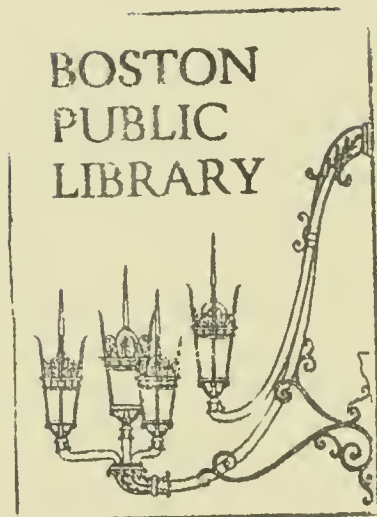


BRA

513

BOSTON  
PUBLIC  
LIBRARY









SRA  
73

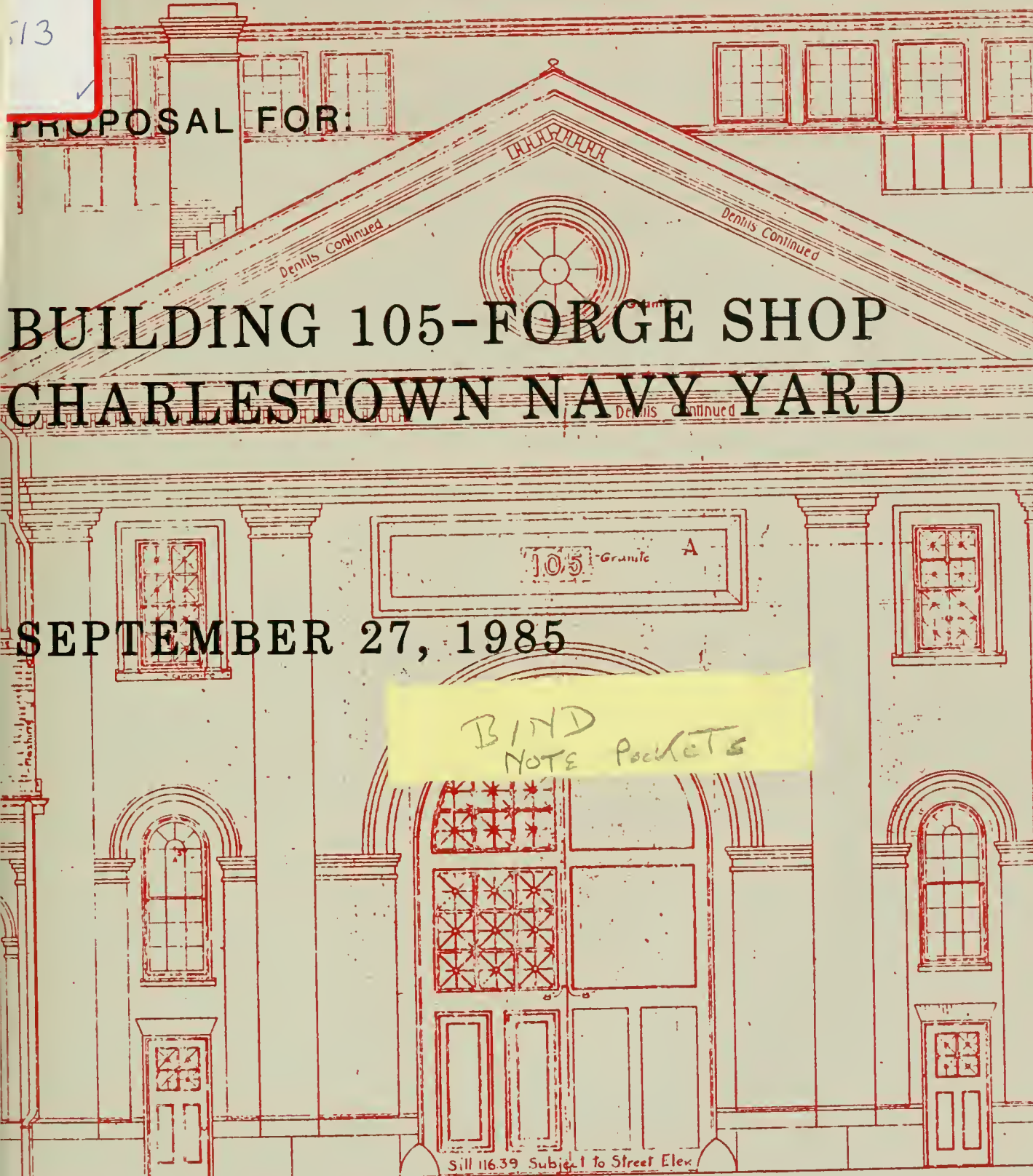
Slate on Cinder Concrete

PROPOSAL FOR:

# BUILDING 105-FORGE SHOP CHARLESTOWN NAVY YARD

SEPTEMBER 27, 1985

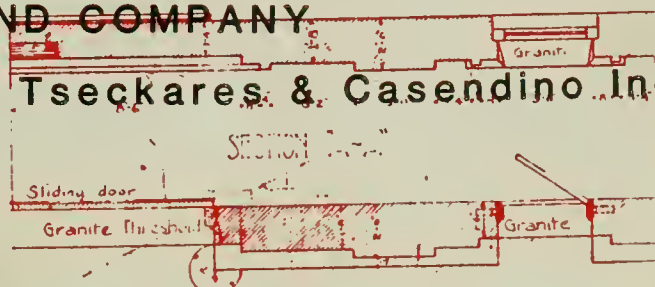
BIND  
NOTE pockets



Doors to Slide to be Hung at Top

developer: MYERSON/ALLEN AND COMPANY

architect: CBT/Childs Bertman Tseckares & Casendino Inc.





*Myerson/Allen and Company*

306 Dartmouth Street  
Boston  
Massachusetts  
02116  
617-247-1400

September 27, 1985

Mr. Stephen Coyle, Director  
Boston Redevelopment Authority  
City Hall, Room 933  
One City Hall Square  
Boston, Massachusetts 02201

RE: Building 105  
Charlestown Navy Yard

Dear Mr. Coyle:

Myerson/Allen and Company, in joint-venture with Mr. Paul Faraca, is pleased to submit this proposal to lease and convert Building 105 to an office, retail, and historic display facility. For this undertaking, we have assembled a development team that is eminently experienced and capable of completing the project.

Developer:

Myerson/Allen and Company, Managing Developer  
Paul Faraca, Marketing and Retail

Architect:

CBT/Childs Bertman Tseckares & Casendino Inc., Boston  
Richard Bertman, Partner-in-Charge

Contractor:

MACOMBER/George B.H. Macomber Company, Boston  
Don Colavecchio, Vice President

Lawyer:

Bracken & Baren, Boston  
Alexander Kovel, Esq.

Historic Consultant:

Architectural Conservation Trust, Boston  
Brian Pfeiffer



Financing Consultants:

Boston Financial Technology Group, Boston  
William Haynesworth, George Fantini

Museum Consultant:

Michael Sand, Brookline

These key members of our team represent broad and successful experience with developments of the scope and challenge of the Chain Forge Building. Further information on their qualifications is presented later in this proposal. Since the experience of Myerson/Allen and Company has focused primarily on the reuse of historic structures for residential purposes, we have complemented our capabilities with the inclusion of Paul Faraca who has specific historic office/retail development experience.

Scope of the Project

We propose to create some 78,200 square feet of net rentable of floor area for office, retail, and restaurant use. In addition, approximately 8,000 square feet of prime, centrally-located floor area will be dedicated to display the chain forge machinery that will remain. With assistance from our museum consultant, Mr. Michael Sand, we will arrange with the U.S. Park Service to develop an attractive public display for these items.

Our design blends a sensitive restoration of the historic character and usage of the structure while introducing modern materials and technology. The result will be an enhanced, productive space for small- to medium-sized offices, active retail establishments, and a full-service restaurant. We will have as a principal tenant the Great American Salvage Company in the ground floor space adjacent to the machinery displays.

Elements of the Design

As suggested in the RFP, the building will be substantially restored to its original exterior appearance. CBT architects have created a design in which the addition along First Avenue will be removed and a new roof installed in the original configuration. Structural members will remain exposed to recall the building's historical character. Half of the extension into Second Avenue





will be demolished to align the structure with the pedestrian mall. A new facade will sustain the previous character while using contemporary materials and construction techniques.

The main entrance on First Avenue and a recreated Second Avenue entrance (per the original plan) will be on the ground floor. The transept will contain the bulk of the machinery display space and be shared in part by the Great American Salvage Company. The "museum" space will flow into and be shared with the commercial, and both will be enhanced by the voluminous area overhead.

The additional floor area proposed for the bays will be supported and attached so as to float in the overall volume of the building. The structural members will be held back from the existing facade will not interrupt the integrity of the original fenestration. The floor area designated for the restaurant will also float and be integrated with the remaining machinery.

The additional floors of the headhouse will be structured in trays that do not interrupt, and in fact preserve the volume of the space. A total of 24,700 square feet of office space will result.

Benefits to the City, the BRA, and the Neighborhood

The completed project will provide an ongoing source of revenues to the City, the BRA, and the Charlestown community. They are highlighted as follows:

1. Property taxes: We considered a scheme of payments in lieu of taxes. However, our pro forma analysis shows that the completed project will support a normal assessment based on an after-rehabilitation appraisal. We have projected a figure of \$2.50 per net square foot. Presuming annual reassessment, property tax revenues will reach nearly \$129,000 by the third year of operation.

2. Base Rent: As requested in the RFP, will will begin paying base rent six months after the lease arrangement is consumated. Moreover, to permit time for generation of cash flow, the rent structure will accelerate during the during the first four years of operation, as follows:



<u>Year</u>	<u>Rent/NSF</u>	<u>Payment</u>
1	\$ 0.25	\$ 19,255
2	\$ 0.50	38,510
3	\$ 0.75	57,765
4	\$ 1.00	<u>77,020</u>
	<u>TOTAL:</u>	\$192,550

3. Percentage Rent: In addition to the base rent, the BRA will be paid 25% of the net cash flow after debt service. Our analysis shows that a payment in excess of \$150,000 will be made in Year 2 and reach nearly \$200,000 by the fourth year of operation.

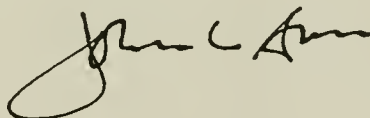
4. Charlestown Neighborhood Contribution: The project will provide a one-time payment for the benefit of the Charlestown neighborhood of some \$96,000, based on \$1.25 per net leased square foot. The payment will be available at the end of construction. (With our extensive experience in housing, we will be interested in discussing with neighborhood representatives means to use this contribution to create housing opportunities for low- and moderate-income residents.)

5. Chain Forge Display: We will make a capital contribution of \$50,000 to create and sustain a display area for the chain forge machinery. Since basic lighting and other structural items are carried in our construction budget, these funds will be used to pay for special fixtures, cases, etc., and for the time of our museum consultant.

Throughout the development process, we will participate with the National Park Service to refine our design and projected use of the building. Where not otherwise specified, we agree with the conditions of the leasing arrangement called for in the RFP, e.g., the 65-year lease term and the subordination of additional financing to the BRA's base rent.

We look forward to your review of our proposal. Please let me know if you would like additional information or clarification on any items presented herein.

Sincerely,



John L. Allen





# **Myerson/Allen** *and Company*

## **TABLE OF CONTENTS** Charlestown Navy Yard Building 105 - Chain Forge

### Letter of Interest

#### A. The Development Team

1. Myerson/Allen & Co.
2. Mr. Paul Faraca
3. Childs, Bertman, Tseckares & Casendino
4. Macomber Construction
5. Architectural Conservation Trust
6. Boston Financial Technology Group
7. Mr. Michael Sand

#### B. Proposal Description

1. Proposed Uses
2. Proposed Management
3. Development Schedule
4. Great American Salvage Co.

#### C. Pro Formas

1. Development Pro Forma
2. Operating Pro Forma
3. Construction Budget
4. Notes to Pro Formas

#### D. Job Generation

1. Construction Jobs
2. Permanent Jobs

#### E. Financing

#### F. HUD Form 6004

1. Redeveloper's Statement for Public Disclosure
2. Redeveloper's Statement of Qualifications and Financial Responsibility

#### G. Site Plan

#### H. Elevations, Plans, Sections

#### I. Materials Description







A. THE DEVELOPMENT TEAM

1. Myerson/Allen and Company
2. Mr. Paul Faraca
3. CBT/Childs Bertman Tseckares & Casedino
4. Macomber
5. Mr. Michael Sand
6. Architectural Conversation Trust
7. Boston Financial Technology Group





SUMMARY OF QUALIFICATIONS AND EXPERIENCE

MYERSON/ALLEN AND COMPANY

306 Dartmouth Street  
Boston, Massachusetts 02116  
(617) 247-1400



# **Myerson/Allen** *and Company*

## SUMMARY OF QUALIFICATIONS

Myerson/Allen and Company is a full-service real estate development firm. Organized in the early-70's, the company has been engaged primarily in residential development projects, both rental and sales. A great many of these have involved the adaptive reuse of structures on the National Register of Historic Places. Recent undertakings include commercial, industrial, and institutional projects as well.

The Myerson/Allen Management Company, Inc., is a subsidiary organization that operates all partnership-owned rental properties. At present, 45 employees are managing over 1,500 apartment and condominium units in 16 locations. Another subsidiary--Myerson/Allen/Richardson, Inc.--provides consulting services, primarily to public sector clients.

The principals are Morton Myerson and John Allen, an attorney and an architect, respectively. Individually and together, they have been responsible for development of over 5,000 units of housing, and they are currently general partners in a dozen rental projects. (Mr. Myerson has recently retired from development activities, but remains active in the Management Company.)

In-house staff capabilities include physical and financial analysis of residential and mixed-use development projects, architectural coordination, and construction management. Key staff have experiences that range from international industrial development and general contracting to high-level government administration and public sector consulting.





# Myerson/Allen and Company

- 2 -

## PROFESSIONAL CONSULTANTS

Myerson/Allen and Company follows a policy of retaining experienced professional consultants in connection with various aspects of its investment activities. The following firms are among those which have been retained for this purpose:

### Accounting Firms:

J. M. Hughes and Company, P.C., Boston  
Laventhal and Horwath, Boston and Providence

### Law Firms:

Choate Hall & Stuart, Boston  
Peabody & Brown, Boston  
Barrett & Montgomery, Washington, D.C.

### Banking Relationships:

State Street Bank, Boston  
Patriot Bank, Boston

### Market/Financial Consultants:

Boston Financial Technology Group, Boston

## COMPANY MANAGEMENT

The senior staff and management of Myerson/Allen and Company have diversified backgrounds in real estate, construction, finance, architecture, and administration. Resumes of key professionals follow.



# Myerson/Allen and Company

- 3 -

## JOHN L. ALLEN

John Allen was a founding partner of Myerson/Allen and Company in 1973. The firm has specialized in restoration and rehabilitation of historical properties, and Mr. Allen is a general partner in 16 separate projects. Recent ventures have included residential and commercial/retail projects, involving both new construction and rehabilitation.

As the company's managing partner, Mr. Allen is responsible for all aspects of new development activities, from project feasibility and financial packaging to architectural design and construction management. He has a particular expertise with assembling financing from both public and private sources. Mr. Allen is also an officer in the Myerson/Allen Management Company and the other subsidiary organizations.

Mr. Allen's previous professional experience involved work with industrialized building systems, a private architectural practice, and planning consulting. He is a graduate of Yale University, where he received a B.A. degree (1964) and Masters in Architecture (1969).

### PROFESSIONAL EXPERIENCES:

- 1973-present: Myerson/Allen and Company  
Boston, Massachusetts
- 1972: Butler Development Corporation  
Boston, Massachusetts
- Interfaith Housing Corporation  
Boston, Massachusetts
- 1969 - 1972: Ecology Development Corporation  
Washington, D.C.
- American System Building Company, Inc.  
Washington, D.C.
- 1968 - 1969: Architectural and Planning Consultant  
for various clients in Northeastern states
- 1966 - 1968: Architect in private practice in  
New Haven, Connecticut



# Myerson/Allen and Company

- 4 -

## PETER RICHARDSON

Peter Richardson joined Myerson/Allen and Company in 1984 as vice president in charge of all phases of specific residential projects. He is also president of Myerson/Allen/Richardson, Inc., a subsidiary which provides housing development consulting services.

For the previous seven years, Mr. Richardson owned and operated a Washington-based consulting firm that specialized in housing programs. Principal clients included the U.S. Department of Housing and Urban Development, as well as state and local governments across the country. He is the author of numerous publications on housing rehabilitation finance and methods to leverage conventional mortgages with public funds.

Mr. Richardson has held several high-level government positions. These included Director of the San Francisco Model Cities Agency under Mayor Joseph Alioto and Executive Assistant to Boston Mayor Kevin White. He holds a B.A. degree from Williams College (1966) and a Masters in City Planning from the University of Pennsylvania (1970).

### PROFESSIONAL EXPERIENCES:

- 1984-Present: Myerson/Allen and Company, Boston  
Myerson/Allen/Richardson, Inc., Boston
- 1977 - 1983: Richardson Associates, Inc., Washington, D.C.  
(Richardson-Burgwyn and Associates, Inc., of  
Washington, D.C., and Denver, 1980-82.)
- 1976 - 1977: San Francisco Public Schools Commission
- 1974 - 1976: Urban Management Consultants, San Francisco
- 1972 - 1974: Office of the Mayor, Boston
- 1971 - 1972: San Francisco Model Cities Agency
- 1970 - 1971: Model Cities Agency, Springfield, MA.



# Myerson/Allen and Company

- 5 -

## DAVID KELLER

David Keller joined Myerson/Allen and Company in 1983 as vice president in charge of construction. His responsibilities include selection of architects, engineers, and contractors, along with preliminary project design and construction budgeting. Subsequently, he negotiates and administers the construction contract. Mr. Keller identifies and analyzes new development opportunities for the firm.

Mr. Keller has been in the real estate development field since the early-70's and has extensive experience with both large and small projects. He owned and operated his own general contracting and development business for six years. He also worked in Saudi Arabia managing a Bechtel Corporation sub-contract to furnish the Royal Terminal at New Ridydh Airport.

Mr. Keller attended Cornell University (1968) and the University of Delaware (1970).

### PROFESSIONAL EXPERIENCES:

- 1983-present: Myerson/Allen and Company,  
Boston, Massachusetts
- 1981 - 1983: Saudi Arabian STAATS Company,  
Ridydh, Saudi Arabia
- 1974 - 1980: BHB, Inc.,  
Charlestown, Massachusetts
- 1973: Otto Papparazzo & Associates,  
Amherst, Massachusetts
- 1972: Arcosanti  
Cordes Junction, Arizona





SUSAN K. KELLER

Susan Keller is Vice President and General Manager of the Myerson/Allen Management Company, Inc., which she established in 1978. At present, 45 employees are managing over 1,500 apartment and condominium units in 16 locations. Ms. Keller has recently expanded the Management Company to include a Sales and Leasing Division.

Prior to joining Myerson/Allen, Ms. Keller served as the management and leasing agent for a major mixed-use development in the Old Port waterfront area of Portland, Maine. During the two-year rehabilitation and lease-up period, she negotiated retail, office, and residential leases, and coordinated construction crews during the building process.

From 1970 to 1975, Ms. Keller was director of the Marin Montessori School in Corte Madera, CA. She holds an AA degree from Centenary College and real estate broker's licenses in both Maine and Massachusetts.

PROFESSIONAL EXPERIENCES:

1978-Present:	Myerson/Allen Management Company Boston, Massachusetts
1976 - 1978:	Exchange Associates Trust Portland, Maine
1970 - 1975:	Marin Montessori School Corte Madera, California
1968:	Chestnut Hill School Chestnut Hill, Massachusetts



RECENT RESIDENTIAL DEVELOPMENT PROJECTS

DURHAM HOSIERY MILL Durham North Carolina	Adaptive reuse of hosiery mill built in 1906; National Register of Historic Places.
Number of Units:	151 apartments
Construction:	Substantial rehabilitation; low-rise and elevator; masonry and heavy timber.
Financing:	Durham Housing Authority (revenue bonds)
Year Completed:	In construction (early-1986)
Type of Project:	Section 8 Elderly
	* * * * *
THE PARK Brookline Massachusetts	Adaptive reuse of the Women's Free Hospital, built in 1875; National Register of Historic Places.
Number of Units:	71 apartments; 16 condominiums.
Construction:	New construction and substantial rehabilitation; low-rise and elevator; masonry and brick.
Financing:	Patriot Bank, Brookline Merchants Cooperative Bank, Boston
Year Completed:	1985
Type of Project:	Luxury
	* * * * *
THIRTY DEAN ROAD Brookline Massachusetts	Reconstruction and expansion of a condominium complex that had been destroyed by fire.
Number of Units:	14 condominiums
Construction:	New construction and substantial rehab- ilitation; low-rise and elevator; masonry and frame.
Financing:	Patriot Bank, Brookline
Year Completed:	1985
Type of Project:	Luxury
	* * * * *



# Myerson/Allen and Company

- 8 -

DANVILLE HOUSE  
Danville  
Virginia

Adaptive reuse of a hotel built in  
1928; National Register of Historic  
Places.

Number of Units: 105 apartments  
Construction: Substantial rehabilitation; low-rise  
and elevator; masonry and heavy timber.  
Financing: Virginia Housing Development Authority.  
Year Completed: 1984  
Type of Project: Section 8 Elderly

\* \* \* \* \*

JAMES STEAM MILL  
Newburyport  
Massachusetts

Adaptive reuse of manufacturing plant  
built in 1842; National Register of  
Historic Places.

Number of Units: 99 apartments  
Construction: Substantial rehabilitation; low-rise  
and elevator; masonry and heavy timber.  
Financing: Massachusetts Housing Finance Agency  
Year Completed: 1984  
Type of Project: Section 8 Elderly

\* \* \* \* \*

GENERAL SHEPARD  
Westfield  
Massachusetts

Adaptive reuse of the former U.S. Whip  
Company, built in 1902; National  
Register of Historic Places.

Number of Units: 107 apartments  
Construction: Substantial rehabilitation (masonry  
and heavy timber) and new construction  
(block and plank); elevator.  
Financing: Massachusetts Housing Finance Agency  
Year Completed: 1984  
Type of Project: Section 8 Elderly and Family

\* \* \* \* \*



# Myerson/Allen and Company

- 9 -

POWER TOWN  
Turners Falls  
Massachusetts

Adaptive reuse of 12 structures, built between 1865 and 1890; National Register Historic District

Number of Units:  
Construction:

82 apartments  
Substantial rehabilitation; low-rise and elevator; brick and heavy timber.

Financing:  
Year Completed:  
Type of Project:

Massachusetts Housing Finance Agency  
1983  
Section 8 Family

\* \* \* \* \*

BROOKSIDE PARK  
Berlin  
New Hampshire

New, low-rise residential; taken over from a developer who was unable to complete construction.

Number of Units:  
Construction:  
Financing:

120 apartments  
New construction; frame.  
Canal National Bank, Portland  
Government National Mortgage Association

Year Completed:  
Type of Project:

1982  
Section 8 Elderly

\* \* \* \* \*

McKEE. INN  
Lancaster  
New Hampshire

Adaptive reuse of an inn, built in 1870 as a private home; National Register of Historic Places.

Number of Units:  
Construction:

35 apartments  
Substantial rehabilitation and new construction; elevator; frame.

Financing:  
Year Completed:  
Type of Project:

EastBank, Manchester, New Hampshire  
New Hampshire Housing Finance Authority  
1980  
Section 8 Elderly

\* \* \* \* \*





# Myerson/Allen and Company

- 10 -

OPERA BLOCK  
Woodsville  
New Hampshire

Adaptive reuse of 600-seat theatre and  
commercial/office space built in 1890;  
National Register of Historic Places

Number of Units:  
Construction:

34 apartments; commercial space  
Substantial rehabilitation; elevator;  
masonry and heavy timber.

Financing:

EastBank, Manchester, New Hampshire  
New Hampshire Housing Finance Authority

Year Completed:

1980

Type of Project:

Section 8 Elderly

\* \* \* \* \*

100 STATE STREET  
Portland  
Maine

New residential construction.

Number of Units:  
Construction:  
Financing:

169 apartments  
New; elevator; steel and plank.  
Canal National Bank, Portland  
Casco Bank, Portland  
First National Bank of Boston  
Maine State Housing Authority

Year Completed:

1979

Type of Project:

Section 8 Elderly

\* \* \* \* \*

BANGOR HOUSE  
Bangor  
Maine

Adaptive reuse of hotel built in 1833;  
National Register of Historic Places.

Number of Units:  
Construction:

121 apartments  
Substantial rehabilitation and new con-  
struction; elevator; masonry and frame.

Financing:

Northern National Bank, Bangor  
Industrial National Bank, Providence  
Maine State Housing Authority

Year Completed:

1979

Type of Project:

Section 8 Elderly

\* \* \* \* \*



# Myerson/Allen and Company

- 11 -

BUTLER/PAYSON  
Portland  
Maine

Adaptive reuse of Butler School (1879)  
and the Payson Mansion (1885); National  
Register of Historic Places.

Number of Units: 56 apartments  
Construction: Substantial rehabilitation; elevator;  
masonry and heavy timber.  
Financing: Canal National Bank, Portland  
Government National Mortgage Association  
Year Completed: 1978  
Type of Project: Section 8 Elderly

\* \* \* \* \*

CHATEAU CLARE  
Woonsocket  
Rhode Island

Adaptive reuse of convent, chapel, and  
girls school, built in 1899; National  
Register of Historic Places.

Number of Units: 88 apartments  
Construction: Substantial rehabilitation; elevator;  
masonry and frame.  
Financing: Rhode Island Hosptial Trust, Providence  
Government National Mortgage Association  
Year Completed: 1977  
Type of Project: Section 8 Elderly

\* \* \* \* \*



BIOGRAPHICAL INFORMATION

PAUL A. FARACA

TITLE

Partner, Boylston Properties  
120 Boylston Street  
Boston, MA 02116

EDUCATION

Boston College, B.S. 1963

EMPLOYMENT HISTORY

Stop & Shop Companies, Real Estate Department  
Director of Real Estate  
E.J. Korvettes  
Director of Real Estate  
Arlen Realty & Development Company, Inc. (New York)  
Project Manager  
The Mugar Group  
Vice President of Real Estate  
Raymond Cattle Company  
Real Estate Partner  
Dartmouth Street Management Company  
President

HONORS AND AWARDS

Environmentalist of the Year 1982 - Town of Brookline, MA  
Massachusetts Preservation Award - Massachusetts Historical  
Commission 1982

MEMBERSHIPS

Chair, Massachusetts Association for Olmsted Parks  
Greater Boston Chamber of Commerce  
Former State Director of International Council for  
Shopping Centers for 5 of 6 New England States



BIOGRAPHICAL INFORMATION

Paul A. Faraca

Page 2

MEMBERSHIPS (cont'd)

Trustee - Theatre District Association

Boston College Real Estate Council

PAST AND PRESENT DEVELOPMENTS

CityPlace - Restaurants and Shops at the State  
Transportation Building, Boston, Massachusetts

Town Green - A mixed use center in Fairfield County,  
Wilton, Connecticut

The Longwood Galleria - A joint venture with the  
Children's Hospital

Joseph's - Newbury and Dartmouth Streets, Back Bay  
Offices and Restaurant

Governor Oliver Ames Mansion - Commonwealth and  
Massachusetts Avenues, Back Bay, Boston  
Building restoration and commercial conversion

Cape Cod Mall - Hyannis, Massachusetts / With the  
Mugar Family - an enclosed regional mall which  
includes Sears, Filene's and Jordan Marsh





**Childs Bertman Tseckares & Casendino Inc.**

306 Dartmouth Street, Boston, Massachusetts 02116, Telephone 617-262-4354

**CBT**

Architecture  
Landscape Architecture and Land Planning  
Urban Design and Neighborhood Planning  
Space Planning and Interior Design

September 27, 1985

Mr. John L. Allen  
Myerson/Allen & Company  
306 Dartmouth Street  
Boston, Massachusetts 02116

Dear John:

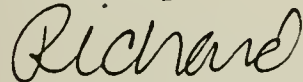
We are extremely pleased to join with you in submitting qualifications for the reuse design of Building 105 - Forge Shop at the Charlestown Navy Yard.

As you know, CBT/Childs Bertman Tseckares & Casendino Inc. is an 80-person firm offering professional design services in architecture; site planning and landscape architecture; interior space planning and interior design. In practice since 1967, the firm has been honored with over 40 national and regional awards for design excellence, including a prestigious "Special Award for Outstanding Achievement" from the National Trust for Historic Preservation.

CBT has extensive experience in the design of commercial office and retail developments. Our recent projects include 399 Boylston Street and the Warren Chambers Building in Boston's Back Bay; and Capital Plaza, a mixed-use development in Concord, New Hampshire. In addition, we have had extensive experience working with the Boston Redevelopment Authority and have been responsible for the design of several projects in and around the Charlestown Navy Yard.

We look forward to working with you on the design of this exciting project.

Sincerely,



Richard J. Bertman FAIA

RJB:err

Attachments

Maurice F Childs  
Richard Jay Bertman  
Charles N Tseckares  
Anthony B Casendino

Leslie I Brown  
Frank J. Coyne  
James H. McBain  
Alan A. Schoenegge  
Peter H. Smith

David W. Stirling  
Amiel Vassilovski  
Robert A. Brown  
Christos Coros  
Mark C. Flannery

J. Nathaniel Hatley  
Patrick W. McCarthy  
Janis Mones  
W. Gerald Venable



**Richard J. Bertman FAIA**

After receiving a Bachelor of Arts from Harvard University and a Bachelor of Architecture from the Massachusetts Institute of Technology, Mr. Bertman earned his Master of Architecture from the University of California at Berkeley.

A Fellow of the American Institute of Architects, Mr. Bertman is a Registered Architect and is Certified with the National Council of Architectural Registration Boards. He is Chairman of the Back Bay Architectural Commission, and is a Trustee of the Society for the Preservation of New England Antiquities. He is a member of the Board of the Boston Architectural Center, and is a member of the Boston Preservation Alliance. He was formerly chairman of the Registration Board of Architects in Massachusetts and has been a coordinator on the National Examination Committee for architectural registration. He is a member of the Urban Land Institute, the Building Officials Conference of America, and the Guild for Religious Architecture, and is listed in Who's Who in America.

Mr. Bertman has over 20 years of professional experience in architectural design and management. He has served as Principal in Charge for the design of 399 Boylston Street and the Warren Chambers buildings in Back Bay; the renovation of the Ritz Carlton Hotel in Boston; and the Hawthorne Point Townhomes in Gloucester.

He has been Chairman of the First Year Design Program at the Boston Architectural Center, and has served as visiting critic at Berkeley, Rhode Island School of Design, Tuskegee Institute, MIT, and Harvard. He has served as member of various national design juries.

His sculpture has been exhibited at Massachusetts and California museums.



**Amiel Vassilovski**  
**Senior Associate**

Amiel Vassilovski received a Bachelor of Architecture and Professional Diploma at the Israel Institute of Technology. A Registered Architect, Mr. Vassilovski has over 25 years' professional experience in all phases of architectural practice, including restoration, rehabilitation and new construction. He has participated in many design competitions in the United States and abroad.

Mr. Vassilovski has been the Project Designer for a wide variety of commercial and retail projects including 399 Boylston Street and the Warren Chambers office buildings in Boston's Back Bay. In addition, he has served as project designer for the renovation and new construction of the Tufts University Arts Complex, as well as for the Graves Hall Music Center at Phillips Academy in Andover, Massachusetts.





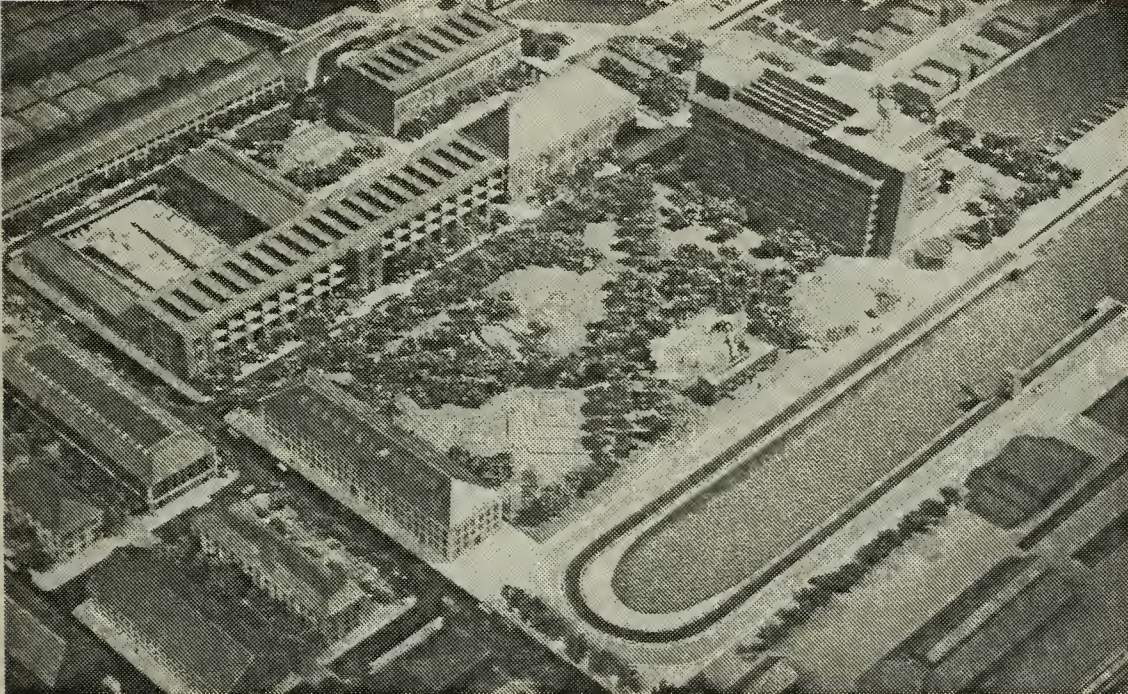
Working together closely with the Boston Redevelopment Authority, CBT converted sixteen acres of the Charlestown Navy Yard, strewn with massive industrial buildings, into a waterfront park.

Shipyards Park's major components include a 4.5 acre rectangular green space, a flooded dry dock, Pier 4, the site of a public boat marina which will feature a water taxi to Boston, a fountain plaza, and a children's play area. A pavilion structure,

salvaged from an old navy yard warehouse, serves as a shelter from the elements and stands as a reflection of the Yard's former use.

Sloping "meadows" throughout the Park are contoured with smooth berms to create smaller, more interesting spaces and to enhance the view of the Boston skyline. A variety of indigenous plant materials was selected for hardiness in the nautical environment.

