



**Response to the RFQ: 5th Avenue Redevelopment  
Naperville, IL  
May 23, 2017**



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May 23, 2017

On behalf of Morningside Group (“Morningside”) and Farr Associates, we thank you for the opportunity to submit our qualifications for the redevelopment of the properties along 5th Avenue and Washington Street near the Naperville Metra Station. The redevelopment of this unique area is a truly outstanding opportunity to create a new landmark for the community and contribute to the vibrancy of the City of Naperville.

The logistical complexities of this project require a team with both the vision and track record to succeed on challenging sites. We believe Morningside and Farr Associates will not only be able to meet the demands of this unique project but deliver a final product that is second to none.

For twenty-four years, Morningside has specialized in developing mixed-use and multi-family buildings in suburban downtowns. Public/private partnerships are its specialty. Morningside is a fully integrated builder-developer with the expertise to perform all aspects of a development in-house, including entitlement, schematic design, construction management, leasing, marketing, and property management. Morningside built a reputation that is widely regarded as “best in class” for suburban infill development.

Since its founding in 1990, Farr Associates’ planners and architects have created award-winning plans and buildings that aspire to attain social, economic and environmental goals – often at the crossroads of urbanism and architecture. Farr Associates is a firm of optimistic architects and planners passionate about cities, sustainability and leadership. Farr Associates strives to have a positive and measurable impact on each community in which it works.

We look forward to working with your community and its stakeholders.

Very truly yours,  
MORNINGSIDE EQUITIES GROUP, INC. and FARR ASSOCIATES



David M. Strosberg  
President  
DStrosberg@MorningsideUSA.com  
(312) 280-7770 x 114



Douglas Farr  
Founding Principal  
Doug@FarrSide.com  
312-408-1661 x203



**Developer**

Stakeholders



**David M. Strosberg**  
President - Managing Principal

**Brian Pawlik**  
Executive Vice President- Principal

**FARR ASSOCIATES**  
Urban Planner/Architect

**Carl Walker**  
Parking Consultant

**Day Robert & Morrison, P.C.**  
ATTORNEYS AT LAW  
Zoning Attorney



Civil Engineer and Traffic

**SB Friedman**  
Development Advisors  
Public/Private Partnership Strategist

*Team members subject to change*

**PROJECT TEAM**





Wheaton 121, Wheaton, IL



Wheaton 121, Wheaton, IL



Oak Lawn Metra Station

## MORNINGSIDE GROUP DEVELOPER

Morningside Group creates premier residential retail and mixed-use developments in sought-after cities throughout the Midwest. The firm’s renowned team of talented and experienced professionals adheres to the most exacting standards in creating every building. Their principles and commitment to excellence led to Morningside’s reputation as a leader in the design and construction of highly acclaimed urban buildings.

David Strosberg, the firm’s president and CEO, built a diverse career in real estate before founding Morningside in 1993. His passion for tapping the hidden potential of cities motivates and inspires a passion for excellence in his team. A licensed architect, David brings an urban planner’s vision and an original, creative aesthetic to every Morningside project. He meticulously oversees all aspects of a community’s design and construction, and is known for his insight and ingenuity in resolving the multiple layers of a project’s planning and development. As entitlements and financing become more complex, Mr. Strosberg sorts through the intricacies to deliver high-quality developments to broad markets—without compromising design, environmental, economic or place-making objectives.

The diversity of Morningside’s mixed-use development portfolio has given the company broad experience in a wide variety of applications. The firm has developed residential communities, retail centers, office space, museums, public transportation facilities, parking structures and public plazas. As a vertically integrated organization, in-house expertise ranges from planning and design through marketing and construction.



## **DAVID M. STROSBERG**

**President & Managing Principal**  
DStrosberg@MorningsideUSA.com

David Strosberg founded Morningside Group in 1993 as a boutique real estate development firm specializing in creating mixed-use and multi-family buildings on urban and suburban in-fill sites. He has overseen the acquisition and development of the firm's portfolio of successful buildings. These quality developments have established Morningside as a market leader in creating exceptional environments for living, working, shopping, and entertainment.

Utilizing his 35 years of experience in real estate, David oversees every aspect of each community's development and operation. Prior to founding the company, he was a general partner of a national investment firm, managing partner of a real estate marketing firm, and a development and construction manager for residential and commercial projects in the northeast.

Mr. Strosberg received an MBA in Real Estate from Columbia University in the City of New York and a BS in Architecture from the University of Michigan's College of Architecture and Urban Planning in Ann Arbor.



## **BRIAN PAWLIK**

**Executive Vice President**  
BPawlik@MorningsideUSA.com

Brian Pawlik leads both development and construction for Morningside Group. Brian's is responsible for securing new project financing; entitlement; the selection of the design team; overseeing all aspects of the construction process including planning, bidding/awarding subcontracts, contract negotiations, site supervision and property turnover.

Prior to joining Morningside, Brian was a project manager with Pepper Construction Company. While at Pepper, Brian managed a wide range of projects including the Hard Rock Hotel – Chicago, and Tellabs Corporate Headquarters.

Brian received a BS in Civil Engineering from the McCormick School of Engineering at Northwestern University.



Harper Court, Chicago, IL



Ninety7Fifty, Orland Park, IL



Uptown Normal

## FARR ASSOCIATES ARCHITECT & PLANNER

### LEADERS IN THE FIELD

Farr Associates is a firm of optimistic architects and planners passionate about cities, sustainability and leadership. For over twenty-years we have been agile, early-adopters– pioneering cutting-edge sustainable strategies and technologies and working to overcome the technical and regulatory limits of sustainability at all scales. Located in Chicago’s Loop since its founding in 1990, Farr Associates’ planners and architects work in integrated design teams to create award-winning plans and buildings that are sustainability-minded.

### DESIGNING SUSTAINABLE PLACES

Our planning and architecture studios are driven by creating resilient, vibrant places across the country. Our expertise is urban-focused and includes commercial, mixed use, civic, residential, affordable housing, and historic preservation projects. We are especially drawn to clients that approach a given project as a partnership. Our best work results from collaboration with clients on projects that aspire to attain social, economic and environmental goals, often at the crossroads of policy and design.

### A BENEFIT CORPORATION + JUST ORGANIZATION

Farr Associates proudly became a Benefit Corporation in 2016, striving for a positive and measurable impact on society, employees, and the environment– issues that had been central to us over our 26-year history. We maintain a reputation of actively working on behalf of those with diverse needs and identities, while belonging and contributing to a larger and just context. We align our business with a public good through full transparency– from our employee policies to our design intentions and community engagement. We maintain Benefit Corporation reporting and transparency requirements through the Just Label managed by the International Living Future Institute.



