment plan is needed to allow for “Flex Space” because it is not presently allowed, nor was it wanted or anticipated in the Redevelopment Plan. This is just Vineland’s way of trying to build the “Big Box Warehouses” [30,000 to 80,000 square feet] that they were denied the opportunity to build years ago. I am sure you are clear that to change the Redevelopment Plan, changes the ground rules that other developers didn’t have as information when they submitted their plan during the competition phase of the selection process.

Be that as it may, I want to get back to the “vision” for a moment. American Real Estate Development had a “vision” for the Borough of Lawnside and for this site. We understand the residents, of which we are one, and the wants and desires of our people to maintain the Historic Character and Culture of our Community.

One example is that we proposed a Continuing Care Retirement Community ((CCRC) because we know there is a need for our seniors to have the ability to remain in our community, but have access to Assisted Living, Intermediate Care Nursing facilities, and a Hospice (Mr. Cannon, God rest his Soul, had to go to Philadelphia because we didn’t have the facility he needed to spend his remaining days in the town he loved, near his wife, family, and friends). Vineland did not have this in their original proposal, but had the audacity to include it in their “revised” proposal because they accepted our “vision” for what our community needed.

American Real Estate Development’s proposal included:

1. The need for new tax ratables [retail commercial], thereby creating additional revenue for the Borough (which Vineland has all but eliminated from their new “revised” plan).
2. The need for new infrastructure development that includes addressing the growing traffic problems during morning and evening rush hour (at no cost to the Borough, while Vineland wants the Borough of Lawnside to pay for infrastructure development (roads, curbs, sanitary and storm sewer, utilities [electric, gas, telephone, and cable], and street planting).
3. The needs and desires of our senior residents, a particularly strong demographic in our community. Precisely why we proposed a Continuing Care Retirement Community (which Vineland conveniently lifted from our proposal).
4. The need for housing (For Sales Housing) that satisfies the Borough’s COAH requirements, allowing our people to own property, rather than remain tenants, building equity for others. (Vineland’s “revised” has our people remaining tenants, paying other folks mortgage).
5. The need for real, meaningful economic development and business opportunities for Lawnside residents (an issue the Vineland has still not directly addressed).
6. The need for job opportunities that lead to skilled workers prepared to enter this new century of technology (an issue the Vineland has still not directly addressed).
7. The need for a Downtown Commercial Center with a pedestrian scale. Vineland proposed one that would entail a ‘new’ Oak Avenue, with the ‘old’ Oak Avenue being a service road for the UPS facility. Now that the ‘new’ Oak Avenue [the **one** thing you said you liked about their proposal] has been eliminated from their “revised” plan, so has their “downtown commercial center”, to be replaced by ‘shops’ and ‘loft’ space for ‘merchants and artisans’.
8. The need for controlled residential growth (For Sale Market-Rate Housing) that provides a mix of housing types across the community’s varied income levels. Vineland says they will now provide one and two bedroom housing for young professionals and empty

nesters, with most of it being rental housing. They said large numbers of families cannot be provided for, and what little family housing they do provide, will be along the lines of the “new urbanism”, with alleys and rear driveways and without the backyards that we use for family cookouts and gatherings, as well as a place for our children to play.

9. The need for new and improved Borough Facilities. We proposed over \$6,000,000 worth of Civic Improvements, including a new Borough Hall and expanded recreational facilities that the Haddon Heights Alumni Association endorsed, promoting an increase in our student’s participation in the school’s athletic programs and a greater interaction, at an earlier age, for the students in Barrington and Haddon Heights with our children. The only thing they proposed to give the town, a proposed a swimming pool, is now missing from their “revised” plan.
10. We proposed African American owned food and entertainment venues such as The Sound of Philadelphia, Zanibar Blue, and Warm Daddy’s, as well as restaurants and sports bars such as Roger Brown’s, along with restaurants like Café Melange, Jamaican Jerk Hut, Sylvia’s and Roscoe’s. Again, Vineland conveniently takes our proposed “vision” and incorporates it into their plan without even an acknowledgement that it wasn’t or isn’t their idea.
11. Our plans called for the development of a 100-120 room Hotel and Banquet facility to support visitors to the CCRC, the office buildings, the African American museum we proposed, the restaurants and nightclubs, as well as for the family visits, family reunions, and the many social events that will be held in the luxurious banquet hall and meeting/conference rooms in our proposed complex. We also called for a health club and spa that would be available to the public on a fee basis. This idea was not a part of Vineland’s original proposal, and yet it magically appeared, verbatim, in their “revised” proposal.
12. And last but not least, their “revised” plan called for the elimination of a major street from Oak Avenue to Charleston Avenue which ended in front of our Lawnside Elementary School (which we knew to be an unacceptable disaster in the making). I guess they got tired of stealing and did not include our proposal to ease the Borough’s present and future traffic situation. We went so far as to contact the Director of the Camden County Planning Board to see if they would be amenable to constructing a new county road between Evesham Avenue and Oak Avenue, along Cooper Creek that would allow people to go through Lawnside, for which they use all of our side streets to do, in a controlled manner, and away from our resident population. If you missed this in our plan, please review it (some of you may be looking at it for the first time). The director thought it was a great suggestion because with the coming of the proposed Coopertown Plaza in Somerdale, there would be an increased need to get people from one side of Lawnside [Exit 31 on #295] to Evesham with a minimal impact on our local streets. Vineland’s traffic expert gave ‘wishy washy’ testimony on what little they would do on Oak Avenue, and only to the extent of their development on Oak Avenue. He directly

said they would be doing nothing at the intersection of Oak Avenue and Warwick Road, where we all know is a major nightmare now. What happens with the increased traffic from the Oak Avenue Redevelopment Project?