**Shipyards Park  
Charlestown,  
Massachusetts**



*View of Park Showing  
Former Industrial  
Context*

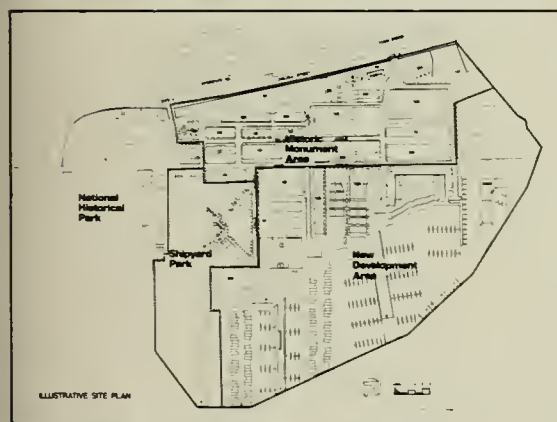
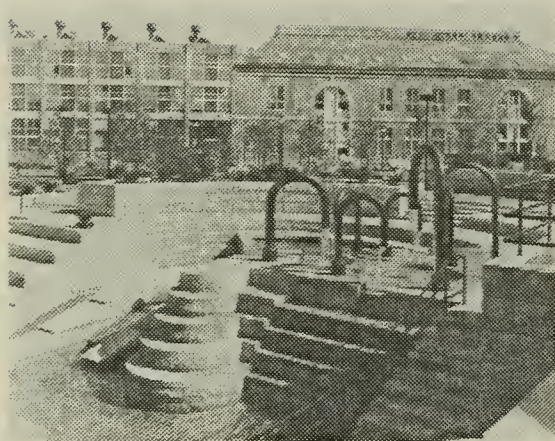
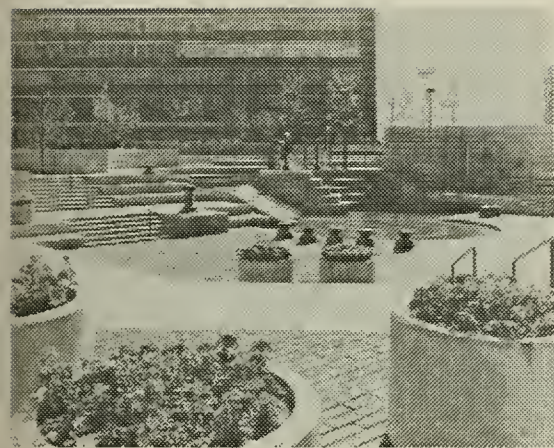


*View of Park Looking  
Toward Downtown  
Boston*









*New Brick and Granite  
in Plaza Reflect Original  
Drydock and Building  
Materials*



*Fountain*



CBT provided architectural and landscape architectural design services to the Boston Redevelopment Authority for the redesign and reconstruction of a 760 foot long pier located in the Charlestown Navy Yard. Part of Shipyard Park for which CBT also served as designer, the pier is intended to offer the public access from the Inner Harbor to the rest of Shipyard Park.

The program included a public marina and two floating docks with numerous slips for

daysailors, docking facilities for commuter boats, and restoration of an existing building for concessioner's stand with public toilets.

CBT designed paving with bituminous concrete and granite, and specified benched seating, lighting, and other design details compatible with the overall Park design.

**Pier 4  
Charlestown,  
Massachusetts**

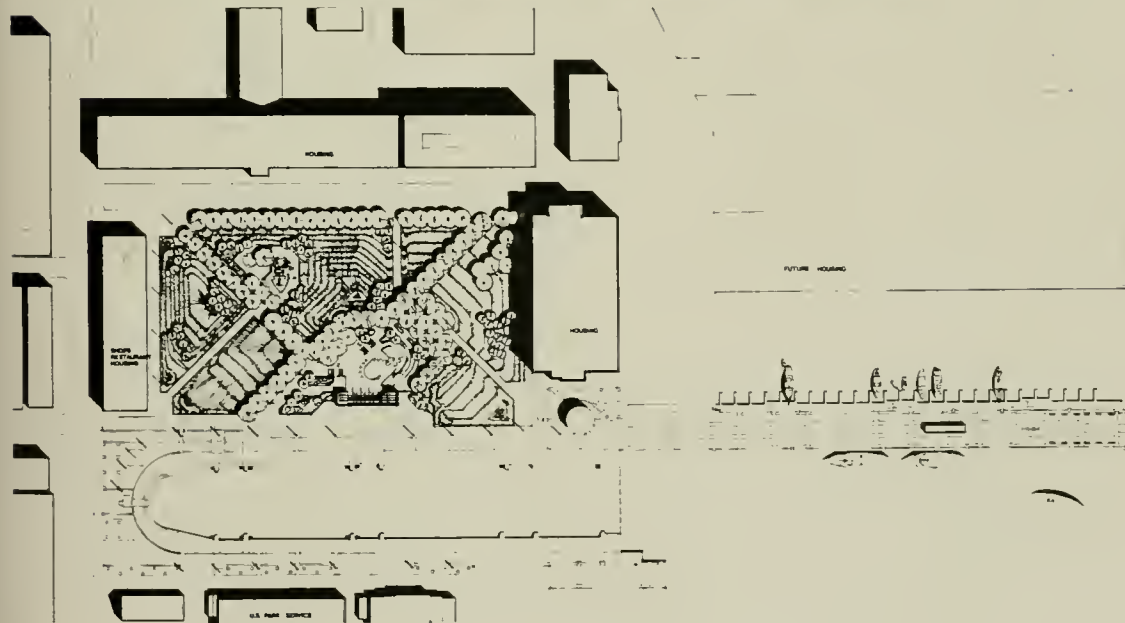


*Pier 4*





Pier 4 in  
Boston's Inner  
Harbor



Site plan of  
Shipyard Park



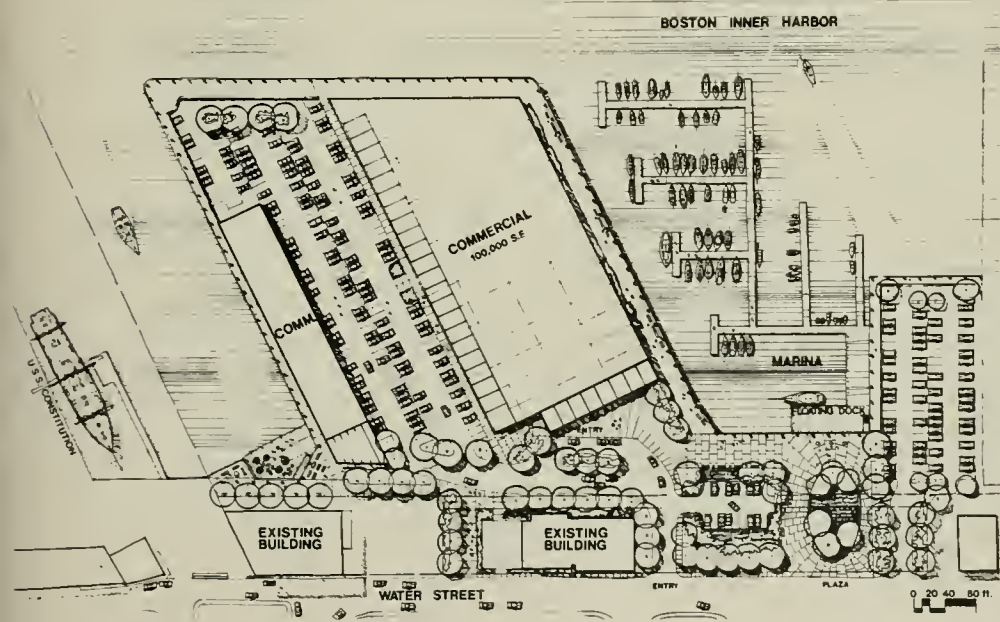
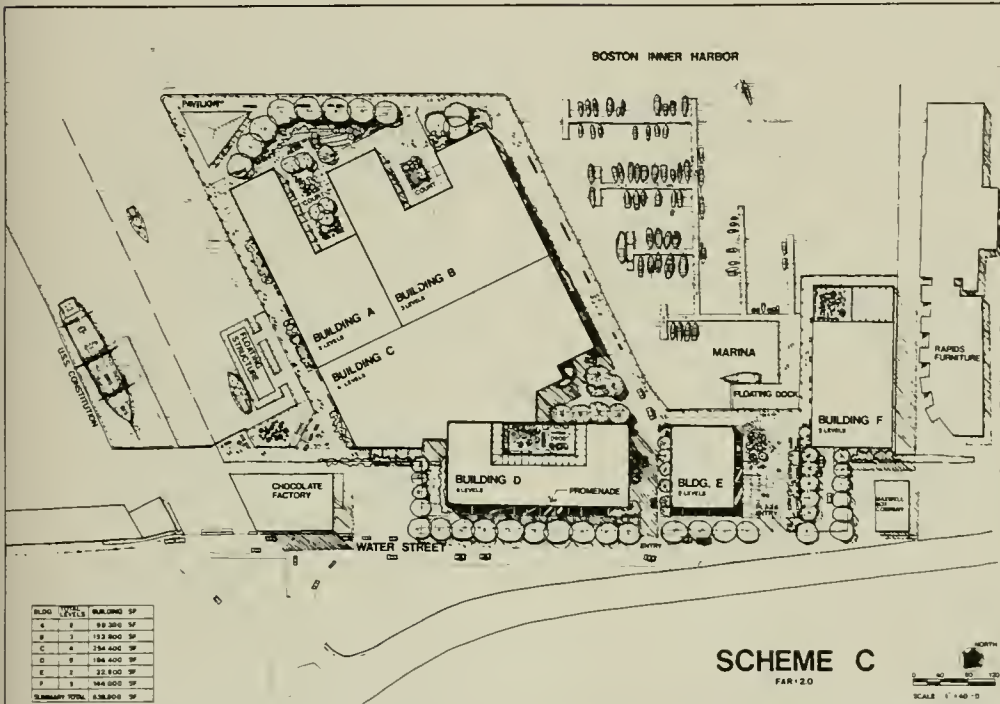


**Hoosac Pier  
Feasibility Study  
Charlestown,  
Massachusetts**

For Massport Authority CBT provided an urban design and site development feasibility study for Hoosac Pier, a four acre pier located in the Boston Harbor. Potential components for the pier included a waterfront park; pedestrian plaza; marina; pedestrian connections to the adjacent Charlestown community; and a promenade along the waterfront linking Hoosac Pier to the MDC park system, North Station and the Charlestown Navy Yard. The Pier has an outstanding view potential of the Boston

Harbor and skyline. Architectural and landscape architectural guidelines for several mixed-use development alternatives on the Pier included building heights, design of landscaped areas, location of uses and activities, and the incorporation of important vista corridors. CBT was invited to present this project to the National Urban Land Institute Conference in the Fall of 1980, as a case study.

*Alternate schemes for mixed-use developments*



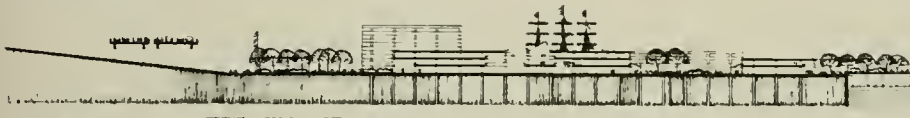




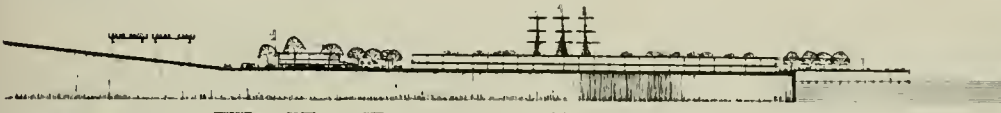
*Alternate sections demonstrating building heights impact*



**SCHEME A**



**SCHEME B**



**SCHEME B-1**



**SCHEME C**

*Aerial view of site*





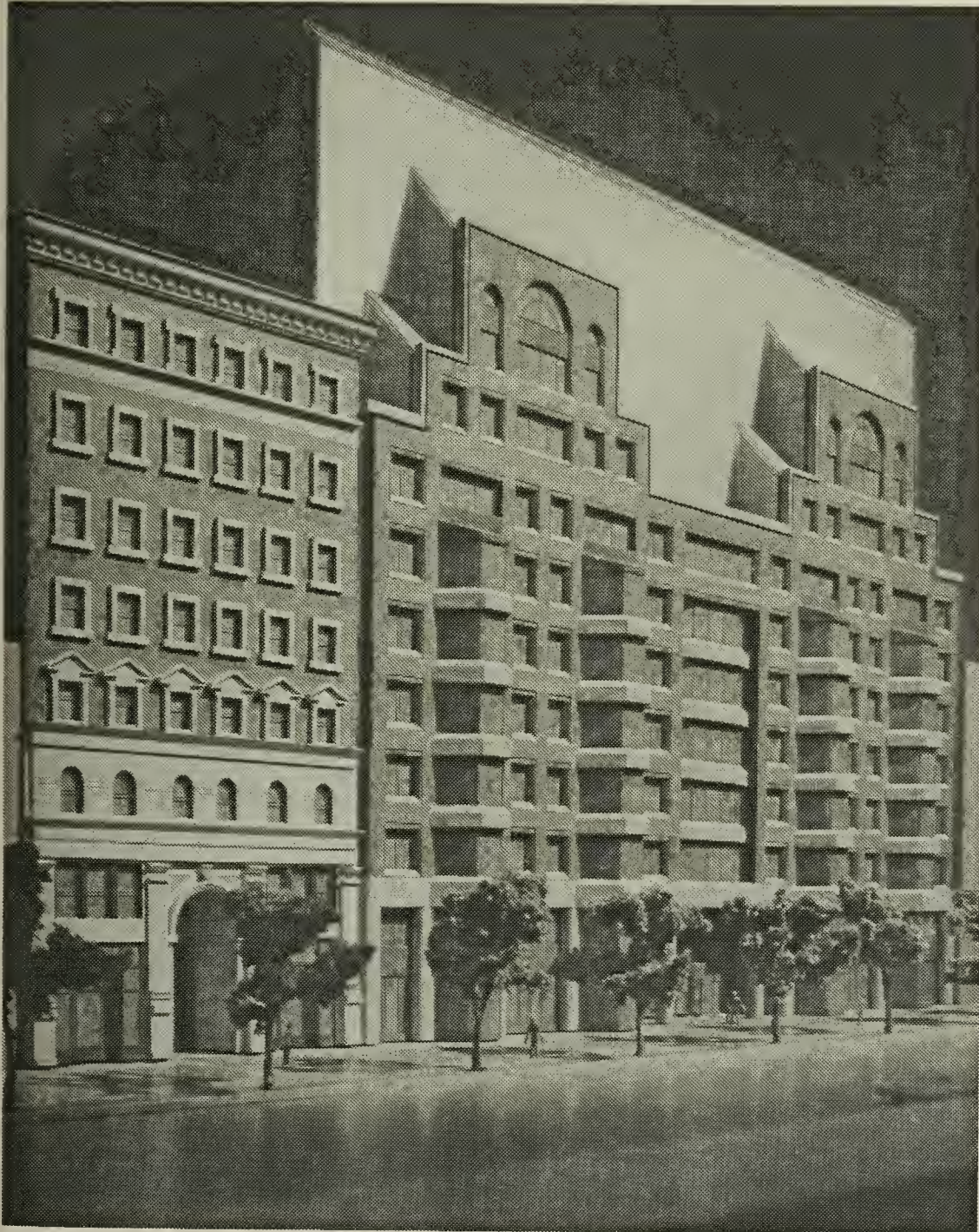


CBT was commissioned to restore a 19th century landmark and to design a major new building for Boylston Street in Boston's Back Bay, providing 250,000 square feet of first-class contemporary office and retail space for this important commercial district. The design required a solution which was responsive to two needs: it had to be at once economically successful to the owner while architecturally sympathetic to the historically significant 19th century environment.

Our design treated the new building in two sections. The lower 8 stories — clad in masonry with an expression similar to the surrounding 19th century streetscape — is designed to respond to the scale, texture and materials of the historic Back Bay neighborhood, and the Warren Chambers building. Above 8 stories, the facade steps back and is sheathed in a continuous glazing to reflect the sky, contrast with the masonry below, and minimize the visual impact of the building's crown.

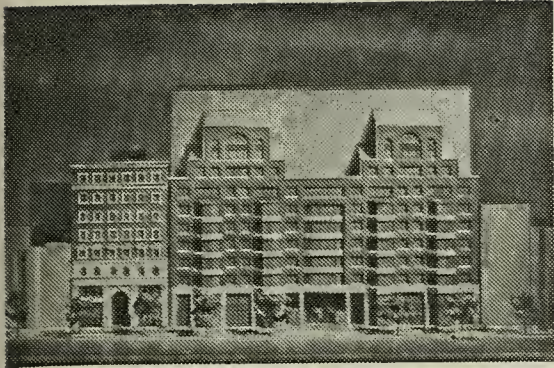
**Warren Chambers/  
399 Boylston Street  
Office Building  
Boston,  
Massachusetts**

*View from Boylston  
Street*

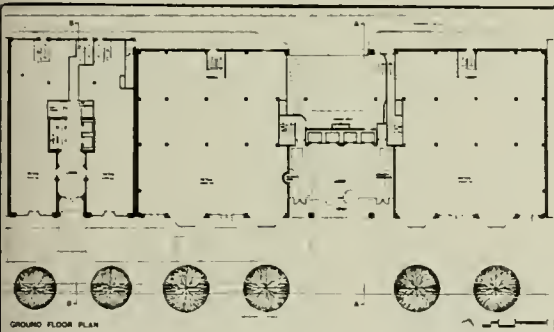




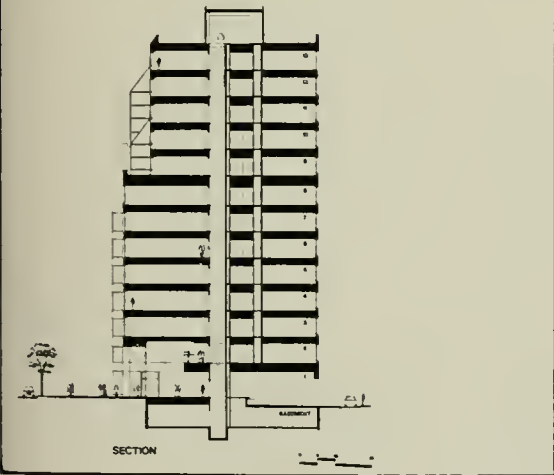




*View of Warren  
Chambers Rehabilitation  
and 399 Boylston Street  
Offices*



*Entrance Level*



*Section*





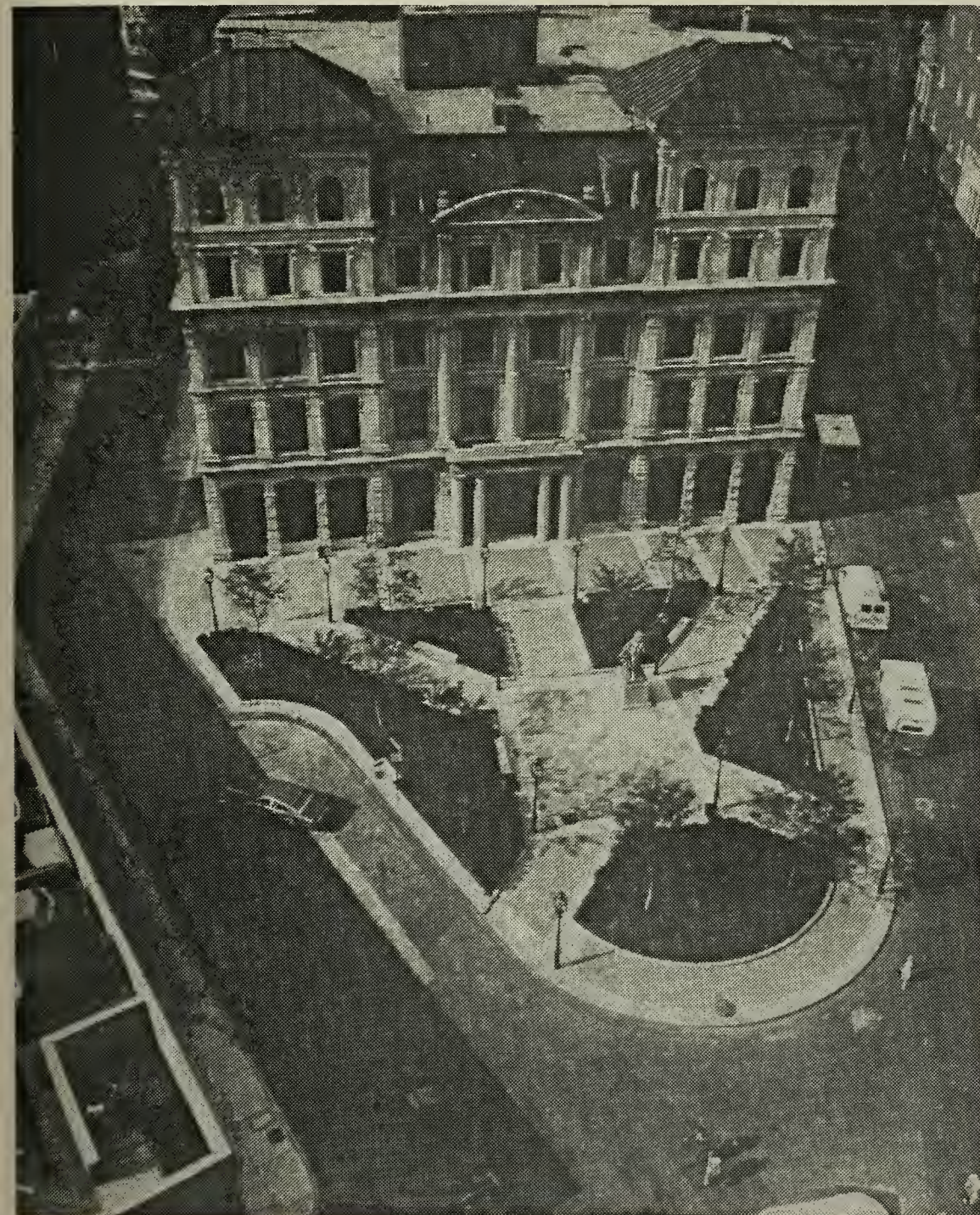
The former home of the Boston Record American Newspaper, One Winthrop Square was restored and renovated by CBT to offer 100,000 square feet of prime commercial office and retail space.

During the course of CBT's design work, the building's lobby was enlarged and is now highlighted by authentic period paneling formerly in the executive dining room of Boston's South Station Building. Hand wrought grilles, also from the South Station Building, now serve as decorative gates.

An important aspect of the project is its contribution to the surrounding city environment. The vast pavement in front of the building, once occupied by the newspaper's delivery trucks, has been re-designed into an urban plaza, landscaped for use by the building's tenants, neighboring workers, and downtown shoppers.

**One Winthrop Square  
Boston,  
Massachusetts**

*New plaza provides a forecourt for the office building*



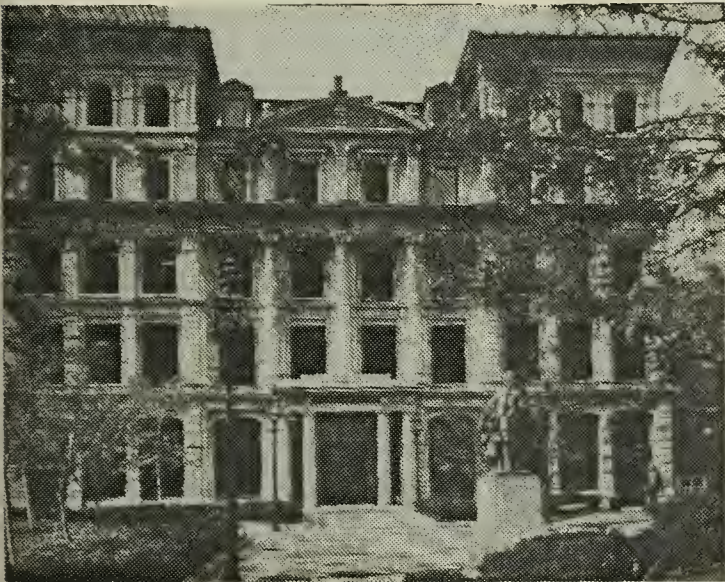








*Before Rehabilitation*



*After Rehabilitation*





CBT was responsible for the complete renovation and restoration of the Atlantic Monthly Building following a fire that heavily damaged the structure's upper stories. The redesign included restoration of interior detailing and finishes in the lower floors, and a design with more contemporary emphasis on the upper floors.

Situated on Arlington Street across from Boston's historic Public Garden, the building provides office space for the magazine publisher and a real estate redevelopment company.

**Atlantic Monthly  
Building  
Boston,  
Massachusetts**



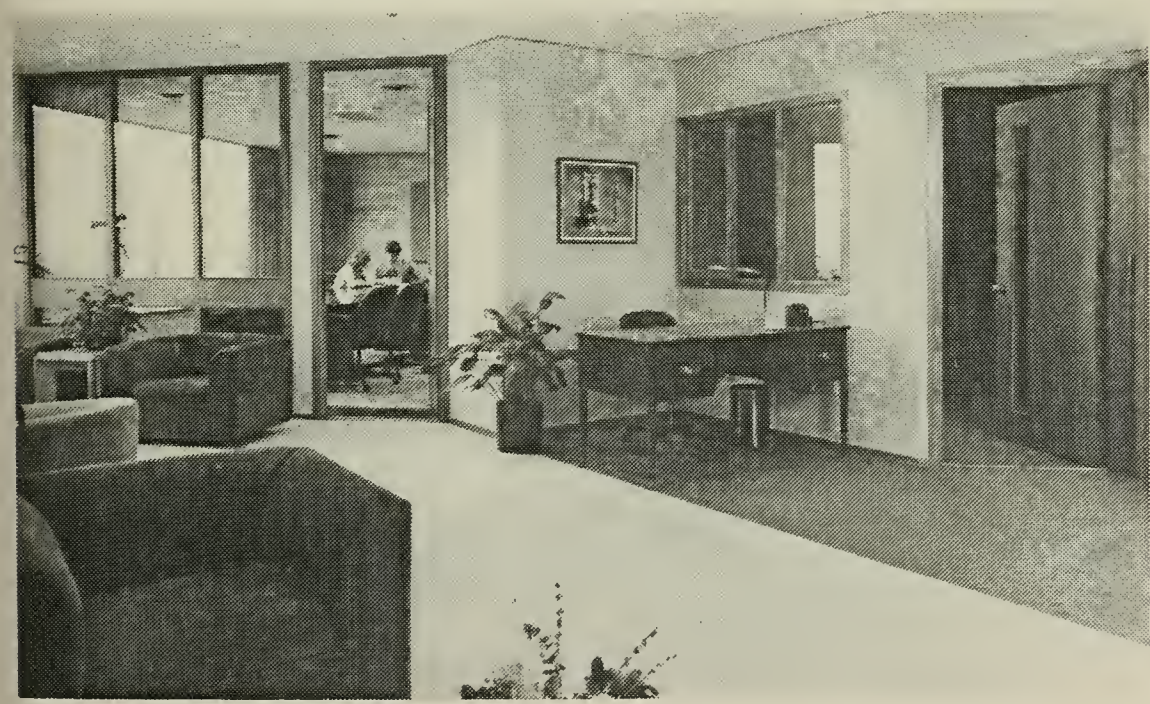
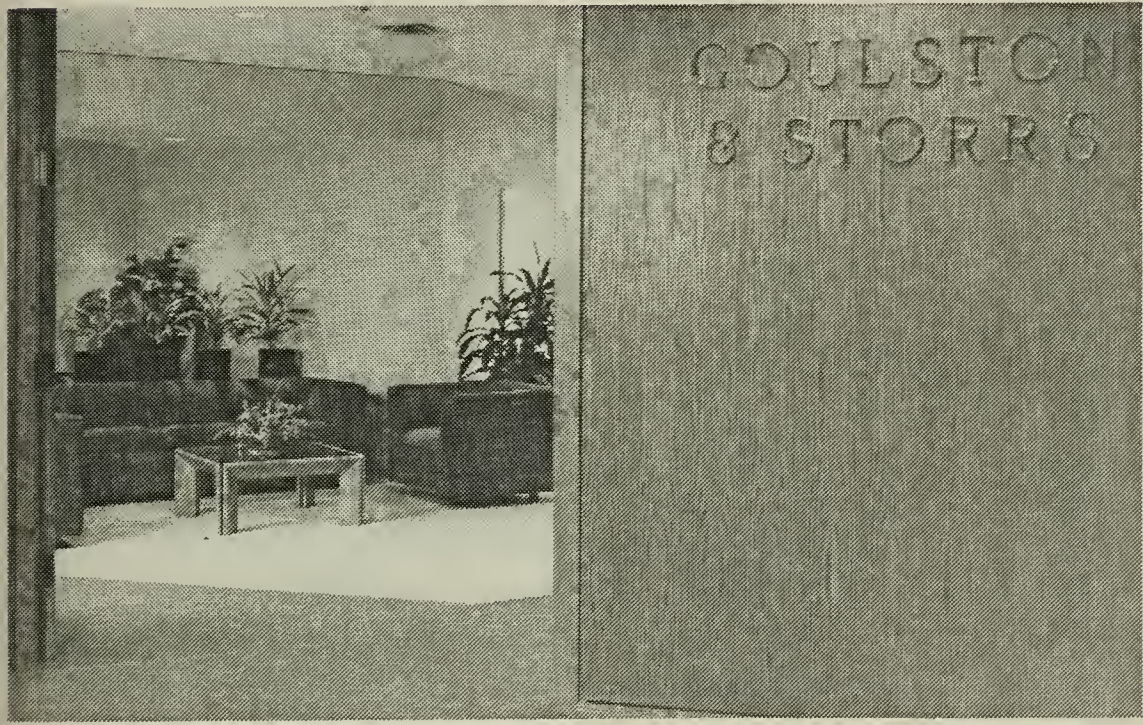




This law firm prides itself in providing personal, individualized legal service to each of its clients and wanted to express this philosophy in the arrangement of its new offices. Accordingly, CBT generated a design in response to client expectations of privacy and confidentiality in a one-to-one relationship with a special attorney.

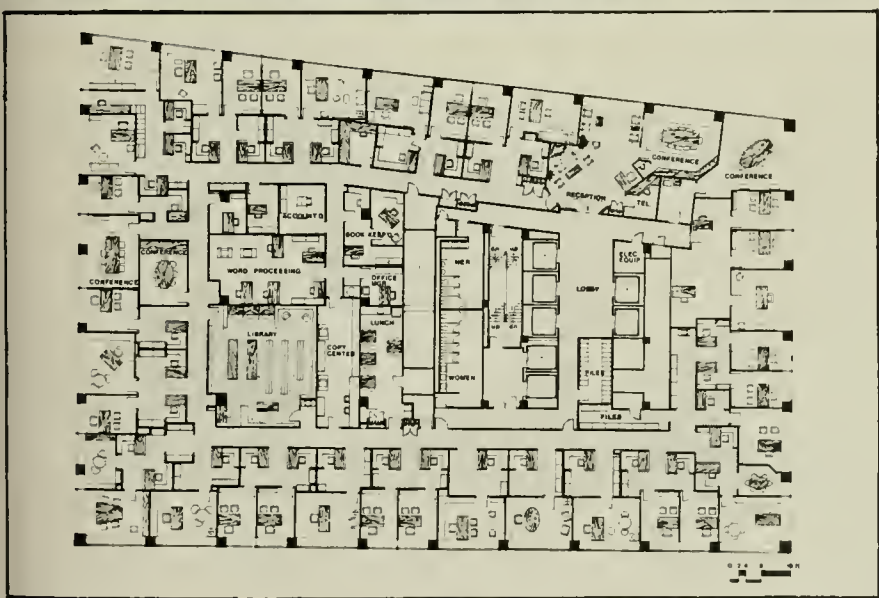
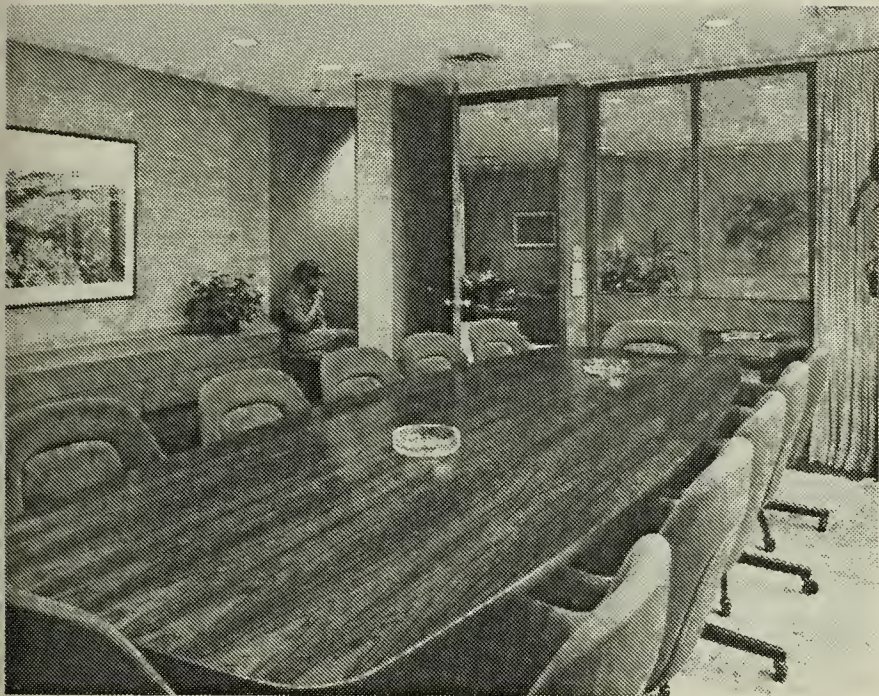
The interior plan divides the office into individual attorney-secretary areas. Lawyers have private offices and secretarial offices to emphasize the exclusivity of the working unit. File systems are local to each attorney and secretary to ensure convenience and to safeguard confidential client records. With this plan, the firm is able to offer clients all the benefits of a large organization while catering to their individual needs.

**Law Offices of  
Goulston & Storrs  
Boston,  
Massachusetts**













**James Steam Mill  
Newburyport,  
Massachusetts**

CBT was responsible for the conversion of three historic structures at the James Steam Mill in Newburyport into 98 units of much-needed quality housing for the area's elderly and handicapped residents.