## **DOUG FARR, FAIA, LEED AP**

Lead Master Planner, Architect & Urban Designer  
Doug@Farrside.com

Doug Farr is the founding principal of Farr Associates Architecture & Urban Design. Doug is a national leader in planning and designing sustainable neighborhoods and buildings. He is a published author who lectures widely on the topics of urbanism and sustainability, recently serving a two-year term as Executive Board Chair of the Congress for the New Urbanism.

Doug founded the USGBC LEED Neighborhood Committee—the interdisciplinary group of professionals who created the first rating system for sustainable land development. LEED Neighborhood integrates smart growth, walkability, and green building into standards that scale sustainability to a neighborhood level.

Based on the firm's pioneering sustainable design practice and insights gained from chairing LEED-ND, Doug authored the urban planning best-seller *Sustainable Urbanism: Urban Design with Nature* in 2008. His follow-up book, entitled *Sustainable Nation* will be released in 2017. He is a graduate of the University of Michigan and Columbia University.



## **TIM KIRKBY, AIA, AICP, LEED AP**

Project Manager & Architect  
Tim@Farrside.com

Tim joined Farr Associates in 2009 as a member of the architecture studio. He is an accomplished hybrid professional, working as both a licensed architect and AICP-certified urban planner. This gives him expertise in all phases of development projects, from master planning and community engagement, to building design through to construction. He holds LEED accreditation in two areas, Building Construction + Design and Neighborhood Development.

Tim is a visualization specialist, adept at multiple 3-D modeling programs, constantly bringing an urbanist eye to his work. He is active within the Congress for the New Urbanism, and he is the Planning Commissioner in his hometown of Park Ridge, Illinois. This gives him a strong foundation in the regulatory processes of both design and development.

He is a graduate of the University of Florida and Yale University.



Former Michael Reese Hospital Site Master Plan, Chicago, IL



Developer Solicitation for Shops & Residences, Park Ridge, IL

## SB FRIEDMAN

### PUBLIC/PRIVATE PARTNERSHIP CONSULTANT

SB Friedman Development Advisors (“SB Friedman”) is a specialized development advisory firm based in Chicago. We have expertise in transit-oriented development, transportation-land use relationships, and creating high-quality urban development and redevelopment through public-private partnerships. We work closely with our clients to evaluate development potential; project market and financial feasibility; identify innovative public-private development solutions; and prepare implementable development strategies.

SB Friedman was founded in 1990 and has been recognized as one of the few consulting companies that truly understands both the public and the private perspectives on development issues. Our firm has extensive experience in development financing and has assisted numerous municipalities, developers and institutions throughout the Midwest with underwriting for public-private transactions. This is particularly relevant in today’s credit constrained economic environment where the public sector may need to be involved in facilitating development. Over the past 12 years, SB Friedman has participated in the origination of approximately \$2.2 billion of public-private financing (including tax credit financing, Tax Increment Financing, revenue bonds, multi-credit bonds and gap financing loans) in support of over \$7.1 billion of projects.

We also have expertise in market and economic analysis related to a wide variety of development types including office, residential, retail, hotel, elderly/retirement housing, mixed-use facilities, industrial, research and development facilities. We ascertain real estate market trends, competitive position, market niche and concept, absorption and pricing, development conditions, physical requirements, configuration and integration of uses and users, and tenant mix and leasing parameters. Particular attention is paid to the demographic and economic changes underlying market demand.

SB Friedman is in its 27th year of operation, and has assisted hundreds of public, private and non-profit clients in planning, financing and developing real estate projects.



## STEVE FRIEDMAN, FAICP, CRE

President

SBF@SBFriedman.com

Steve has more than 40 years of experience in real estate and development advisory services. He leads SB Friedman Development Advisors, a consulting firm that works closely with public, private and institutional clients on innovative public-private partnerships and development strategies that have resulted in 4,000 units of affordable housing and \$2.2 billion of public funds as part of over \$7.1 billion of public-private development projects over the past 12 years. Steve and the firm are deeply engaged in both formulating redevelopment strategies and advising on the use of Tax Increment Financing, Business Districts, Special Service Areas, and New Markets Tax Credits for a wide range of projects. These include mixed-use projects, industrial expansions, community facilities, downtown redevelopment, transit-oriented development, waterfronts, airport collateral development and industrial revitalization.

Steve is a Counselor of Real Estate (CRE), a member of the College of Fellows of the American Institute of Certified Planners (FAICP), and a full member of the Urban Land Institute (ULI), where he has served in District Council and national leadership positions.



## FRAN LEFORE ROOD, AICP

Senior Vice President

FRood@SBFriedman.com

Fran focuses on evaluating project requests for financial assistance, special district designation and reporting, real estate market analysis and redevelopment strategy, and fiscal and economic impact analysis. She has participated in or led the analysis of \$179.4M in public assistance for \$1.2B in project costs. Her recent relevant experience includes managing numerous financial analyses to determine the need for public assistance for a variety of clients, including the Redevelopment Authority of the City of Milwaukee, the Economic Development Corporation of Kansas City, Missouri, and the Community Development Authority of the City of West Allis, Wisconsin. She also managed the financial structuring of Casa Queretaro, an affordable housing development in Chicago that included 4% LIHTC, tax-exempt bonds, TIF, HOME and Chicago Housing Authority capital funds. Other experience includes managing implementation of an ongoing downtown revitalization project in Midland, Michigan for the Michigan Baseball Foundation, and managing a market and financial feasibility analysis, and developer solicitation for the Cleveland Hopkins Airport. Fran holds a Master of Urban Planning and Policy degree from the University of Illinois at Chicago and a Bachelor of Arts degree in Public Policy from the University of Chicago.



Elmhurst 255, Elmhurst, IL



Wheaton 121, Wheaton, IL

## DAY ROBERT & MORRISON, P.C.

### ATTORNEY

Day Robert & Morrison, P.C. is a law firm with a focused concentration in real estate and municipal law. The firm has extensive experience in eminent domain, zoning and a broad variety of real property litigation, including appellate work. With partners who have served the community of Naperville and surrounding counties for over 25 years, Day Robert & Morrison, P.C. has had the privilege of being retained as principal attorneys on hundreds of real estate acquisitions, both voluntary and by eminent domain, and development and redevelopment projects throughout the metropolitan Chicago area. The firm resume includes serving as legal advisors to numerous state and local governments throughout the region. Day Robert & Morrison, P.C. prides itself on processing all legal work according to the highest legal and ethical standards.



