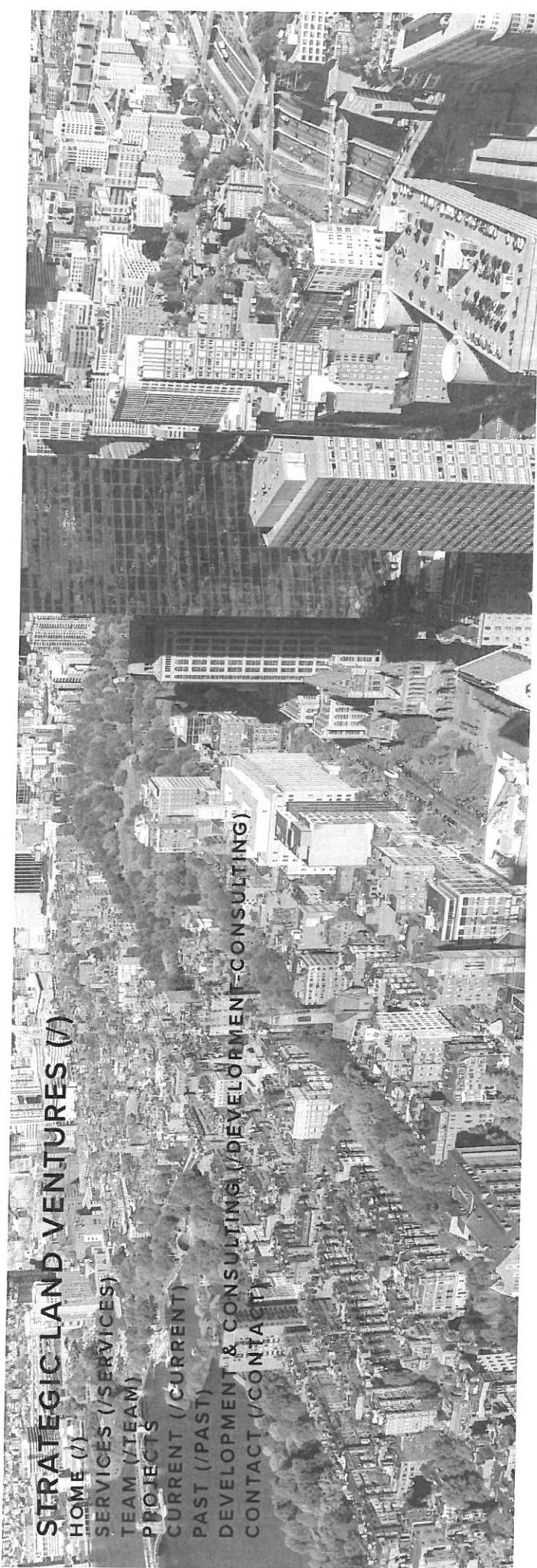




STRATEGIC LAND VENTURES (//)

HOME (//)

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TEAM (//TEAM)

PROJECTS

CURRENT (//CURRENT)

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DEVELOPMENT & CONSULTING (//DEVELOPMENT-CONSULTING)

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STRATEGIC
LAND VENTURES

SLV is a vertically integrated Real Estate Investment Management and Development firm with an office in Needham, MA. Our portfolio of current and past developments represents exceptional skill and success in identifying, permitting, capitalizing and constructing a variety of complex multi-family residential real estate projects in Massachusetts. SLV is focused on providing clients and partners with the opportunity to create or enhance the value of real estate including maximizing financial returns while creating appropriate tax benefits.

CURRENT SLV PIPELINE PROJECTS INCLUDE:

- Scituate: 60 Unit Rental
- Bridgewater: 58 Unit Rental
- Winchester: 96 Unit Rental
- Medway: 190 Unit Rental
- Winchester: 147 Unit Rental

The Principals of SLV feature over 40 years of real estate development expertise across a variety of diverse markets and municipalities. The leadership team has successfully permitted over 5,000 units of multi-family housing, permitted or re-zoned 3 million square feet of commercial space and has invested over \$5 billion in commercial and residential real estate in the Boston and New York metro areas.

In addition to representing a diverse group of real estate investors and developers across a range of real estate projects, SLV undertakes multi-family residential developments on its own account from the point of identifying the developable parcel to completing the construction process and all necessary activities in between.

STRATEGIC LAND VENTURES (/)

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CONTACT (/CONTACT)

Projects

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PAST (/PAST)

DEVELOPMENT &
CONSULTING
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CONSULTING)



Current Projects



(/59-fountain-street-framingham-ma)

59 Fountain Street, Framingham, MA
(<https://kig-advisors.squarespace.com/59-fountain-street-framingham-ma>)



(/5-washington-square-brighton-ma)

5 Washington Square, Brighton, MA (/5-washington-square-brighton-ma)



(/85-plymouth-street-bridgewater-ma)

85 Plymouth Street, Bridgewater, MA (/85-plymouth-street-bridgewater-ma)



(/416-cambridge-street-winchester-ma)

416 Cambridge Street, Winchester, MA (/416-cambridge-street-winchester-ma)



(/132-chief-justice-cushing-highway-scituate-ma)

132 Chief Justice Cushing Highway, Scituate, MA (/132-chief-justice-cushing-highway-scituate-ma)



(/1935-river-street-winchester-ma)