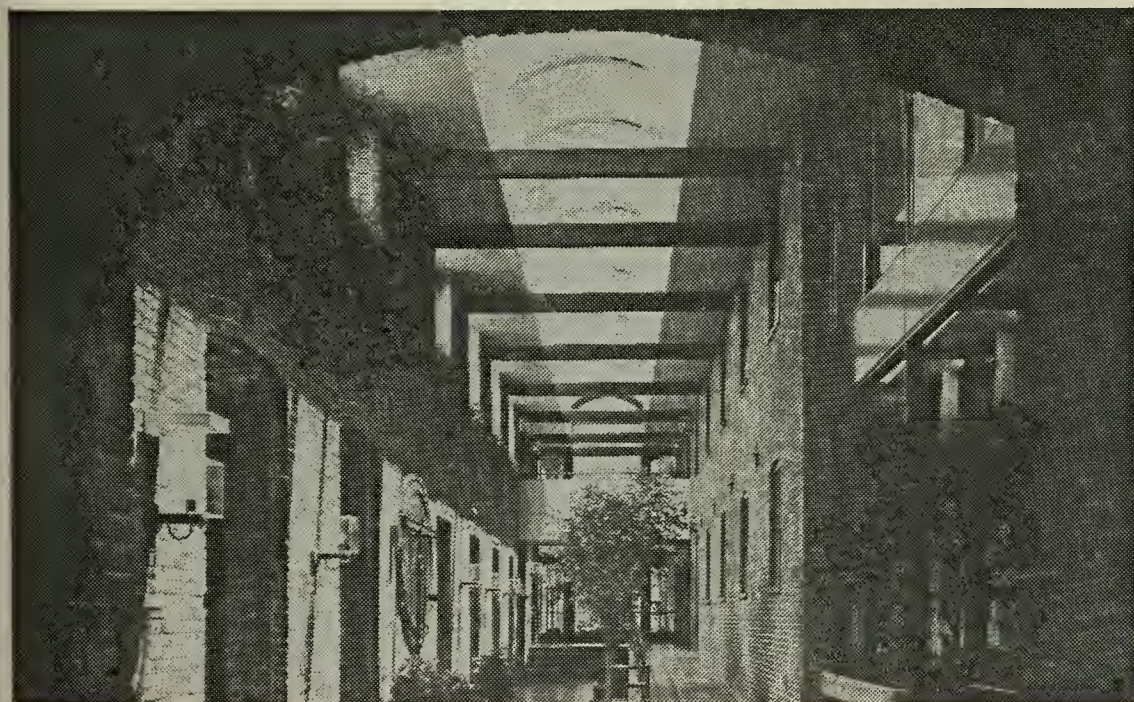
A new atrium connects the 3 existing buildings and serves as a focal point for the complex. Designed to provide a "garden" type feeling with quarry tile floors, interior planting, and special lighting, the atrium houses the building's

community spaces such as the reception area, mail room, meeting rooms, lounge, and store. Among the other special features of the development are a landscaped park, a laundry room, and penthouse lounges with spectacular views of the Merrimac River.

CBT's design for the project received a Federal Design Achievement Award from the National Endowment for the Arts.



*Landscaped Park*

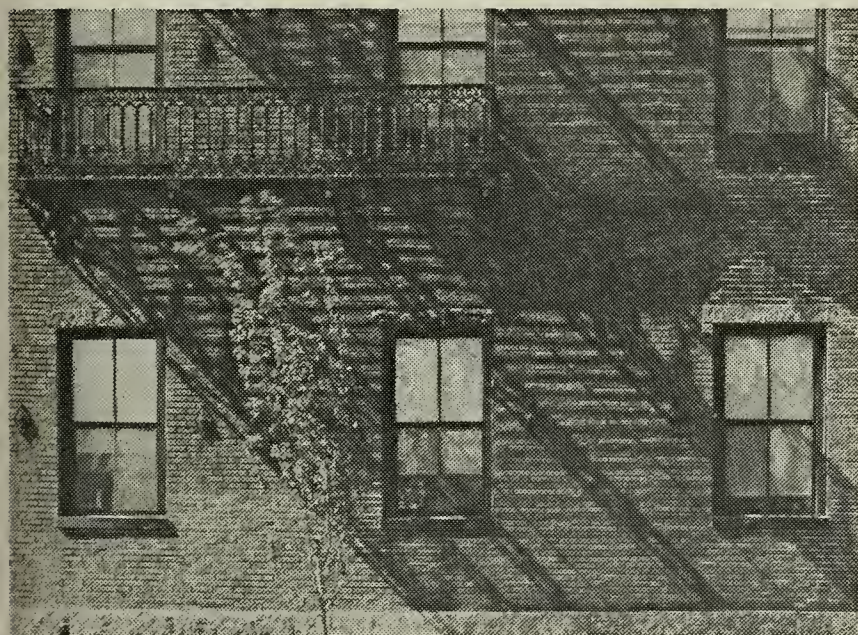
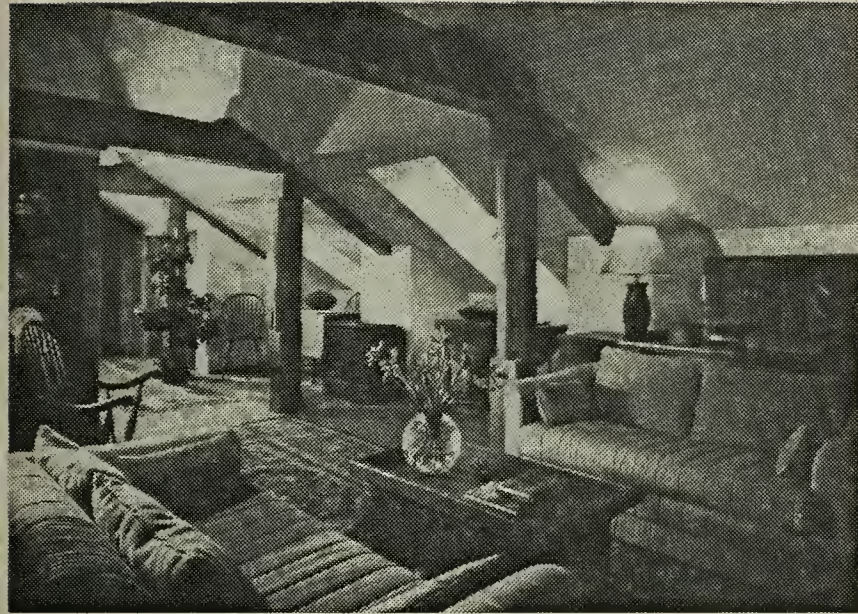


*Skylighted Atrium*





*Upper Floor Apartment*



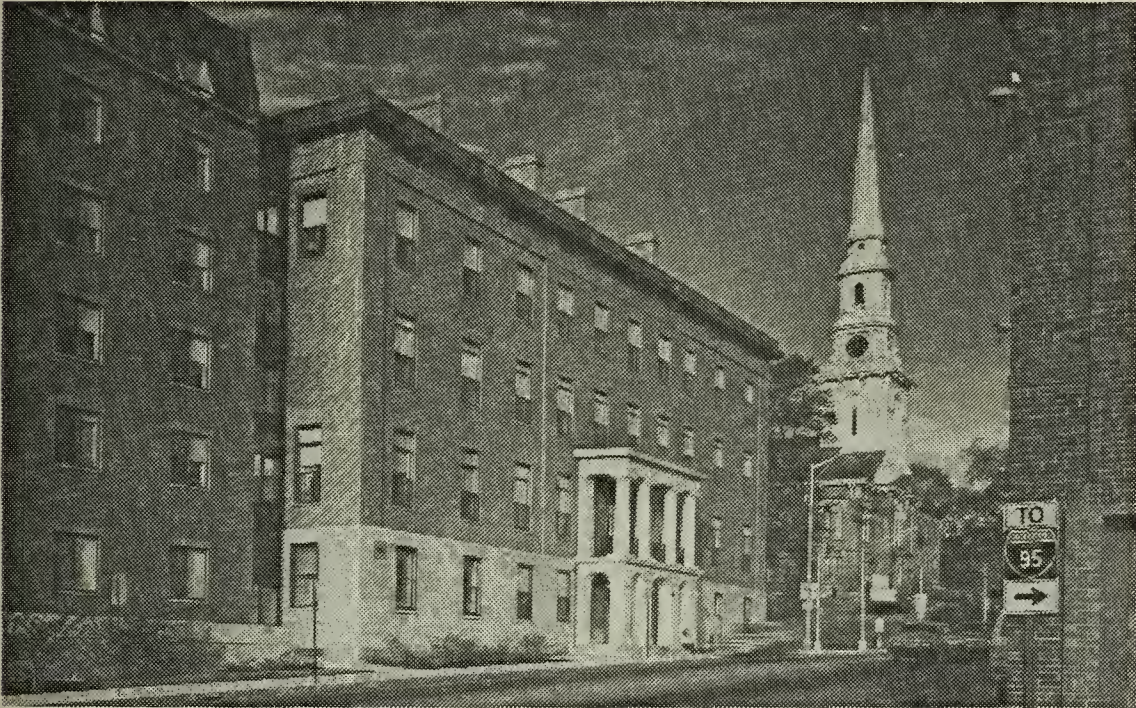




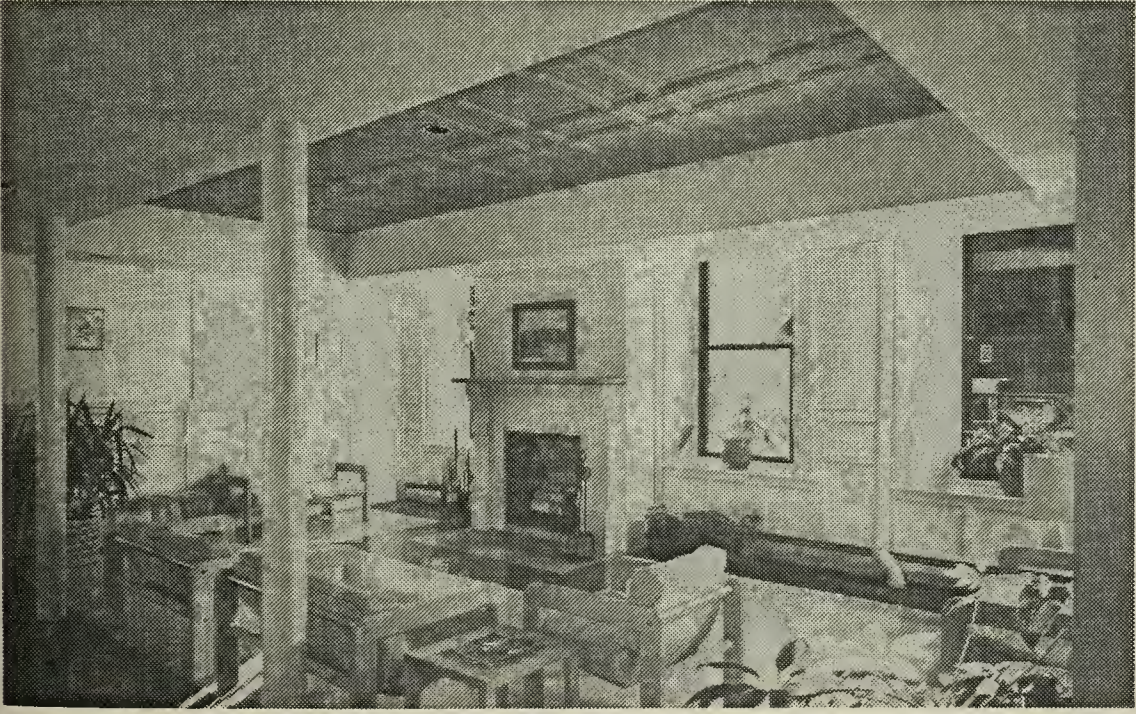
CBT's conversion of the 150 year-old former Bangor House hotel to 121 units of housing-for-the-elderly involved restoration of the building's Greek Revival exterior, the lowering of the building height to its original four stories, and the restoration of the hotel's roofline and chimneys. Two contemporary wing additions complement the adjacent historic structure and enclose a new mini park which overlooks the Penobscot River.

Located within the old hotel structure are the House's community facilities: kitchen; dining room; arts and crafts area; visiting nurse's clinic; laundry; and office space. Several interior function rooms were also restored for lounge and library use. A skylighted atrium is a special feature of the building's design, providing residents with a landscaped interior courtyard to enjoy especially during the long Maine winter.

**The Bangor House  
Bangor, Maine**



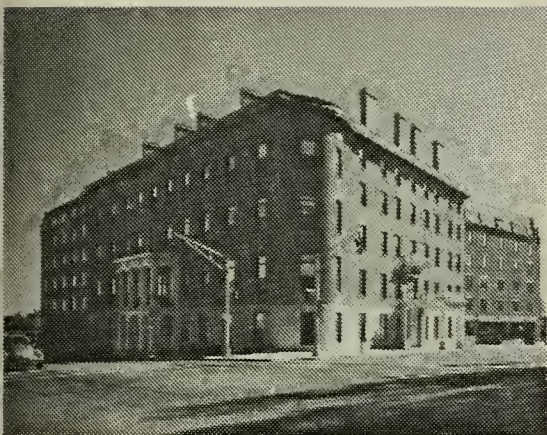
*19th Century Exterior Preserved*



*Community Space*







*Aerial View*



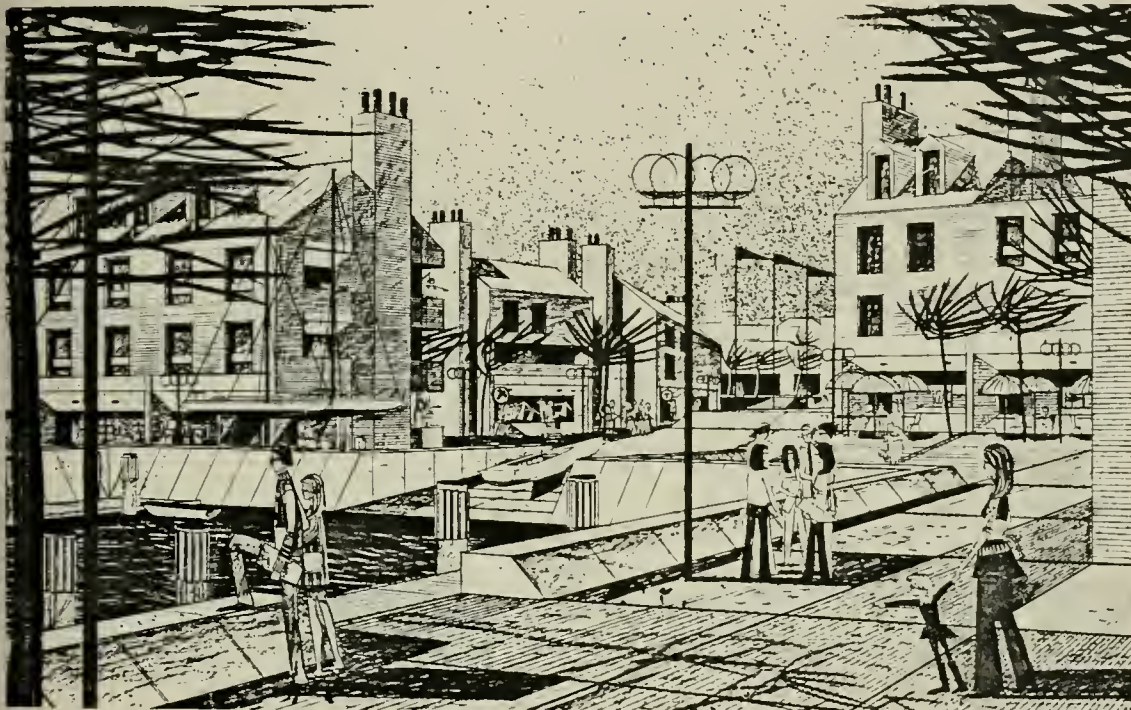


An 11.5 acre waterfront parcel was offered for development by the Newburyport Redevelopment Authority as part of a larger revitalization program. CBT proposed a mixed-use complex focusing on a plaza by the water's edge. Our objectives included promoting pedestrian access to the river from town center, making the waterfront open for use by the public, and keeping the scale of the buildings low. Central to the plan was a

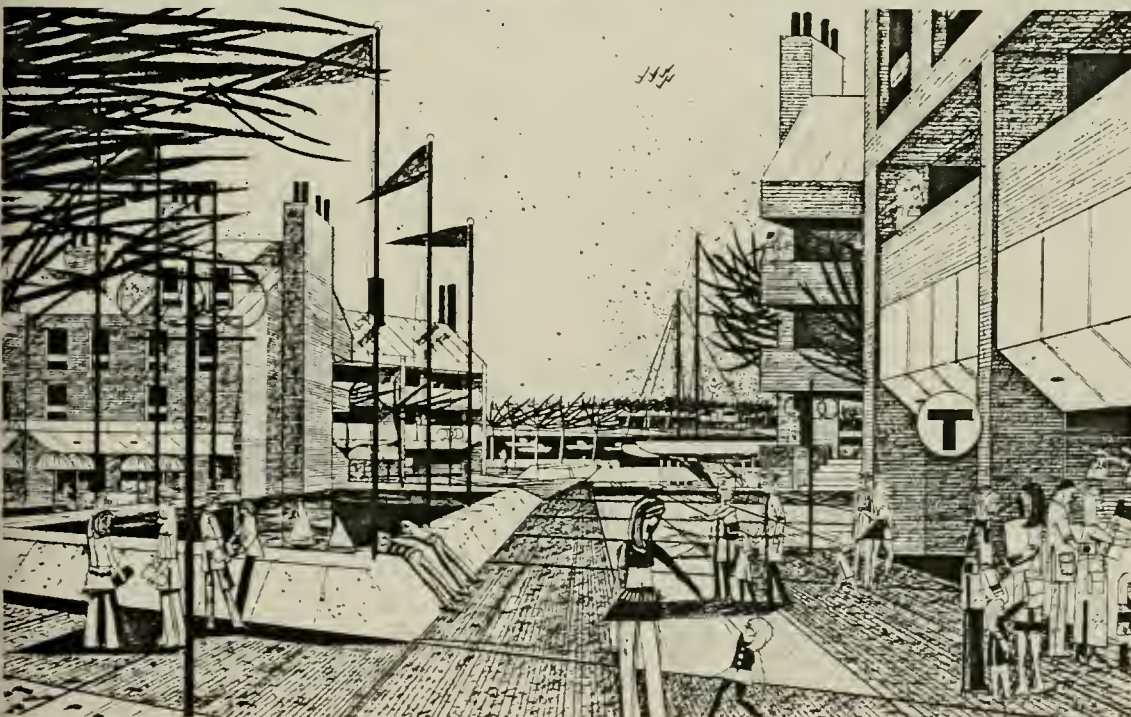
plaza open to the river on one side with a central reflecting pool and court area, surrounded by a hotel, restaurant, movie theater, retail and office space. Residential units would be located on the upper levels of the new and renovated structures. Historic buildings were identified for re-use; new construction was designed to complement existing federal and 19th century mercantile buildings.

**Newburyport  
Urban Renewal  
Newburyport,  
Massachusetts**

*View of Piers*

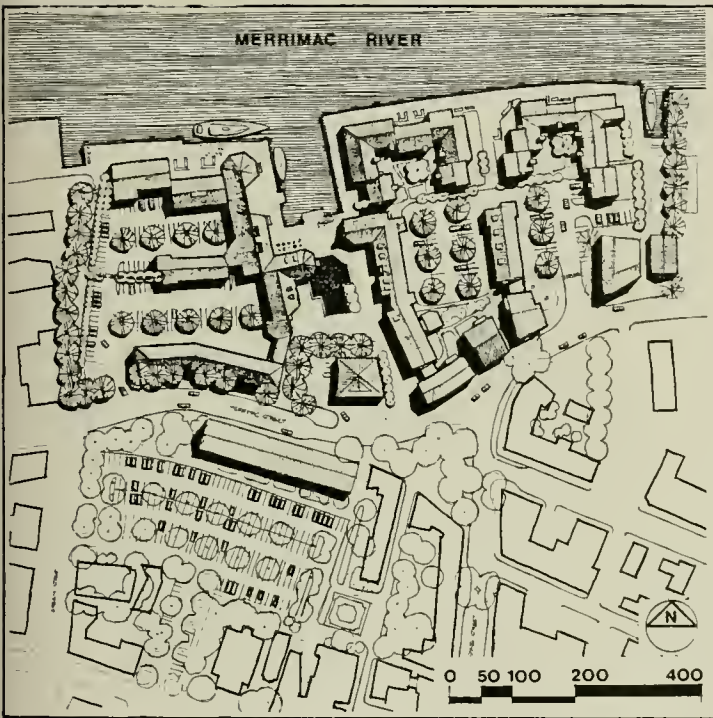


*Shopping Plaza*





Waterfront  
Development Plan







**Parlin Memorial  
Library  
Everett,  
Massachusetts**

A National Landmark, prominent in Everett's streetscape, the Parlin Memorial Library was overcrowded and no longer able to accommodate its collections or programs. CBT was selected as architect and landscape architect for the renovation and design of a 10,000 sq. ft. new addition to the facility.

The program calls for the restoration of the fine details of the late 19th century structure as well as new construction to house a new

circulation system, adult services area, children's room, administrative offices, staff area, workroom, and closed stack area. A major concern was to protect the historic architectural integrity of the original building while achieving a compatible new addition design.

CBT assisted in public presentations and provided graphic material to be used in fundraising efforts.



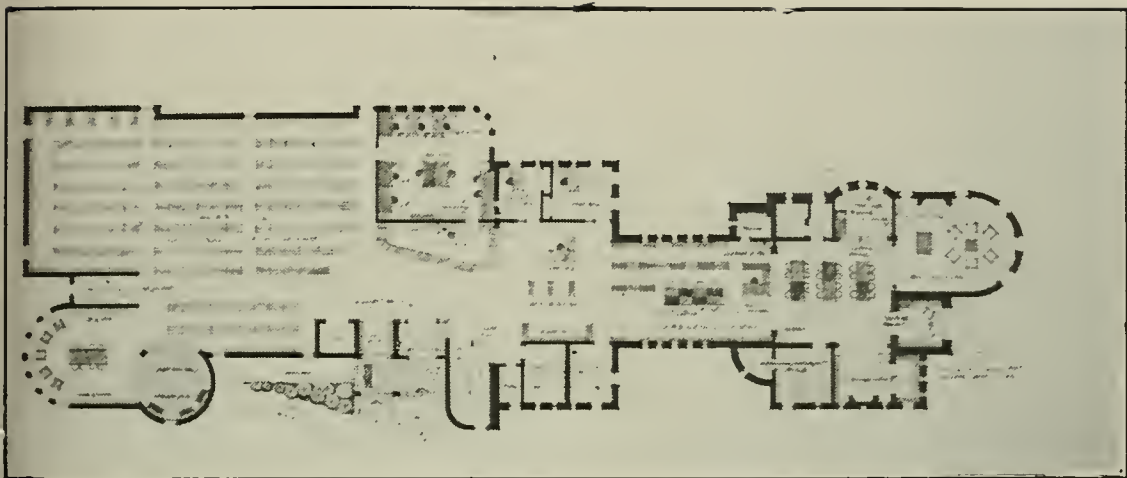
*Entrance*



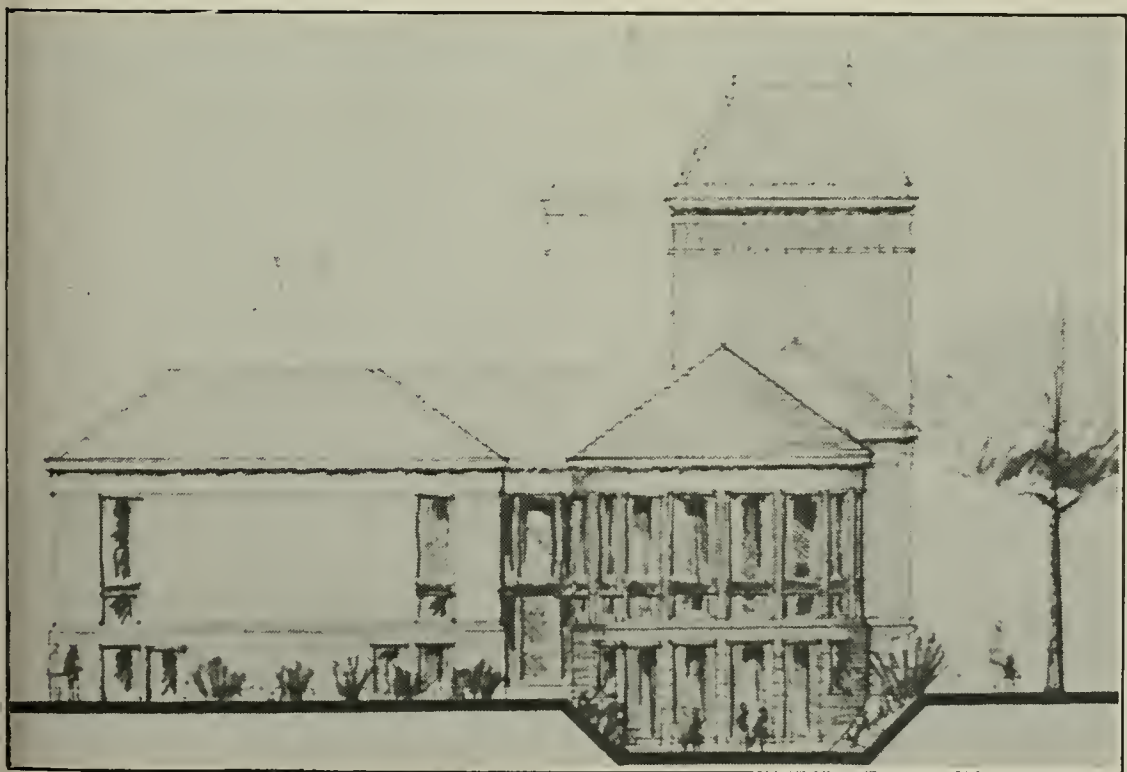
*Perspective of Existing  
Building with New  
Addition*







*First Floor Plan*



*Rear Elevation*



Working with Massachusetts Department of Environmental Management, CBT restored and designed an addition to the nineteenth century W.A. Mack Co. Building to serve as the new Visitors' Center at Lowell Heritage State Park.

CBT conducted sensitive structural tests throughout the historic structure to attain museum quality restoration and insure public safety. The facade, a fine example of the Queen Anne commercial style, is

distinguished by a highly textured decorative surface. The new wing addition contains functional spaces including elevator, stairtower and administrative offices while the historic building houses educational and interpretative exhibits. Although equivalent in square footage, the addition is subordinate to the original structure, unobtrusively angled to direct the visitors' attention to surrounding historic sites.

**Visitors' Center  
Lowell Heritage  
State Park  
Lowell,  
Massachusetts**













# MACOMBER

GEORGE B. H. MACOMBER COMPANY

BUILDERS

September 25, 1985

Mr. Peter Richardson  
Myerson/Allen Company  
306 Dartmouth Street  
Boston, MA. 02116

RE: Chain Forge Building  
Charlestown Navy Yard

Dear Peter:

Don Colavecchio has told me of your conversation with him this morning. The George B. H. Macomber Company would be pleased to be listed as the CM/Builder in your proposal to the BRA for the Chain Forge Building at the Charlestown Navy Yard.

Entering its 82nd year of operation, the George B. H. Macomber Company has a significant background and experience in the renovation and rehabilitation of a wide variety of existing facilities. Currently, the Company is working on four similar projects: Building #34 at the Charlestown Navy Yard; a building at 183 Essex Street in Boston, a building at 70 Lincoln Street, Boston, both for Cohen Properties, and the Pacific Print Works in Lawrence, Mass. for Yankee Technology. In addition, the Company has completed a number of landmark buildings in the area, which include: the three Market Buildings at Faneuil Hall Marketplace, Boston; Russia Wharf in Boston; the Car barn in New Bedford, Mass., the Cuticura Potter Laboratories in Malden, Mass., and the Salada Tea Building in Boston, and the Church Court Condominiums in Boston, to name a few.

Attached for your information is a more complete listing of the renovation and alteration projects completed by the George B. H. Macomber Company in recent years. Also enclosed for your information is a brochure produced by Boston University describing the renovation of 660 Beacon Street, Boston, into the new Boston University Bookstore. The building, formerly the Peerless Motor Car Manufacturing Building, was renovated into a first-class bookstore in a period of five months. Macomber is extremely proud of the results of our work as illustrated by the photographs contained in the brochure. We feel this illustrates the quality of work that is performed by our Managers, Superintendents, Foremen and Subcontractors. We would like to do the same for your clients.

We look forward to working with you on this project. If we can be of further assistance, please feel free to call me.

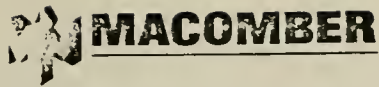
Yours truly,

GEORGE B. H. MACOMBER COMPANY

*Philip F. Valence*  
Philip F. Valence, Vice-President  
Marketing and Client Relations

GM:mk  
Encls.  
cc: Richard L. Collari  
George Macomber





(Continued)

<u>PROJECT</u>	<u>ARCHITECT</u>	<u>CONTRACT AMOUNT</u>	<u>YEAR</u>
Milldam Office Bldg. & Condos Renovation of Convent Concord, MA	Hammer, Kiefer & Todd Boston, MA	\$ 4,500,000.	1982
Boston University Bookstore Brookline, MA	John Carl Warnecke	4,100,000.	1983
M.I.T. Chemistry Lab Cambridge, MA	Ellenzweig & Moore Cambridge, MA	2,300,000.	1983
Church Court Condominiums Boston, MA	Graham Gund Associates Cambridge, MA	7,594,600.	1984
Warren Chambers Building Boston, MA	CBT Associates Boston, MA	3,825,000.	1984
Harvard Community Health Plan 147 Milk St., Boston, MA	Steffian.Bradley Associates Boston, MA	6,000,000.	1984
M.I.T. Mechanical Eng. Rehab. Cambridge, MA	Andrea Leers, Associates Boston, MA	1,343,000.	1984



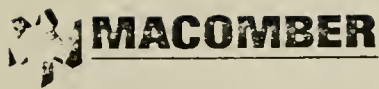




(Continued)

<u>PROJECT</u>	<u>ARCHITECT</u>	<u>CONTRACT AMOUNT</u>	<u>YEAR</u>
Anderson Park Convert Garage to Housing Boston, MA	Donald Stull & Associates Boston, MA	\$ 2,450,000.	1979
Hyatt Garage Alterations & Additions Cambridge, MA	Graham Gund Associates Cambridge, MA	1,235,000.	1977
The Stearns Housing Renovation of Department Store Boston, MA	Boston Architectural Team Boston, MA	3,697,000.	1980
Mason Place Renovation of Old Herald Traveler Boston, MA	Boston Architectural Team Boston, MA	3,535,000.	1980
Cape Cod Hospital Alterations & Radiation Cancer Center	Shepley, Bulfinch, Richardson & Abbott Boston, MA	1,800,000.	1980
Robinson-Cuticura Apartments Renovation of Cuticurra Potter Labs Malden, MA	Steffian Bradley Associates Boston, MA	3,130,000.	1980
The Car barn Apartments Renovation of old Car barn New Bedford, MA	Boston Architectural Team Boston, MA	3,731,000.	1981
Salada Tea Building Office Renovation Boston, MA	Skidmore, Owings & Merrill Boston, MA	3,305,000.	1982
Wayland Housing Turnkey Schoolhouse Renovation Wayland, MA	Steffian Bradley Associates Boston, MA	2,280,000.	1982
Westland Avenue Apartments Renovation of burned-out buildings Boston, MA	Boston Architectural Team Boston, MA	4,600,000.	1982
Russia Wharf Renovations Phase I Boston, MA	Priestley-Sterling Associates Boston, MA	3,400,000.	1982
Russia Wharf Renovations George B. H. Macomber Co. Space Boston, MA	Priestley-Sterling Associates Boston, MA	1,000,000.	1982



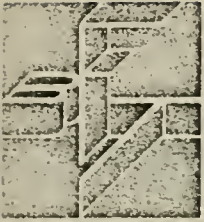


MAJOR RENOVATION AND ALTERATION PROJECTS

<u>PROJECT</u>	<u>ARCHITECT</u>	<u>CONTRACT AMOUNT</u>	<u>YEAR</u>
Suffolk Franklin Savings Bank Alterations Boston, MA	Bastille-Neiley Associates Boston, MA	\$ 1,500,000.	1968
Harvard Community Health Plan Kenmore Sq./Renovations	Steffian, Steffian & Bradley Boston, MA	300,000.	1970
M.I.T. Cancer Research Cambridge, MA	Marvin E. Goody & John M. Clancy Associates, Inc. Boston, MA	4,250,000.	1974
M.S.P.C.A. Alterations Boston, MA	Shepley, Bulfinch, Richardson & Abbott Boston, MA	4,575,000.	1975
Yale Psychiatric Institute New Haven, CT	Douglas Orr, DeCossy & Winder New Haven, CT	500,000.	1976
Leonard Morse Hospital Addition & Alterations Natick, MA	Payette Associates, Inc. Boston, MA	3,990,000.	1976
Quincy Market Building Faneuil Hall Marketplace Boston, MA	Benjamin Thompson & Assoc. Cambridge, MA	4,582,795.	1976
South Market Building Faneuil Hall Marketplace Boston, MA	Benjamin Thompson & Assoc. Cambridge, MA	6,230,000.	1977
North Market Building Faneuil Hall Marketplace Boston, MA	Benjamin Thompson & Assoc. Cambridge, MA	6,300,000.	1978
Cape Cod Hospital Addition Hyannis, MA	Caudill, Rowlett & Scott	9,400,000.	1977
Falmouth Hospital Addition Falmouth, MA	Shepley, Bulfinch, Richardson & Abbott Boston, MA	2,324,000.	1977
Moshassuck Arcade Building Providence, RI	Steffian-Bradley Assoc., Inc. Boston, MA	3,000,000.	1978







Boston Financial Technology Group, Inc.

One Post Office Square, Suite 1400, Boston, Massachusetts 02109 617 482-9700

BY  
M. ESSER  
-----  
-----  
-----

September 27, 1985

Mr. John Allen  
Myerson/Allen & Company  
306 Dartmouth Street  
Boston, MA 02116

RE: Building 105, Ford Shop  
Charleston Navy Yard

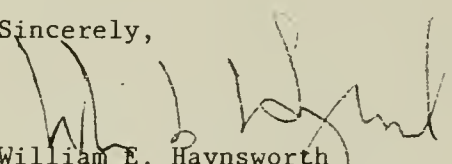
Dear John:

As you know Boston Financial Technology Group, Inc. ("Boston Financial") is an experienced syndicator having raised over \$679 million in connection with \$3.1 billion of real estate developments during the past sixteen years. Since the passage of the legislation allowing the 25% investment tax credit for historic rehabilitations, Boston Financial has raised \$85,931,100 for 33 such projects costing \$304,552,610. Included in this amount, of course, is the \$10,480,000 of equity raised in four Myerson/Allen projects.

We have supplied the equity in various types of real estate including residential, commercial, and office developments.

We look forward to working with you on the Navy Yard project.

Sincerely,

  
William E. Haynsworth

WEH/caj

SEP 30

Syn-BH Ltr/60



26 September, 1985

John Allen  
Myerson Allen & Company  
306 Dartmouth Street  
Boston, MA 02116

**SAND**  
Michael Sand  
Aspinwall Avenue  
Boston, MA 02116  
Telephone (617) 566 5599

Reference: Building 105  
The Old Chain Forge Building  
Charlestown, Massachusetts

Dear John:

I am pleased you have invited our firm to associate with you on the development of the Old Chain Forge Building.

As you know, we have assisted in the planning of numerous interpretive environments, and have developed award-winning exhibits and environmental graphics programs for a number of comparable projects.

We are accustomed to working with public agencies, and take particular pride in several recent projects which combined industrial development; adaptive re-use and historical interpretation.

The enclosed materials may provide some idea of the range and scope of our work.

We look forward to sharing our experience with you and the BRA staff.

Sincerely,

*MICHAEL SAND*

Michael Sand  
MS:st  
encl.