I guess by now you are clear there are major problems with what Vineland presented to you. I could go into explicit details on the above mentioned matters but that can be done at some subsequent point if necessary. What is relevant in this communiqué is that you accept that an error was made in your selection of a redeveloper for the Oak Avenue Redevelopment Project. And before you get concerned about the lawsuit we have filed, please know that this was not written to bolster our contention that the process of selection was legally flawed. This is to point out that the decision you made is inconceivable given just the few facts mentioned. I should point out that only three of you [Walter Lacey, Stephen Moore, and Clifford Still] made the decision to choose Vineland Construction. Junius Stanton and Juanita Johnson-Clark were rejected by the citizens of Lawnside in the last election and Mary Ann Wardlow abstained from voting. Even though Mayor Bryant is a voting member of the Redevelopment Entity, he was incorrectly, not asked to vote and he did not care to correct the issue, even though he was well aware of the fact that he is a voting member of the Entity (the rules of Mayor/Council don't apply at the Redevelopment Entity).

To choose a company that wants the Borough to give them forty (40) acres of ground for free (we offered to pay \$4,000,000) when we are in a cash bind, to choose a company that wants Tax Abatements for the land when we offered to pay our pro rata share from day 1, and to insist that this municipality and its citizens carry the burden of paying for infrastructure development when we offered to pay for it ourselves as a part of our responsibility as the developer is more than ludicrous (and I'm not talking about the Rap star and Actor). And to add insult to injury, we offer over \$6,000,000 in Civic improvements to their paltry less than a million, and specifically talk about the need to provide for sale housing to our low and moderate income residents and provide jobs and business opportunities to our residents (two issues your own consultant said were not addressed by Vineland) and one has to wonder who was behind this decision and why. We all know who has been running this town for the last 24 years from behind the scenes. What we can't figure out is why, in this day in time, we have to be continually sold out to the "master". We didn't even ask to have the whole development to ourselves. We were willing to joint venture with one or more companies because this is a major development deal (\$250,000,000) over at least 10 years. We have successfully built and developed housing in Lawnside over the past 30 years. Our financial partner Dr. Walter Lomax is one of the most successful African American businessmen in America. The Community Preservation Corporation, our financial institution has invested over four billion dollars

(\$4,000,000,000) in communities such as Lawnside over the past 30 years and has made it their hallmark to do so.

Why has it taken Vineland almost 14 months just to come back before you with a “revised” plan with all of our ideas, with the exception of the absurd notion of “Flex Space”? We know the home building industry is in the doldrums. We are certainly feeling the effects. But that has not stopped us from planning. Vineland’s attorney said they would be at least two years trying to get the approvals necessary to start the project, and that is predicated on the Borough of Lawnside receiving funds to do the infrastructure development before they begin. Depending on what they build and when, because they have severely deviated from the schedule they submitted when they were “selected”, we may not see tax ratables for the next 5-7 years. We need ratables today. The taxes on my home are \$24,000 a year here in Lawnside. When I tell people that, they think I am lying to them. Given our school system and the level of public services, it is truly “highway robbery”. Something must be done now, not in 5-7 years. And if Vineland is selected to redevelop Pennsauken, which is a strong possibility now that Cherokee is gone, how much time and how many resources will they have available for Lawnside given the Pennsauken development is in excess of one billion dollars (\$1,000,000,000).

I really need to stop at this point because this is a lot for anyone to digest at one sitting. Rest assured that we will not stop until justice is done and the selection of the redeveloper is done in an open and transparent process, with respect for our residents and the history and struggle we have undergone to get to this point in our lives and our community. You don’t have to choose us because we are African American or because we live and work here. But we do expect to be chosen if our plan is the best for the residents of the Borough of Lawnside. And if someone has a better plan, then I benefit as a resident and business owner in this community. But please make sure that whoever is chosen, they include minority business participation at every level of this development, from the developer on down. And please make sure they have a plan for low and moderate for-sales housing for our residents. We don’t get many chances to do something and do it right. This is the only \$250,000,000 chance Lawnside will have. Let’s make sure all our residents benefit, and not the few who have driven this town into the ground over the last 24 years. We may think the reign is over, but whether it is or not, I implore you to, as Spike Lee said in his movie, “Do the Right Thing”. Throw out Vineland and find someone who has a “vision” and cares about the rise and success of people of African descent. Peace, Love, and Power.

Ernest Edwards

Appendix 5

Somerdale Active Adult Community Proposal



Somerdale Active Adult Community

108 Condominium Units
Two Bedroom- Two Bath
With Exterior Balcony



American Real Estate Development, Inc.

Our Company

- Ernest Edwards- President
- Tamida Edwards- V.P. of Operations
- Tariq Edwards- V.P. of Construction
- Qamara Edwards- V.P. of Sales and Consumer Relations
- Renee LaFargue- V.P of Marketing and Research
- Zaki Edwards- Product Development and Web Design

American Real Estate Development, Inc.