### **SCOTT M. DAY**

**President & Partner**  
SMD@DRM.law

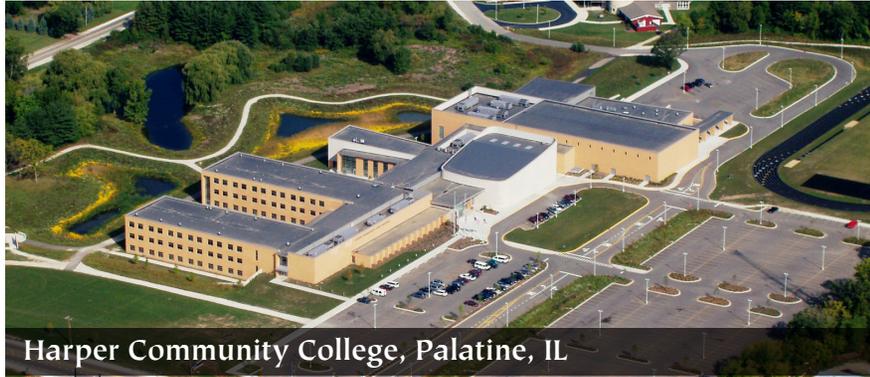
Scott M. Day attended Loyola University of Chicago School of Law and graduated in 1981. From 1981 through 1984, he served as an Assistant DuPage County State's Attorney under J. Michael Fitzsimmons. Mr. Day left the public sector in 1984, and thereafter has focused his practice on zoning, TIF work, municipal law, real property, eminent domain and civil litigation. Mr. Day is licensed to practice before all Illinois Courts, the United States District Court for the Northern District of Illinois, United States Court of Appeals for the Seventh Circuit and the United States Supreme Court.



### **RACHEL K. ROBERT**

**Vice President & Partner**  
RKR@DRM.law

Rachel K. Robert attended the University of Denver School of Law and graduated in 1992. She was an associate attorney for Hinshaw & Culbertson from 1992 through 1995 wherein her practice focused on employment law and insurance defense. Since joining Day Robert & Morrison, P.C., her practice has focused on zoning, municipal law, eminent domain, voluntary land and easement acquisition and civil litigation. Ms. Robert is licensed to practice before all Illinois Courts, the United States District Court for the Northern District of Illinois, United States Court of Appeals for the Seventh Circuit and the United States Supreme Court.



Harper Community College, Palatine, IL



Lakes Community High School, Lake Villa, IL

## ERIKSSON ENGINEERING ASSOCIATES

### CIVIL & TRAFFIC

At Eriksson Engineering Associates, Ltd. (EEA), we deal with complex civil site design, traffic, parking and landscape architecture projects. Our consultants focus on the overall project goals, challenging conventional thinking when it means a clear client or project benefit. Our experienced proven staff provide insightful expertise throughout the project—everything from assisting with time management, budget, permitting and any other project hiccup, and we work to enhance quality and offer savings. Our innovative solutions deliver short-term advantages and strategic benefits to stand the test of time.

We make working with us easy. You need an engineer responsive to your needs and concerns. You need answers—and approvals—fast. And you need the job done right—the first time. We understand that time is money—ours and yours.

Our work is meant to seamlessly compliment that of the architect. We respect and understand what each discipline brings to the table, so we do all we can to help you, your team, and, ultimately the project succeed. Our work begins well before we develop any drawings and continues long after our phase of the project is complete. We follow up on your issues and follow through on our promises. At EEA, we help the site perform at its best so we only hear from you on a good day.

#### RELATIONSHIPS & SOUND EXPERIENCE

At EEA, we never work directly for permitting and approval agencies, but we have worked hard to develop connections with them and learn the intricacies of regulations in the City and surrounding municipalities. Members of the EEA team also provide engineering insight when agencies prepare to modify regulations. While our work is not always in clear view, it is clear that your success is built on it. Our work can have a significant impact on whether a site fails or succeeds; impacting traffic patterns, operational expenses and functionality of the building and site. Every dollar saved on infrastructure is a dollar that can enhance project elements seen and appreciated by project end-users.



## **CHRIS M. KEPPNER, P.E.**

**Principal**

CKeppner@EEA-LTD.com

Chris Keppner is a Principal of EEA and also serves as the Operations Manager for our Chicago office, responsible for day-to-day operations for clients and projects in the area.

Chris has over 18 years of land development expertise in various market areas. Throughout his career, he has directed the design and permitting of more than 17 million square feet of commercial, retail, distribution, manufacturing, and office development projects with some of the largest developers in the country. Combined with in-depth knowledge of civil services on hospitality, residential and mixed-use developments, this experience allows Chris to bring value to EEA's clients and projects.

Chris' experience in coordinating complex, multi-phased projects large and small has taught him the value of efficiency and strategic management on both large-scale projects and smaller building additions and renovations. He focuses on the benefits of teamwork, clear communication and attention to detail through every step of the project to ensure best use of the site for both clients and end users.



## **STEPHEN CORCORAN, P.E., PTOE**

**Director of Traffic Engineering**

SCorcoran@EEA-LTD.com

In conducting impact and use studies, Steve Corcoran relies on facts to tell his story. He takes a great deal of pride in assisting clients with an aspect of construction that often goes unnoticed, but impacts users every day.

Steve's expansive project list spans locations across the United States, as well as overseas for developments up to 12 million square feet. In addition to conducting traffic, parking and intersection studies, he has evaluated site plans for proper access, circulation and parking, and developed reports on his findings.

Steve's expertise goes beyond the office. He has been asked on several occasions to serve as an expert witness at planning and zoning hearings, access and land-use cases, and has presented at numerous municipal and county board meetings, as well as public hearings. Additionally, he has developed and obtained pre-qualifications from the Illinois Department of Transportation (DOT), Chicago DOT and Kane County DOT, and also works closely with officials at many other Chicagoland agencies and municipalities.



Library Lane, Ann Arbor, MI



Park Place, Missoula, MT



Van Buren Parking, Naperville, IL

## CARL WALKER

### PARKING CONSULTANT

Carl Walker, a structural engineering and parking consulting firm, specializes in parking structure design, restoration, functional design, and parking planning, operations, and management studies. Our structural engineering consulting services are the foundation we've built our reputation on for over 32 years. We bring the experience of a nationally-recognized, award-winning consulting firm to clients throughout the country. Our staff has been involved in the completion of approximately 800 parking studies, the evaluation and restoration of over 1,000 existing parking structures, and the design of over 1,500 parking structures. Our goal is to achieve user, owner, and community acceptance while maintaining a balance between aesthetics, user comfort, durability and cost.

#### NEW PARKING DESIGN

Parking plays an integral role in our nation's transportation system as well as the economy of every community, and we are proud to be a leader in this vital industry. Services include feasibility/site analysis, prime design, planning/functional/sustainable design, structural engineering, design/build, management/operational reviews, transportation/parking master plans, and supply/demand analysis.

#### PARKING PLANNING AND STUDIES

The goals of our Parking Consulting group are to improve the return on your parking investment and help align the parking program's policies with the larger institution's strategic objectives and goals. We can help you improve parking planning, enhance customer service, and leverage technology to improve program efficiency and effectiveness. We will find ways to fit more parking spaces into a facility, show you how to effectively manage and operate the facility while maximizing revenue, address what to do when existing parking facilities are not enough to meet demand and help you plan for the future. We have direct experience in parking system management that includes some of the largest parking systems in the world. That background provides a solid foundation for a rational planning approach coupled with valuable insight into effective strategies for parking and transportation systems.