The following is a partial listing of clients for whom Michael Sand has provided Museum Planning services: 2/85

Allen County Museum	Lima, OH
Bank of Boston	Boston, MA
Boston Childrens' Zoo	Boston, MA
Boston National Historical Park	Boston, MA
Boston 200	Boston, MA
Capital Childrens' Museum	Washington, DC
Childrens' Museum	Boston, MA
Computer Discovery Center	Boston, MA
Franklin Park Zoo	Boston, MA
Harvard University Graduate School of Design	Cambridge, MA
Harrisburg Science Center	Harrisburg, PA
Heritage Plantation	Sandwich, MA
Higgins Armory Museum	Worcester, MA
Isabella Stuart Gardner Museum	Boston, MA
Institute of Contemporary Art	Boston, MA
International Communications Agency	Washington, DC
Jacksonville Museum of Arts and Sciences	Jacksonville, FL
Louisiana Children's Museum	New Orleans, LA
Lowell Heritage State Park	Lowell, MA
Lowell National Historical Park	Lowell, MA
Macomber Farm	Framingham, MA
Metropolitan Museum of Art	New York, NY
Money Works	New Bedford, MA
Montshire Science Center	Hanover, NH
Muncie Children's Museum	Muncie, IN
Museum of Science and Industry	Chicago, IL
National Museum of The Boy Scouts of America	Murray, KY
National Oil Progress and Energy Committee	Watertown, MA
National Park Service	Boston, MA
New England Heritage Museum	Boston, MA
Old South Meeting House	Boston, MA
Old Sturbridge Village	Sturbridge, MA
Pittsburgh Childrens' Museum	Pittsburgh, PA
Plimoth Plantation	Plymouth, MA
Preservation Association for Tree Hill	Jacksonville, FL
Rhode Island Children's Museum	Providence, RI
Rhode Island Historical Society	Providence, RI
Rhode Island School of Design	Providence, RI
Richmond Childrens' Museum	Richmond, VA
St. Petersburg Childrens' Museum	St. Petersburg, FL
Smithsonian Institution	Washington, DC
The American Way Room	Cambridge, MA
The Word Works	Lowell, MA
Trailside Museum	Milton, MA
Utica Children's Museum	Utica, NY
Walter D. Stone Zoo	Stoneham, MA





Michael Sand first studied architecture at the University of Colorado in Boulder, and graduated with a degree in Industrial Design from The Rhode Island School of Design (RISD), in 1963.

Mr. Sand was employed by the Office of Charles and Ray Eames during the creation of the I.B.M. Pavillion for the New York World's Fair.

In 1964 Mr. Sand was named Design Director at the Boston Children's Museum where he was responsible for the design and production of the museum's exhibits and publications, including the Size and How Movies Move exhibits.

In 1965 Michael Sand & Associates, Inc. was founded as a firm of educators, designers and media specialists, working primarily for public agencies and private non-profit organizations. For almost twenty years the firm's projects have included:

Architectural Signage -	Media Development
Educational Materials	Museum Planning
Exhibits and Display Systems	Packaging Design
Facilities Planning	and
Graphic Design	Product Development

In 1978 Mr. Sand became the Director of the proposed Children's Museum in Muncie, Indiana, the first of what was to become a dozen new museums Sand has helped establish throughout the country.

For three years Sand taught Museum Planning, a course for mid-career museum professionals at Harvard University's Graduate School of Design (HGSD) Continuing Education Program, and he often teaches and lectures at design schools around New England.

Sand is the designer of a number of nationally-distributed curriculum programs, working for Education Development Center, Macmillan, Creative Playthings, the National Fire Protection Association and others. For several years Sand has been immersed in the educational applications of microcomputers.

A frequent collaborator with other professionals on large scale projects such as The Lowell National Historical Park, Sand designed the award-winning proposal to Congress to establish the newly-opened \$40 million project. Sand currently serves as museum planning consultant along with architects Childs Bertman Tsekares, planning the new Montshire Science Center near Hanover, New Hampshire.

Mr. Sand is currently planning the National Museum for the Boy Scouts of America, and is the designer of the new Americana installation at Heritage Plantation, as well as a soon-to-open participatory exhibit at the Higgins Armory Museum. He is the father of two daughters, Zoe and Jessica. His wife, Margaret, is Assistant Director for Administration at The Whitehead Institute for Biomedical Research, in Cambridge.



**Franklin Park Zoo, Dorchester, Massachusetts**

The Boston Zoological Society retained Sand to redesign The Children's Zoo and exhibits for the new Bird House and Aviary. In the course of that work Sand designed the society's "Elephant" logo (seen in the back window of so many Boston-area family cars), and an extensive series of interpretive graphics panels. The Sand firm also developed over two dozen participatory exhibits, including duplicate sets of climbing apparatus that invited visitors to compare their locomotive abilities to gibbons, mountain lions and goats.

**Freedom Trail Signs  
National Park Service  
Boston National Historical Park, Boston, Massachusetts**

Sand was the principal designer, as subcontractor to the office of David Crane and Partners, of the bronze and granite trail markers that lead visitors throughout the Freedom Trail sites which comprise the Park walking tour.

**Report to the 95th Congress to Establish  
The Lowell National Historical Park  
Lowell Historic Preservation Commission  
Lowell, Massachusetts**

Michael Sand's firm wrote and designed the exhibits, educational and cultural program elements of the proposal to establish a National Park in Lowell. As one of three members of The Lowell Team, a joint-venture which included architects Gelardin Bruner Cott. and urban planners David Crane & Partners, Sand worked with federal, state and local officials to describe an ambitious but feasible development. In 1978 Congress enacted the Park and authorized \$40 million to implement the plans. Sand's presentation itself won several design awards.

**Preservation Plan  
The Lowell Historic Preservation Commission  
Lowell, Massachusetts**

Sand authored the educational and exhibit plans as a member of the Moore-Heder Team selected to prepare the eight-year implementation plan for the Preservation District. Sand has prepared plans for a new cultural center and museum complex slated to become a central element in the new National Park.





Michael Sand  
Related Project Experience  
Page 3

#### Logo and Signage

Lowell Heritage State Park, Lowell, Massachusetts  
Department of Environmental Management  
Commonwealth of Massachusetts

Sand, in association with David Crane & Partners, was commissioned to develop the Lowell Heritage State Park, and the Park's logo and sign system designed by Sand is now well-known to visitors to that city.

#### The Muncie Children's Museum, Muncie Indiana

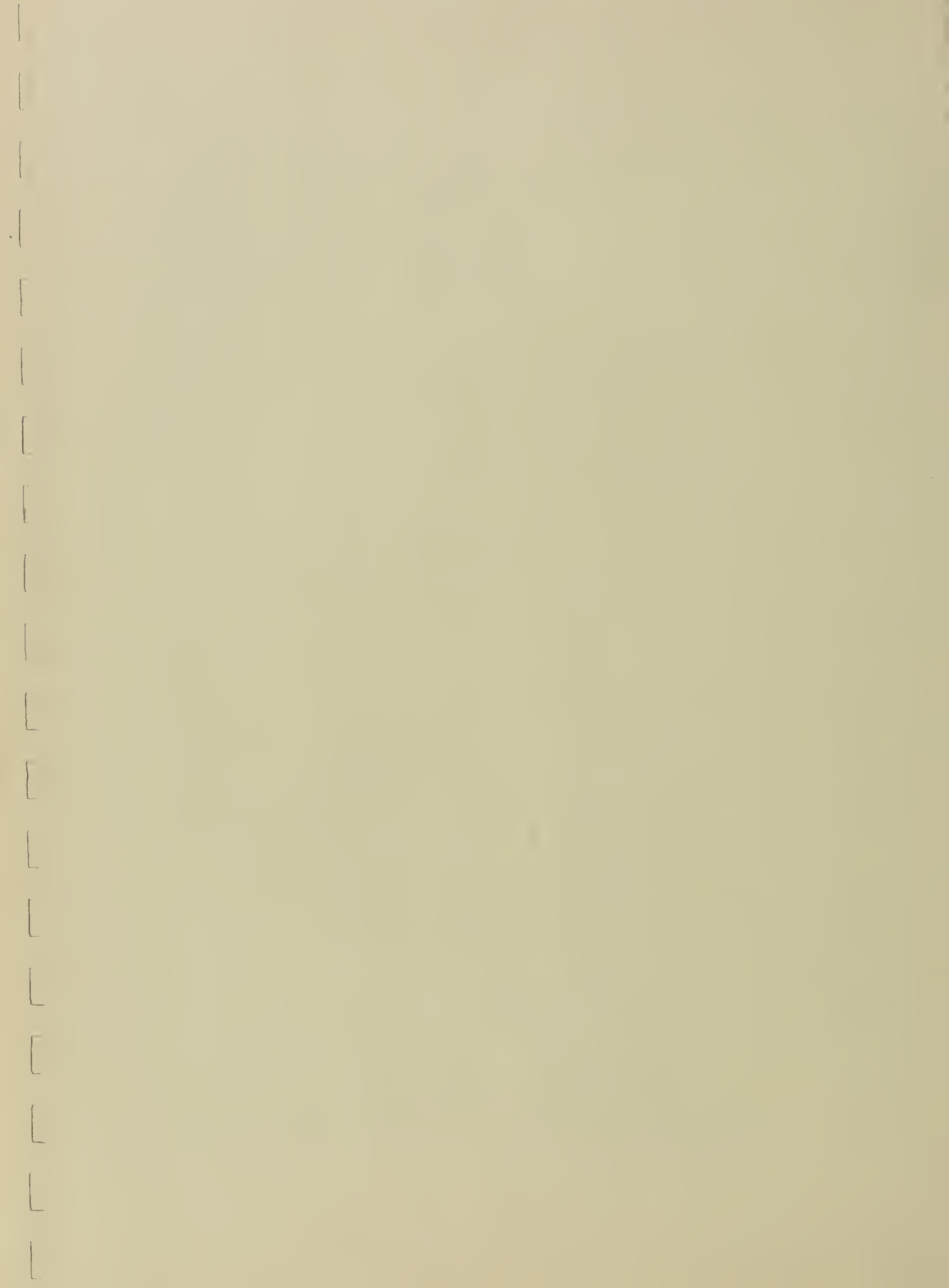
Sand designed and served as the initial Director of this new museum in Indiana. The project entailed renovation of a downtown commercial building and the development of all new museum exhibits. Sand was assisted in his efforts by students in the Graphic Design, Architecture and Planning Departments at Ball State University, where he was invited to serve as a visiting faculty member.

#### National Museum of the Boy Scouts of America Murray, Kentucky

The Boy Scouts have retained Michael Sand as the program planner and exhibit designer for a new 50,000 s.f. museum which will describe the origins of scouting and its significance in today's society. From the moment visitors arrive the museum will be a hands-on activity-oriented center where adults and youngsters will be invited to test new or rusty skills. The museum will be a challenge - From the entry (where visitors can elect to climb into the museum across net, pole or rope bridges), to the exit where they may earn (and actually manufacture), the Museum Visit Badge by operating an embroidery machine.

#### National Park Service Old South Meeting House, Boston, Massachusetts

Sand is currently developing the conceptual plan for an exhibit which will interpret the role and significance of Old South during the American Revolution and more recent times. The plan will be presented in October, 1983 and the exhibit will be completed in the Fall of 1984.



Michael Sand  
Related Project Experience  
Page 4

Visitor Center  
Old Sturbridge Village  
Sturbridge, Massachusetts

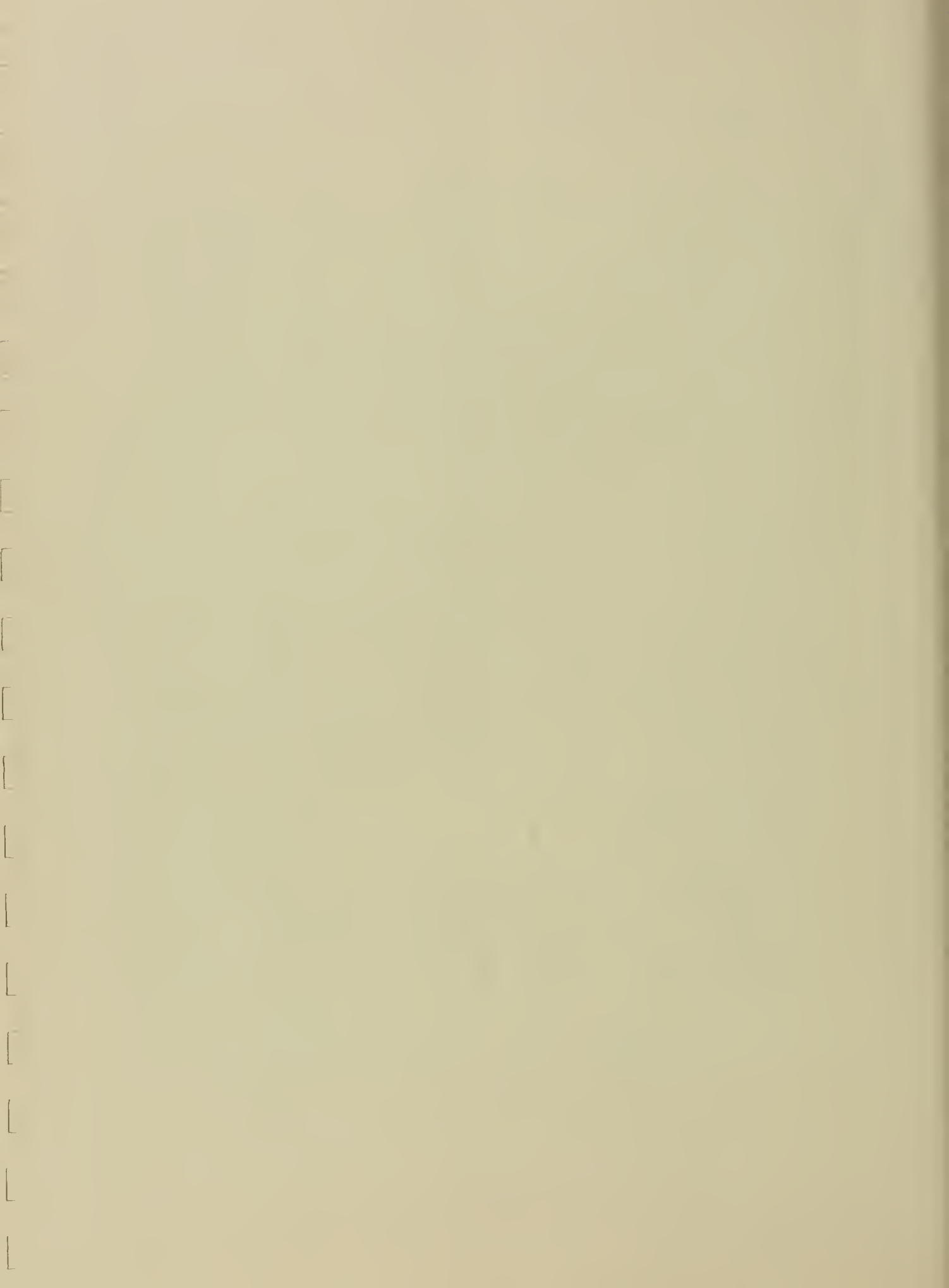
OSV retained Michael Sand to redesign the entryway, admissions and membership areas, and to design a new introductory exhibit which would allow arriving visitors an opportunity to begin their visit with an overview of 19th Century American lifestyles. Sand worked with curatorial, education and security staff to develop a revised circulation plan, furnishings and signage.

R. Buckminster Fuller Exhibit  
Chicago Museum of Science and Industry  
Chicago, IL

Almost ten years before his death, Fuller asked his former architectural and engineering colleague, William Wainright, to develop the exhibit which was to become the first major retrospective of Bucky's career. Wainright asked Sand to research and co-develop the exhibits, which included a number of participatory explanations of Fuller's geometries, as well as an enormous space frame and tensegrity tower structure which was first installed in the main rotunda of the museum.

Magnet School Program  
University of Lowell  
Lowell, Massachusetts

Under contract to the Graduate School of Education, Sand co-authored the initial proposal to the Lowell Public School Department to establish a series of six magnet schools in Lowell. Sand's proposals were published and discussed in a series of public hearings, resulting in the adoption of the Lowell's Magnet School program, now in its third year of operation.



# Architectural Conservation Trust (ACT) For Massachusetts



September 30, 1985

Mr. David Keller  
Myerson/Allen & Co.  
306 Dartmouth Street  
Boston, MA 02116

RE: Building 105, Charlestown Navy Yard

Dear Mr. Keller:

I am writing to confirm our conversation and re-iterate my enthusiasm for serving as an historic preservation consultant for your project, should you be awarded Building 105. It is my understanding that I would both advise you on design matters related to the building's historic features and also prepare an Historic Preservation Certification Application for the project.

As I mentioned, I am currently involved in advising on several other buildings in the Charlestown Navy Yard, including Buildings #33, 34, 75 & 106. I have also served as a consultant for other commercial renovations such as the former Commonwealth Pier (BOSCOM), the Warren Chambers (Codman Company) and the Walker Building (Parson, Brinckerhoff Development Corporation), all of which have made use of the 25% Investment Tax Credit for historic structures.

I look forward to the opportunity of working with you.

Respectfully,

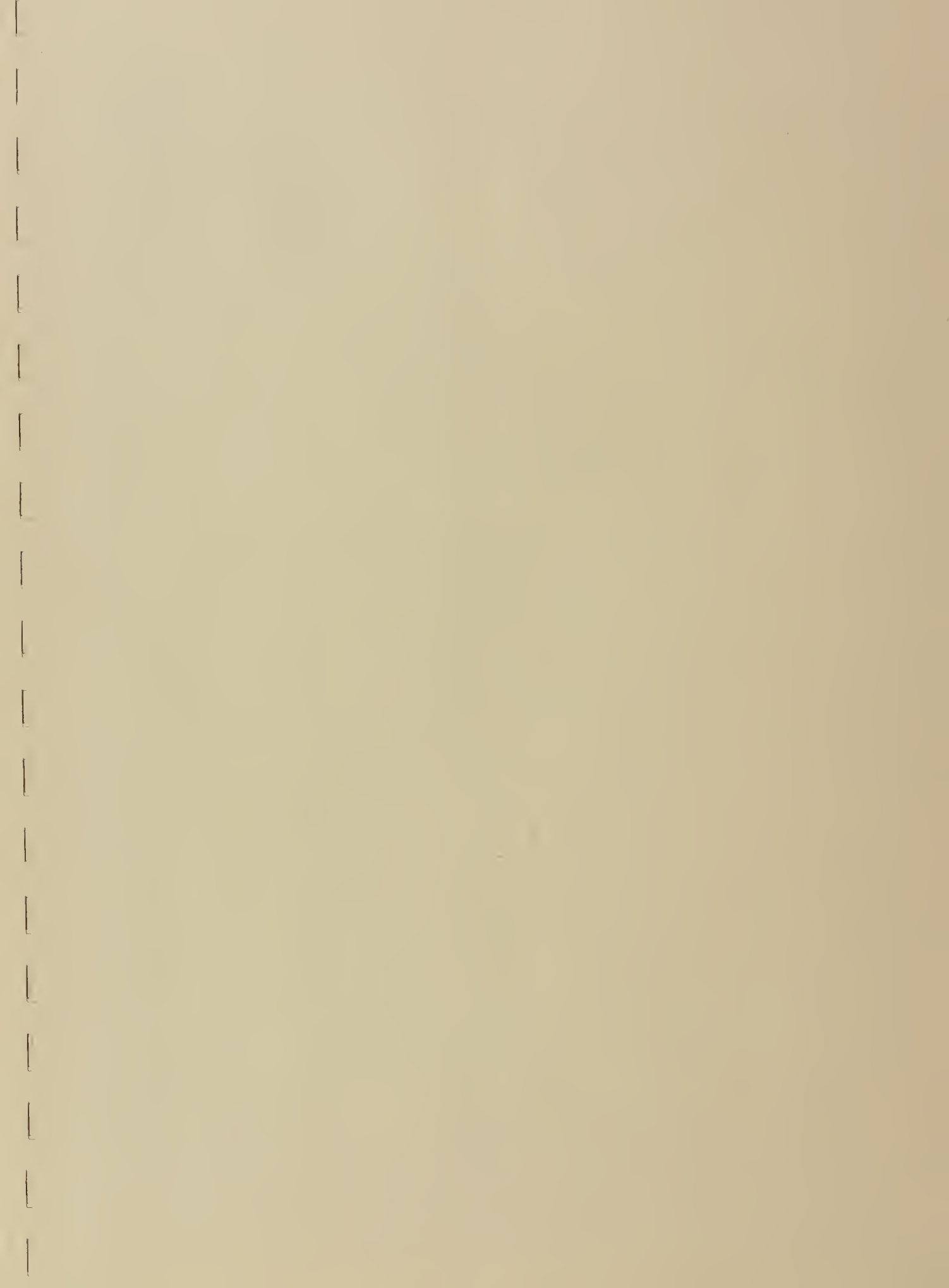
  
Brian Pfeiffer

Bp/js

**Old City Hall, 45 School Street, Boston, Massachusetts 02108 (617) 523-8678**

ACT for Massachusetts is a state-wide non-profit developer of historic buildings. Through adaptive use of architecturally significant structures, ACT stimulates community revitalization and economic growth. Contributions of real estate to the Trust are tax deductible.



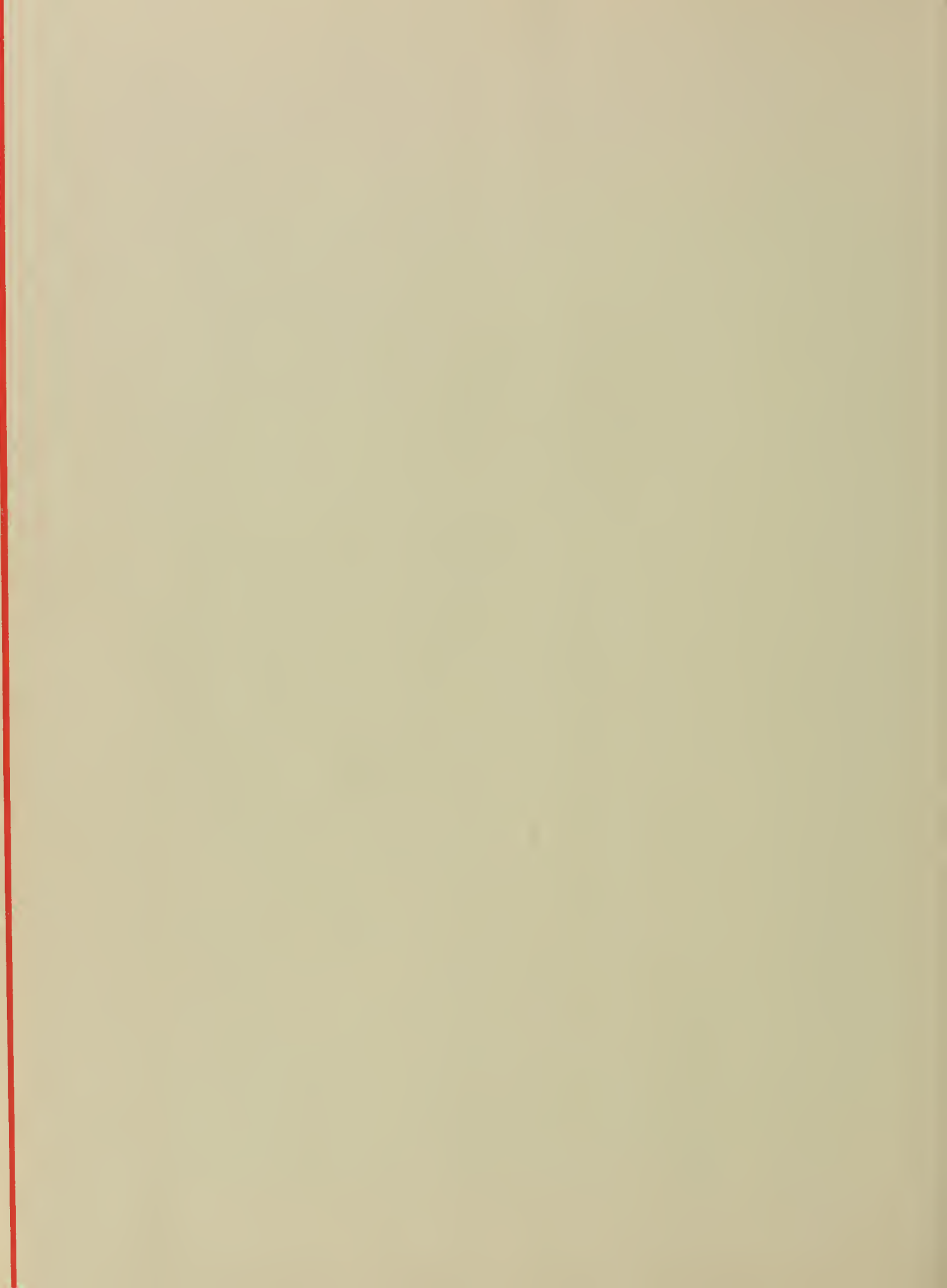






B. PROPOSAL DESCRIPTION

1. Proposed Uses
2. Proposed Management
3. Development Schedule
4. Great American Salvage Company





**Proposal Description**

**Building 105, Charlestown Navy Yard**

**Proposed Uses**

1. Chain Display - The focus of the new Chain Forge building will be impressive machinery in the vast space accompanied by the NPS display. The chain production equipment would be placed within an open area of over 8,000 square feet that includes the entire transverse aisle and a portion of the open longitudinal aisle. The space will remain open to the public and function as access to the retail and office uses. Additional machinery beyond those pieces stipulated to be used in the exhibit will be retained in other parts of the building as highlights.

2. Retail - Over 22,000 square feet of retail space will be placed on the ground floor of the main building. The Great American Salvage Co., the premier architectural artifact retailer on the East Coast, has expressed a strong interest in locating a showroom in the building. Their merchandise will be located in the central aisle north of the transverse axis, an area of 6,000 SF. Their retail display will be an exciting counterpoint to the chain display, taking advantage of the height of the central aisle. Flanking the central aisle and transverse aisle ground floor in the flanking sheds, we will place various retail shops, marketing to community tenants and tourists. Exposure of the retailers will be both to the Chain Forge interior and 1st and 2nd Ave. frontage. There will be seven shops on each of 1st and 2nd Aves. of about 1,100 SF each.

3. Office - About 48,000 SF of offices will be located above the retail, flanking the main aisles in the main building, as well as in the Head House. The Head House will have 24,700 SF on three levels; a full ground level and two levels above, terraced back from the three exterior walls. In the Chain Forge, one level of offices will be inserted above the retail on the 1st Ave. side and two levels will be inserted on the 2nd Ave. side. There will be connecting bridges and a total of 29,360 SF.



4. Restaurant - The primary structure to be built into the main aisle of the Chain Forge will be a restaurant on a new level at the south end aisle. The main entry will be through the existing link entryway between the Chain Forge and the Head House, with service and lounge facilities located on the ground floor below the new level. Total restaurant size will be about 8,000 SF.

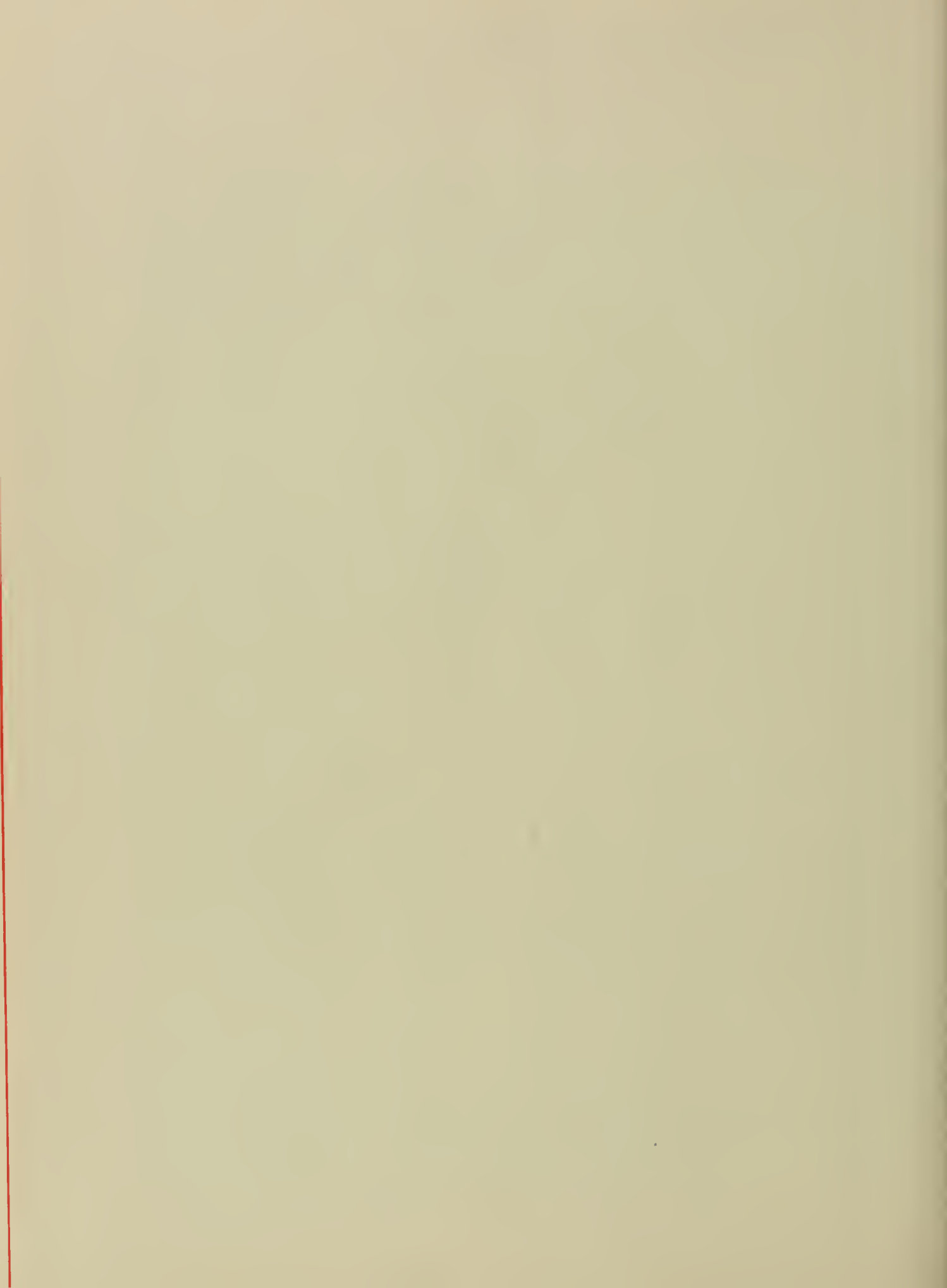
### **Management**

Management for the entire building will be provided by the Myerson/Allen Management Company. With offices in Boston and Portland, they are a full service professional company of 43 employees managing 15 projects in 6 states. Paul Faraca will provide consultation for retail and office leasing and retail management.

### **Development Schedule**

Upon designation, the development team is prepared to immediately continue architectural development and finalize arrangements for leasing and financing. At the same time, it will be imperative to begin planning with the National Park Service for the implementation of the eventual Chain Forge display and disposition of the surplus equipment. We estimate that construction could begin within 10 months and take approximately 12 months to complete.





The merchandise mix for the retail segment of Building 105 is critical to support the goals of the City and the Park service.

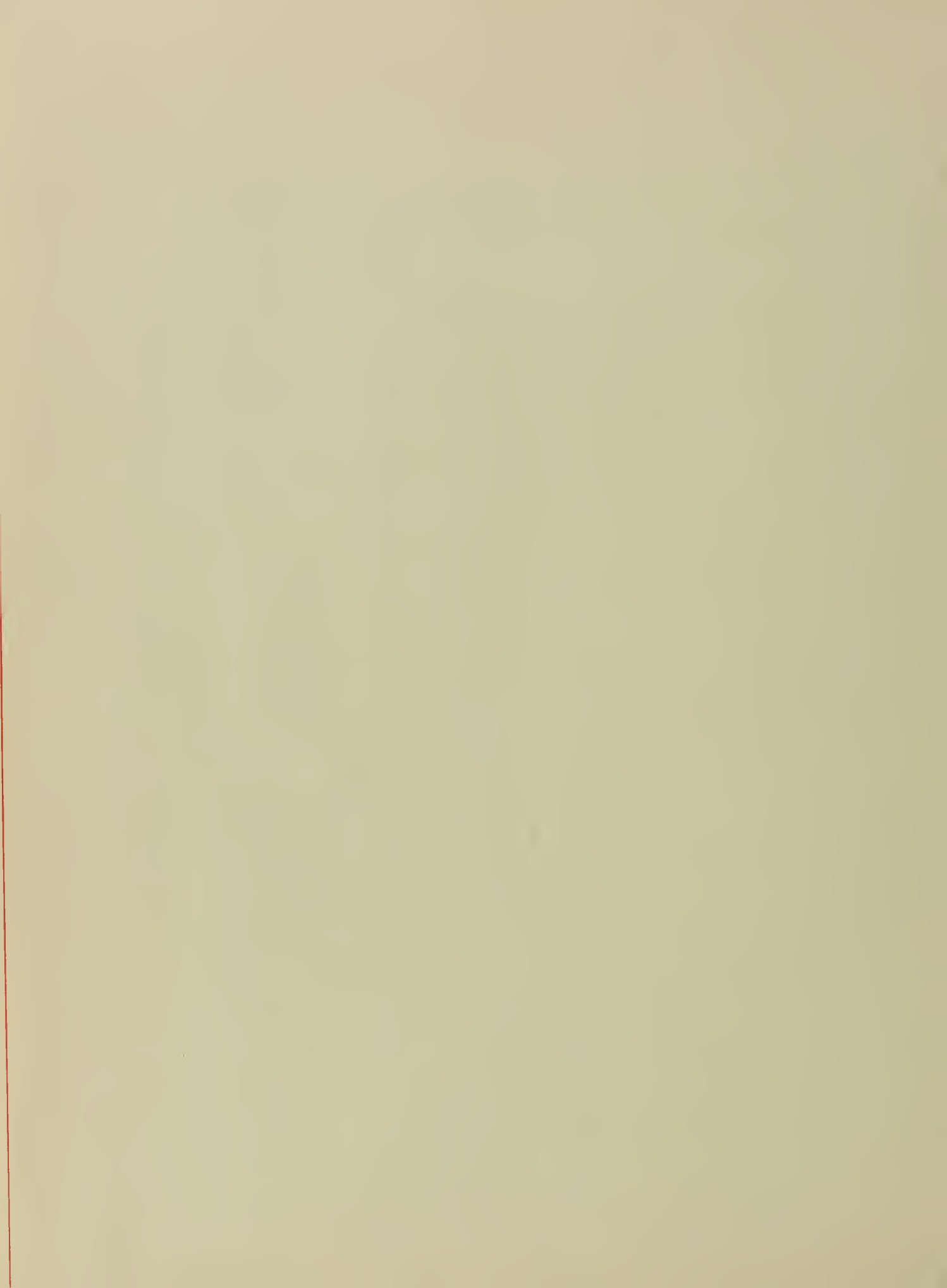
These goals of creating a permanent exhibit of important contribution that the Chain Forge gave to America, her Navy and her Merchant Fleets.

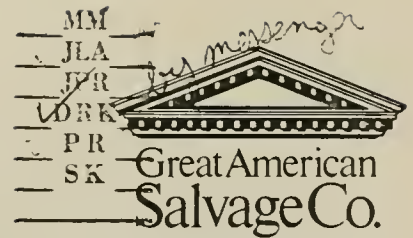
It is our intention to merchandise the surrounding first floor areas with food vendor merchants whose physical presentation support the exhibit. The pedestrian traffic flow must highlight and contribute to the long term needs of the Historical exhibit.