Our Projects

- Forrestal Village
- Warwick Hills
- Gallery Shopping Mall
- JC Penney Department Store
- Stenton Arms
- Estates at Lions Gate
- Woods at River Run









THE ESTATES AT



Lion's Gate





The logo consists of the letters 'RR' in a dark teal, serif font. A yellow swoosh, resembling a stylized river or a leaf, curves under the letters from the bottom left to the bottom right.

THE WOODS AT RIVER RUN

AMERICAN REAL ESTATE DEVELOPMENT, INC.











American Real Estate Development, Inc.

Development Team for Somerdale Project

Developer:

American Real Estate Development, Inc.

Joint Venture Partner:

North Star KAG, LLC

Architect:

Bishop & Smith, PA



American Real Estate Development, Inc.

Engineer:

The Smith Co. Group, Inc.

Attorney:

Gregory B. Montgomery, Esq.

Accountant:

Mario Stephens, CPA, MST



Somerdale Active Adult Community

Our Vision











Somerdale Active Adult Community

Projected Costs

Site Acquisition:	\$2,160,000
Site Development:	\$1,100,000
Site Interest Expense:	\$ 300,000
Total Site Costs:	\$3,560,000
Bldg. Cstr. Costs(#1)	\$2,700,000
(#2)	\$2,925,000
(#3)	\$3,150,000
(#4)	\$3,375,000
Bldg. Cstr. Interest Exp.	\$ 600,000
Total Building Costs	\$12,750,000
Selling Expenses (4% per unit)	\$1,080,000
Closing Costs (\$6,000) per unit)	\$ 864,000
Affordable Housing Contr. (\$4000 per unit)	\$ 432,000
Soft Costs [Arch., Eng'g., Legal, etc.]	\$ 500,000
Total Project Costs	\$19,186,000

Somerdale Active Adult Community

Sales Price	Down Pmt(20%)	Mortgage	Int. Rt.	P&I
\$189,900	\$19,900	\$170,000	7%	\$1131.10
\$209,000	\$20,900	\$189,000	7%	\$1257.42
\$229,900	\$22,900	\$207,000	7%	\$1377.18
\$249,900	\$24,900	\$225,000	7%	\$1496.93

Taxes (with Declining Abatement of 50%, 40%, 30%, 20%, 10% for five yrs.)

- 1st - \$210/ month
- 2nd - \$265/month
- 3rd - \$330/month
- 4th - \$400/month
- 5th - \$ 450/month

Somerdale Active Adult Community

Marketing Plan

- Product- Active Adult Community
- Competition- Cherry Hill, Gloucester Twp.
- Positioning- Location, Price, Community
- Marketing Strategy- Preconstruction pricing, Strong Sales Team, Amenities, Town Center

Thank You



Appendix 6

Somerdale Resolution
designating AREDI as developer



**RESOLUTION OF THE BOROUGH OF SOMERDALE
DESIGNATING A REDEVELOPER FOR
BLOCK 1, LOT 18**

WHEREAS, the Borough Council of the Borough of Somerdale, Camden County, has previously designated Block 1, Lot 18 as an area in need of redevelopment; and


WHEREAS, various proposals have been considered; and

WHEREAS, Somerdale Active Adult Housing, LLC has presented what is in Council's opinion the most desirable plan.

NOW THEREFORE BE IT RESOLVED that the Mayor and Council of the Borough of Somerdale, County of Camden, State of New Jersey that Somerdale Active Adult Housing, LLC is designated as the redeveloper for Block 1, Lot 18 contingent upon the redeveloper and the Borough executing a redevelopment agreement.

1/22/07

BOROUGH OF SOMERDALE



Gary J. Passanante, Mayor

Attest:



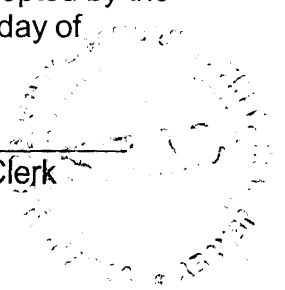
Regina White, RMC, Municipal Clerk

CERTIFICATION

I hereby certify the foregoing to be a true and correct copy of a Resolution adopted by the Borough Council of the Borough of Somerdale at a meeting held on the 22nd day of January 2007.



Regina J. White, RMC, Municipal Clerk



Appendix 7

Somerdale Resolution approving
AREDI as developer



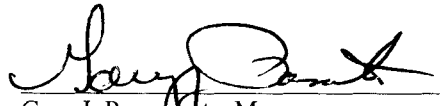
**RESOLUTION OF THE BOROUGH OF SOMERDALE
APPROVING
SOMERDALE ACTIVE ADULT HOUSING, LLC**

THIS MATTER having come before Borough Council, citing as the redevelopment entity, and Council having conducted hearings and having reviewed the submissions filed, and Council having determined that approval should be granted.

NOW, THEREFORE, BE IT RESOLVED by the Mayor and Council of the Borough of Somerdale, County of Camden, State of New Jersey that the application for development of Block 1, Lot 18 filed by Somerdale Active Adult Housing, LLC be and is approved subject to the following:

1. The applicant will comply with the comments of the report filed by Modutec dated January 9, 2007 except for the comments at 7.c and 8 and 14.c., the January 16, 2007 letter from the Fire Marshall and the January 23, 2007 letter from Modutec to the applicant's engineer.
2. The applicant will provide landscaping rather than a fence as called for in comment 14.c of the January 9, 2007 Modutec report.
3. This approval is contingent upon the applicant and the Borough executing a Redevelopment Agreement which agreement shall contain a financial agreement.
4. The applicant will otherwise comply with all design standards of Somerdale Ordinances.
5. The applicant will include wheel stops for parking spaces.
6. The applicant shall come to agreement with adjacent property owners for access cross easements, sewer and the applicant's fair share of any traffic improvements necessary at Evesham Avenue.
7. The applicant shall comply with all other local, county, state or federal laws, ordinances, rules and regulations.

