

# REQUEST FOR REDEVELOPER DESIGNATION AND FINANCIAL AGREEMENT

Request For Redeveloper Designation and Financial Agreement: 291 Bonnie Burn Road Watchung, NJ 07069 7403 aka Block 74.03 Lot 5 & 10 and Block 7402 aka Block 74.02 Lot 19.01 & 19.02 Submitted by:

Sterling Watchung, LLC

Contact Person:
Steven W. Katz
50 East Mount Pleasant Avenue
Livingston, NJ 07039
T: 973.535.1888
skatz@spgnj.com



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# 1. DEVELOPER BIO AND EXPERIENCE



#### **STERLING PROPERTIES – ABOUT US**

FOR OVER 25 YEARS OUR WHOLE HOME APPROACH TO DEVELOPMENT MEANS CAREFUL OVERSIGHT OF EVERY DETAIL FROM MUNICIPAL APPROVALS AND GROUNDBREAKING DAY UNTIL WELL PAST THE RIBBON CUTTING.

#### **LAND ACQUISITION**

Sterling Properties begins every project by selecting an ideal location – a process informed by decades of experience transforming communities through innovations and foresight.

#### **DEVELOPMENT**

Long before breaking ground, we conceive and engineer each aspect of a development with exacting precision and meticulous planning. Sterling currently has over 700 dwelling units in the development pipeline.

#### **CONSTRUCTION**

We are committed to quality and strive to use only the very best materials and most modern techniques, including LEED certified Green Building practices. The attention to every detail of every home we create is our legacy of enduring quality. Sterling currently has over 500 luxury rental residences under construction.

#### **MANAGEMENT**

At Sterling Properties, we understand and service all the needs of a community. We possess the necessary expertise to seamlessly, efficiently, and effectively manage our growing portfolio of properties at the highest level. Sterling currently owns and manages over 20 communities and 2,300 apartments.

RENTAL	The Avenue at South Orange	Metro Woodbridge	Station Ct at Berkeley Heights
COMMUNITIES	Bellclair at Montclair	MillPond at Franklin Lakes	Sterling Parc at Middletown, NY
	The Gables Mt. Laurel	One William	The Vestry
	Columbia Court at Springfield	RiverBend at Florham Park	Wellsbrook at Neptune
	Evan's Mill	Riverbend at Wappingers Falls	Whispering Ct at Berkeley Heights
	The Crossings at Ewing	Rivergate Bordentown	Willow Court at Chatham
	Lafayette Court at Morristown	Southgate Middletown	Central and Oak at East Rutherford
	Metro Rahway	SOMA	REVA Rahway
SINGLE-FAMILY	Afton Hills at East Hanover	The Legends at Purchase, NY	Sterling Grove at Bridgewater
COMMUNITIES	Amber Woods at Bridgewater	The Legends at Livingston	Sterling Grove at Bridgewater Sterling Hill at Parsippany
	Autumn Crest at Long Hill	Northbridge at Bridgewater	Sterling Hunt at Branchburg
	BelleGrove at Bernards Twp.	Oak View Estates at Hanover	Sterling Oaks At Lower Nazareth
	Canoe Brook at Livingston	Park Lane at Fast Hanover	Sterling Oaks At Lower Nazaretii
	Chestnut Ridge at Bernardsville	Park Lane at Hanover	Sterling Walk at Middletown
	Country Walk at Bridgewater	Patriots Way at Middletown	Sterling Woods at West Caldwell
	Essex Crest at West Orange	Skyview at Long Hill	Sterling Woods at West Caldwell Sterling Woods at Hanover
	Ford Hill Estates at Hanover	Sterling Chase at Hanover	Sunset Ridge at Bridgewater
	Forest Hill at Hanover	Sterling Chase at Harlover Sterling Estates	Windemere at Hanover
	3 <u></u>		
CONDOMINIUM	The Brownstones at Morris Township	James Street Commons	Tierra del Sol, Jupiter, FL
	The Brownstones at Essex Fells	Kingfield Rye Brook	Whispering Way at Berkeley Heights
	The Chatham, Chatham, NJ	Lamington Falls at Tewksbury	The Willows at Chatham
			Riverbend at Piscataway
	Chestnut Run at Long Hill	Orchard Hill at Upper Saddle River	
	Excelsior al Mare	Sterling Green at Fairfield	Rosevalle at Chatham
		The state of the s	Rosevalle at Chatham
ACTIVE ADJUT	Excelsion al Mare Fieldstone at Wyckoff	Sterling Green at Fairfield Terra Nova at Westport, CT	
ACTIVE ADULT	Excelsion al Mare Fieldstone at Wyckoff Sterling Mist at Parsippany	Sterling Green at Fairfield Terra Nova at Westport, CT  Ventana at Lawrenceville	Rosevalle at Chatham  The Woods East Windsor
	Excelsion al Mare Fieldstone at Wyckoff	Sterling Green at Fairfield Terra Nova at Westport, CT	
ACTIVE ADULT COMMUNITIES OFFICE	Excelsion al Mare Fieldstone at Wyckoff Sterling Mist at Parsippany	Sterling Green at Fairfield Terra Nova at Westport, CT  Ventana at Lawrenceville	