## **TORREY THOMPSON**

**Managing Principal**

TThompson@CarlWalker.com

Torrey serves as Managing Principal of the New Parking Structure service sector in the Midwest Region and Manager of Restoration. With 20 years of experience, he has served as senior project manager and/or principal-in-charge on new design, functional design, and parking structure expansion projects. He has performed all aspects of parking structure planning, structural design, condition assessments and feasibility studies. He is responsible for ensuring that project goals are achieved with the owner and project team and is an expert in maintaining the project design budget and schedule.

Torrey's experience includes evaluating and restoring existing parking structures, plaza systems, and building facades.

Torrey received a BS and Masters in Civil Engineering from the University of Illinois. He is a member of the Society of College and University Planning, American Society for Healthcare Engineering, Healthcare Engineers Society of Northern Illinois, Wisconsin Park Association and ICRI.



## **RUSSELL RANDALL, P.E.**

**Principal**

RRandall@CarlWalker.com

Russ has more than 16 years of parking structure design, restoration and project management experience, encompassing all aspects of the project from start to finish, including schematic design concepts, construction cost estimates, structural system selection, building code review, construction document preparation, and construction administration services.

He has extensive experience with owner representation services, providing design criteria information, design/construction document review, oversight and construction administration assistance. Russ's functional designs maximize parking efficiency and accessibility while maintaining vehicular and pedestrian comfort and safety.

Russ received a BS in Civil Engineering from the University of Illinois and BA in Physics from North Central College. He is a member of the International Parking Institute, American Concrete Institute, Michigan Parking Association, Illuminating Engineering Society, and Precast/Prestressed Concrete Institute.

## *Financial Capacity*

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Morningside has a strong financial foundation built over 24 years of completed projects . Equity capital is generated internally and is not contingent upon third-party investors. Morningside possess strong lender relationships and has never experienced a project in foreclosure, default, or deed-in-lieu sale. Construction financing will be obtained from one of our long-standing banking relationships. Copies of financial references are included in the following pages.

## *Ownership Agreement*

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Morningside is open to a variety of lease and/or ownership scenarios for the project. During the RFP process, Morningside will work with the City of Naperville and appropriate stakeholders to identify the best lease and/or ownership structure for each lot. Morningside anticipates the City of Naperville will retain ownership of any parking structures designated primarily for commuter parking.

## *Incentives and Assistance Required*

---

This project will be built with primarily private sector funds. Public funds, as needed, will come from tax-increment financing and other project-specific sources that do not require any general municipal funding or guarantees.



Commercial Real Estate Banking

Ms. Kim Schmidt  
Procurement Manager  
City of Naperville  
400 S. Eagle Street  
Naperville, IL 60540

May 5, 2017

Ms. Kim Schmidt  
Procurement, Manager  
SchmidtK@naperville.il.us

May 1, 2017

Via Email

Re: Naperville 5<sup>th</sup> Ave. Metra Parking Lots

RE: Morningside Group

Dear Kim:

Ms. Schmidt:

Morningside Group ("Morningside") is looking to develop a mixed use project on 7 surface parking lots near Naperville's 5<sup>th</sup> Ave. Metra Station "Naperville Metra" in Naperville, Illinois. Morningside intends to finance this project with traditional construction financing.

Morningside Group has been a customer of Associated Bank since 2014. Since then we have done several large complicated transactions in which financial capability and development expertise were the keys to success.

Our relationship with Morningside dates back over many years. We've successfully completed numerous credit transactions with this Company over the last decade, which include several secured real estate loans. Morningside has handled these transactions satisfactorily and all matured loans were repaid as agreed. The Bank made a loan on Morningside's Wheaton project, which was paid off as agreed, and currently has a loan on its Elmhurst project.

Based on discussions I have had with Morningside about the 5<sup>th</sup> Avenue Station project, I can assure you that Morningside has the financial capability to follow through on the project. Also, the development disciplines (financial, architectural, construction) are all present on the Morningside team.

As you know, this letter is intended to be a letter of interest only, and does not constitute an agreement to extend credit or commit financing. This letter shall not constitute a binding agreement between Morningside, Bank of America, and / or any other entity involved in the construction of the Naperville Metra site.

Associated Bank continues to lend on Morningside projects and hopes to be a part of their plans for any future development opportunities presented, including 5<sup>th</sup> Avenue Station. We give Morningside our highest recommendation for performing as promised as well as for accurate reporting and timely communication. We look forward to working with them, as well as you, on this project.

We look forward to continuing both our discussions concerning the Naperville Metra site and our strategic relationship with Morningside and its principals.

Please note that the information set forth in this letter is subject to change without notice, and is provided in strict confidence, without any responsibility or liability on the part of Bank of America, N.A., its affiliates or any of its or its affiliates' directors, officers or employees. Bank of America, N.A. undertakes no responsibility to update the information set forth in this letter.

Sincerely,

Gerard J. Rotunno  
Vice President  
Commercial Real Estate

Sincerely,

Bank of America, N. A.

By: Robert E. Goeckel  
Its: Senior Vice President

Equal Housing Lender and Equal Opportunity Lender. Member FDIC and Associated Bank Corp.

associatedbank.com

FINANCIAL CAPACITY





May 05, 2017

The City of Naperville  
Kim Schmidt  
Procurement Manager  
400 South Eagle Street  
Naperville, IL 60540

**REFERENCE: 5<sup>th</sup> Ave Station RFQ (Naperville, IL)**

Dear Kim:

This letter confirms our relationship with the Morningside Equities Group, Inc. (Morningside) and its Principals. We are very supportive of Morningside and its pursuit of dynamic and opportunistic commercial real estate investment and development, particularly in the multi-family, retail and parking garage arena. In fact, The PrivateBank most recently acted as Joint Lead Arranger on two construction loans totaling nearly \$120.0MM to a joint venture including Morningside. The loans were used to finance the construction of a 347-unit apartment complex and 100,000 SF Mariano's-anchored retail development project located at the NWC of Skokie Boulevard and Dundee Road in Northbrook, IL.

The PrivateBank has been directly involved with Morningside in the successful execution on projects of similar size and scope to the subject re-development around The City of Naperville's Metra Station and confident in Morningside's financial capacity to undertake the process with the various stakeholders.

The strong relationship between The PrivateBank and Morningside has been exceptional and professional. We hold Mr. Strosberg and the entire Morningside team in high regard here at The PrivateBank and look forward to a prosperous future.

If I may be of any further assistance, please do not hesitate to contact me directly at (312) 564-1249.

