

I. Respondent's Organizational Information

RPM Development, LLC | Developer

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State of Incorporation: New Jersey

Authorization: Please see Exhibit I for the Certificate of Formation and the Certificate of Good Standing

Developer Capacity RPM Development, LLC is a limited liability company responsible for conducting the real estate development activities for RPM Development Group, the informal umbrella designation for the RPM group of companies that develop, construct, own, and manage apartment and mixed-use communities throughout the State of New Jersey. Its activities include, but are not necessarily limited to, site acquisition, land use approvals, negotiating development agreements, and arranging for project financing.

Under the leadership of Edward Martoglio, founder and sole owner of RPM, a team of six developers supported by an in-house legal team consisting of general counsel and two paralegals orchestrate the financing and approvals for redevelopment initiatives that have resulted in over 2,500 units of housing, 200,000 square feet of commercial space, and hundreds of millions in community investment. From predevelopment through stabilization, Development manages a network of trusted consultants with an in-depth knowledge of and experience with all aspects of the urban infill redevelopment process.

RPM has extensive experience with all aspects of the redevelopment process including downtown revitalization projects. RPM Development will assemble a team of professionals to work on the Maplewood Post Office Rehabilitation Area. Additional information on Development team professionals may be found in Section B of the response.

Financial Capacity RPM Development, LLC has the financial capacity to provide the necessary financing and related guarantees to undertake and complete the development and operations of the project proposed for the Maplewood Post Office Rehabilitation Area. RPM is a well-capitalized company that has strong working relationships with prominent financial institutions.

RPM also has strong working relationships with several major banks including Bank of America, TDBank, and Wells Fargo that could provide financing for the project. These relationships and RPM's track record and expertise in real estate finance enable each project to realize the greatest economic benefit possible. RPM maintains sufficient net worth and liquidity requirements required by private lenders and investors. It regularly provides performance and completion guarantees. Further evidence to RPM Development's financial capacity may be found in Section III of the RFQ Response.

Concept Description

RPM Development Group has developed a preliminary layout for the Redevelopment of the Maplewood Post Office site. Recognizing the importance of this downtown site and taking the Town's carefully developed redevelopment plan into consideration we have arrived at the following preliminary concept.

RPM Development Group proposes a three-story building including both retail and residential uses. The development concept preserves and improves access to the train station via the pedestrian path in front of the train station, and provides green space and ample parking.

The preliminary concept includes 5,200 square feet of ground floor retail space facing Maplewood Avenue and Ricalton Square. This plan represents a space large enough to be occupied by Kings if they chose to relocate, another large tenant, or could be subdivided into smaller, boutique style retail spaces similar to the existing businesses along Maplewood Avenue. The site has also been designed to provide screened trash and recycling areas as well as shielded commercial loading spaces.

Twenty-four apartments would be housed in the floors above providing residents with easy access to the best of Downtown Maplewood and the train station. A ground floor lobby area would provide tenants access to the building and create additional ground-level activity on Maplewood Avenue and Ricalton Square. Residents would enjoy energy efficient units with stainless steel Energy STAR appliances, hardwood floors, and private parking. Respecting the Town's concerns about bulk and density, the Post Office building would be expanded approximately 8% - from approximately 11,322 square feet to 12,242 square feet to accommodate the proposed uses.

The Maplewood Post Office's transit adjacent location is very important to the project concept. The development as designed preserves the existing visual and pedestrian access to the tunnel underpass and connects the existing bike and walking path to Ricalton Square at the southern edge of the building. Additionally, the project retains the existing vehicular connection from the adjacent properties to the east through Maplewood Avenue. The site design includes a 1,700 square foot public pedestrian plaza adjacent to Ricalton Square. RPM Development is uniquely qualified to complete this work as we have experience collaborating with NJ Transit on other Transit Oriented Development projects, such as the Galento Plaza project in the development phase in Orange, New Jersey.

Parking accommodations for all uses have been taken into consideration on the site. The design includes thirty-three public parking spaces at-grade and thirteen retail parking spaces in an at-grade garage building accessible from Ricalton Square. Additionally, there will be twenty-four residential parking spaces in a basement garage accessible from the eastern parking lot. If designated as redeveloper, a traffic study will be performed and analysis will be integrated into the project design.

The project concept presented herein is preliminary in nature and may be revised as a part of a comprehensive process with the Township of Maplewood. We look forward to working with you and creating a landmark building in the heart of downtown Maplewood.