### **TIMELINE OF RECENT AWARDS**

2007 2018 2016 2014 SAM AWARDS Million Dollar Sales Club (x 3) 2011 SAM AWARDS **GARDEN STATE AWARDS** SAM AWARDS Award of Excellence Award in Excellence **Community Builders** Rivergate Bordentown Verdana in Curb Appeal SAM AWARDS Association Best Home with Rent Best Home with Rent Viera at Hanover Township Riverbend at Florham Park Community of the Year Under \$2,000 Under \$2,000 Bellclair at Montclair The Avenue at South Orange Community of the Year Award of Excellence The Woods at East Windsor Best Marketing Strategy for a Community Builders **CBRA AWARDS** Sterling Properties Rental Community Association Best Clubhouse in a NJAA 2016 Management Company Of The Year Community of the Year Rose Vallé at Chatham Township Rental Community The Avenue at South Orange

SAM AWARDS

Marketing Director of the Year

Community of the Year

SOMA

2017

SAM AWARDS

The Woods at East Windsor

Adult Community of The Year

2015

#### **GARDEN STATE AWARDS**

Award of Excellence in Property Management Riverbend at Florham Park Columbia Court

Award of Excellence in Curb Appeal Bellclair at Montclair Millpond at Franklin Lakes Riverbend at Florham Park 2013

#### **CARDEN STATE AWARDS**

Award of Excellence in Curb Appeal Bellclair at Montclair Millpond at Franklin Lakes Columbia Court The Crossings at Ewing Metro Woodbridge

Award of Excellence in Property Management Bellclair at Montclair Millpond at Franklin Lakes 2008

#### SAM AWARDS

Marketing Director of the Year

Community of the Year Community Builders Association Rose Vallé at Chatham Township

Best Managed Property New Jersey **Apartment Association** Millpond at Franklin Lakes

Management Company of the Year **Community Builders** Association Millpond at Franklin Lakes

Award of Excellence New Jersey **Apartment Association** The Crossings at Ewing 2006