We propose to sublease to a mixture of convenience retailers, impulse (tourism based) merchants and destination retailers - the following list is our current mix.

<u>Category</u>	<u>Merchant</u>	<u>Size</u>	<u>Rent</u>
Destination	Historical Artifacts	4,000 sf	\$16
Convenience/Tourism	Photo/Film	800 sf	30
Convenience	Health & Beauty Aids	2,500 sf	22
Tourism	Souvenir	400 sf	30
	Navy Yard		
	Chains/Stickers		
Tourism	Gift/Card	800 sf	25
Convenience	Dry Cleaner/Laundry	800 sf	21
Convenience	Florist	800 sf	20
Convenience	Gourmet Food	2,000 sf	21
Convenience	Shoe Repair	400 sf	25
Tourism	Food/Snack	400 sf	50
Tourism	Drink/Snack	400 sf	50
Convenience	Bank	1,500 sf	28
Convenience/Destin.	Travel Agency	1,500 sf	25
Convenience/Tourism	Food	1,500 sf	20
Convenience/Tourism	Food/Liquor	4,000 sf	20
Total		21,800 sf	







September 18, 1985

3 Main Street  
Montpelier  
Vermont 05602  
802-223-7711

David R. Keller  
c/o Myerson/Allen & Co.  
306 Dartmouth Street  
Boston, MA 02116

34 Cooper Square  
New York  
New York 10003  
212-505-0070

Dear David:

In regard to our initial conversation concerning your purchase at the Charlestown Navy Yard, let me first express interest on behalf of the company and provide you with background information about the Great American Salvage Company.

Initiated in 1980 in Montpelier, Vermont, the goals were both preserving and restoring the significant architectural implements of the past and introducing new possibilities for the modern day implementation.

The Great American Salvage Company has maintained a steady pattern of growth which has enabled it to expand its base to include a major 16,000 square foot showroom in New York opened in 1982 and a smaller showroom in Jacksonville, Florida this year. With an intent to expand further and thus provide a greater wealth of inventory and service, we have recently purchased a building in Montpelier, Vermont, to house our various design and restoration shops.

We have considered many possible locations for expansion and Boston has always been a prime candidate given its proximity to both our New York and Vermont showrooms and its significant architectural heritage.

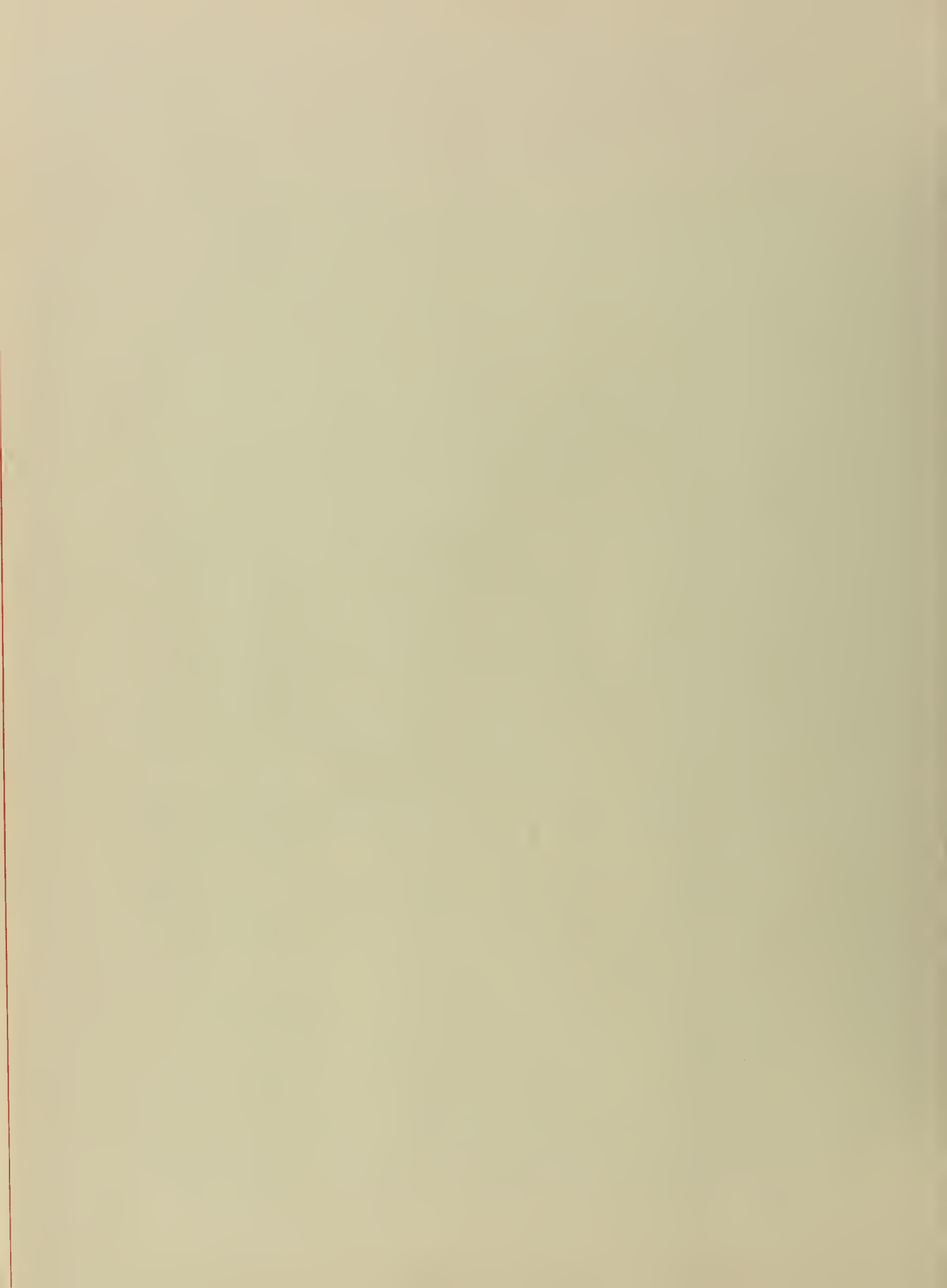
We are very interested in pursuing a dialogue concerning our involvement in this notable project and hope to speak with you at greater length.

Sincerely,

Stephen Israel

SI/smm  
Enclosure

SEP 19 1985



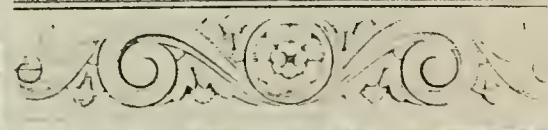
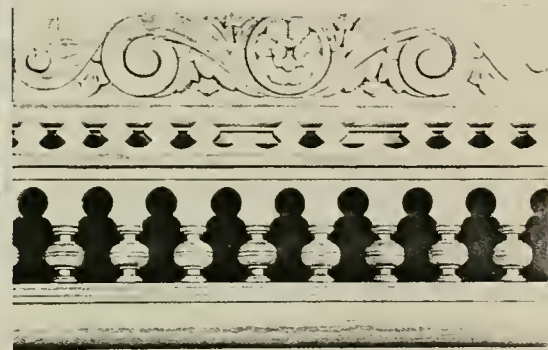
# The Great American Salvage Co.



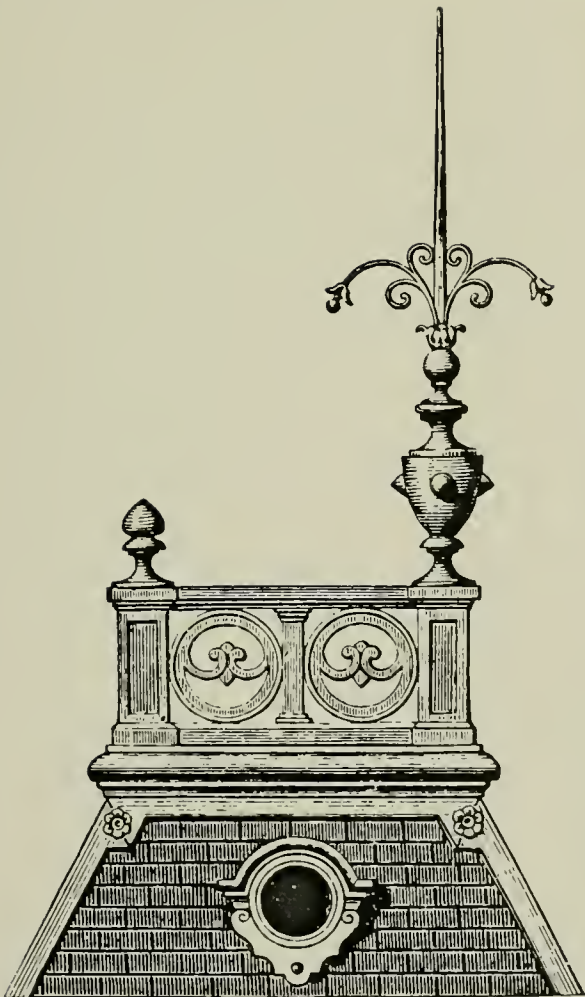
New York, New York  
Montpelier, Vermont





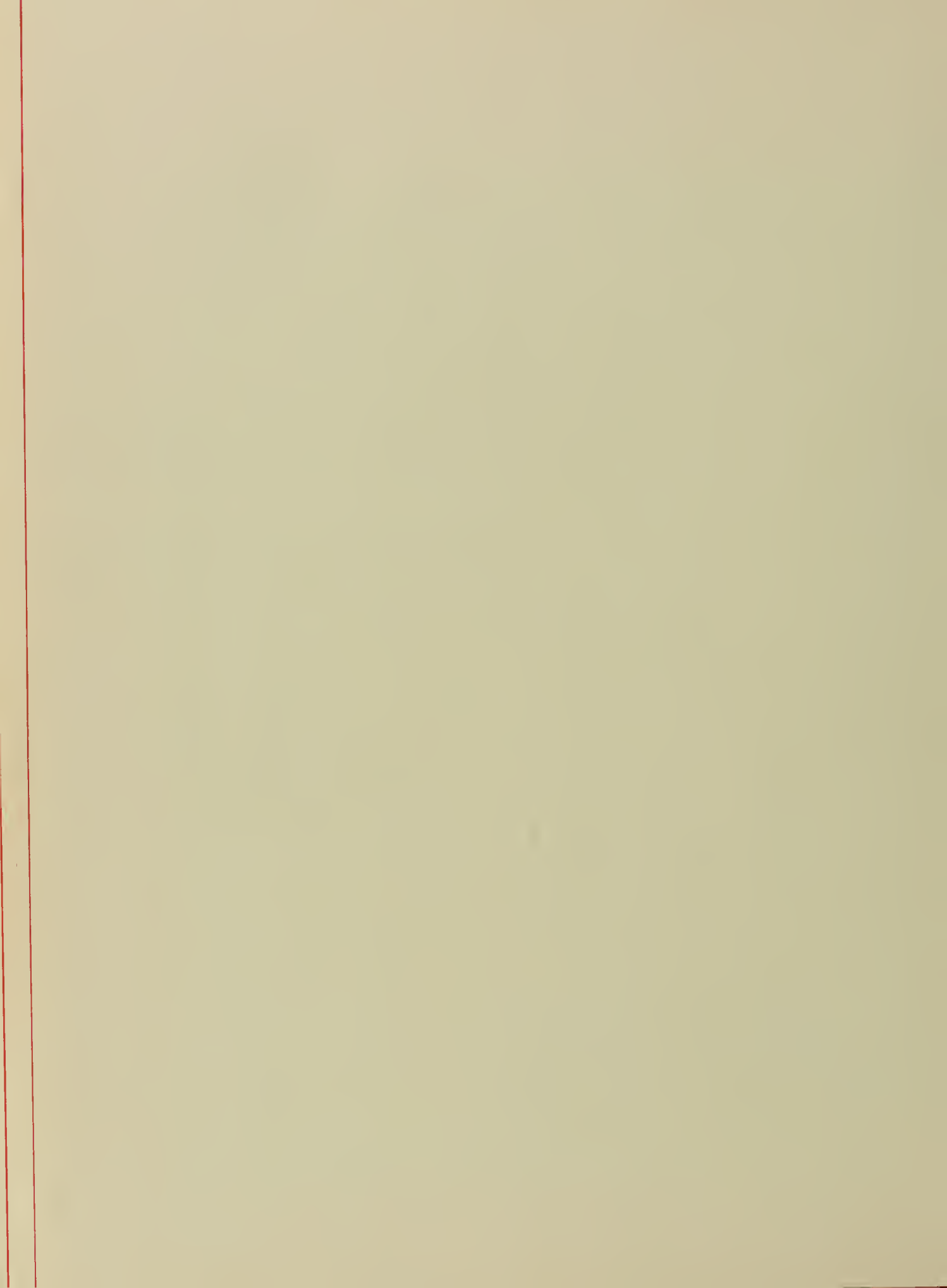






**W**hether re-using salvaged artifacts for preservation, or integrating them into new construction, homeowners, designers, and preservationists all find creative ideas in the midst of our changing, growing inventory.

We display our quality materials in two showrooms encompassing 32,000 square feet — one in Montpelier, Vermont, one in New York City. At both locations pieces range from simple farmhouse doorknobs to grand Victorian spiral stairways; from intricate stained glass to stately paneled oak entries.





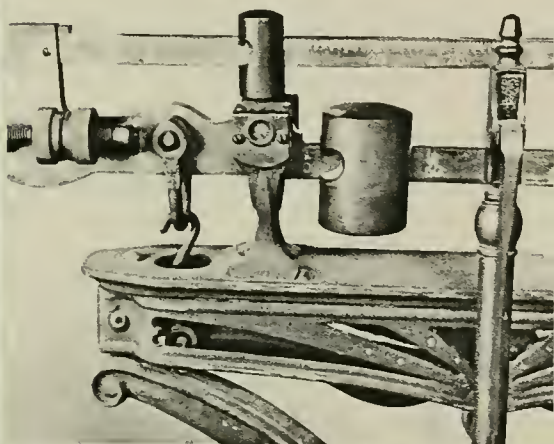
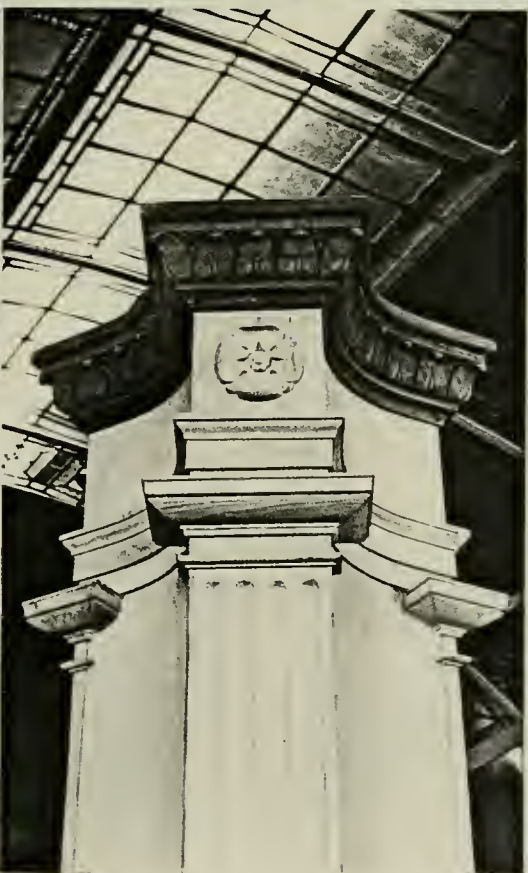
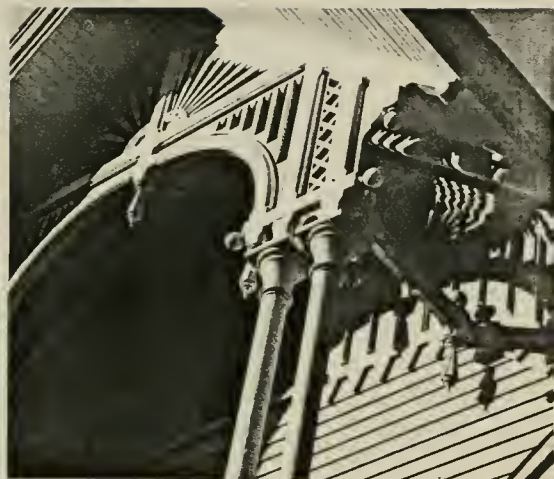
We carefully dismantle, crate, and ship our finds to Great American Salvage warehouses where our staff people polish, strip, and renovate them for your use. We also provide a variety of custom woodworking, glass etching, and sign and construction services.

At both our New York and Vermont locations the staff stands ready to offer you anything from knowledgeable suggestions to complete design and construction consultations. We will supply "raw" materials or complete, finished installations, depending upon your needs.



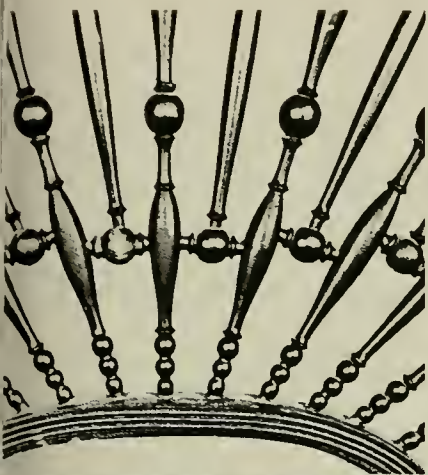






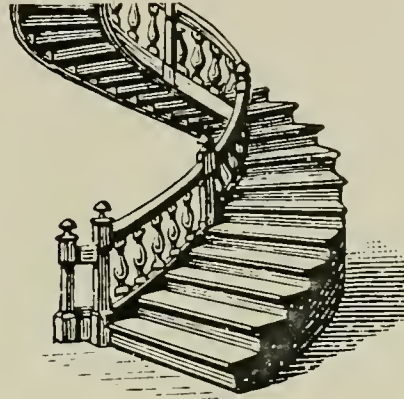












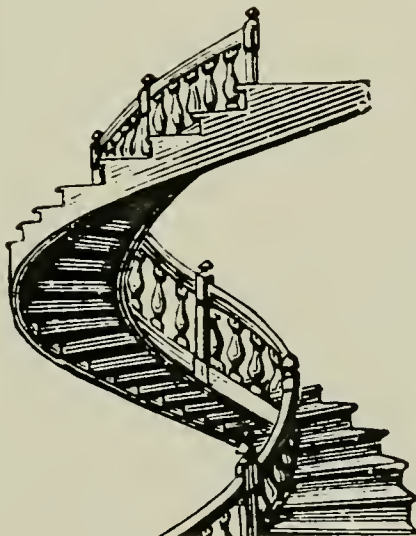
---

**T**he Great American Salvage Co. provides commercial customers with structural and decorative elements that can be incorporated into any phase of new construction or renovation.

For architects, contractors, and other designers looking for unique building materials, our collection can offer creative solutions to design problems.

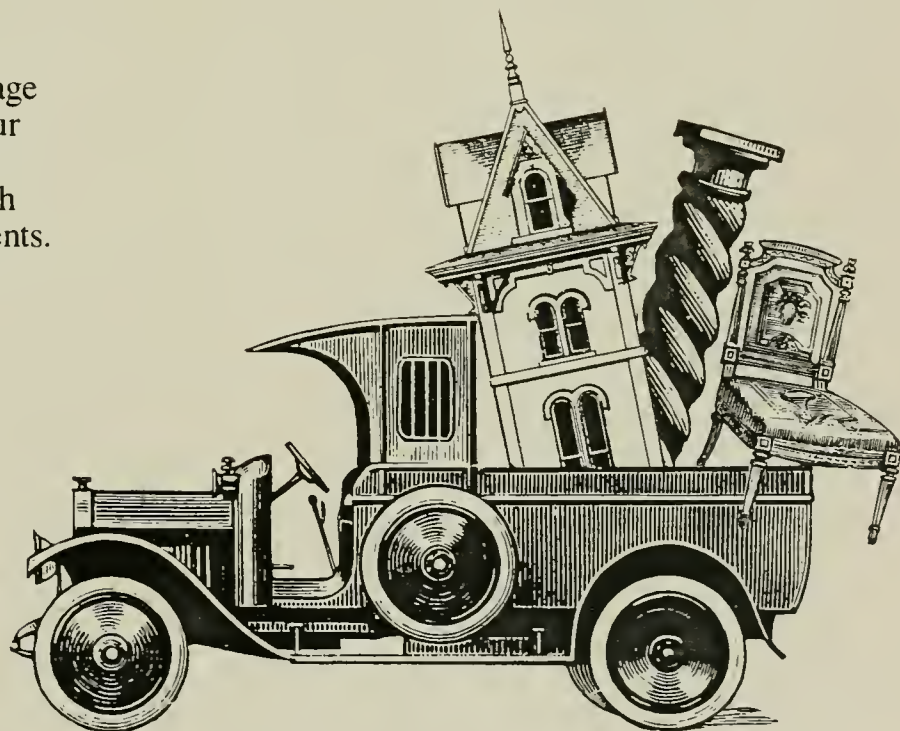
Restaurateurs plan rooms around themes suggested by our bars and back bars and shopkeepers find distinctive alternatives to standard, pre-packaged display furniture.

For display and set designers, we also collect hard-to-find props and objets d'art that range from the utilitarian to the decidedly whimsical. And for display departments, we offer flexible rental or purchase agreements.



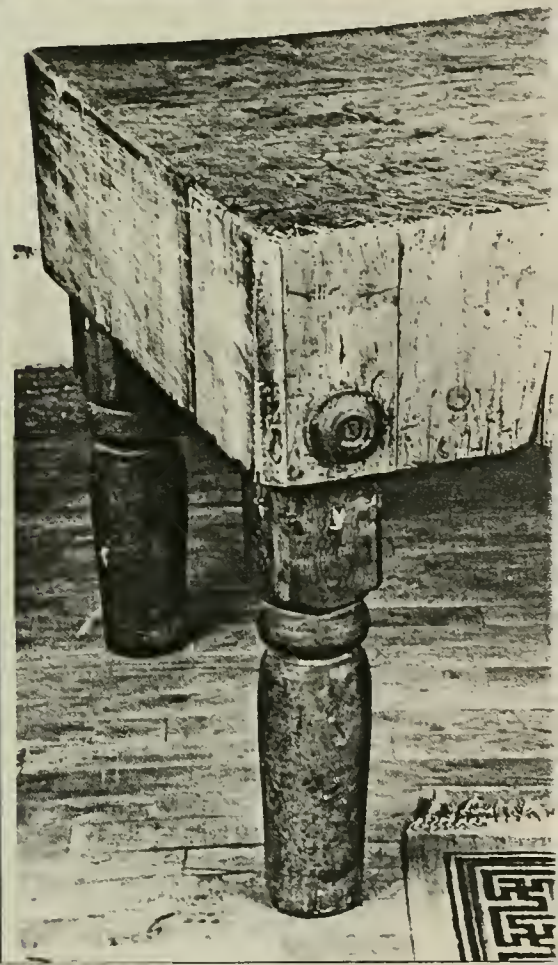
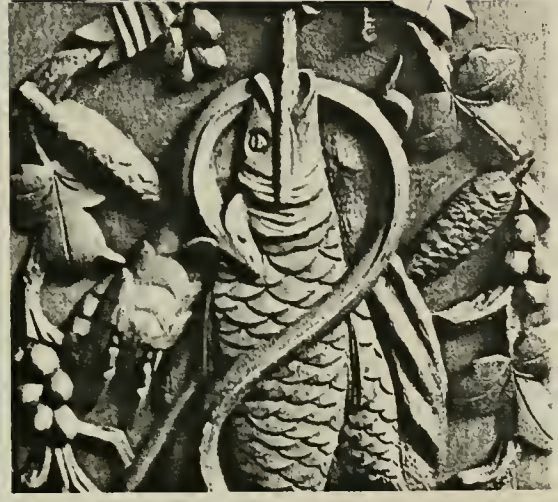


7  
visit our showrooms and examine  
the resources destined for fine homes,  
movie sets, department stores, and  
mansions in the U.S. and abroad.  
Since our unique and expanding  
inventory changes constantly, we encourage  
you to visit us for an appreciation of our  
entire collection. We can also tell you  
about recently completed projects which  
relate to your own current requirements.  
We look forward to meeting and  
serving you.



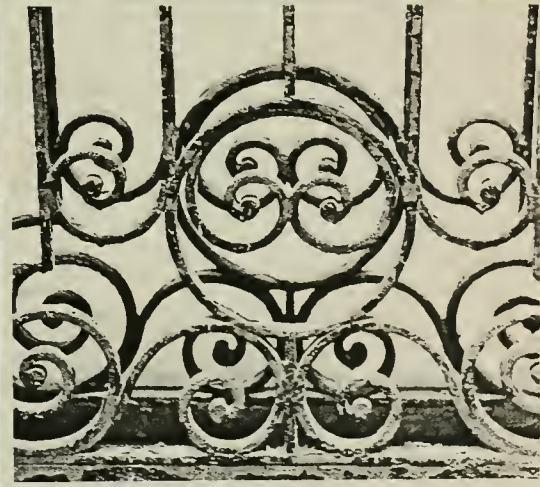
















# The Great American Salvage Company

By Paul Vermouth, Jr.

Are you looking for a porcelain doorknob or a Victorian door to accent your house? A stained-glass window or a fireplace mantle? A nineteenth-century bar or a twenty-foot spiral staircase? If not, maybe you'll be interested in a glazed and gold Art Deco movie theater facade measuring 14x20 feet, or an etched-glass movie theater kiosk. Or perhaps you'd just like to have a restaurant designed, or to move part of your Victorian house to Hawaii?

The Great American Salvage Company of Montpelier, Vermont, can supply all of these goods and services. And more, as the owners of some shops in the Colony Mill Marketplace have discovered. The fine Victorian doors and some of the interior decoration at *Nathan's* came from the Great American Salvage Company. So did some of the stained glass in *Phil's*, and the impressive Victorian drug store fittings being used by the Mill's new cigarette and tobacco shop.

The Vermont firm doesn't just cater to business customers. According to Stephen Israel, president of the company, much of the concern's New England business comes from residential clients who want to add a bit of the past to their homes.

The Great American Salvage Company began operating a little over four years ago. Israel says that one of the reasons for starting the business was a feeling that fine

things made in the past should not be wasted. "I used to watch magnificent structures being totally demolished, and... I felt it was a kind of sacrilege," Israel says. Craftspeople might have spent twenty years learning how to make some of the things they put into those buildings, and yet their work was being completely destroyed. Out of this experience came the idea of saving some of the irreplaceable things and offering them to the public. Together with Steve Tillotson and Phil Godenschwager, Israel formed the Great American Salvage Company to do just that.

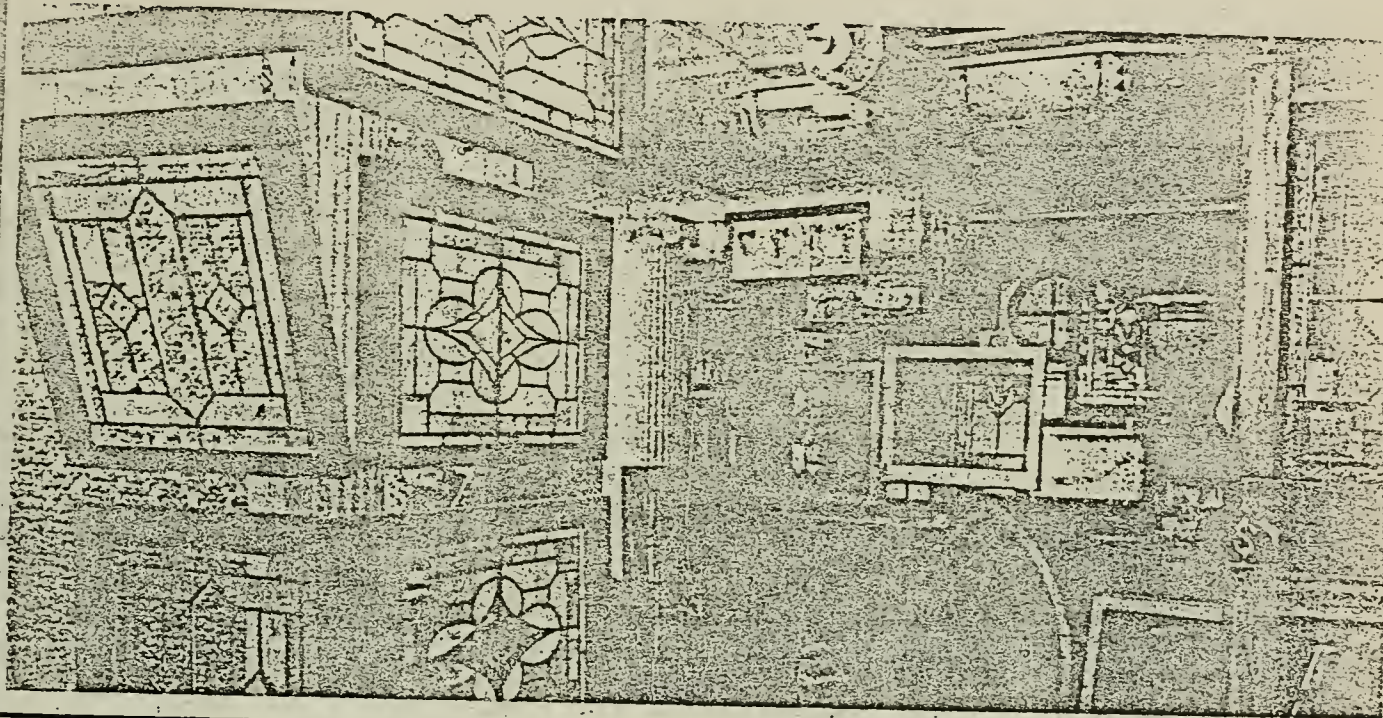
Israel is not entirely comfortable with being called 'president' of the company, although technically that is his title. "I understand that there has to be some way to describe me," he says, "but other people here are equally important. I think quite frankly that the reason we've been as successful as we have is that the people we have working here are all very much part of the business. We do have quite a few employees, and each of them is very critical to the operation. There's no real hierarchy here — everybody pitches in and does what has to be done. I'm really only one of the workers. And I'm not just being modest. I mean that..." Who are the other key people, apart from the three founders? Well, there's Suzanne Hayes, and Brian Thompson, and... the list is endless.

Hierarchy or not, the Great American Salvage Company has become a successful business. Its full-time salvage team ranges

**Great American Salvage Co.**  
 ARCHITECTURAL ANTIQUITIES  
 Building Materials and Antiques  
 from Another Time  
 Doors, Windows, Columns  
 Mantels, Stairs, Glass  
 Fireplaces, Stoves, Cases  
 and more...  
 1000 North Main Street  
 Montpelier, Vermont 05602  
 Phone: (802) 253-1111







Graphics courtesy Great American Salvage Co.

over one-thousand miles from Montpelier, using special tools and techniques it has developed to collect old materials. The company also operates a stained-glass workshop, has a design department, and offers a range of woodworking services. Great American Salvage recently designed and built the main concourse at Bloomingdale's Department Store in New York City, using a large number of things saved from other buildings; and it is currently finishing work on a restaurant. The company now has a New York office, in addition to the Vermont one. And the firm sells or rents properties to movie companies. According to Israel, some of the props in several of the latest Woody Allen movies have come from Great American Salvage.

Israel thinks that the recycling of architectural items "offers people an exciting

opportunity to deal with their own houses. These things are like art. They certainly go up in value, and it's like adding antiques to your house... building with antiques." He feels that craftspeople working in the building trades years ago were probably a lot better suited to making some things than we are today because of their knowledge, tools, and the high quality materials they had to work with. "We can always mimic, but we can't replace antiques," Israel says.

Many of the things sold by the Great American Salvage Company have already been restored, because this offers clients more versatility, and they know what they're getting. "Something that has not been restored," says Israel, "could be covered with a hundred years' worth of paint, and you won't know whether it's

cracked or split underneath." But if it's stripped down, that type of thing is easier to see.

Prices of salvaged material range from a few dollars to many hundreds or thousands, depending on what a client is buying. Whether you consider a particular thing expensive will undoubtedly depend on your perspective. "You couldn't manufacture any of these items for what we ask for them," says Israel, "...and there are always all kinds of interesting things kicking around here that are — dollars, but not hundreds of dollars."

How much of that Victorian house did they actually move to Hawaii? "Oh, quite a bit of it," Israel says, "It's all a matter of course. It's very exciting. We enjoy doing all that kind of work."

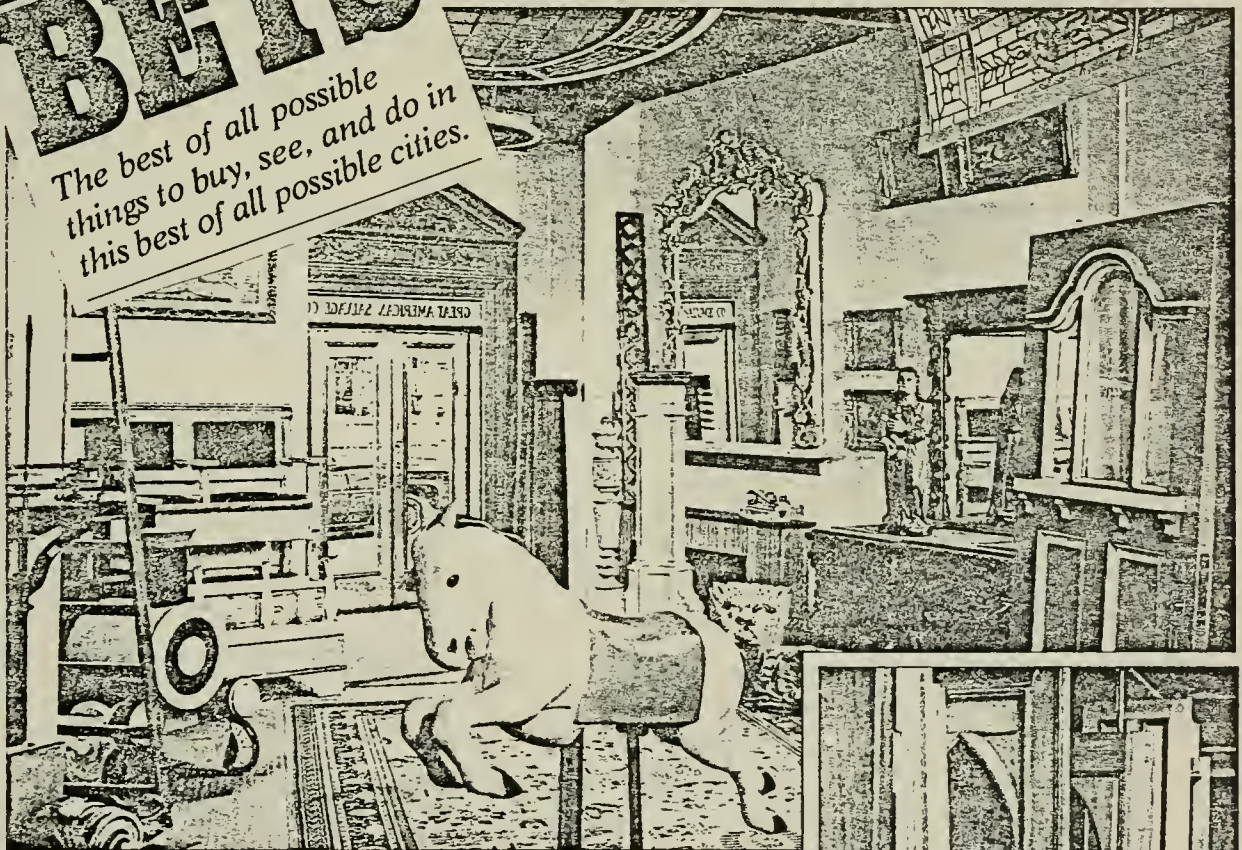




# NEW YORK

## BEST BETS

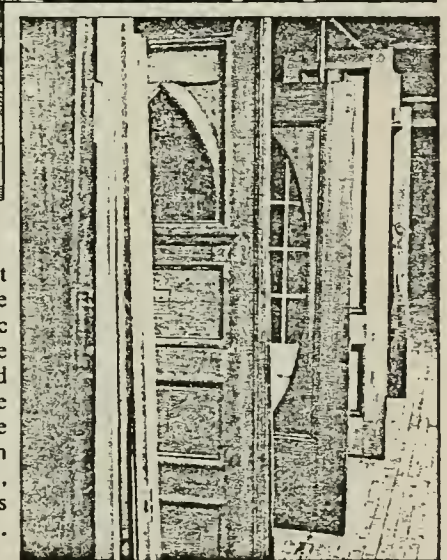
The best of all possible things to buy, see, and do in this best of all possible cities.