BOROUGH OF SOMERDALE

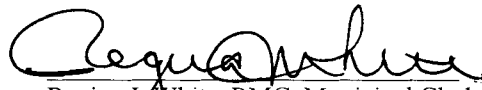

Gary J. Passante, Mayor

ATTEST


Regina J. White, RMC, Municipal Clerk

CERTIFICATION

I, hereby certify the foregoing to be a true and correct copy of a resolution duly adopted by the Borough Council for the Borough of Somerdale at a meeting of said Borough Council on the 8th day of February 2007.


Regina J. White, RMC, Municipal Clerk

MODUTEC

Engineers and Constructors, Inc.

80 S. White Horse Pike
Berlin, N.J. 08009

856-767-6111
FAX #856-753-1091

ENGINEERING & PLANNING

MUNICIPAL
CONSULTING
CONSTRUCTION
RESIDENTIAL
COMMERCIAL
INDUSTRIAL
CONSTRUCTION
MANAGEMENT

SURVEYING

RESIDENTIAL
COMMERCIAL
INDUSTRIAL
GOVERNMENTAL
CONSTRUCTION

January 23, 2007

KLE Consultants, Inc.
36 S. Black Horse Pike
Suite 1
Blackwood, New Jersey 08012

ATTN: Mr. David Kreck, P.E.

**RE: PUBLIC HEARING FOR FINAL SITE PLAN
APPROVAL – JANUARY 22, 2007
The Commons at Town Square Condominiums
Evesham Road; Block 1, Lot 18
Somerdale Borough, Camden County,
New Jersey (MEI #158.01SM1106)**

Dear Mr. Kreck:

As you are aware, the public hearing was held and conditional approval of the *Final Site Plan* was granted, for the above referenced project, last night.

Your client, Mr. Ernest Edwards, offered testimony and made certain commitments of which you should be aware.

The following list is a synopsis of those commitments and testimony:

1. Mr. Edwards agreed to comply with all of the comments in my report, dated January 9, 2007, with the following exceptions:
 - a) Mr. Edwards will not propose bollards for the protection of the sidewalk area, in front of the buildings.
-

Mr. Edwards stated that he would propose the installation of concrete wheel stops, in lieu of bollards. The Governing Body accepted his proposal. The wheel stops must be added to the Site Plan along with the appropriate detail.

2. Mr. Edwards will not propose additional architectural features such as a roof and facade, resembling a residential garage, for the trash enclosures.

Mr. Edwards stated that he would provide the "latest and greatest" in trash enclosures, which will be aesthetically pleasing.

If something other than the enclosure is proposed, which is currently shown on the latest plans, please provide additional detail.

Mr. Edwards testified that the enclosure will be masonry and will have a stucco exterior finish. The stucco finish is not currently indicated on the plans.

3. Regarding comment 14c from my report, dated January 9, 2007, Mr. Edwards stated that the aluminum fence will be installed as currently shown on Sheet 3 of 13.

Police Chief Anthony Campbell noted that no detail of the fence has been provided in the plans. The detail must be depicted on the plans. Mr. Edwards agreed to construct all fence as part of Phase I of the project construction.

Regarding additional screening between the units facing the existing shopping center, Mr. Edwards testified that screening would be provided with an additional landscaped berm. No fence will be provided with the landscaping. The Governing Body found this to be acceptable.

The additional landscaping and respective grading modifications for this berm must be added to the plans.

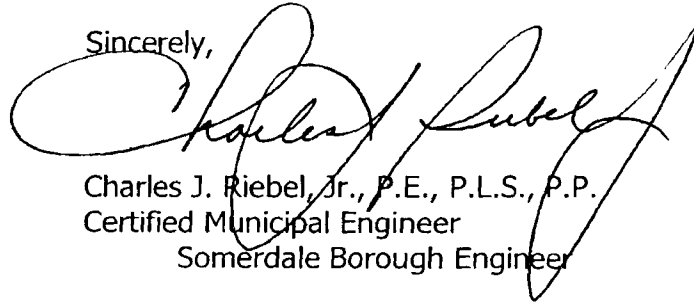
4. Regarding comment 15a, the Governing Body modified the limit of responsibility for your participation in fair share costs of traffic related improvements to those related to "Evesham Avenue only". Mr. Edwards stated that National Realty would be funding all other improvements. The applicant must submit documentation from National Realty, confirming their full responsibility for these improvements. If the applicant cannot provide said confirmation, I believe that the applicant would be responsible for his fair share contribution toward these costs.

Final Site Plan approval was granted with conditions.

The plans must be revised to address the comments in the report, dated January 9, 2007, and shall reflect the modifications and conditions outlined herein.

Please contact me if you have any questions or comments in reference to the contents of this report.