SAM AWARDS

Best Interior Merchandising Sterling Mist at Parsippany

Best Interior Merchandising Ventana at Lawrenceville



SOMA
SOMERVILLE, NJ
69 APARTMENTS
COMPLETED 2020
TOTAL PROJECT COST \$16,000,000





SOMA LEED GOLD



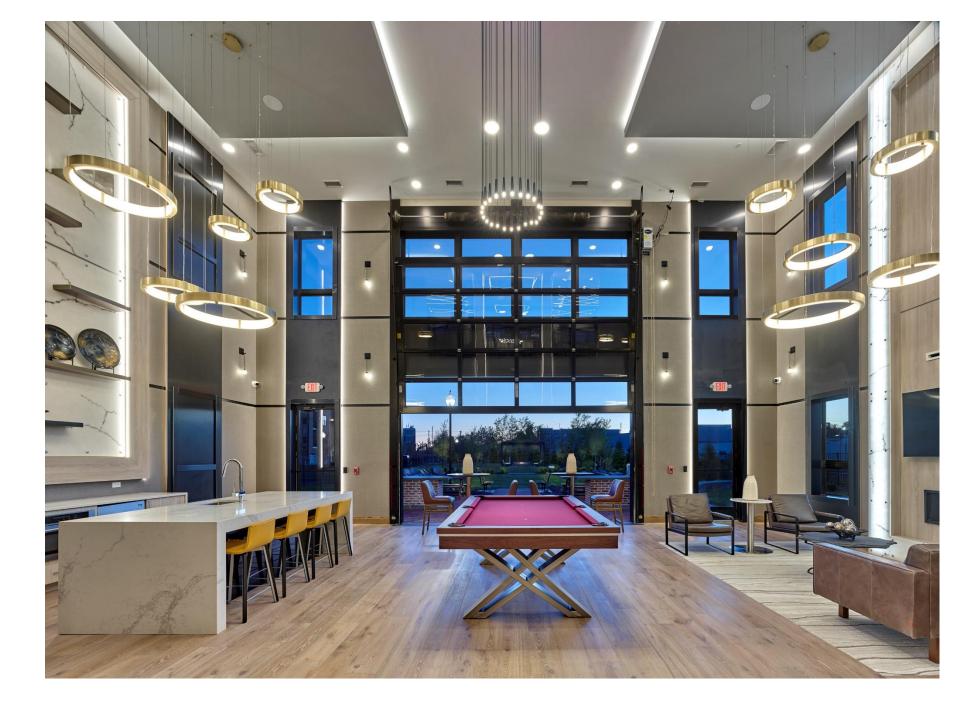


CENTRAL & OAK
EAST RUTHERFORD, NJ
208 APARTMENTS
COMPLETE DATE 2021
TOTAL PROJECT COST \$57,000,000





CENTRAL & OAK
EAST RUTHERFORD, NJ
208 APARTMENTS
AMENITIES



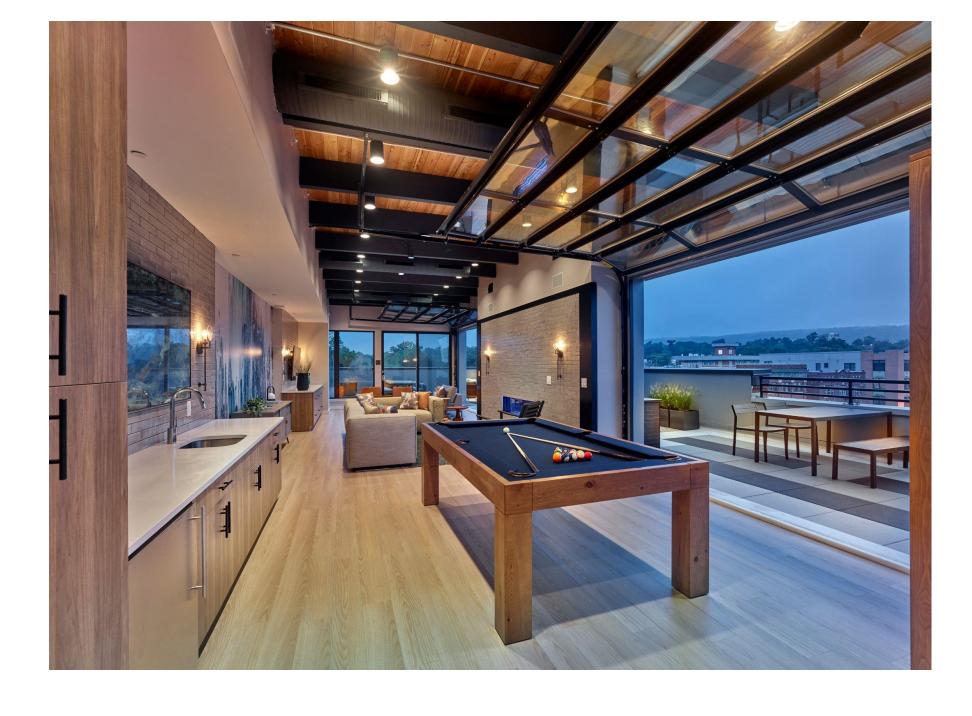


THE VESTRY
MONTCLAIR, NJ
46 APARTMENTS
COMPLETED 2020
TOTAL PROJECT COST \$15,000,000



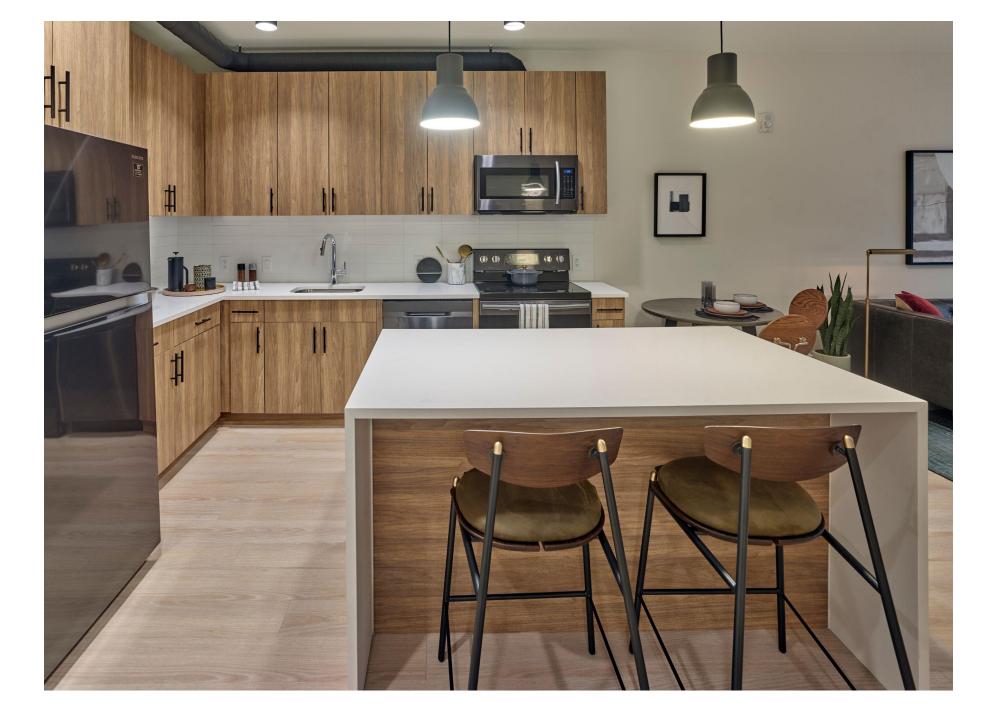


THE VESTRY
MONTCLAIR, NJ
46 APARTMENTS
COMPLETED 2020
LEED GOLD





THE VESTRY
MONTCLAIR, NJ
46 APARTMENTS
COMPLETED 2020
LEED GOLD



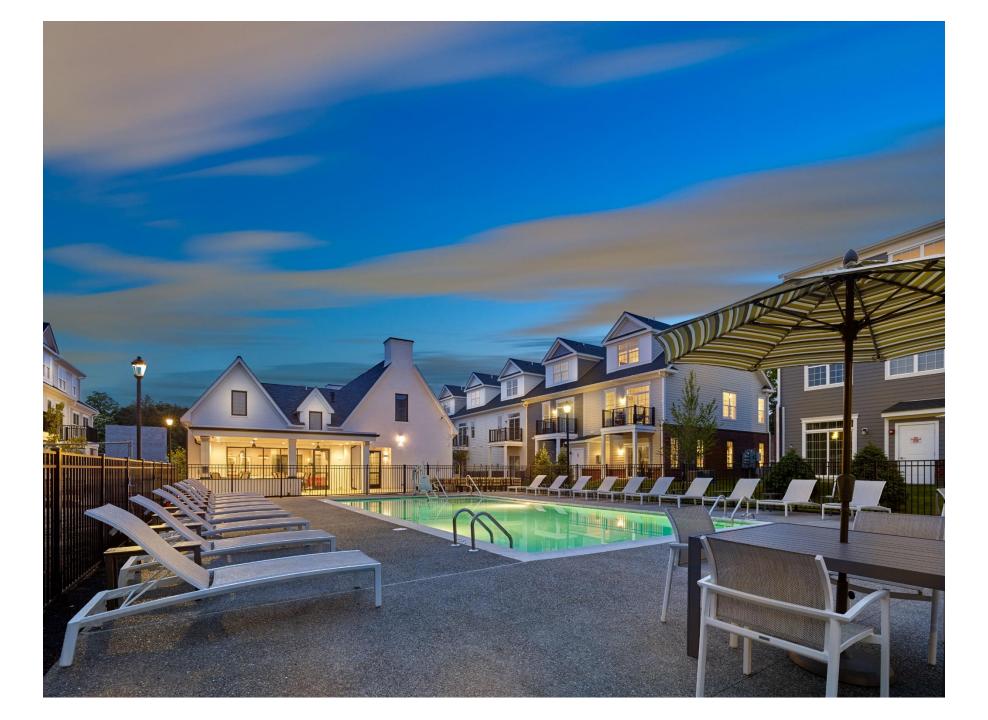


EVANS MILL
CHERRY HILL, NJ
152 APARTMENTS
COMPLETED 2019
TOTAL PROJECT COST \$37,000,000





EVANS MILL
CHERRY HILL, NJ
152 APARTMENTS
COMPLETED 2019
TOTAL PROJECT COST \$37,000,000





# 2. TEAM COMPOSITION



# **Architectural and Engineering Professionals**



#### Minno & Wasko

MINNO & WASKO Architects and Planners is a seventy five person design firm with twenty six registered architects and engineers based in Lambertville and Newark, New Jersey. The firm specializes in private sector, large, mixed-use redevelopment projects that have significant residential components. Many of MINNO & WASKO's projects reflect client relationships that span more than fifteen years, including Sterling Properties. The firm's work is located in the Northeast corridor with projects in New Jersey, New York, Pennsylvania, Connecticut, Massachusetts, Delaware, Virginia and New Hampshire.



## **Bowman Consulting**

Bowman Consulting provides civil engineering, planning, surveying, environmental, landscape architecture, water/wastewater engineering, and transportation services to a variety of public and private markets throughout the United States. It also offers particular expertise in zoning, economic development and in land development/building regulations at the local, state and federal levels. The work of the firm includes commercial, industrial, educational, residential, retail, health care, recreational, utility, municipal, and federal projects. Bowman Consulting is headquartered just west of Washington, D.C. in Chantilly, Virginia.



# THANK YOU FOR YOUR CONSIDERATION

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