### The Past Roundup

Why wasn't the Great American Salvage Company in New York when we went trekking around in the Connecticut mud last spring in search of an antique pedestal sink? Never mind: President Steve Israel has brought down a terrific amount of inventory from his warehouse and shop in Vermont, and he's here now, with sinks (\$275 to \$345) and lighting fixtures (\$85 to \$2,500) and paneled front doors (\$125 to \$725)—all displayed in a splendor that seems quite appropriate. There is the occasional carousel horse too, as well as those little metal airplanes that used to make us so sick at amusement parks. There's even the entire façade of a movie palace, the Norris Theater, from Norristown, Pennsylvania. And a Stone Room, with terra-cotta and granite ornaments from buildings that are no longer with us. And *more* where they came from.

GREAT AMERICAN SALVAGE COMPANY/34 Cooper Square/505-0070







CREATIVE SOLUTIONS

# Salvage Firm Has Old-Fashioned Touch

By Debbie Seaman

NEW YORK—Advertising with an old-fashioned touch has not gone out of style, for all the talk about state-of-the-art advertising. When agencies and production companies don't want their commercials to look up-to-date, the search for the *objets d'art* that will give a spot or print ad the right atmosphere or touch of class lead

mercial production companies.

Jaguar Productions, for example, rented a beautiful marble sink and bathtub from Great American Salvage Co. for use in a Lysol spot by SSC&B. Park Place Productions went there to get an old-fashioned shoeshine stand for a Berkshire Hosiery spot done by its in-house agency, and Bill Fertik rented leaded sidelights there for a Scope commercial by Benton & Bowles.

Great American Salvage Co., started in Montpelier, Vt. about six years ago by former construction worker Steve Israel, opened its doors in Cooper Square on Washington's Birthday of 1983. "This is just the tip of the iceberg," said Great American Salvage partner Steve Corwin as he led a tour through the enormous showrooms down stairs and up. Yet, while the main warehouse is in Vermont, it sends a truckload full of architectural antiques to New York every two to three weeks, and the collection is formidable.

A visitor to Great American Salvage Co. could get lost for hours examining the goods, and Corwin likened the place to "a little Fantasy Island" for people who wander in and mentally design their dream houses there. For many, it's the real thing. Pointing to a birdcage elevator gleaned from an old hotel in the Adirondacks, Corwin noted that he'd sold one of those last month to a man with a townhouse in Greenwich Village who wanted to put a hot tub inside it. "What's great about this is that someone can look at something like this and come up with a whole other way to use it," Corwin said.

In one area of the showroom is an old soda fountain complete with nickel-plated soda cannisters and a marble counter. Not far away is a bar from the South Side of

Boston that Joe Kennedy reportedly used to frequent ("With bars and Joe Kennedy, it's kind of like 'Washington slept here,'" Corwin chuckled.) One can even spot a bullet hole in it from a 1930s shootout.

Other Great American Salvage goodies include 1928 Art Deco stained-glass panels and facade from the Norris Theatre in Norristown, Pa., a church confessional booth, a room full of stonework and hand-carved woodwork salvaged from buildings, ionic columns, brass library reading lights, an old barbershop set, moose heads (very popular) and much more. The company also has the know-how and facilities to duplicate items.

While most of the film companies have the budgets to buy what they need from the company, Great American Salvage's

## People wander in and mentally design their dream houses there.

advertising clients are predominantly renters. This can be risky, Corwin admitted: "In September, a production crew took a beautiful mahogany door and painted it white. And they showed no remorse, either."

Although the company has had troubles with damage to rented antiques, Corwin said it is working those problems out. One way is to demand up front not only a check for the amount of the rental but a check to cover the full cost of the antique. If it is damaged, Great American Salvage Co. will charge the cost of the repairs.

Rental costs range from 15 to 20 percent of the selling prices of the items. The dentist's office, for example, rents for about \$500 per week. Prices are higher—\$2,500 to \$5,000 a week—for a turn-of-the-century barroom or a Victorian drugstore. Most of the rentals, however, are in the hundreds-of-dollars-per-week range.

Founder Steve Israel, who grew up on Long Island and in New York City, became a construction worker in the late 1960s, building stages for musicians in Woodstock, N.Y. He eventually moved to Vermont to raise cattle, using his spare time to keep a hand in construction by helping to dismantle old buildings. This is how he started collecting architectural antiques, which he housed with the livestock. "After five years with the cows, I had quite an inventory," remembered Israel, reached at the Great American Salvage Co. warehouse in Montpelier.

One day, however, the cows got loose and demolished some of Israel's collection, and he made the decision that would change his life.

"I sold the cows the next day and went into business," he said.



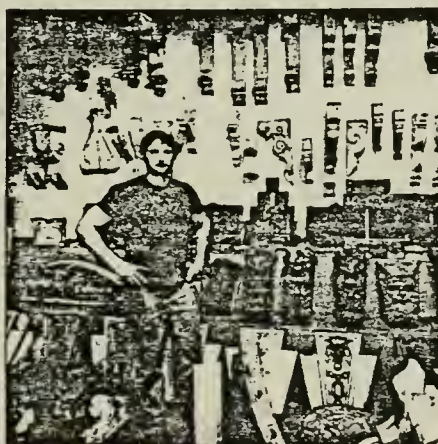
Steve Corwin with a cutout colonel.

them to the doors of the Great American Salvage Co. in downtown Manhattan.

Housed in the old Hartz Mountain building in Cooper Square, Great American Salvage sells and rents "architectural antiques" ranging from stained-glass windows and gargoyles to a 1930s dentist's office set and a turn-of-the-century barroom. Along with individual collectors, the company's clientele has included photographers, film production companies—"Sophie's Choice" and the forthcoming "Cotton Club" are among the films it helped furnish sets for—and, increasingly, com-



Corwin in antique dentist's chair (left), Steve Tillotson, company vp, in gargoyle room.

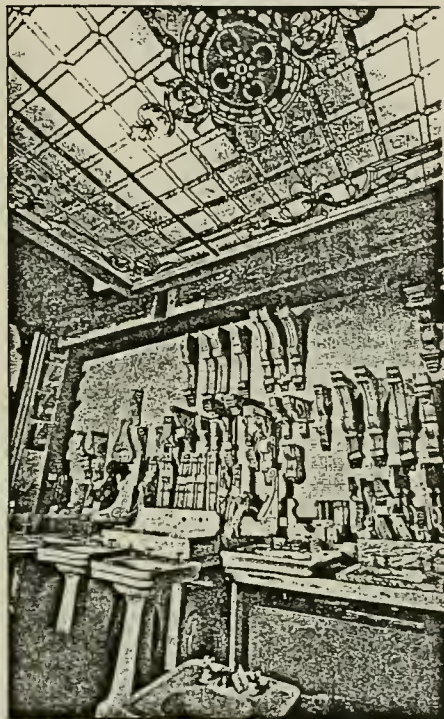








What began with a rampaging bull has turned into a profitable business for Steve Israel. He is discovering artifacts from old buildings are quite popular items.



# Want real salvages? Steve Israel's got 'em

By Gay Jervey

It all started in 1974 when the barn got too small. In his spare time, Steve Israel, a New York escapee raising cows and carpentering in Vermont, would tear down old buildings and keep many of the main fixtures—bathtubs, doors, mantelcases and so forth—for himself and his friends.

Not knowing quite what to do next, he packed the spoils knee-deep in his barn, along with the mooring animals. Everything might have stayed this way were it not for a wayward bull that, on a windy prow for heifers, slammed his way through the remains of an old Victorian house that had taken Israel a month to dismantle.

"He was in heat, so I couldn't really blame him," Israel says now with a laugh. "But when it got to the point where the animals are demolishing the artifacts—not to mention the fact that my Harley-Davidson and my salvage both had moved into the kitchen I knew I had to do something."

"Something" turned out to be selling his animals, buying a warehouse and going full-ahead into the business of dismantling buildings and restoring their parts—for a profit. Much of what Israel now collects eventually finds its way into the hands of private individuals looking for that special, old-fashion touch and—increasingly—to movie studios and ad production houses in need of authentic, ready-made and often red-to-find props.

Today, Israel—who has kept his jeans and boots and clearly still hoists a hammer or two as founder and president of Great American Salvage Co., with offices in Montpelier, Jacksonville, Fla., and New York. The New York office was added several years ago to appease the growing trickle of New Yorkers making the trek north to check out what has been described as "acres and acres" of doors, bathtubs and fixtures in the Vermont headquarters.

He oversees a staff of about 15 fulltime employees, most of whom are carpenters and professional "salvagers" who travel the country, carefully dismantling and then removing architectural antiques—ranging from mansions to movie theaters to YWCAs—all which otherwise would be doomed to the junkyard.

In fact, a key piece recently sold to a Florida university was an eight-foot art-deco facade from the Norris Theatre in Norristown, built on the eve of the Depression. Great

American Salvage had to develop special tools to remove the facade—made of gold salt-glazed tiles. It took more than 300 hours to remove.)

"In the old days, it wasn't a bit unusual for the Hearsts and the Rockefellers of the world to bring things over from a house in England for their own estates," says the 38-year-old Israel, who has maintained the laid-back, pleasantly surprised demeanor of a country hippie turned successful entrepreneur. (Remember, this is a man who once built handstands for outdoor rock concerts in Woodstock, N.Y.)

"But now these kinds of things are becoming more valuable, and harder and harder to find. Even so, I didn't realize just how much demand there would be until I started doing this professionally," Israel adds, with a sweep of his arm taking in the bustling morning activity in the Manhattan offices—faceless voices hidden behind huge boxes shout friendly "Be carefuls" as they carry in a new truckload of wares.

Originally, most of American Salvage's business came from the private sector, fueled largely by word of mouth.

These days, though, the company has ventured into the world of advertising, which has helped to attract the attention of Hollywood, Madison Avenue and corporate clients. American Salvage, which creates its ads in-house, regularly runs schedules in the likes of *Country Home Journal*, *Metropolis*, *New York*, the *New York Times* and *Restaurant Supply*.

For example, it currently is advertising in both the *New York Times* and the *Wall Street Journal* to attract buyers for parts of a house designed by the famous architect Stanford White.

(The items may be at a premium because of the notoriety White gained when in 1906 he was shot on the roof of Madison Square Garden by his mistress' husband, millionaire Harry Thaw.)

No doubt pieces of the White mansion eventually will end up in American Salvage's cavernous warehouse/showroom on Cooper Square in downtown Manhattan, a burgeoning locale for ad production houses and photography studios.

There it will be neighbor to such items as a vintage 1950s jukebox with songs like "South Pacific," "B-15" and "Pony Tail"; a 25-ft. spiral staircase that hangs snakelike from ceiling beams; a turn-of-the-century dentist's chair that looks frighteningly usable; a vin-

tage old-fashion soda fountain touting mint chocolate chip; several intact saloons and apothecary shops; more mirrors than one can count, and rows of claw-foot sinks and bathtubs, which Israel describes as particularly "hot" right now.

Turn the corner and there's a bar that has been featured in at least one Michelob ad, via Ted Bates Advertising/New York. Representatives from Anheuser-Busch's various production houses are, in fact, frequent visitors to American Salvage.

Look to the left and you'll find an old-fashion shoe-shine stand, similar to one used in an ad for Berkshire Hosiery (in-house), as well as to one recently purchased by Woody Allen for use in his new, not-yet-released movie.

Other films that can claim artifacts from American Salvage include "The Four Seasons," "Purple Rose of Cairo" and "Sophie's Choice," and this spring Dustin Hoffman stopped in to buy props for his production of "Death of a Salesman."

The client roster for ad campaigns is likewise varied: AT&T has used large Ionic columns (D'Arcy MacManus Masius) and so has Burger King (J. Walter Thompson USA); Procter & Gamble has leased leaded sidelights for Scope mouthwash and porch columns—apparently a hot commodity—for Pampers disposable diapers (both Benton & Bowles); an apothecary shop was featured in a Nestle ad for Taster's Choice coffee (Leo Burnett USA), and Lehn & Fink has rented marble sinks and tubs for Lysol disinfectant ads (SSC&B).

That bathtub Gloria Vanderbilt languishes in in her fragrance ads (Geers Gross) also is from American Salvage.

In addition, the company does an impressive amount of corporate business. In 1983, it set Bloomingdale's 1983 Americana exhibit end has since installed an old-fashion apothecary shop in the lobby of Hoffman-LaRoche, the Nutley, N.J.-based pharmaceuticals giant.

"We also do a large restaurant volume. For example, we did a lot with the Odeon," Israel says, referring to a Manhattan eatery that has managed to maintain a certain countergarde chic for several years.

As opposed to movie studios—which normally buy props from American Salvage and keep them for future use—ad production houses and photographers tend to rent because of the short time that they need the items.

Normally, it is the stylists who ferret the materials, assembling whatever scene demands.

Although American Salvage is the only such resource—Urban Archaeology in Soho comes to mind—it gets particularly high marks for quick, friendly and the wide range of its offerings.

"If somebody said, 'Go find a chair place,' I would head for American Salvage," says Sandy Samarge, a Manhattan stylist who has sought the company more than one occasion.

"The great thing about them is the such unusual stuff, often very large that you would have trouble finding at prop house. You find that you want to go back just to see what they have. Ms. Samarge, who also has bought for her Upper West Side apartment vintage.

"Each one of these sorts of places own kind of personality. You think of for special things," says Jack Reznick photographer who most recently from American Salvage both a fireplace an old-fashion bathtub for Reader's layouts.

"I needed a fireplace for a Christmas of a husband giving his wife a present tub for a direct-mailing piece promotion stories coming up in the magazine, went right to them.

"The great thing is that if they can what you need in New York, they will for it from their Vermont offices."

(This particular tub shot called "dead" bride in an old-fashioned tub, as a teaser for an upcoming Reader's serialization.)

If Israel and crew have their way, the end of the decade there will be American Salvage branches in several spots across U.S. He is eyeing San Francisco as immediately promising.

"Now that he has seen where it is, Steve is really determined to make this big," said one of his employees.

"First of all, the demand is proving and, secondly, he really loves this business. He feels as if he's giving people a little history that might otherwise be lost."

P.S. Some things never change: Steve Israel may have sold off his cows and moved to a 200-acre farm, but he still proudly clings to the barn spilling over with excess salvaged material. No bulls, though.





The first part of the document discusses the importance of maintaining accurate records of all transactions. It emphasizes that every entry, no matter how small, should be recorded to ensure the integrity of the financial statements. This includes not only sales and purchases but also expenses, income, and any other financial activity. The text explains that proper record-keeping is essential for identifying trends, managing cash flow, and complying with tax regulations.

Next, the document addresses the process of reconciling bank statements. It highlights that regular reconciliation is crucial for detecting errors, such as bank charges or unauthorized transactions, and for ensuring that the company's records match the bank's records. The text provides a step-by-step guide on how to perform a bank reconciliation, from gathering the necessary documents to comparing the two sets of records and resolving any discrepancies.

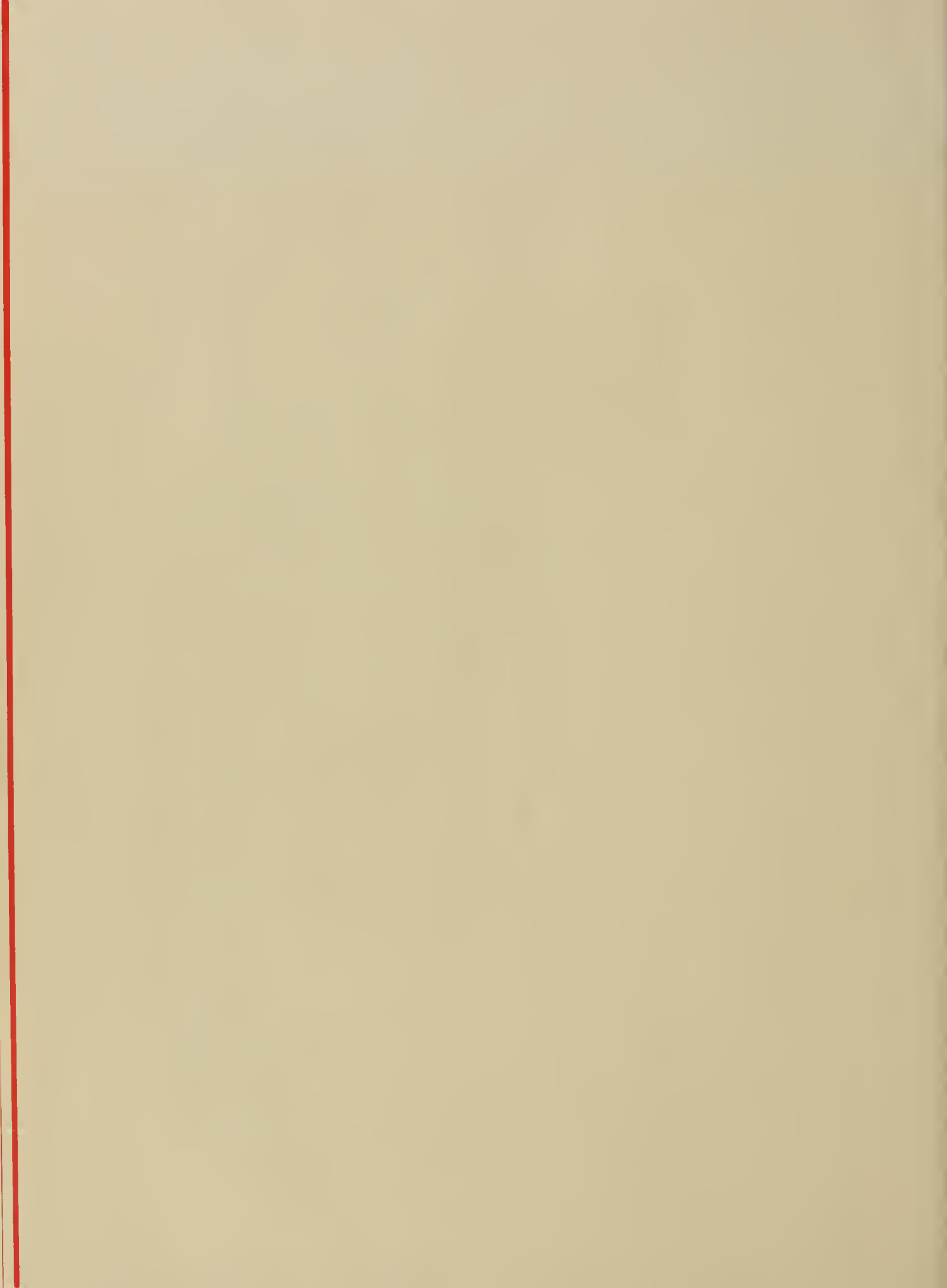
The third section focuses on the classification of expenses. It details how to distinguish between different types of costs, such as fixed and variable expenses, and how to allocate them to the appropriate cost centers or departments. This classification is important for determining the true cost of production and for making informed decisions about pricing and resource allocation. The text also discusses the importance of tracking indirect costs, which are often overlooked but can significantly impact the overall cost structure.

Finally, the document concludes by emphasizing the role of accurate financial data in decision-making. It states that reliable information is the foundation for strategic planning, budgeting, and performance evaluation. By maintaining high standards of financial record-keeping, management can gain valuable insights into the company's financial health and make data-driven decisions that drive long-term success.



C. PRO FORMAS

1. Development Pro Forma
2. Operating Pro Forma
3. Construction Schedule
4. Notes to Pro Formas



# Myerson/Allen and Company

DEVELOPMENT PRO FORMA  
 BNS/C - #105  
 (Estimates in 1985 Dollars)

Total Gross Square Footage		92,730
Offices	54,060	
Retail	22,490	
Other - Restaurant	8,000	
- Chain Display	8,180	92730
Parking	0	
 Total Net Square Footage		85,200
Office	48,654	
Retail	21,366	
Other - Restaurant	7,000	
- Chain Display	8,180	

Construction Costs		
Rehab - @ \$48/GSF	4,451,040	
New Const	0	
Parking	0	
Site	250,000	
Other	0	
TOTAL		4,701,040

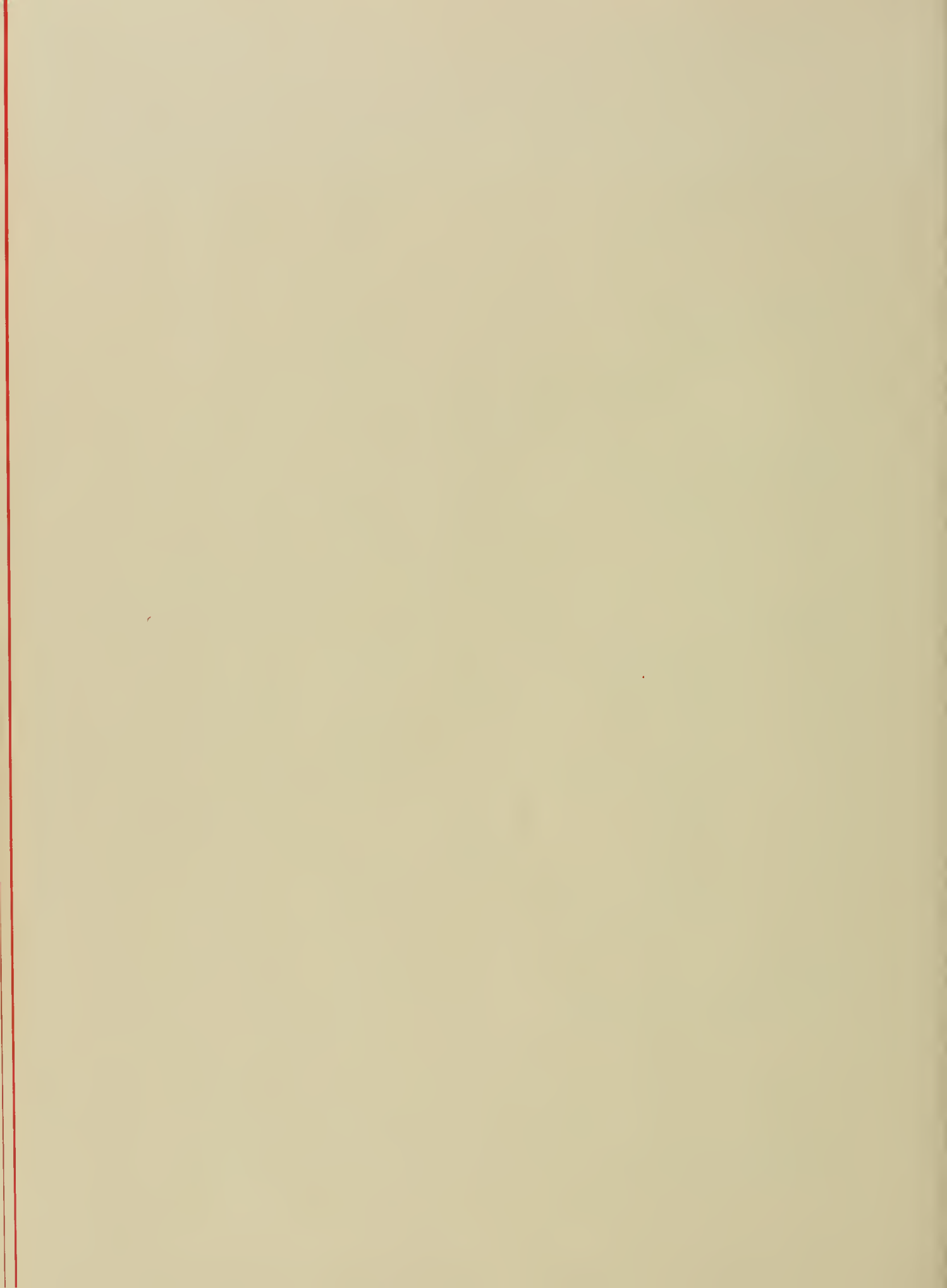
Related Costs		
Architect/Engineering (.05)	235,052	
Marketing/Brokerage	80,000	
Developer Fees (5% HARD, 4% RBC)	235,052	
Miscellaneous Fees		
Legal	100,000	← syndication fees
Accounting	10,000	
Insurance & Title	35,000	
Construction Loan Interest	468,750	
Months	18	
Interest rate	0.125	
% drawdown	50%	
Principal	5,000,000	
Financing Fees	100,000	
BRA Base Rent (12 months) .23 / NSF	19,255	
Other Related Costs		
Historical Consultation	5,000	

Chain Display Contribution	50,000	
Charlestown Neighborhood Contribution	96,274	
\$1.25/net leaseable SF		

TOTAL 1,434,383

Contingency (8% of \$ 1,434,383 +5% of const.) 349,803

TOTAL DEVELOPMENT COST 6,485,226



# Myerson/Allen and Company

## OPERATING PRO FORMA

(Estimates in 1988 Dollars)

(6% annual inflation factor used)

			1987	1988	1989	
Commercial Income						
Office (NSF@)	48,654	SF	16	734,400	778,464	825,172
Retail	21,366	SF	17	211,171	363,214	385,006
Other - Restaurant	7,000	SF	13	52,907	91,000	96,460
- Chain Display	8,180	SF	0	0	0	0
Parking	13,500			0	0	0
Potential Gross Income			998,478	1,232,678	1,306,638	
Vacancy	5	%	49,924	61,634	65,332	
Effective Gross Income			948,554	1,171,044	1,241,306	

---

Operating Expenses					
Office - \$/NSF=	3	\$/SF	137,700	145,962	154,720
Retail	4	\$/SF	80,625	85,462	90,590
Other - Restaurant	2	\$/SF	13,208	14,000	14,840
- Chain Display	1	\$/SF	7,717	8,180	8,671
TOTAL			239,249	253,604	268,820

Real Estate Taxes					
Office - \$/NSF=	2.5	\$/SF	114,750	121,635	128,933
Retail	2.5	\$/SF	34,240	53,414	56,619
Other - Restaurant	2.5	\$/SF	11,218	17,500	18,550
- Chain Display	0	\$/SF	0	0	0
TOTAL			160,208	192,549	204,102

BRA Base Rent 19,255 38,510 57,765

Net Income Available for Debt 529,842 686,381 710,620

Debt Service 527,985 527,985 527,985

Debt Coverage 1.3  
 CARD interest rate 9.5 %  
 principal 5,034,187 \$  
 term 25 yrs  
 \$/Mo/K@30yrs. 8.74

Cash Flow			1,857	158,396	182,634
BRA rent (25% of cash flow)			464	39,599	45,659
Net Cash Flow			1,393	118,797	136,976

---

Equity Participation					
Amount			1,451,039		
% of Total Dev. Cost			0.22		
Return on Equity			0.001	0.082	0.094
Return on Total Development Cost			0.082	0.106	0.110
Total Development Cost =			6,485,226		

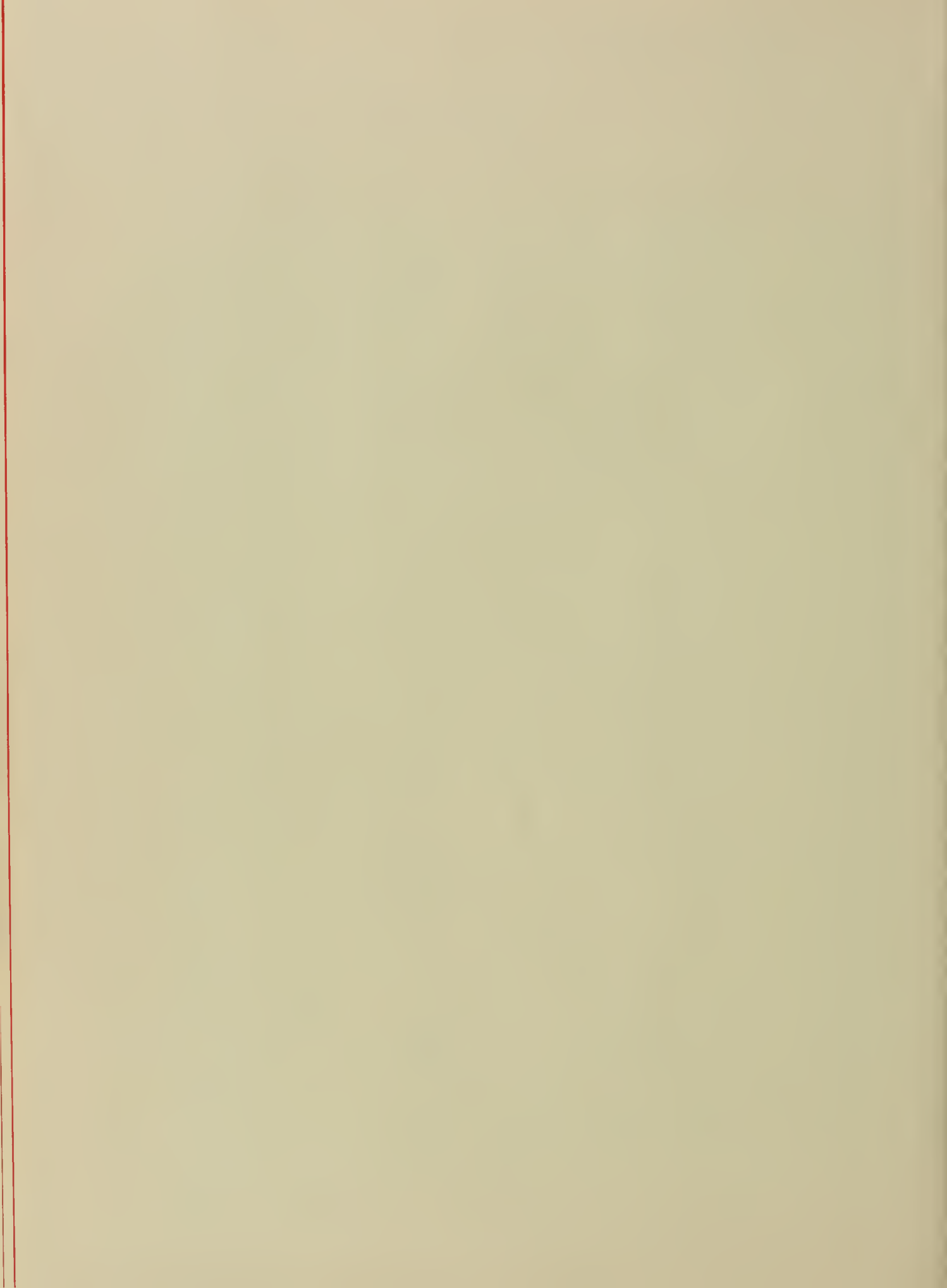




# Myerson/Allen and Company

## CONSTRUCTION BUDGET BNS/C - BLDG. 105

1	GENERAL REQRMNTS		225,000	4.78%
2	SITE WORK		300,000	6.38%
	a. demolition	125,000		
	f. utilities	40,000		
	g. paving/surfacing	85,000		
	h. site improvements	25,000		
	i. landscaping	25,000		
3	CONCRETE		200,000	4.25%
4	MASONRY		250,000	5.32%
	e. restoration/cleang.	90,000		
	b. new facade base	40,000		
	c. Forge flooring	30,000		
	d. transept - 2nd ave.	90,000		
5	METALS		350,000	7.44%
	a. restore structl framing	105,000		
	b. new framing/decks	230,000		
	f. ornamental metal	15,000		
6	WOOD		150,000	3.19%
	a. rough	25,000		
	b. finish	75,000		
	c. arch. woodwork	50,000		
7	THERMAL & MOIST.		370,000	7.87%
	b. insulation	90,000		
	d. membrane	20,000		
	e. flashing/sheet mtl	200,000		
	f. accessories/skylights	50,000		
	g. sealants	10,000		
8	DOORS & WINDOWS		500,000	10.63%
	a. doors/entrances	80,000		
	d. curtain wall	120,000		
	e. wood windows	160,000		
	g. glazing	140,000		
9	FINISHES		650,000	13.82%
	a. gypsum wallboard	180,000		
	h. painting	220,000		
	c. floors	200,000		
	d. misc.	50,000		
10	SPECIALTIES		25,000	0.53%
	b. signage	25,000		
11	EQUIPMENT		25,000	0.53%
12	FURNISHINGS		30,000	0.64%
14	ELEVATORS		155,000	3.30%
15	MECHANICAL		510,000	10.84%
	a. plumbing	80,000		
	b. fire protection	120,000		
	c. HVAC	310,000		
16	ELECTRICAL		350,000	7.44%
	a. service & distribution	40,000		
	b. lighting & power	250,000		
	c. special electrical	60,000		
	SUBTOTAL		4,090,000	86.96%
	O+P		613,500	13.04%
	TOTAL		4,703,500	1



## **Myerson/Allen and Company**

### **Notes to Financial Pro Formas Building 105, Charlestown Navy Yard**

1. Construction Loan Duration - While construction is estimated for one year, we have allowed for an additional six month period of construction loan interest for rent-up.

2. Chain Display Contribution - In addition to the rehabilitation of the public space in which we propose to place the display, we have budgeted a contribution of \$50,000. towards the creation of a display of the Chain Forge equipment, and added a museum planning consultant to the team to assist in that effort. The chain display will be developed into an attractive and informative part of the Boston National Historical Park. We feel it will be a positive contribution to the interior landscape and drama of the Chain Forge, as well as the Navy Yard and Park.