Sincerely,



Charles J. Riebel, Jr., P.E., P.L.S., P.P.
Certified Municipal Engineer
Somerdale Borough Engineer

RSS:ke

cc: Honorable Mayor Gary Passanante
Council President David Alexander
Council James Perry
Councilman Edward J. Kain
Councilman George Ehrmann
Councilman Frank Sabatini
Councilwoman Carol Jenkins-Washington
Mr. John Kearney, Esq., Borough Solicitor
Ms. Debra Reino, Planning Board Recording Secretary
Mr. Victor Cantillo, C.F.O./Treasurer/Administrator
Police Chief Anthony Campbell
Mr. Michael J. Garufi, Fire Marshal
Mr. Donald Wharton, C.P.W.M., Superintendent of Sewer Department/Public Works
Mr. Al Hallworth, Construction Official
Ms. Regina White, R.M.C., C.M.C., Borough Clerk
Somerdale Active Adult Housing, LLC, 335 Evesham Avenue, Lawnside, NJ 08045
Attn: Mr. Ernest Edwards, Managing Member
JMK Investment Co., Inc., 802 Chestnut Avenue, Somerdale, NJ 08083, Attn: Mr. John G. Orrico
Mr. Gregory B. Montgomery, Esq., 361 Independence Boulevard, Lawnside NJ 08045

SOMERDALE FIRE PREVENTION BUREAU

105 Kennedy Blvd., Somerdale, NJ 08083

Office-856-783-6320 Ext. 21 Fax: 856-784-9377 M JOEY GARUFI-FM65-856-207-9165

January 16, 2007

Borough of Somerdale
1055 Kennedy Blvd.
Somerdale, New Jersey 08083

ATTN: Mayor and Council, Planning Board

**RE: REVISED DEVELOPMENT PLAN – JANUARY 9, 2007
FIRE MARSHAL COMMENTS
The Commons at Town Square Condominiums
Evesham Rd; Block 1 Lot 18**

Dear Honorable Mayor Passanante and Council

In reviewing the document referenced above I believe the following comments from this office are warranted. (Re: 6c.)

2a. The By laws should also include that payment for all inspections whether common area or common area with individual dwelling units and any penalties or other fees required will be the responsibility of the Condominium Association.

6a This office is in complete accord with the Borough Engineer's recommendations as to the concrete pavers and also to the placement of reflective signage on gates leading to the emergency access lane.

6b. The limitations due to the existing and proposed topographic conditions of as little as 10 ft. do create some fire fighting challenges. The limited space would prevent the placement of apparatus in the aforementioned location. This is not the ideal situation, however, fire fighters would still be able to perform necessary fire ground functions.

Additional comments:

Due to the size of these multi dwelling buildings consisting of multiple stories with basements and the occupants to be age 55 and over it is strongly recommended that these buildings be fully suppressed.

SOMERDALE FIRE PREVENTION BUREAU

105 Kennedy Blvd., Somerdale, NJ 08083

Office-856-783-6320 Ext. 21 Fax: 856-784-9377 M JOEY GARUFI-FM65-856-207-9165

In order to assure an expedient response all common area keys should be placed in a Knox box located at the gates to the emergency access lane. The keys to the Knox box should be given to the Fire Marshal's Office, the Fire Department and the Police Department.

Yours in protection through prevention
Respectfully submitted

M. Joey Garufi, Somerdale Fire Marshal

A handwritten signature in black ink, appearing to read 'M. Joey Garufi', written in a cursive style.

cc: Honorable Mayor Passanante
Council Members
Borough Administrator
Borough Clerk
Construction Office
Planning Board Members
Borough Engineer

MODUTEC

Engineers and Constructors, Inc.

80 S. White Horse Pike
Berlin, N.J. 08009

856-767-6111
FAX #856-753-1091

ENGINEERING & PLANNING

MUNICIPAL
CONSULTING
CONSTRUCTION
RESIDENTIAL
COMMERCIAL
INDUSTRIAL
CONSTRUCTION
MANAGEMENT

SURVEYING

RESIDENTIAL
COMMERCIAL
INDUSTRIAL
GOVERNMENTAL
CONSTRUCTION

January 9, 2007

Borough of Somerdale Municipal Building
105 Kennedy Boulevard
Somerdale, New Jersey 08083

ATTN: Honorable Mayor and Council

RE: REVISED DEVELOPMENT PLAN

The Commons at Town Square Condominiums

Evesham Road; Block 1, Lot 18
Somerdale Borough, Camden County,
New Jersey (MEI #158.01SM1106)

Dear Members of the Governing Body:

I have completed the review of the following items:

- a. Civil/Site Design Plans (13 sheets), revised to January 4, 2007, by David P. Kreck, P.E.
- b. Stormwater Report, revised to January 4, 2007, by David P. Kreck, P.E.
- c. Survey of Premises, revised to September 10, 1992, by Earle B. Hallowell, Jr., P.L.S.
- d. N.J.D.E.P. Stream Encroachment Permit, dated July 2, 1987
- e. Civil Action Declaration of Taking Book 4130, Pages 309 to 316 for the C.C.M.U.A easement.

I offer the following comments and recommendations for review and consideration by the Members of the Governing Body (the item numbers refer to those, which were listed in my report, dated November 30, 2006):

- 2a. The plan has been revised to note "age restricted condominiums". I recommend that a copy of the Master Deed and By-Laws, which detail the restrictions for the age-restricted housing, be submitted to the Planning Board and Planning Board Solicitor for review.
 - 3b. The plan has been revised to note the R.S.I.S. requirement for the number of parking spaces for mid-rise, which is 216 parking spaces.
-

The plan depicts 152 proposed, parking spaces. I believe that the Governing granted a variance and *de minimus exception* for the lesser number of parking spaces, based upon the testimony provided by the design engineer.