Sincerely,

Jacob Noble  
Managing Director



May 2, 2017

RE: Morningside Equities Group

TO: Kim Schmidt  
Procurement Manager  
City of Naperville

David Strosberg of Morningside Equities Group is an existing client of TCF Bank and has always paid as agreed for any and all loan relationships. Through prior experience spanning nearly 20-years, members of the current TCF Bank lending team have successfully financed multifamily, for-sale residential, and retail developments for Mr. Strosberg.

We understand Morningside is responding to a RFQ for the to be constructed 5<sup>th</sup> Avenue Station. TCF Bank would be interested in considering financing the 5<sup>th</sup> Avenue Station project when development plans are finalized.

Please let me know if you have any questions or comments.

Sincerely,

Craig Przygoda  
VP, Commercial Real Estate - Team Lead  
800 Burr Ridge Parkway  
Burr Ridge, IL 60527  
(630) 986-7083  
CPrzygoda@TCFBank.com



May 1, 2017

Ms. Kim Schmidt  
Procurement Manager  
City of Naperville  
400 S. Eagle Street  
Naperville, IL 60540

Re: **Morningside Group / 5<sup>th</sup> Ave Station**

Dear Ms. Schmidt:

The purpose of this letter is to provide a reference on behalf of Morningside for the proposed 5<sup>th</sup> Avenue Station development project.

Heitman has previously invested with Morningside on the Wheaton 121 apartment development. Morningside delivered the project on time and within budget. Morningside has demonstrated the capability to successfully manage large development projects. Heitman holds Morningside in high regard and intends to pursue additional investment opportunities with the company.

Regards,



Tim Podboy  
Senior Vice President  
Heitman

Heitman 191 North Wacker Drive • Chicago Illinois 60606 • [www.heitman.com](http://www.heitman.com)  
t. (312) 425-0307 • f. (312) 425-0640 • [tim.podboy@heitman.com](mailto:tim.podboy@heitman.com)

May 2, 2017

Ms. Kim Schmidt  
Procurement, Manager  
[Schmidtk@naperville.il.us](mailto:Schmidtk@naperville.il.us)

Via Email

RE: **Morningside Group**

Dear Ms. Schmidt:

The Davis Companies provided mezzanine debt to Morningside Equities Group, Inc. ("Morningside") for NorthShore 770, a 347-unit apartment building located in Northbrook, IL. Morningside delivered the project on time and within budget, having paid off the loan per the terms of the loan agreement.

The Davis Companies holds Morningside in high regards. We believe Morningside has the development expertise to follow through on a complicated project like the 5<sup>th</sup> Avenue Station Redevelopment. We look forward to working with Morningside on future opportunities such as the 5<sup>th</sup> Ave. Station Redevelopment project.

If you have any questions, please feel free to contact me directly at (617) 451-1300.

Sincerely,



Christopher B. Chandor, Jr.  
Senior Vice President

[www.thedaviscompanies.com](http://www.thedaviscompanies.com) | Boston, MA | Norwalk, CT



**Bank of America.**



Robert E. Goeckel  
Senior Vice President  
135 S. LaSalle Street, Suite 630  
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## NorthShore 770

*Location: Northbrook, Illinois*

*Project Type: New Construction, Mixed-use, Retail & Public/Private Partnership*

*Role: Developer-Builder, Owner and Property Manager*

PROJECT: Residential

9-story, 347-unit ultra-luxury apartment building

595 indoor, heated parking spaces in an enclosed 3-story parking deck and 13 external parking spaces

Building amenities include doorman and concierge service, virtual golf simulator, community room, theater, private dining room, business center, state of the art fitness center with yoga room

Two landscaped interior courtyards including pool, fire pit, putting green, bocce court, BBQ stations, dog run, and loggia lounging area

PROJECT: Retail

101,501 sf of retail space, tenants include: Mariano's, Kriser's, Fuddruckers, Roti, Mattress Firm, Zengler's, Chipotle, PNC, and Panera Bread

PROJECT ADDRESS:

Retail: 772-798 Skokie Boulevard, 510 Dundee Road

Residential: 770 Skokie Boulevard

COMPLETION DATE:

Retail: August 2015

Residential: December 2016



NorthShore 770 Residential



Residential Interior



Residential Amenities



NorthShore 770 Retail



NorthShore 770 Retail

# NorthShore 770

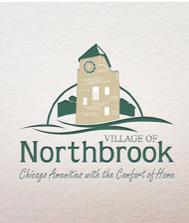
## Project Details

A public/private partnership, the Village of Northbrook provided financial assistance in the form of a TIF note for the construction of various improvements including environmental remediation; water, storm and sanitary utilities; construction of a gateway feature for the Village of Northbrook; right-of-way improvements on Skokie Boulevard and Dundee Road (including widening lanes, resurfacing pavement, new curbs and sidewalks, storm sewer improvements, reconstruction of traffic signals at the intersection, signal interconnects, and construction of a new traffic signal at the main project entrance); and various other site improvements.

Construction debt for the retail portion of the project was provided by a group lead by Private Bank. Construction debt for the residential building was provided by a group lead by Associated Bank.

Morningside worked with the community stakeholders throughout the two-year process of entitlement to garner support for the project. The site had previously sat vacant for several years, and the community was eager to have the site developed.

## Project Reference



Richard Nahrstadt  
Village Manager  
Village of Northbrook  
1225 Cedar Lane  
Northbrook, IL 60062  
847-664-4011



NorthShore 770 Pool



NorthShore 770 Retail



NorthShore 770 Lobby



## Elmhurst 255

*Location: Elmhurst, Illinois*

*Project Type: New Construction, Mixed-use, Retail & Public/Private Partnership*

*Role: Developer-Builder, Owner and Property Manager*

### PROJECT:

6-story, 192-unit, ultra-luxury apartment building

150 public and 332 private parking spaces in a heated and enclosed 2-story parking deck

Building amenities include community room, theater with stadium seating, private dining room, business center, state of the art fitness center, landscaped interior courtyard including pool, two fire pits, bocce court, BBQ stations, and loggia lounging area

12,000 sf of retail space

10,000 sf public plaza with bandshell pavilion

### PROJECT ADDRESS:

255 N Addison Avenue

### COMPLETION DATE:

Retail: November 2016

Residential: January 2017



Elmhurst 255 Residential and Retail



Residential Interior



Residential Amenities

# Elmhurst 255

## Project Details

A public/private partnership, the City of Elmhurst provided financial assistance in the form of a TIF for the construction of various improvements including environmental remediation; water, storm and sanitary utilities; construction of a Civic Plaza; right-of-way improvements on York Road and Addison Avenue (including widening of lanes, re-surfacing pavement, new curbs and sidewalks, and storm sewer improvements); and various additional site improvements.

Construction debt for Elmhurst 255 was provided by Bank of America.

Morningside diligently worked with the community and stakeholders throughout the 10-year entitlement process, working to alleviate concerns. Prior to Elmhurst 255, the site had sat mostly vacant for a number of years, and stakeholders were eager to develop the site to expand the York Road retail corridor to North Avenue.