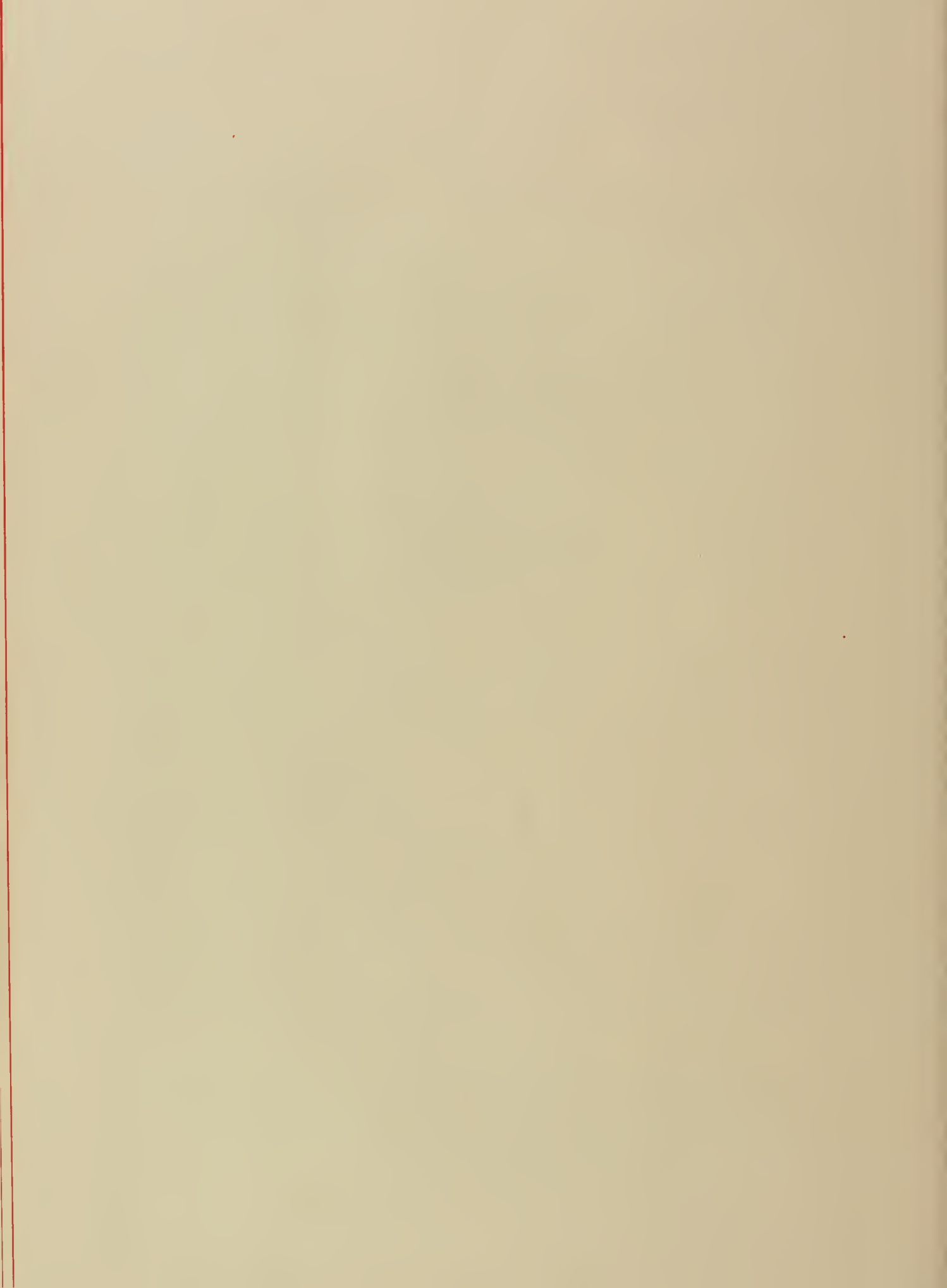
3. Charlestown Neighborhood Contribution - In lieu of any specified contribution, we have budgeted a payment of \$1.25/net leaseable SF to this fund. We are interested in making any reasonable and normal contribution, monetary or otherwise, and to that end are interested in discussing this item further.

4. Retail/Restaurant Income - Projecting a need to discount our retail and restaurant's rent for the first year due to concurrent leasing up and development in the Yard's other buildings, we have lowered our projected income in this year by 40%.

5. BRA Base Rent - In order to accommodate projected income limitations in the early years we have stepped the base rent over a four-year period: \$.25/SF in the first year to \$1.00/SF in the fourth year.

6. Permanent Financing - Since the project would qualify for CARD financing, we have structured the pro-forma using projected tax-exempt terms. However, we realize that such financing is currently being questioned at the national level and could be eliminated by the time the project comes on line. We are confident that conventional financing can work and would be willing to proceed without CARD should that be necessary.

7. Equity Participation - We intend to raise the necessary equity through syndication. Myerson/ Allen has successfully syndicated numerous historic rehabilitation ITC projects, and current legislative activity tends to favor retention of this tax-favored program.



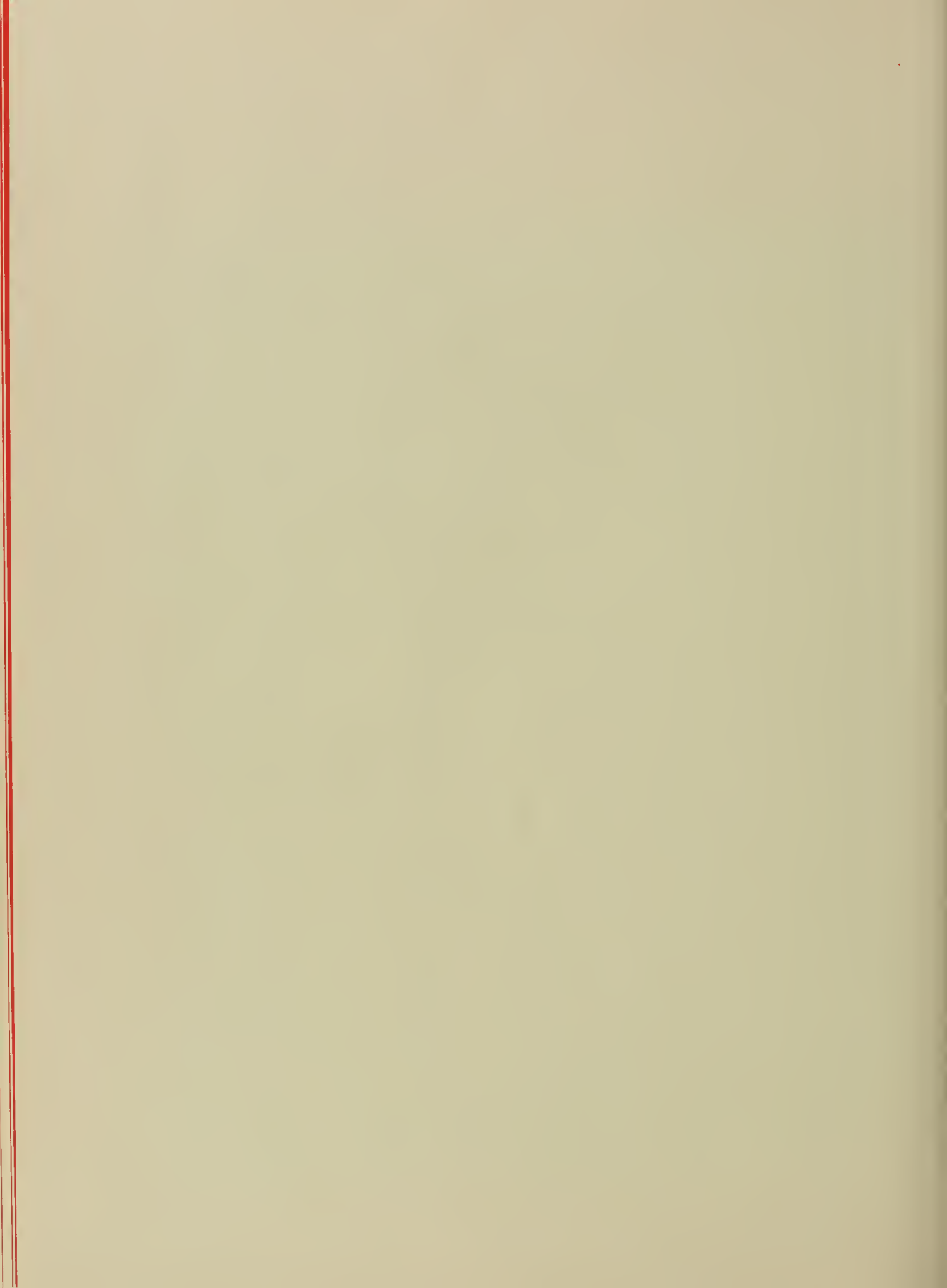






D. JOB GENERATION

1. Construction Jobs
2. Permanent Jobs



# Myerson/Allen and Company

## Job Development

### Building 105, Charlestown Navy Yard

Construction Jobs - We estimate that our one-year construction will generate approximately 60 jobs. Projected capture by City of Boston residents is 50%. A directed effort will be made to recruit workers and subcontractors from the Charlestown community and City of Boston.

Permanent Jobs - We estimate the generation of the following permanent jobs and job capture by Boston residents. Employers will be encouraged to recruit new employees from the community.

<u>Use</u>	<u>Floor Area</u>	<u>Total Jobs</u>	<u>Boston Jobs(@50%)</u>
1. Office	48654	250	125
2. Retail	21366	40	20
3. Restaurant	7000	50	25
4. NPS Chain Display	8180	4	2
5. Building Mngmt.	<u>0</u>	<u>6</u>	<u>3</u>
	85200	350	175

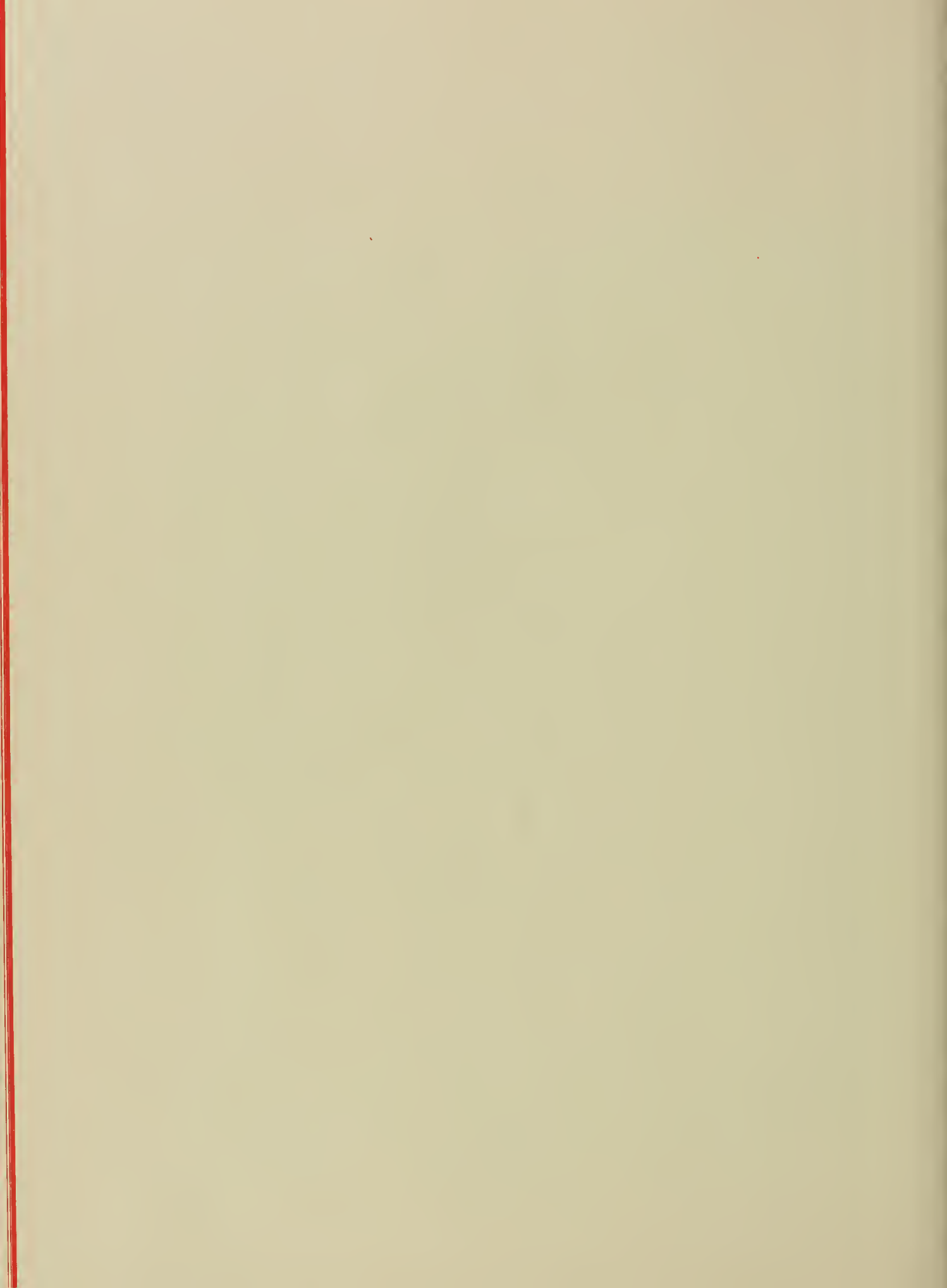








E. FINANCING





# Myerson/Allen and Company

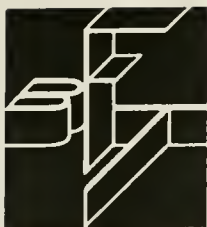
## FINANCING

The economic analysis contained in Section D assumes that CARD financing will be available for the project. We have used a tax-exempt interest rate of 9-1/2 percent over a 25-year term. These favorable terms have permitted us to project retail and office rents that are conservative: \$17 and \$16 per square foot, respectively. Under such conditions, a mortgage loan of \$5 million and equity of \$1,450,000 will be required.

It is likely, however, that the market will sustain rents that are 20%-25% higher by the time the building is ready for lease-up. It is also possible that tax-exempt financing will not be available, and a conventional mortgage loan will be needed. Assuming that conventional financing terms would be 12% over a 30-year amortization (with a possible 7-8 year balloon), and rents in the range of \$20 per square foot, a mortgage loan of approximately \$4,650,000 and equity of \$1,800,000 will be needed.

The attached letters from the Boston Financial Technology Group address both the debt and equity requirements of the project. Regardless of the source of the debt (CARD or conventional), BFTG will arrange for the admission of investor limited partners for purposes of providing the needed equity.





Boston Financial Technology Group, Inc.  
Mortgage Finance Group

225 Franklin Street, 29th Floor, Boston, Massachusetts 02110, 617/542-4475

September 30, 1985

Mr. John L. Allen  
MYERSON/ALLEN & COMPANY  
306 Dartmouth Street  
Boston, MA 02116

Dear John:

We are pleased to join with you in the proposal for Building 105 in The Charlestown Navy yard. As you know, BFTG has provided real estate financing on several of your projects.

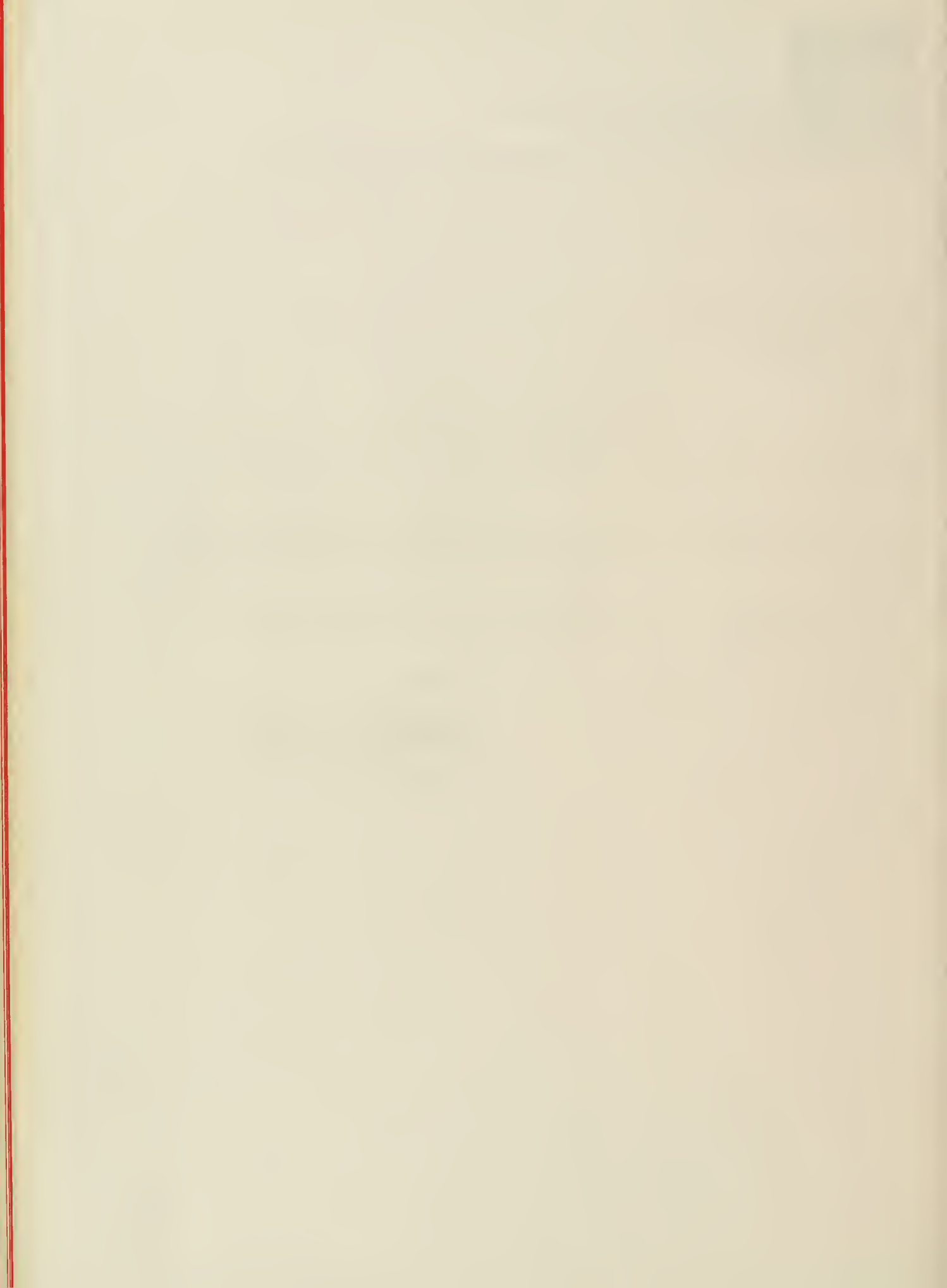
I have reviewed your proposal. In particular, I have analyzed the construction and operating budgets and feel confident that we can arrange the needed financing. The development would be attractive to several of our lenders.

I look forward to working with you on both the construction and permanent financing.

Sincerely,

George J. Fantini, Jr.  
Vice President

GJF/bhs



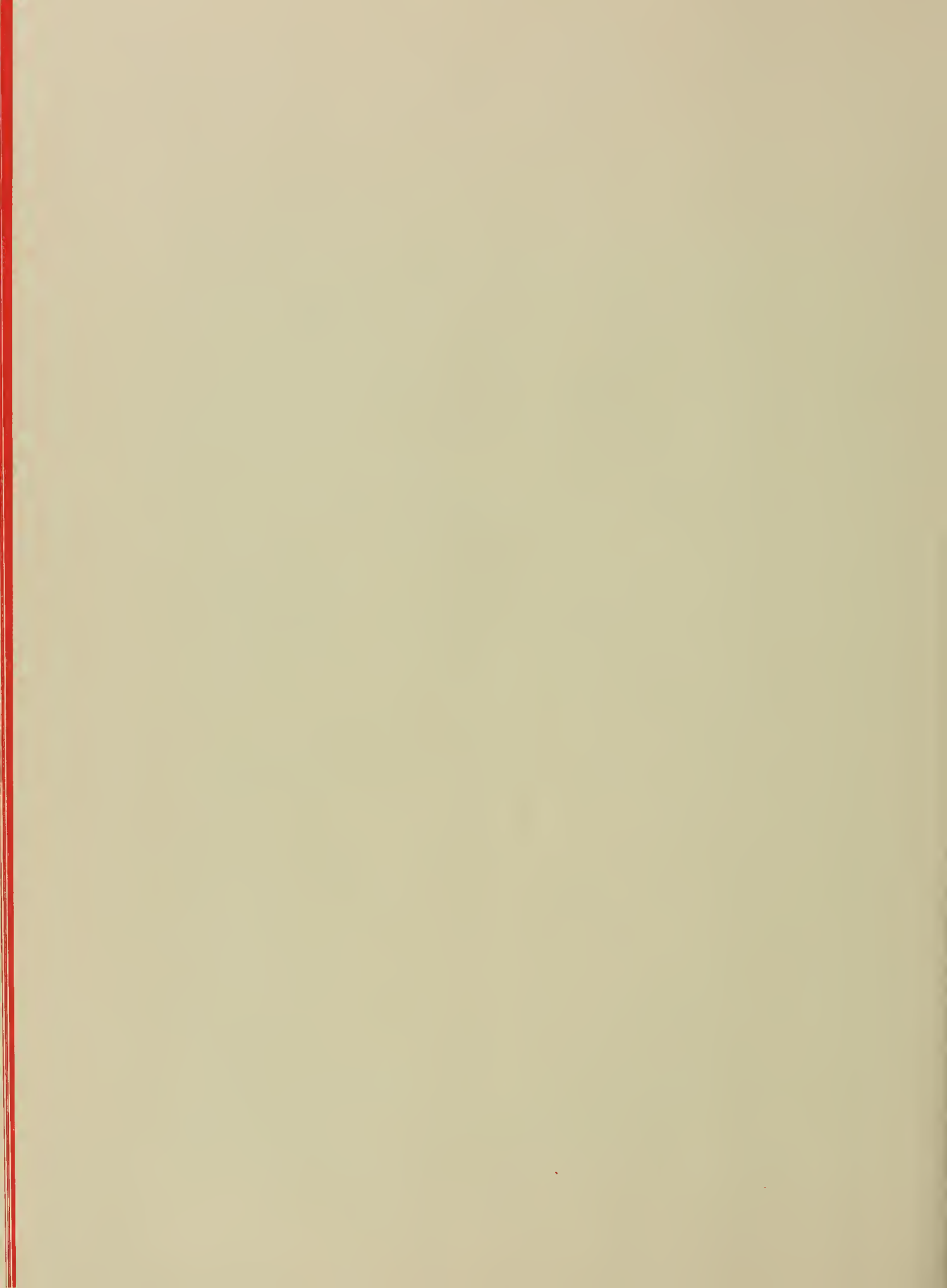






F. HUD FORM 6002

1. Redeveloper's Statement of Public Disclosure
2. Redeveloper's Statement of Qualifications  
and Financial Responsibility



PLEASE NOTE: THERE IS NO PAGE 4.

PART I

HUD-6004  
(9-69)

REDEVELOPER'S STATEMENT FOR PUBLIC DISCLOSURE<sup>1</sup>

A. REDEVELOPER AND LAND

1. a. Name of Redeveloper: The Chain Forge Company
- b. Address and ZIP Code of Redeveloper: c/o MYERSON/ALLEN & COMPANY  
306 Dartmouth Street, Boston, MA 02116
- c. IRS Number of Redeveloper: 034-30-6173 = Allen  
028-28-3152 = Faraca
2. The land on which the Redeveloper proposes to enter into a contract for, or understanding with respect to, the purchase or lease of land from

Boston Redevelopment Authority  
(Name of Local Public Agency)

in Historic Monument Transfer Area  
(Name of Urban Renewal or Redevelopment Project Area)

in the City of Boston, State of Massachusetts,  
is described as follows<sup>2</sup> Building 105, Forge Shop

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

- A corporation.
- A nonprofit or charitable institution or corporation.
- A partnership known as
- A business association or a joint venture known as The Chain Forge Company
- A Federal, State, or local government or instrumentality thereof.
- Other (explain)

4. If the Redeveloper is not an individual, or a government agency or instrumentality, give date of organization:  
To be organized
5. Names, addresses, title of position (if any), and nature and extent of the interest of the officers and principal members, shareholders, and investors of the Redeveloper, other than a government agency or instrumentality, are set forth as follows:

<sup>1</sup>If space on this form is inadequate for any requested information, it should be furnished on an attached page which is referred to under the appropriate numbered item on the form.

<sup>2</sup>Any convenient means of identifying the land (such as block and lot numbers or street boundaries) is sufficient. A description by metes and bounds or other technical description is acceptable, but not required.





- a. If the Redeveloper is a corporation, the officers, directors or trustees, and each stockholder owning more than 10% of any class of stock<sup>1</sup>
- b. If the Redeveloper is a nonprofit or charitable institution or corporation, the members who constitute the board of trustees or board of directors or similar governing body.
- c. If the Redeveloper is a partnership, each partner, whether a general or limited partner, and either the percent of interest or a description of the character and extent of interest.
- d. If the Redeveloper is a business association or a joint venture, each participant and either the percent of interest or a description of the character and extent of interest.
- e. If the Redeveloper is some other entity, the officers, the members of the governing body, and each person having an interest of more than 10%.

<u>NAME, ADDRESS, AND ZIP CODE</u>	<u>POSITION TITLE (if any) AND PERCENT OF INTEREST OR DESCRIPTION OF CHARACTER AND EXTENT OF INTEREST</u>
MYERSON/ALLEN & COMPANY 306 Dartmouth Street	Managing Redeveloper 80%
Paul Faraca 120 Boylston Street	Retail & Marketing Redeveloper 20%

6. Name, address, and nature and extent of interest of each person or entity (not named in response to Item 5) who has a beneficial interest in any of the shareholders or investors named in response to Item 5 which gives such person or entity more than a computed 10% interest in the Redeveloper (for example, more than 20% of the stock in a corporation which holds 50% of the stock of the Redeveloper; or more than 50% of the stock in a corporation which holds 20% of the stock of the Redeveloper):

<u>NAME, ADDRESS, AND ZIP CODE</u>	<u>DESCRIPTION OF CHARACTER AND EXTENT OF INTEREST</u>
John L. Allen	100% Ownership of MYERSON/ALLEN & COMPANY

7. Names (if not given above) of officers and directors or trustees of any corporation or firm listed under Item 5 or Item 6 above:

## B. RESIDENTIAL REDEVELOPMENT OR REHABILITATION

(The Redeveloper is to furnish the following information, but only if land is to be redeveloped or rehabilitated in whole or in part for residential purposes.)

<sup>1</sup> If a corporation is required to file periodic reports with the Federal Securities and Exchange Commission under Section 13 of the Securities Exchange Act of 1934, so state under this Item 5. In such case, the information referred to in this item 5 and in Items 6 and 7 is not required to be furnished.



1. State the Redeveloper's estimates, exclusive of payment for the land, for:

- a. Total cost of any residential redevelopment. . . . . \$
- b. Cost per dwelling unit of any residential redevelopment. . . . . \$
- c. Total cost of any residential rehabilitation . . . . . \$
- d. Cost per dwelling unit of any residential rehabilitation . . . . . \$

2. a. State the Redeveloper's estimate of the average monthly rental (if to be rented) or average sale price (if to be sold) for each type and size of dwelling unit involved in such redevelopment or rehabilitation:

<u>TYPE AND SIZE OF DWELLING UNIT</u>	<u>ESTIMATED AVERAGE MONTHLY RENTAL</u>	<u>ESTIMATED AVERAGE SALE PRICE</u>
	\$	\$

b. State the utilities and parking facilities, if any, included in the foregoing estimates of rentals:

c. State equipment, such as refrigerators, washing machines, air conditioners, if any, included in the foregoing estimates of sales prices:

**CERTIFICATION**

I (We)<sup>1</sup> \_\_\_\_\_  
 certify that this Redeveloper's Statement for Public Disclosure is true and correct to the best of my (our) knowledge and belief.<sup>2</sup>

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

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

\_\_\_\_\_  
*Signature*

\_\_\_\_\_  
*Signature*

Managing Redeveloper  
 \_\_\_\_\_  
*Title*

\_\_\_\_\_  
*Title*

\_\_\_\_\_  
*Address and ZIP Code*

\_\_\_\_\_  
*Address and ZIP Code*

<sup>1</sup> If the Redeveloper is an individual, this statement should be signed by such individual; if a partnership, by one of the partners; if a corporation or other entity, by one of its chief officers having knowledge of the facts required by this statement.  
<sup>2</sup> Penalty for False Certification: Section 1001, Title 18, of the U.S. Code, provides a fine of not more than \$10,000 or imprisonment of not more than five years, or both, for knowingly and willfully making or using any false writing or document, knowledge the same to contain any false, fictitious or fraudulent statement or entry in a matter within the jurisdiction of any Department of the United States.



PART II

HUD-6004  
(9-69)

REDEVELOPER'S STATEMENT OF QUALIFICATIONS AND FINANCIAL RESPONSIBILITY

(For Confidential Official Use of the Local Public Agency and the Department of Housing and Urban Development. Do Not Transmit to HUD Unless Requested or Item 8b is Answered "Yes.")

- 1. a. Name of Redeveloper: The Chain Forge Company
- b. Address and ZIP Code of Redeveloper: c/o MYERSON/ALLEN & COMPANY  
306 Dartmouth Street, Boston, MA 02116
- 2. The land on which the Redeveloper proposes to enter into a contract for, or understanding with respect to, the purchase or lease of land from

Boston Redevelopment Authority  
(Name of Local Public Agency)

in Historic Monument Transfer Area  
(Name of Urban Renewal or Redevelopment Project Area)

in the City of Boston, State of Massachusetts  
is described as follows: Building 105, Forge Shop

- 3. Is the Redeveloper a subsidiary of or affiliated with any other corporation or corporations or any other firm or firms?  YES  NO  
If Yes, list each such corporation or firm by name and address, specify its relationship to the Redeveloper, and identify the officers and directors or trustees common to the Redeveloper and such other corporation or firm. MYERSON/ALLEN & COMPANY - 80% owner of Redeveloper  
306 Dartmouth Street  
Paul Faraca - 20% owner of Redeveloper  
120 Boylston Street
- 4. a. The financial condition of the Redeveloper, as of \_\_\_\_\_, 19\_\_\_\_, is as reflected in the attached financial statement.  
(NOTE: Attach to this statement a certified financial statement showing the assets and the liabilities, including contingent liabilities, fully itemized in accordance with accepted accounting standards and based on a proper audit. If the date of the certified financial statement precedes the date of this submission by more than six months, also attach an interim balance sheet not more than 60 days old.)
- b. Name and address of auditor or public accountant who performed the audit on which said financial statement is based: J. Michael Hughes  
Melrose, MA 02176
- 5. If funds for the development of the land are to be obtained from sources other than the Redeveloper's own funds, a statement of the Redeveloper's plan for financing the acquisition and development of the land:

Please see attached





Part II

Q. #5

Debt financing for the Chain Forge building will be provided either through the CARD program or through conventional private sources. If private sources are used, construction and permanent financing will come from a thrift institution or a life insurance company. (Mr. George Fantini of BFTG is available to discuss this alternative in detail.)

Equity financing will be contributed by Investor Limited Partners through a Limited Partnership organized and marketed by BFTG, in conjunction with Paine Webber. (Mr. William Haynesworth is available to discuss this process in detail.)

The Redeveloper will supply interim financing from Redeveloper sources.



6. Sources and amount of cash available to Redeveloper to meet equity requirements of the proposed undertaking:

a. In banks:

NAME, ADDRESS, AND ZIP CODE OF BANK

AMOUNT

\$

Please see attached

b. By loans from affiliated or associated corporations or firms:

NAME, ADDRESS, AND ZIP CODE OF SOURCE

AMOUNT

\$

c. By sale of readily salable assets:

DESCRIPTION

MARKET VALUE

MORTGAGES OR LIENS

\$

\$

Please see attached

7. Names and addresses of bank references:

State Street Bank & Trust

Fleet National Bank

Patriot Bank

8. a. Has the Redeveloper or (if any) the parent corporation, or any subsidiary or affiliated corporation of the Redeveloper or said parent corporation, or any of the Redeveloper's officers or principal members, shareholders or investors, or other interested parties (as listed in the responses to Items 5, 6, and 7 of the Redeveloper's Statement for Public Disclosure and referred to herein as "principals of the Redeveloper") been adjudged bankrupt, either voluntary or involuntary, within the past 10 years?  YES  NO

If Yes, give date, place, and under what name.

- b. Has the Redeveloper or anyone referred to above as "principals of the Redeveloper" been indicted for or convicted of any felony within the past 10 years?  YES  NO

If Yes, give for each case (1) date, (2) charge, (3) place, (4) Court, and (5) action taken. Attach any explanation deemed necessary.

9. a. Undertakings; comparable to the proposed redevelopment work, which have been completed by the Redeveloper or any of the principals of the Redeveloper, including identification and brief description of each project and date of completion:

Please see attached





Part II

Q. #9

A. The following are all National Register of Historic Places restoration and rehabilitation projects using the Investment Tax Credit (ITC) and other tax considerations to raise equity from investor limited partners:

1. The Park - Luxury rental and condominium housing in Brookline, Massachusetts (1985).
2. Town Green - A mixed-use center in Wilton (Fairfield County), Connecticut (1985).
3. Hotel Danville - High-rise rental housing in Danville, Virginia (1984).
4. James Steam Mill - Mid-rise rental housing development in Newburyport, Massachusetts (1983).
5. Governor Oliver Ames Mansion - Restoration and commercial conversion in the Back Bay, Boston (1983).
6. General Shepard - Mid-rise rental housing in Westfield, Massachusetts (1982).
7. Joseph's - Restoration of offices and restaurant in Back Bay, Boston (1982).
8. Power Town - Scattered site low- and mid-rise rental housing, Turners Falls, Massachusetts (1983).

B. Other comparable recent projects:

1. City Place - Restaurants and shops at the State Transportation Building, Boston (1985-86).
2. Thirty Dean Road - Luxury condominiums (new and rehabilitated) in Brookline, Massachusetts (1985).
3. Cape Cod Mall - Enclosed regional mall (including Sears, Filene's, and Jordan Marsh) in Hyannis, Massachusetts (1980).



b. If the Redeveloper or any of the principals of the Redeveloper has ever been an employee, in a supervisory capacity, for construction contractor or builder on undertakings comparable to the proposed redevelopment work, name of such employee, name and address of employer, title of position, and brief description of work:

10. Other federally aided urban renewal projects under Title I of the Housing Act of 1949, as amended, in which the Redeveloper or any of the principals of the Redeveloper is or has been the redeveloper, or a stockholder, officer, director or trustee, or partner of such a redeveloper:

None

11. If the Redeveloper or a parent corporation, a subsidiary, an affiliate, or a principal of the Redeveloper is to participate in the development of the land as a construction contractor or builder:

a. Name and address of such contractor or builder:

None

b. Has such contractor or builder within the last 10 years ever failed to qualify as a responsible bidder, refused to enter into a contract after an award has been made, or failed to complete a construction or development contract?  YES  NO

If Yes, explain:

c. Total amount of construction or development work performed by such contractor or builder during the last three years: \$ \_\_\_\_\_.

General description of such work:

N.A.

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

<u>IDENTIFICATION OF CONTRACT OR DEVELOPMENT</u>	<u>LOCATION</u>	<u>AMOUNT</u> \$	<u>DATE TO BE COMPLETED</u>
N.A.			



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

AWARDING AGENCY

AMOUNT

DATE OPENED

N.A.

12. Brief statement respecting equipment, experience, financial capacity, and other resources available to such contractor or builder for the performance of the work involved in the redevelopment of the land, specifying particularly the qualifications of the personnel, the nature of the equipment, and the general experience of the contractor:

N.A.