Police Chief Campbell questioned if additional (8[±]) parking spaces could be provided along the southeasterly side of the entrance drive. I recommend that the plan be revised to depict the potential for this additional parking area, if it becomes evident that there is a need for additional parking spaces. I recommend that the storm drainage collection and management systems be designed to accommodate this possible, additional impervious area.

- 3c. The plan has been revised to depict 14 handicap parking spaces. The design engineer has noted that 7 handicap parking spaces are required by the N.J. Barrier Free Access Code.
- 3d. The plan has been revised to reduce the width of the parking spaces to 9 feet wide.
- 4a. The architectural plans depict three story buildings. The applicant presented architectural building elevations and floor plans, at the hearing on December 4, 2006. I recommend that the plans be submitted with the Site Plan for recording purposes.
- 4b. The handicap parking spaces have been depicted near the building entrances.
- 4c. The design engineer has stated that the patios/balconies have been depicted on the plans I recommend that notation be added to the Site Layout Plan for said improvements.
- 5a. The applicant must submit the blanket ingress/egress easement from the owner of the Lion's Head Plaza parcel. The design engineer has stated that the applicant's attorney will submit the easement document, under a separate cover, to the Planning Board.
- 5b. The plan has been revised to note a proposed sign easement for the existing, free-standing Lion's Head Plaza sign, at the intersection of Evesham Road and the shopping center drive. The easement shall be included in the Master Deed.
- 5c. A copy of the "Survey of Premises" dated September 10, 1987 has been submitted. A survey was prepared for the adjacent Lion's Head Plaza site. It will be necessary to provide a current survey of the parcel-in-question.

The design engineer has stated that the title report will be submitted to the Borough Solicitor. I recommend that a copy of this report, also, be submitted to our firm for review.

- 5d. The plan must be revised to depict the 100 year flood line, with bearings and distances, and elevations. The design engineer has stated that they are obtaining the plans, which depict the flood line and will revise the plans, accordingly. The design engineer has stated that the wetlands line must, still, be confirmed by the N.J.D.E.P. The plan will be revised to include bearings and distances for the wetlands line, once confirmation has been received by the applicant.
-

- 5e. The design engineer has stated that the owner's signature will be provided on the final set of plans.

Since the owner has not signed the plans, I question if the Borough has received any documentation from the property owner, consenting to and concurring with the proposed development.

- 6a. The plan has been revised to depict 16 feet wide emergency access lanes, at the ends of the proposed parking areas, from Evesham Road. The materials are proposed to be concrete pavers with void spaces over a 1" thick sand setting bed. I recommend that the "Emergency Access Lane Detail" be revised to, also, include the notation for the dense graded aggregate subbase for the access lane. I recommend that the subbase, with an underlying soil stabilization fabric, be noted on the plans.

I recommend that details of the "concrete pavers" be submitted to and approved by the Fire Marshal and our office, prior to the ordering of materials.

I recommend that reflectors and signage be placed on the gates, at the emergency access lane, that provide notice to an errant motorist of no access, for emergency vehicles, only.

- 6b. The design engineer has stated that, due to the existing and proposed topographic conditions, access for vehicular access to the rear of the buildings "would be difficult to negotiate". We recommend that the Fire Marshal and Fire Department provide their comments and recommendations, regarding this matter.

- 6c. I recommend that the Fire Marshal and Police Department submit their comments to the Planning Board, in writing.

- 7a. The plan has been revised to provide for the turnaround of passenger vehicles at the dead end drives. No parking signs will be installed at the line-striped turn around areas. I recommend that, perhaps, the penalty amount be listed on the sign, to note the severity of violating this prohibited action.

The trash collection vehicles will maneuver within the drive, at each trash enclosure. Therefore, it will not be necessary to make provisions for these vehicles at the dead end of the drives.

- 7c. The applicant has elected not to install a barrier along those parking spaces, which front along the proposed buildings.
- 7d. The applicant for the shopping center will be obtaining the N.J.D.E.P. General Permit for the construction of the sidewalk along the shopping center drive, in the vicinity of the wetlands area.
- 7e. The plan has been revised to depict proposed sidewalk, where it does not exist, along the frontage along Evesham Road and the shopping center drive. A handicap curb ramp and crosswalk must be depicted at the end of the proposed sidewalk, near the retail building. The crosswalk will be painted by the shopping center. I recommend that the plan be revised to depict the fence along the wetlands buffer, from the shopping center drive to, approximately 100 feet along the buffer (towards the proposed condominium building), as recommended by Chief Campbell.

The plan depicts the location of an "aluminum decorative fence" along the frontages of Evesham Road and along the shopping center drive. The plan must be revised to clearly depict the location at the intersection of Evesham Road. The plan must be revised to depict a detail of the proposed fence. As discussed with Chief Campbell, we recommend that the fence contain no ground clearance and be 6 feet high.

- 8a. The plan has been revised to depict the relocation of the trash enclosures. I recommend that the access drives be line striped, marked and signed to note NO PARKING within these access drives.

The design engineer shall demonstrate the ability of the trash collection vehicles to maneuver in and out of the enclosure access drive and intersecting drive.