## Project Reference



James Grabowski  
City Manager  
City of Elmhurst  
209 N. York  
Elmhurst, IL 60126  
630-530-3000

Elmhurst 255 Residential Interior



Elmhurst 255 Lobby



Elmhurst 255 Residential Interior



## Wheaton 121

*Location: Wheaton, Illinois*

*Project Type: New Construction, Public/Private Partnership*

*Role: Developer-Builder, Owner, and Property Manager*  
*Sold May 2015*

### PROJECT:

7-story, 306-unit ultra-luxury apartment building

415 garage parking spaces in heated and enclosed  
2-story parking deck

Common amenities include community room, theater  
with stadium seating, media room, business center,  
state of the art fitness center with yoga room

Landscaped interior courtyard of over 2/3 acre  
including pool, fire pit, BBQ stations, dog run, and  
loggia lounging area

### PROJECT ADDRESS:

121 North Cross Street

### COMPLETION DATE:

January 2014



Wheaton 121 Exterior



Wheaton 121 Amenities



Wheaton 121 Loft



Wheaton 121 Interior



Wheaton 121 Courtyard

# Wheaton 121

## Project Details

Wheaton 121 was developed as a public/private partnership with the City of Wheaton providing financing assistance in the form of a TIF note for various improvements, including water, storm and sanitary utilities; construction of two community plazas; and right-of-way improvements on the surrounding streets (including resurfacing pavement, re-striping, new curbs and sidewalks; storm sewer improvements); and other updates.

Construction debt was provided by Bank of America and Heitman.

Prior to Wheaton 121, the site sat vacant for many years. Residents of Wheaton were thrilled when Morningside purchased the bank owned property, turning the long neglected site into a landmark of the downtown that met the community's need for additional housing.

## Project Reference



Jim Kozik  
Director of Planning and Economic Development  
City of Wheaton  
303 W. Wesley Street, 1st Floor  
Wheaton, IL 60187  
630-260-2008



Wheaton 121 Community Room



Wheaton 121 Interior



Wheaton 121 Lobby

**COMPARABLE PROJECT EXPERIENCE - MORNINGSIDE**



# Oak Lawn Downtown Redevelopment

*Location: Oak Lawn, Illinois*

*Project Type: New Construction, Mixed-use, Retail & Public/Private Partnership*

*Role: Program Manager for the Village for entire site  
Developer-Builder for retail space and condominium units*

## PROJECT:

Metra and retail transit station, including two retail developments, for a combined 42,000 sf

Tenants include Citibank, White Hen, Vino Tinto, Dunkin' Donuts and AT&T

5-story, municipal parking deck with 820 parking spaces

5-story, 84-unit residential condominium building

6-story, 70-unit residential condominium building

Village of Oak Lawn Children's Museum

Construction completed in 2006

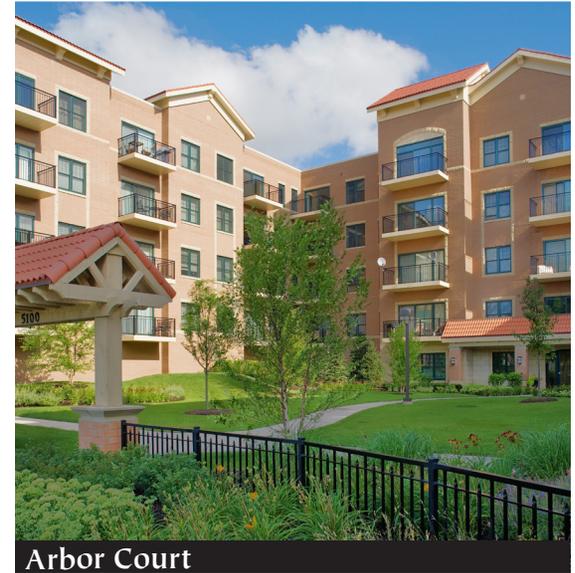
## PROJECT ADDRESS:

|                      |                           |
|----------------------|---------------------------|
| Metra Station:       | 9525 S. Tulley Avenue     |
| Retail Centers:      | 5102-5116 W. Museum Drive |
|                      | 5251-5275 W. 95th Street  |
| Arbor Court:         | 5100 W. 96th Street       |
| Prairie Town Center: | 9530 S. Cook Avenue       |
| Museum:              | 5100 W. Museum Drive      |

COMPLETION DATE:  
2006



5251 W. 95th Street



Arbor Court



Metra Station



Parking Garage

Experience

# Oak Lawn Downtown Redevelopment

## Project Details

A public/private partnership, The Village of Oak Lawn provided financial assistance in the form of TIF for the construction of various improvements including site demo; infrastructure; addition of a parking signal; construction of a new Metra station; and a public parking garage that holds 820 vehicles.

Members of the Oak Lawn Community were heavily in favor of this project as it replaced blighted buildings in the downtown corridor. Additionally, Morningside developed a new Metra Station and commuter parking garage, added streetscape, improved access to the Metra station, and handled site remediation/removal of underground storage tanks.

## Project Reference



David M. Heilmann  
Former Mayor (2006-2013)  
Clausen Miller  
10 South LaSalle Street,  
Chicago, IL 60603  
312-606-7705



Children's Museum



Prairie Town Center Exterior



Prairie Town Center Interior



# FARR ASSOCIATES

## Harper Court

*Location: Chicago, Illinois*

*Client: Harper Court Partners, LLC*

*Role: Site Master Planner & Entitlements/Planned Development,  
Design Architect for 12-Story Office Tower, Urban Designer  
for New Harper Court Right of Way, LEED-ND  
Certification*

### PROJECT:

3.1 acres

425 units (planned for future phase)

150,000 sf of retail/restaurant space

131 room hotel

250,000 sf of structured parking

LEED-CS Gold Certified & LEED-ND Gold Certified

Winner of the CNU Illinois Chapter Award 2013

### PROJECT ADDRESS:

5235 S. Harper Court

### COMPLETION DATE:

2013



Harper Court Office Building



Harper Court Retail



New Right-of-Way Created for Harper Court

## Harper Court

### *Project Details*

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In 2012 at the gateway to the 53rd Street retail corridor in Chicago's Hyde Park neighborhood, a transformation began. The corridor, which serves as the University of Chicago and the Hyde Park neighborhood's "main street" saw renewed investment from the City and private sector for the first time in many years, and a Farr Associates' master plan for the area guided the redevelopment.

The new 3.1-acre multi-phase development called Harper Court, which sits directly adjacent to the 53rd Street Metra Station, contains a Hyatt Place hotel property, a 13-story mixed-use office building whose anchor tenant is the University, and streetscape improvements, including a new namesake street called Harper Court. 75,000 square feet of first and second floor retail was also added. These changes activated the corridor and transformed the pedestrian experience by adding activity where there were once vast parking lots. The new Harper Court is now home to 53rd Street's weekly farmer's market.