13. a. Does any member of the governing body of the Local Public Agency to which the accompanying bid or proposal is being made or any officer or employee of the Local Public Agency who exercises any functions or responsibilities in connection with the carrying out of the project under which the land covered by the Redeveloper's proposal is being made available, have any direct or indirect personal interest in the Redeveloper or in the redevelopment or rehabilitation of the property upon the basis of such proposal?  YES  NO

If Yes, explain.

b. Does any member of the governing body of the locality in which the Urban Renewal Area is situated or any other public official of the locality, who exercises any functions or responsibilities in the review or approval of the carrying out of the project under which the land covered by the Redeveloper's proposal is being made available, have any direct or indirect personal interest in the Redeveloper or in the redevelopment or rehabilitation of the property upon the basis of such proposal?  YES  NO

If Yes, explain.

14. Statements and other evidence of the Redeveloper's qualifications and financial responsibility (other than the financial statement referred to in Item 4a) are attached hereto and hereby made a part hereof as follows:

CERTIFICATION

I (We)<sup>1</sup>

certify that this Redeveloper's Statement of Qualifications and Financial Responsibility and the attached evidence of the Redeveloper's qualifications and financial responsibility, including financial statements, are true and correct to the best of my (our) knowledge and belief.<sup>2</sup>

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

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

Signature

Signature

Managing Developer

Title

Title

Address and ZIP Code

Address and ZIP Code

<sup>1</sup> If the Redeveloper is a corporation, this statement should be signed by the President and Secretary of the corporation; if an individual, by such individual; if a partnership, by one of the partners; if an entity not having a president and secretary, by one of its chief officers having knowledge of the financial status and qualifications of the Redeveloper.

<sup>2</sup> Penalty for False Certification: Section 1001, Title 18, of the U.S. Code, provides a fine of not more than \$10,000 or imprisonment of not more than five years, or both, for knowingly and willfully making or using any false writing or document, knowing the same to contain any false, fictitious or fraudulent statement or entry in a matter within the jurisdiction of any Department





STATEMENT OF FINANCIAL CONDITION

JOHN L. ALLEN

MANCHESTER, MASSACHUSETTS

AS OF JULY 31, 1985



JOHN L. ALLEN  
STATEMENT OF FINANCIAL CONDITION  
SEE ACCOUNTANT'S COMPILATION REPORT  
JULY 31, 1985

Assets

Cash in banks	\$ 80,988
Notes receivable (Note 2)	530,659
Mortgages receivable (Note 3)	217,500
Investments	
Marketable securities (Note 4)	138,000
Real Estate (Note 5)	576,323
Myerson/Allen Management Co., Inc.	200,000
Liberty Gardens Management Co.	50,000
Prepaid expenses	55,000
Cash value of life insurance (Note 6)	10,000
Residence	110,000
Personal effects	60,000
	<u>\$2,028,470</u>

Liabilities

Miscellaneous Accounts Payable	2,500
Mortgage payable	52,908
	<u>\$ 55,408</u>

<u>Net Worth</u>	<u>\$1,973,062</u>
	<u>\$2,028,470</u>

The notes to the financial statement are an integral part of this statement.





JOHN L. ALLEN  
 NOTES TO FINANCIAL STATEMENT  
 (UNAUDITED)

Note 1: The accompanying financial statement includes the assets and liabilities of John L. Allen. Assets are stated at their estimated current values and liabilities at their estimated current amounts.

Note 2: Notes receivable in current subsequent years (1985 through 1987) existed as follows:

General Shepard	\$182,034
Danville House	247,500
Power Town	<u>101,125</u>
	<u>\$530,659</u>

Note 3: Mortgages receivable consisted of:

Receivable from:	
100 State Street Company	\$117,500
Bangor House Proprietary	<u>100,000</u>
	\$217,500

Note 4: Marketable securities are stated at their current fair market value and consisted of the following:

<u>Number of Shares</u>	<u>Description</u>
5,000	U. S. Treasury Notes
400	Beatrice Foods Co.
300	Exxon Corp.
300	GTE Corp.
800	Sonat Inc.
200	Tenneco Inc.
200	Thermo Electron Corp.
200	Union Pac Corp
400	Xerox Corp.



JOHN L. ALLEN  
NOTES TO FINANCIAL STATEMENT (CONTINUED)  
(UNAUDITED)

Note 5: Investments in real estate consisted of partial interests in the following:

Bangor House Proprietary	\$ 40,508
100 State Street Company	91,902
Oak Hills Company	21,266
Chateau Clare Company	32,250
New Hampshire Projects	60,397
Pittsfield, MA - Apartments	25,000
Bangor, Maine - Apartments	95,000
Berlin, N.H. - Apartments	95,000
Woonsocket, R.I.- Apartments	65,000
Portland, Maine - Apartments	50,000
	<u>\$576,323</u>

Note 6: John L. Allen owns a \$340,000 whole life insurance policy.



CERTIFICATION OF JOHN L. ALLEN

JULY 31, 1985

I hereby certify that the information presented in the preceding Statement of Financial Condition is, to the best of my knowledge, complete and accurate.

Date \_\_\_\_\_

Signed \_\_\_\_\_  
John L. Allen





STATEMENT OF ASSETS AND LIABILITY

FOR

PAUL A. FARACA

September 30, 1985

ASSETS

Cash

CD's Farm Credits, Balances \$ 100,000

Privately Held Investments (See Note 1)

Atlantic Book Company, Inc.

(Book distributing Company)  
"Reading Works" Retail Bookstore  
Cambridge, Mass.

22% Ownership \$ 100,000

Middleton Realty Trust

(Shopping Center, R.I.)

10% Ownership \$ 85,000

25,27,29 Towbridge Street, Newton Center

Mass. (Apartments)

100% Ownership \$ 450,000

45 Pond Avenue, Brookline

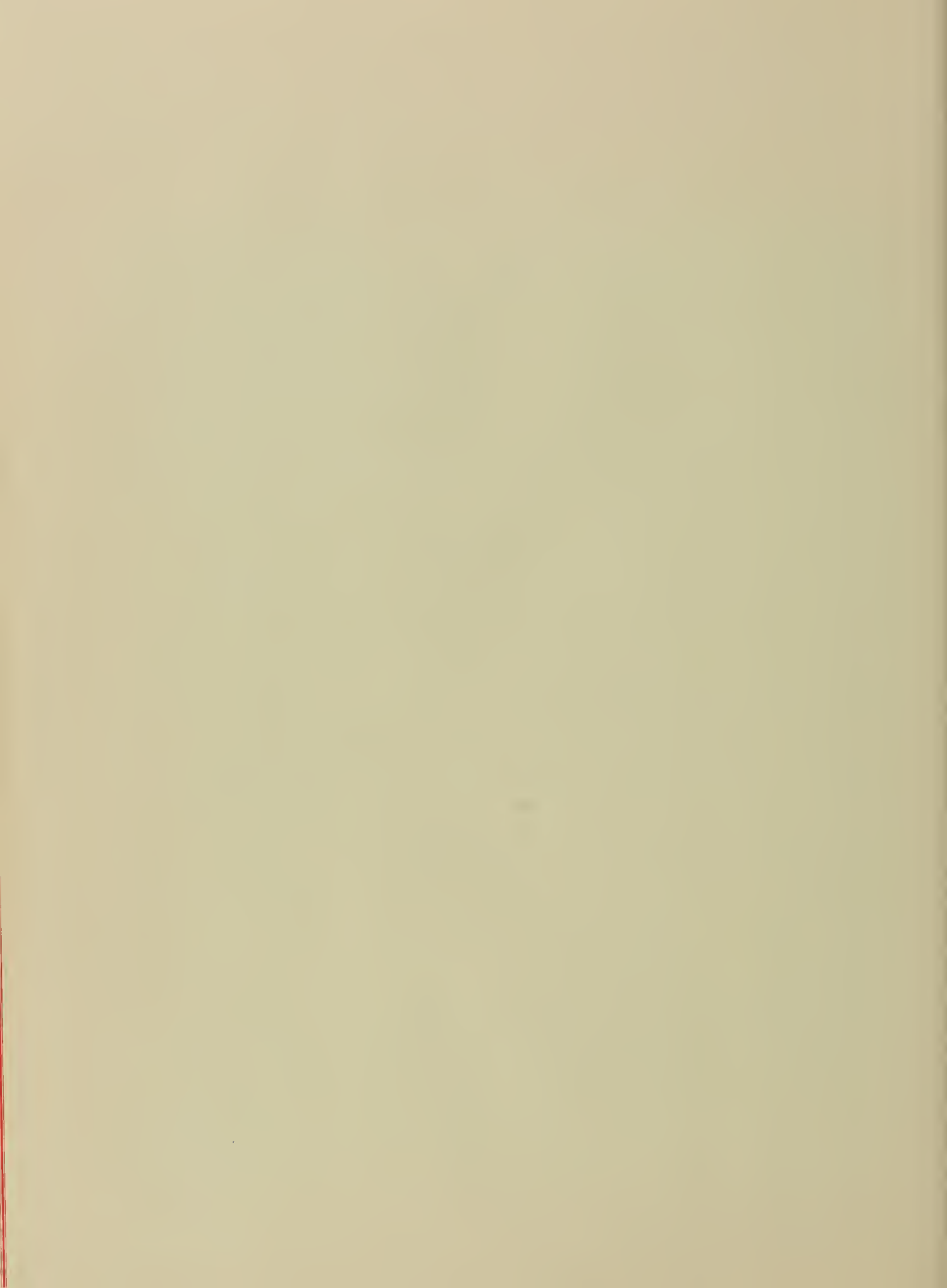
3rd Mortgage on "the Park"  
An 86 unit residential apartment/condo complex,  
now under construction by Myerson, Allen and  
Raymond. Mortgage is \$2,750,000. with interest  
at 1 point over prime, 7 years to maturity.

9% Ownership \$ 250,000

277 Dartmouth Street, Boston

2nd mortgage \$407,000

18% Ownership, due 4 years \$ 75,000



Town Green at Wilton Center, Wilton, Connecticut

35,000 square foot retail/office complex completed September 1st. Market value of \$4,300,000. with a cost of \$2,300,000.

50% Ownership \$ 1,000,000

CityPlace at the State Transportation Building

Park Plaza, Boston, Mass.  
Market value of \$8,500,000. based upon allowing for a cost of \$4,500,000.

45% Ownership \$ 1,800,000

The Longwood Galleria

A joint venture with Children's Hospital. An 80,000 square foot mixed use project, to be constructed adjacent to the Children's Inn. This project is fully approved and funded, with construction commencing September 1985. Project cost \$8,750,000. Project market value \$13,000,000. Based upon net cash flows beginning at \$425,000.

25% Ownership \$ 1,062,500

Development fees, leasing fees, management and financing fees from the above already commenced at \$10,000 per month.

50% Ownership \$ 362,000

Loan Receivable from Boylston Properties \$ 47,000

Personal

Real Estate: Home

33 Mount Alvernia Road  
Chestnut Hill, Mass. \$ 425,000

Home and 5.5 acres  
John Olivers Point  
Chappaquiddik  
Martha's Vineyard, MA \$ 650,000

Antiques \$ 100,000

TOTAL ASSETS \$ 6,506,500



LIABILITIES

Loans Payable

Brookline Trust Home Mortgage	\$ 21,000
Patriot Bank, Mortgage on:	
Trowbridge Apartments	\$ 75,000
Martha's Vineyard (Home and Land)	\$ 265,000
Fleet National Bank - \$250,000 CityPlace Pre-Development Loan 50%	\$ 125,000
<u>TOTAL LIABILITIES</u>	\$ <u>486,000</u>

1) There are other notes with Paul Faraca having liability  
but the stated values have been decreased accordingly.

---

TOTAL ASSETS	\$ 6,506,500
TOTAL LIABILITIES	\$ 486,000
<u>NET WORTH</u>	\$ <u>6,020,500</u>

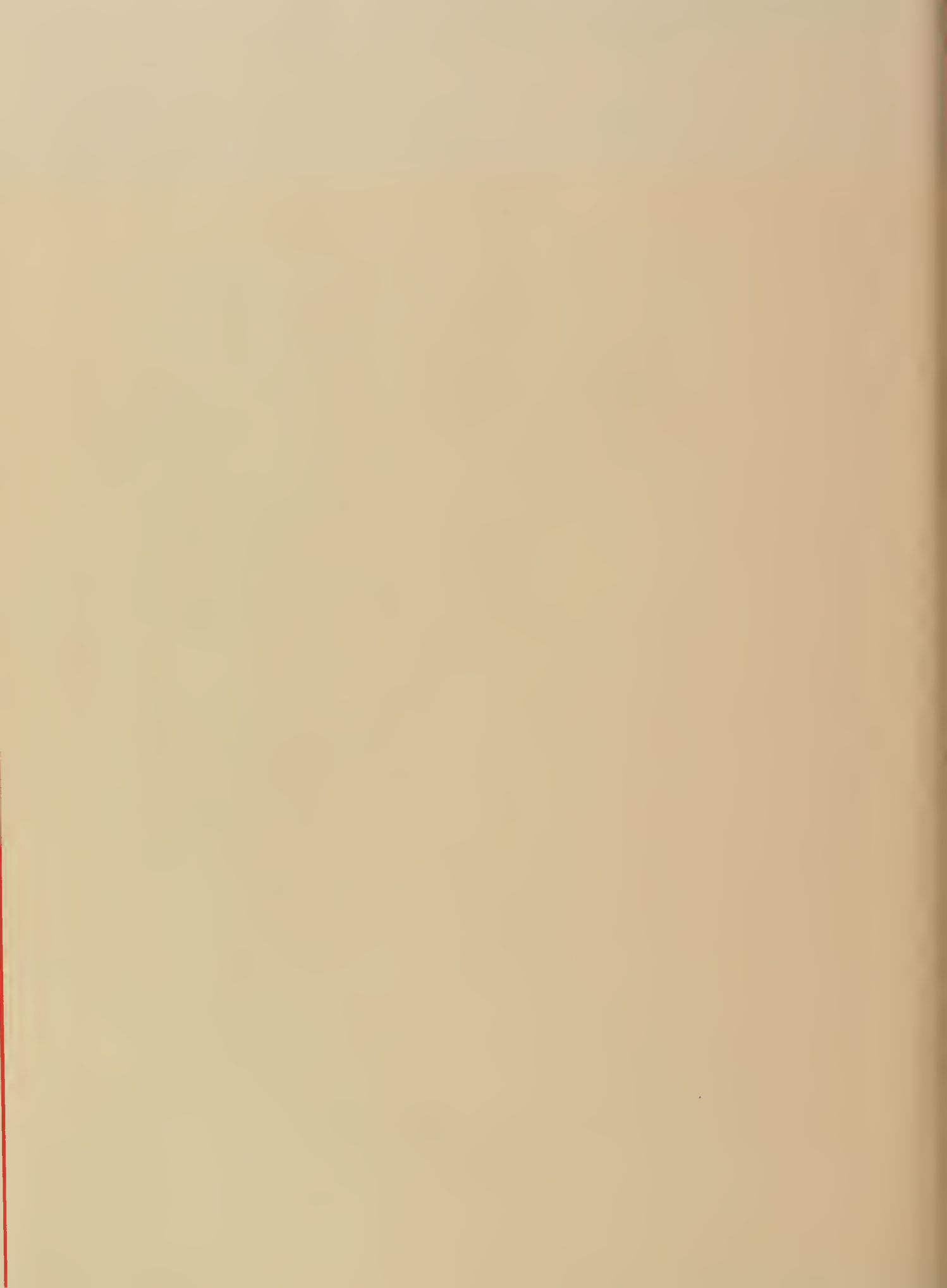








G. SITE PLAN

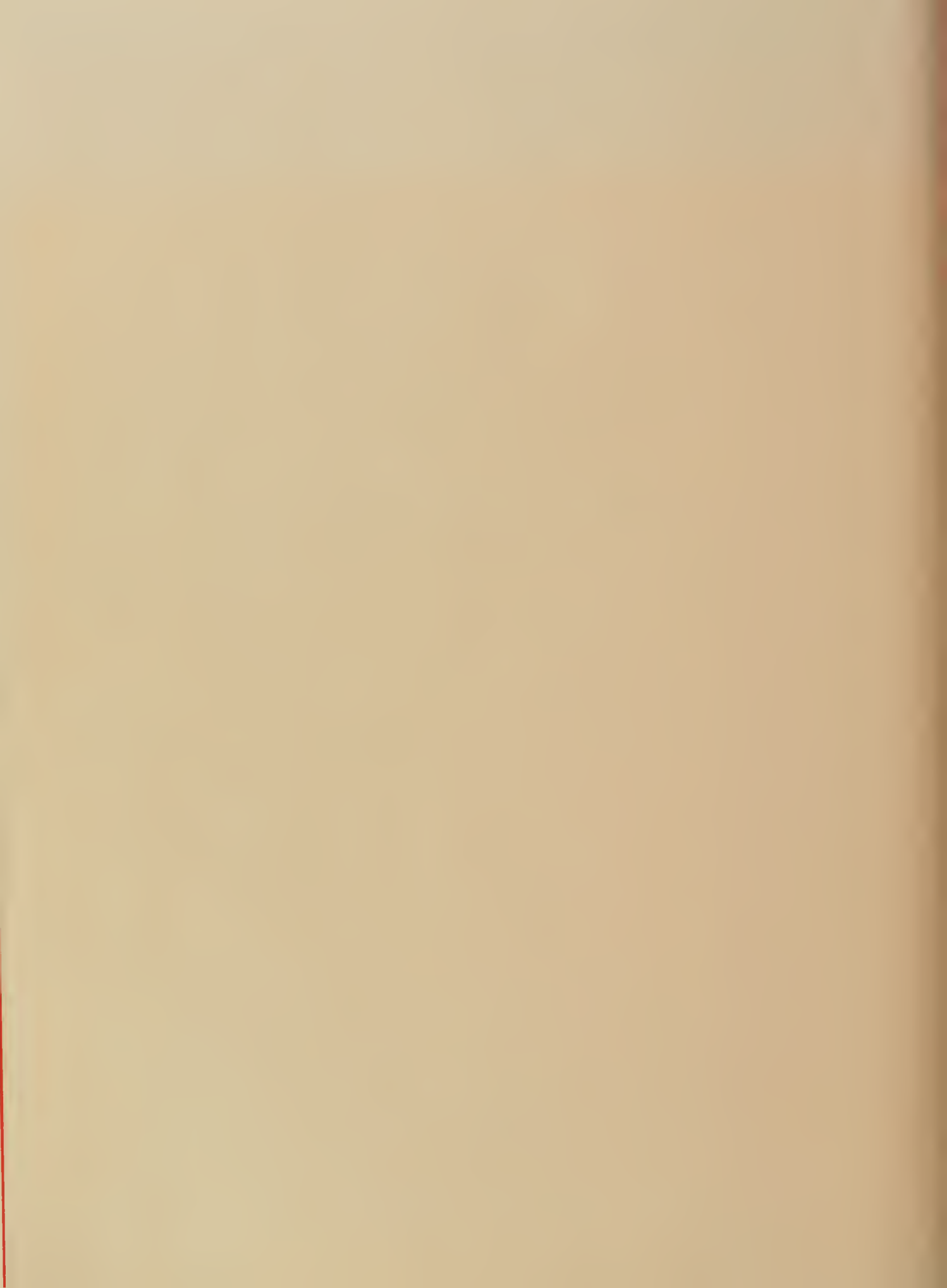








H. ELEVATIONS, PLANS, SECTIONS













# **Myerson/Allen and Company**

## **Materials Description**

### **Building 105, Charlestown Navy Yard**

#### **Exterior Facades**

While the vast majority of the exterior facade materials will be retained and restored, those that will be new materials are as follows:

- a. 1st Ave. shed roof - standing seam metal
- b. Main roof - standing seam metal
- c. 2nd Ave. facade - masonry/concrete base course; wood or metal 1st floor facade framing to simulate the buildings bay rhythm; upper story glass skin of contrasting types/colors to differentiate the window pattern from the wall.
- d. Windows - All original fenestration will be restored to introduce as much light as possible into the interior.

Since historic certification for tax purposes will be sought from the Interior Department, any material uses and design details will of necessity be subject to their review and recommendation. The developers and architects have had considerable experience with the process of certification on numerous projects over the past decade. We anticipate successful certification with the Chain Forge. The design and detailing of the new facade facing 2nd Avenue is a critical issue for both the Chain Forge and the pedestrian avenue adjacent.

#### **Public Spaces**

Almost the entire existing interior structure and surface from floor to roof will be retained and visible from the center of the main floor. The structure will be repaired, cleaned, and painted. The added floor levels will be primarily in the flanking sheds, visibly independent from the Chain Forge structure and constructed of contrasting materials and colors. All additional floor area will be incorporated into the structure in a manner which will have it clearly stand apart from the existing structure. Upper portions of the demising interior walls of these floors will be glass in order to allow as much transparency to the added space as possible.



J

October 18, 1985

306 Dartmouth Street  
Boston  
Massachusetts  
02116  
617-247-1400

**Mr. James English, Project Coordinator  
Boston Redevelopment Authority  
One City Hall Square  
Boston, Massachusetts 02201**

**RE: Charlestown Navy Yard  
Chain Forge, Building 105**

Dear Mr. English;

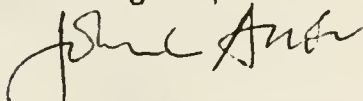
Thank you for the opportunity to present our proposal for the Navy Yard Chain Forge building. We are very enthusiastic about our proposal. We think it offers the best combination of benefits to the city, National Park Service, Navy Yard, and the community. Most importantly, our proposal satisfies the needs of this site to be a lively anchor at the center of the Navy Yard.

Attached please find additional back-up and a matrix analysis for the proposals. As you can see, our proposal offers the greatest return to the city per square foot developed. We feel it is important to preserve to the greatest extent possible the volume of space in the Chain Forge; it will be the most impressive reminder to visitors of the scale of production for which these buildings were built.

We are prepared to move forward with our plan as soon as possible. It is our intention to expedite the completion of the exterior envelope and sitework in order to minimize local disruption.

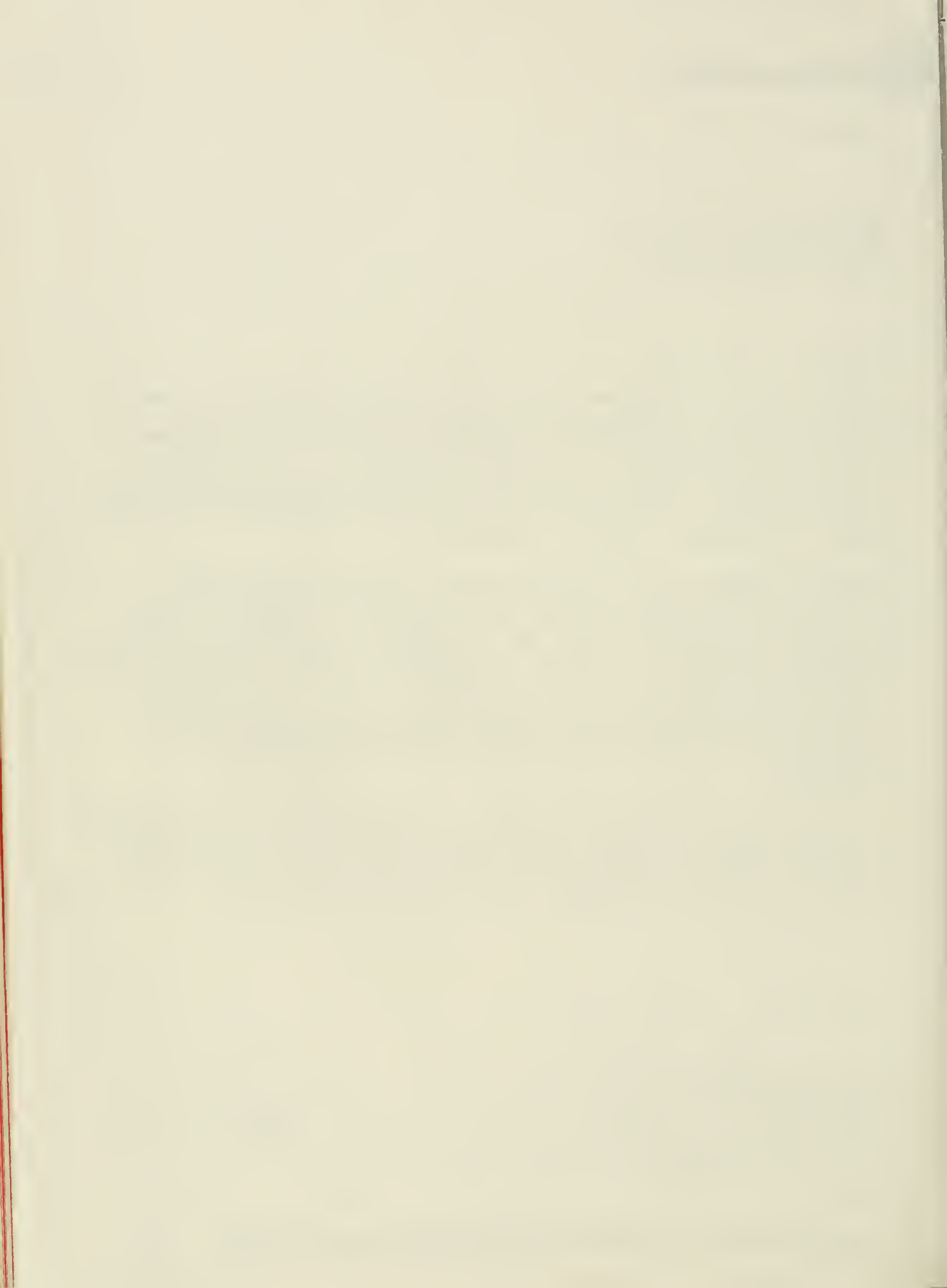
We will be happy to provide additional information as necessary.

Best regards,

  
John A. Allen











GEORGE B.H. MACOMBER COMPANY

JSA  
JPR  
DRK  
✓ PR  
SK  
BUILDERS

October 17, 1985

Myerson/Allen and Company  
306 Dartmouth Street  
Boston, Massachusetts 02116

Attention: Mr. Peter Richardson

RE: Building 105  
Charlestown Navy Yard

Gentlemen:

We reviewed Drawings 1 and 2 undated for Building 105 at the Boston Naval Shipyard in Charlestown which were prepared by Childs Bertman Tseckares & Casendino Inc. We also reviewed your Materials Description and Proposal Description to establish the intended broad brush scope of this project.

Having done this, we evaluated the Construction Budget dated 9/27/85 and have the following comments:

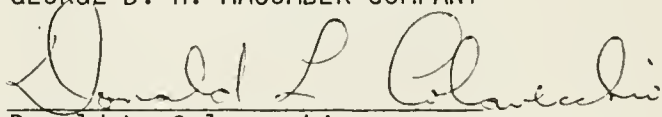
1. The overall budget appears to be on target with that which we would have budgeted for the corresponding scope.
2. Some money may have to be added to the budget, if asbestos or hazardous waste is encountered during construction.
3. It was unclear how much of existing machinery and equipment would be left in the building and, therefore, we could not properly evaluate the demolition line item.

At the present time we are involved with a similar project at the Charlestown Naval Yard and its budget per square foot is in line with this one. We, therefore, feel comfortable with what you have established.

Please contact me, if we can be of any further service to you and we look forward to working with you on this very exciting project.

Very truly yours,

GEORGE B. H. MACOMBER COMPANY

  
Donald L. Colavecchio  
Vice President

DLC:jmr

cc: Jim Hain

OCT 17







Chas Navy Yd  
C475  
1985

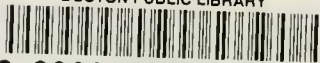
AUTHOR  
BLD 105-Forge Shop

TITLE

DATE LOANED	BORROWER'S NAME

C475 12

BOSTON PUBLIC LIBRARY

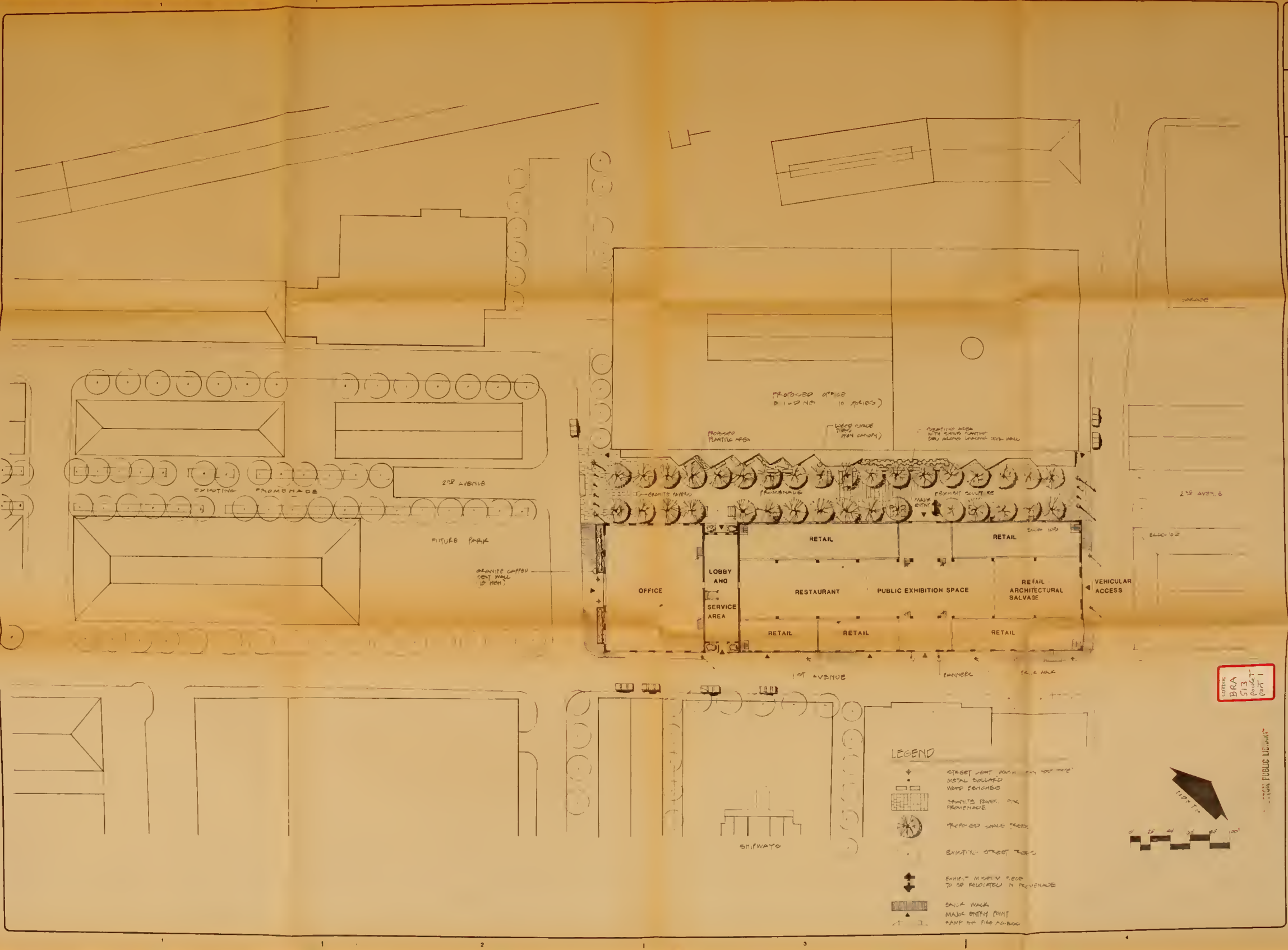


3 9999 06550 965 3



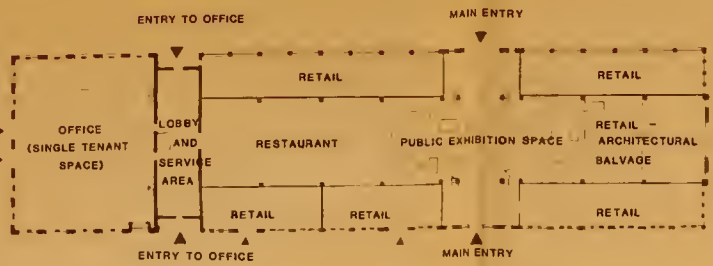




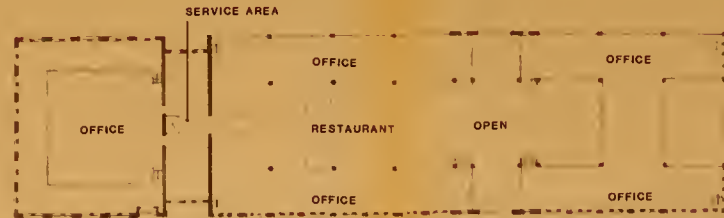


	<b>SITE PLAN</b>	
Date Revisions	Drawn By Checked By	Childs Bertram Teague & Cascardino Inc. 100 State Street, Boston, MA 02109 Tel: 617-452-7104 Fax: 617-452-7105 www.childsbertramteague.com
<b>BOSTON NAVAL SHIPYARD CHARLESTOWN</b>		JOB NO.
<b>BUILDING 105</b>		
<b>1</b>		

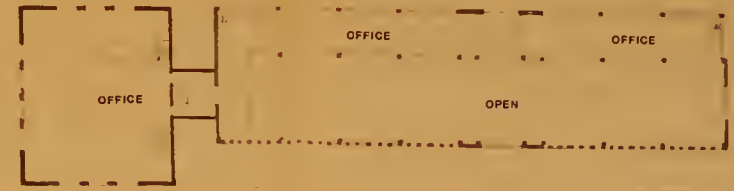




FIRST FLOOR PLAN



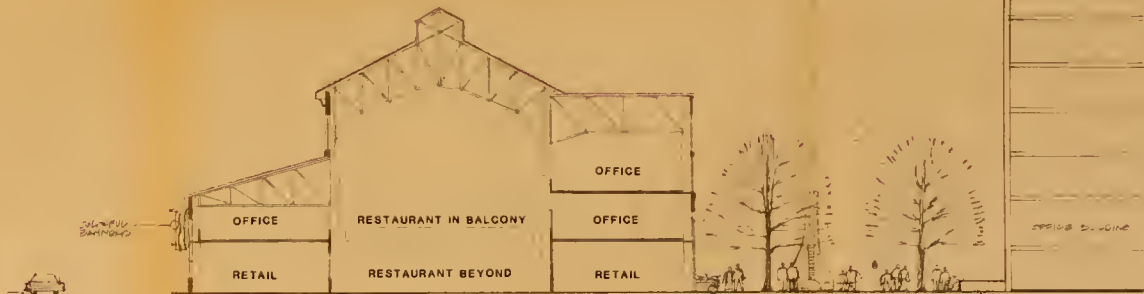
SECOND FLOOR PLAN



THIRD FLOOR PLAN



EAST ELEVATION

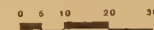


TYPICAL SECTION



SOUTH ELEVATION

NORTH ELEVATION



PROPOSED DEVELOPMENT

Childs Bertram Teichner & Crandino Inc  
100 State Street, Boston, MA 02109, Tel: 617-552-3154  
www.childsbertramteichner.com

BOSTON NAVAL SHIPYARD  
CHARLESTOWN  
BUILDING 105

DATE: 8/11/11  
B.A.A.  
5/13  
P. 105  
REV. 2