- 8c. The plan has been revised to depict two 5 feet wide gates with 5 feet long walls, adjacent to the gates, along the front of the enclosure. I recommend that bollards be installed along the front of those walls, to prevent the collection vehicle from striking and damaging the walls.

It appears that, due to the walls along the front of the enclosure, the collection personnel will have to roll the dumpsters into the opening to allow for the collection vehicle to lift the dumpster. I question if it would be easier if a double set of double gates were installed to provide for easier access by the collection apparatus.

The "Trash Enclosure Gate Detail" shall note steel bracing for the steel frame.

8.

- (additional) At the meeting, it was suggested that the trash enclosures contain a roof and facade, which resemble residential garages. The revised plans do not address this matter. I recommend that the applicant address this matter.

- 9a. The design engineer has stated that they will comply with "all N.J.D.E.P. Permits and associated requirements" for the existing storm discharge pipe and the discharge point will be stabilized as required by the Camden County Soil Conservation District and the New Jersey Department of Environmental Protection. I recommend that the respective note be added to the plan and that "to the satisfaction of the Borough" also be included in the note.

The applicant has provided a copy of the N.J.D.E.P. Stream Encroachment Permit, filed as Deed Book 4426, Page 632, et seq.

- 9b. The design engineer has stated that the easement for the stream will coincide with the filed stream encroachment lines.

- 10c. The plan must be revised to note the elevation of the safety ledge at 47.50 (30" below the permanent water level) and gently sloped towards the bottom of the pond.

- 10e. I believe that OSHA requires ladder rungs for this structure. I recommend that the design engineer demonstrate that the proposed design complies with the OSHA regulations.

10f. I recommend that the "Type "B" Inlet with Sump" detail note inlet numbers I-3, I-4, I-8 and I-9 so there is no doubt which inlets will contain the sump. I recommend that silt hoods and ECO "N" castings also be shown for these inlets.

10h. I recommend that the manhole casting for storm and sanitary sewer manholes be changed to one, which contains a lid and opening of 30 inches, in diameter, such as Pattern No. 1012B.

10i. The plan has been revised to note the cleaning and desnagging of the stream. The necessary permit must be obtained from the N.J.D.E.P.

10j. The Low Impact Development Checklist has been included in the revised Stormwater Report.

The design engineer must submit the Stormwater Management Maintenance Plan (in accordance with the N.J.D.E.P. regulations) and the cost estimate for said maintenance. The applicant must, then submit the 10-year stormwater management maintenance guaranty and inspection escrow.

11a. The "Cleanout Detail" must depict a concrete base for the riser tee to prevent any plunging equipment from damaging the bottom of the tee fitting.

11c. The casting shall be one that contains a 30" diameter lid, such as Pattern No. 1012B.

11d. The "Precast Concrete Sanitary Drop Sewer Manhole" detail shall depict a concrete encased, external drop connection.

11f. I questioned if the existing sanitary sewer collection system is privately owned. If so, the applicant must obtain permission to discharge sanitary sewer, from the proposed development, to this system.

The proposed sanitary sewer collection system will be owned and operated by the Condominium Owners Association. It will be necessary for the association to procure the services of a licensed sewer operator.

11g. (1) The design engineer has stated that he is coordinating the demonstration of adequate capacity in the receiving sanitary sewer collection system with the design engineer for the shopping center.

(2) The sanitary sewer from this development will be conveyed to the pumping station, which is located within and serves the Lion's Head Plaza shopping center. We are, currently, evaluating the capacity and condition of the existing pumping station. We are, also, performing the design for a new pumping station, which will replace the existing facility. The applicant must contribute their fair share towards the cost of the new pumping station.

(3) I believe that the applicant would like to discharge the sanitary sewer, from the development to the existing pumping station, in the interim. Once we determine the capacity and adequate operation of the facility, we will inform the applicant if they can discharge to the existing pumping station.

11h. The applicant must obtain the necessary approvals and permits for the proposed sanitary sewer collection and conveyance system from the Borough, Camden County Municipal Utilities Authority and the New Jersey Department of Environmental Protection.

12c. The Fire Marshal must accept the number and locations of the fire hydrants.

I recommend that the gate valve be placed on the main serving the southwesterly dead end. This would provide for the isolation of either run, while providing for the ability to retain the service for the other run.

12e. The applicant must demonstrate adequate water pressure and flows for normal and fire usage. The applicant must obtain the necessary approvals and permits from New Jersey American Water Company and the New Jersey Department of Environmental Protection for the proposed water system and connections to the existing water system.

14b. I recommend that Irrigation Note 1 be revised to note all proposed landscaping and lawn areas...

14c. The plan has been revised to depict the decorative aluminum fence and a staggered, double row of Douglas Fir and Norway Spruce trees along the adjacent residential property. I had recommended an opaque fence to provide a suitable screen to the adjacent residence. I recommend that the applicant address this matter.

I had recommended that an evergreen screen and opaque fence be installed along the portion of the development, which faces the shopping center, to provide screening for the new residents (especially in the winter months). The plan does not depict any fencing or landscape screening. I recommend that the applicant address this matter.

14d. The plan must be revised to provide the details for the proposed gazebos and park benches.

15a. The applicant has agreed to contribute his fair share towards the costs of all traffic related improvements.