Farr Associates provided project developers with a Planned Development scheme that ultimately was chosen by the City of Chicago as the best for the site- winning the team development rights for the project. Sustainability and innovation lie at the center of the buildings and plan, with Harper Court achieving LEED for Neighborhood Development Gold certification for the multi-building site.

### *Project Reference*

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Chris Dillon  
President  
Campbell Coyle Real Estate  
153 W. Huron Street, Suite 200  
Chicago, IL 60654  
312-282-8396

# FARR ASSOCIATES

## Orland Park TOD Plan

*Location: Orland Park, Illinois*

*Client: Regional Transportation Authority & Village of Orland Park*

*Role: Master Planner & Urban Designer*

PROJECT:

29 acres

295 residential units (to date)

4,000 sf of retail

100,000 sf of office space

880 parking spaces in 2 structured parking garages

PROJECT ADDRESS:

143rd Street & Southwest Highway

COMPLETION DATE:

Plan Adoption: 2001

Implementation: Ongoing



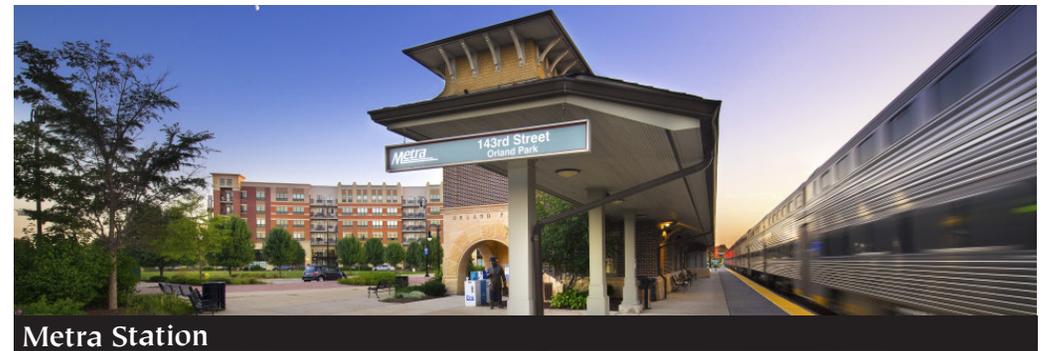
Site Plan



University of Chicago Medical Center



Ninety7Fifty Apartments



Metra Station

COMPARABLE PROJECT EXPERIENCE - FARR ASSOCIATES

# Orland Park TOD Plan

## *Project Details*

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Farr Associates was hired to prepare a land use and urban design plan for the 29-acre site adjacent to the 143rd Street Metra station in Orland Park. The public input process revealed a desire for a town center, a feature of community life previously missing from the community. The resulting plan developed a mixed use Village Center out of scratch, anchored by a rail and bus station facing a traditional town square.

The Village began work implanting the infrastructure of the plan after adoption in 2001. They created the Main Street Triangle TIF district and opened Crescent Park, a new Metra Station, and new streets in 2008. In 2014, a developer of one of the largest parcels in the plan opened a \$65 million mixed use building called Ninety7Fifty on the Park with 295 apartments and 4,000 sf of ground story commercial. Late in 2017, University of Chicago-Medicine opened a \$50 million 100,000 sf outpatient medical facility and commercial pharmacy on a prime corner site. In 2017 and beyond, the Village remains committed to seeing the TOD and Village Center infill with more residential and mixed use based on the 2001 blueprint.

## *Project Reference*

---



Dan McLaughlin  
Mayor  
The Village of Orland Park  
14700 Ravinia Avenue  
Orland Park, IL 60462  
708-403-6140

# FARR ASSOCIATES

## Uptown Normal

*Location: Normal, Illinois*

*Client: Town of Normal, Illinois*

*Role: Master Planner*

PROJECT:

37 acres

195 residential units

342 room hotel

PROJECT ADDRESS:

11 Uptown Circle

COMPLETION DATE:

Ongoing project, began in 2000



Gathering in Uptown Circle



McLean County Children's Museum



Uptown Circle



Aerial view of Uptown Circle

# Uptown Normal

## *Project Details*

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The visionary Uptown Redevelopment Plan resulted from a collaboration between the Town of Normal, Illinois and Farr Associates. The community’s downtown, known as Uptown, had been in a prolonged state of decline, marked by reduced retail choices and deferred building maintenance. An ambitious plan was undertaken to create a sense of place downtown, where there previously had been none. The plan was built around a new traffic circle and plaza anchored by an existing Amtrak facility.

From a functional standpoint, the Uptown Circle unites four streets and a multiuse trail that was formerly an awkward 5-way intersection. From a placemaking perspective, it has transformed Uptown, both physically and economically, creating an active civic space and catalyzing both public and private development. The Circle itself is a piece of sustainable green infrastructure, treating storm water runoff from Uptown streets. Another implemented key plan element was the 2012 development of the Uptown Station, a multi-modal transportation center, which serves Amtrak high speed rail and connects to other local transit. The Uptown plan has spurred over \$211 million in infill redevelopment in Normal’s core, including two new hotels, a conference facility, and multifamily housing.

In 2014, town leaders decided it was time to both update the 2000 Renewal Plan and expand the footprint of Uptown. They sought to grow the economic benefits of Uptown south of railroad tracks that currently act as a barrier. The Farr Associates team returned to lead the Plan Update and southern expansion strategy, known as Uptown 2.0.

## *Project Reference*

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Mark R. Peterson  
City Manager  
The Town of Normal  
12 Uptown Circle  
Normal, IL 61761  
309-454-9777



## *Our Pledge*

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These precious sites, located within steps of the Naperville Metra station, deserve a legacy project. One that fills gaps and creates a buzz in town. One that offers new lifestyle choices. One that holds its value long into the future. One that you just can't wait to show the out-of-town visitors. Naperville has nurtured this site for years, and our goal is to do it justice and bring it to life.

## *Placemaking and Building Community*

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Our team has a strong reputation for accomplishing what it promises and getting projects built. We possess long-standing banking relationships that were built over 24 years of keeping promises. We professionally manage and lease our own properties to insure their long-term success. We control our own equity capital—we're not dependent upon third-party capital. Many of the teams responding to this RFQ can likely make some of the same claims. And anyone in real estate development can conceive of these sites as a series of "deals". But how does that add value to the community? We believe that our team's great distinction and value-add is our focus on building community. So, what does that mean?