16. The applicant must address any affordable housing obligations, required by the proposed development.

17. The applicant's attorney will submit the Condominium Master Deed and By-laws.

19b. It appears that portions of the proposed handicap parking spaces slightly exceed two percent. I recommend that a note be added to the "Grading and Drainage Plan" stating that the slope within handicapped parking spaces and aisles shall not exceed two percent.

- 19d. I recommend that the "Grading and Drainage Plan" be revised to depict the transition ramps to the proposed handicap ramps, within the sidewalk, around the basin and the floor elevation of the gazebo.

I recommend that the plan depict the location and elevations for the walkway to the proposed gazebo.
19. (additional) At the meeting, it was suggested that a landscape berm be create along the shopping center drive and Evesham Road. The plan has not been revised to address this matter. I recommend that the applicant address this matter.
20. The applicant must obtain site plan approval from the Camden County Planning Board.

The existing trees, vegetation and other materials, which are covering and overhanging the existing sidewalk, along Evesham Road must be removed.
21. The applicant had stated that the stormwater pond would include aeration fountain(s). I recommend that the plan be revised to note this proposed improvement.
22. The applicant must obtain development approval from the Camden County Soil Conservation District.
- 23a. I recommend that the slope of the landing for the Handicap Ramp (Sidewalk Adjacent to Curb) be noted as 2%, as per the Federal and State regulations.
- 23b. On-Site Pavement Section. If it is determined that the subgrade is unacceptable, after excavation, I recommend that soil stabilization fabric be installed on the prepared subgrade.
25. The plan has been revised to depict the location and detail for the proposed development identification sign. The plan must note the setback of said sign from the right-of-way of Evesham Road.
26. The applicant must post the necessary cash escrow for engineering review.
27. Certification from the Tax Collector that all taxes due have been paid to date must be on file with the Governing Body.
28. Once the applicant submits the revised final development plan, we will prepare a cost estimate for site improvements. The applicant must post the necessary performance and maintenance sureties and inspection escrow at the appropriate times.
29. Plan approval by this office does not constitute an endorsement of the design concept nor does it warrant the accuracy of the plans, which have been prepared by the developer's professional. The applicant is solely responsible to determine what (if any) other permits or approvals are required for this project and to apply for and obtain such approvals.

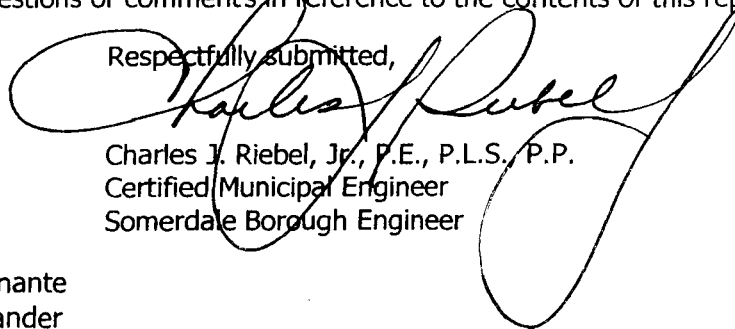
30. I recommend that any approval or denial of the Development Plan application be conditional upon:
- a) comments of the Somerdale Borough Governing Body and Camden County Planning Boards and County Engineer;
 - b) comments of the Borough Solicitor, Fire Marshal and Police Department;
 - c) obtaining all necessary approvals and permits from all applicable agencies;
 - d) obtaining all necessary variances and waivers, if any;
 - e) contents of this report; and
 - f) compliance with all applicable Federal, State, County and Municipal laws, rules and regulations.

Additional Items – *Discussed at the last meeting.*

- a. Provisions for bus stop.
- b. Do not block intersection box on the shopping center drive at the proposed development drive.

Please contact me if you have any questions or comments in reference to the contents of this report.

Respectfully submitted,



Charles J. Riebel, Jr., P.E., P.L.S., P.P.
Certified Municipal Engineer
Somerdale Borough Engineer

CJRjr:ke

cc: Honorable Mayor Gary Passanante
Council President David Alexander
Council James Perry
Councilman Edward J. Kain
Councilman George Ehrmann
Councilman Frank Sabatini
Councilwoman Carol Jenkins-Washington
Mr. John Kearney, Esq., Borough Solicitor
Mr. Victor Cantillo, C.F.O./Treasurer/Administrator
Police Chief Anthony Campbell
Somerdale Borough Fire Department
Mr. Michael J. Garufi, Fire Marshal
Mr. Donald Wharton, C.P.W.M., Superintendent of Sewer Department/Public Works
Somerdale Borough Zoning Officer
Mr. Al Hallworth, Construction Official
Ms. Debbie Reino, Somerdale Construction Office
Ms. Regina White, R.M.C., C.M.C., Borough Clerk
Ms. Kathy O'Leary, Planning Board Chairperson
Camden County Planning Board
Somerdale Active Adult Housing, LLC, 335 Evesham Avenue, Lawnside, NJ 08045
Attn: Mr. Ernest Edwards, Managing Member
JMK Investment Co., Inc., 802 Chestnut Avenue, Somerdale, NJ 08083, Attn: Mr. John G. Orrico
Mr. David P. Kreck, P.E., KLE Consultants, 36 S. Black Horse Pike, Suite 1, Blackwood, NJ 08012

Contact us for further inquiries

Equimax Development Company LLC
"Housing Humanity Equitably"

Ernest Edwards, Managing Member
170 Warwick Road N
Lawnside, New Jersey 08045
856/310-4090

2024