## *A Day in the Life*

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Our team starts by imagining a day in the life of this place years into the future. At dawn, the early-risers are up having coffee, reading tablets, walking the dog, and getting exercise. Sidewalk tables at corner cafés serve as "third places", building community and turning strangers into neighbors. In good weather, plazas and courtyards host exercise and yoga classes. People walk quietly to catch a Metra train or Pace bus. Bicyclists set off on rides. Commuters pull in and park. Office lights come on as workers arrive for work. Parents and pre-schoolers start trickling into tot lots for morning playdates. Come evening, the patterns reverse. Homework trumps play. Gardeners weed. Dogs walk owners. Cabernet replaces coffee. Late-risers exercise. Low sun glints from solar panels. The rooftops fill with the approaching sunset. Later, you see white-blue lights flickering from windows and the hum of activity winds down. This is a special place.

## *Creating Value Through a Master Plan*

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Our master plan envisions a network of special spaces that bring people together. These spaces differ from both home and work and are called "third places". The kiosk. The plaza. The lobby. The coffee shop. The tot lot. The bench facing the sidewalk. The garden. The landing. The dog park. The rooftop. The laser light show under the water tower. The trainspotting platform. Our desire is for places where people routinely make acquaintances which can easily grow into friendships—building a community.

Our team sees immense value in strategic urban planning. A detailed master plan coordinating development across all the sites is a must. The plan should address these urban scale strategies:

- A network of lovable public spaces scaled to fit the context,
- Well-located amenities and services,
- Meeting the diverse spectrum of housing demand, and
- Access and mobility.



Conceptual Master Plan

GENERAL DEVELOPMENT CONCEPT

## *A Network of Lovable Spaces*

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As described in the project vision, we will provide a network of beautiful and varied public spaces for the community to make their own. Proposed public space locations are noted on the master plan. Examples include:

**Plaza**– formal open space of medium size with mixed hardscape and green space that serves as a gathering place for civic, social, and commercial purposes. Special features, such as fountains or public art installations, are encouraged.

**Green**– informal, medium scale active or passive recreation space for neighborhood residents within walking distance.

**Commons**– small open space type typically internal to a block and tends to serve adjacent residents. Special features could include tot play equipment.

**Mews**– engaging paved yard or court which is fronted by buildings with entrances open to it.

## *Well-Located Amenities and Services*

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The wide range of activities here strengthens ties with the rest of Naperville. Old and new residents call this place home. For others, it houses their livelihood. For others yet, it provides daily services: accountant, bike repair, cleaners, dentist, hairdresser, tailor, or therapist. We propose two mixed use nodes at the intersections between 5th Avenue with Center and Sleight Streets. The amenities may include:

- Food/drinking establishments
- Basic services
- Classes/common areas
- Small commercial spaces
- Community room

## *Meeting the Diverse Spectrum of Housing Demand*

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To meet the needs of the community, we will consider a number of residential options. These residences will address these diverse market segments:

- Rental
- For-sale
- Live/work
- Workforce
- Microunits

## *Access and Mobility*

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Our ancestors walked miles each day. To maintain our health and wellness, our bodies require daily activity and exercise. Much new development, however, is optimized for the car—limited sidewalks, missing bike infrastructure, no transit or walk-to destinations, and wide streets. Additionally, no consideration is made for residents as they age. We reject this notion and plan to make a great place, optimized for walking by people of all ages.

# Achievement of Outcomes

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## ***Design Guidelines and Proposed Heights Referencing the 5th Avenue Study***

Our team embraces the time-tested guidance provided in the City of Naperville Building Design Guidelines. Our master plan proposes three context zones as follows:

- (1) We propose a 2-3 story urban fabric along existing residential streets. This fabric is likely to consist of townhomes, live-work units, and other walk-up workforce housing options, entered off the sidewalk.
- (2) We propose a 4-5 story fabric facing 5th Avenue Station and at select corners along 5th Avenue. This will consist of elevator-served corridor buildings with embedded parking and may incorporate sidewalk entered townhouse units at the ground level. Dual-lobbies will be accessible from both the sidewalk and from mid-block parking.
- (3) We propose a 6-7 story fabric facing a short stretch of 5th Avenue, the Upper Burlington Parking Lot and the Metra tracks. This will be like the 4-5 story zone but will probably include upper story setbacks to buffer the heights and roof decks.

## ***Strategic Ends and Financial Principles***

This project will be built with primarily private sector funds. Public funds, as needed, will come from tax increment financing and other “but-for-this-project” sources and not require any general municipal funding or guarantees.

## ***Commuter Parking System and Off-Street Parking***

Adequate vehicular parking for both new building occupants and commuters is essential to the project’s success. Should we be invited to participate in the next round, our team welcomes the opportunity to develop detailed parking plans and scenarios to demonstrate the project’s viability.

Initial ideas for this include new structured parking facilities located throughout the Study Area to disperse parking traffic. Two of these structures designed for commuters will be south of the tracks along Washington on the north section of the Children’s Museum lot and the Parkview Lot. The grade change and overpass make this a less desirable pedestrian route, thus making it an appropriate location for large parking infrastructure in the study area. We also envision the parking structure on the Parkview Lot as being a flexible mixed-use development opportunity with liner housing along North Avenue and perhaps space for a commercial or community tenant in dedicated space along 4th Avenue, adjacent to the tracks. Ideas include a “black box” theater space or incubator office space. A third commuter structure will be located north of the tracks adjacent to the Water Tower. Off-street parking for the new residential commercial development will be located in mid-block parking decks.

# Achievement of Outcomes

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## ***Multi-modal commuter access***

All great places make walking delightful. They are designed to enhance a pedestrian's experience. The basics include safe and clear pedestrian walks and paths, sidewalk level windows, frequent building entrances, and infrequent driveways. Building facades should reinforce the entries including the provision of canopies. The snouts of cars parked off-street should never be visible. Parking decks facing pedestrian-dominated streets will be screened with buildings occupied by people. Crosswalks should be as short as possible and designed to provide safety to pedestrians.

Bicycling is also central to our planning. This place will be planned for each person to have and use a bike every day, and to make the bike experience as convenient and safe as possible. This requires thoughtful design of lobbies, distributed bike storage, ready access to bike maintenance, and safe bike routes. We will ensure that the master plan encourages residents and employees to use bikes for short trips.

Optimizing transit access is obviously central to this project. The bus/train interface will be re-planned and the Metra facilities will be optimized. As illustrated in the master plan, we propose a rethinking of the multi-modal interface as follows: transform the streets around Burlington Square Park into two way facilities, create a dedicated and sheltered bus double-sided waiting zone adjacent to the station, and create a double-sided "kiss and ride" just south of that.

## ***Involvement of Stakeholder***

Our team is keen to understand the local perspective on how we can make a great project. We embrace a robust engagement process and welcome the opportunity to do so in the proposal round. Continuous community input is vital to the creation of a plan that the community will embrace. Engagement with stakeholders and Naperville residents is essential to our process and the achievement of our objectives.

We respectfully request that you select our team for the RFP round. Thank you.

# Thank you

Thank you for your time and consideration. We look forward to working with you.



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THANK YOU