19-35 River Street, Winchester, MA (/1935-river-street-winchester-ma)





(/39-main-street-medway-ma)

39 Main Street, Medway, MA (/39-main-street-medway-ma)

STRATEGIC LAND VENTURES (/)

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- PROJECTS
- CURRENT (/CURRENT)
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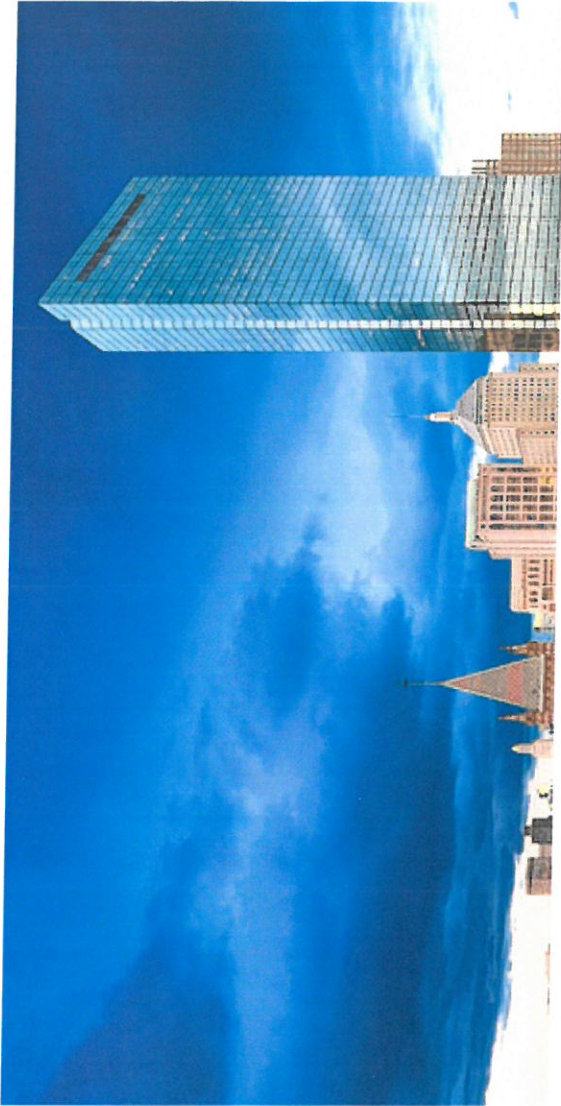
Projects

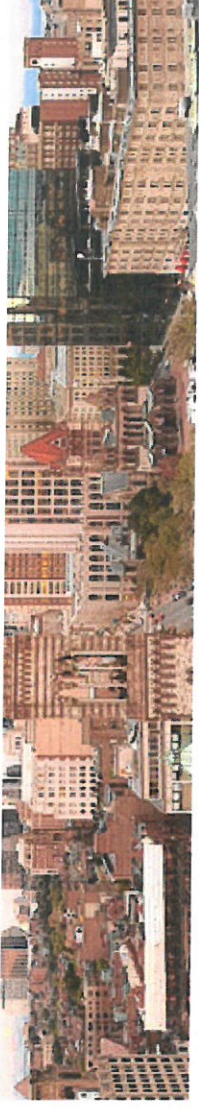
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- PAST (/PAST)
- DEVELOPMENT & CONSULTING (/DEVELOPMENT-CONSULTING)



Past Projects

The following projects were led by SLV Managing Partners while they were at their prior real estate investment firms.





John Hancock Tower (200 Clarendon), Boston, MA

Repositioning and sale of Boston's iconic 1.8 million square foot John Hancock Tower after its previous owner put the landmark property into foreclosure.

- \$80 million capital improvement plan, addition of a 170-space executive parking garage beneath the building, renovation of two lobbies, extensive improvements to the 2300 space Clarendon parking garage, and addition of a 20,000 square foot Blue Glass café
- Successfully negotiated 250,000 square foot lease for anchor tenant Bain Capital
- Asset sold for \$930 million, returning a \$180 million profit to investors in just 24 months.





Trip Advisors Global HQ, Needham, MA

Led lease negotiations, project design, financing, development and construction of 290,000 square foot project

- 2.5 Million Square Foot Anchor Project at Founders Park
- Secured \$2 million in MassWorks grants from the state to make key improvements to address the impact of additional traffic and secured Tax Incremental Financing, which secured Trip Advisor's commitment to the project
- Directed the design, budgeting and development process
- Sold project to an institutional investor for \$36 million profit.





Troy Boston, Boston, MA

Co-developed pioneering 5/8-unit multi-family project which served as a catalyst for further redevelopment of the South End neighborhood

- \$160 million ground-up development in Boston's South End
- 20-story tower with an 11-story mid-rise residential building featuring restaurant space and amenity spaces, pool and parking
- Acquired the 1.3 acre parking site, with partner Gerding Edlen, and leveraged strong alignments with union-based investment funds, which helped capitalize the project
- Actively worked with Boston planning agency (BPDA) on the Albany-Harrison Corridor master plan



The Terraces, Newton MA.

- Features 48 luxury townhouse style units on 12 acres of land minutes away from Chestnut Hill and Newton Centre
- Units ranged from 2,580 to 4,100 SF
- Closing sales prices ranging from \$1,100,000 to \$2,000,000.



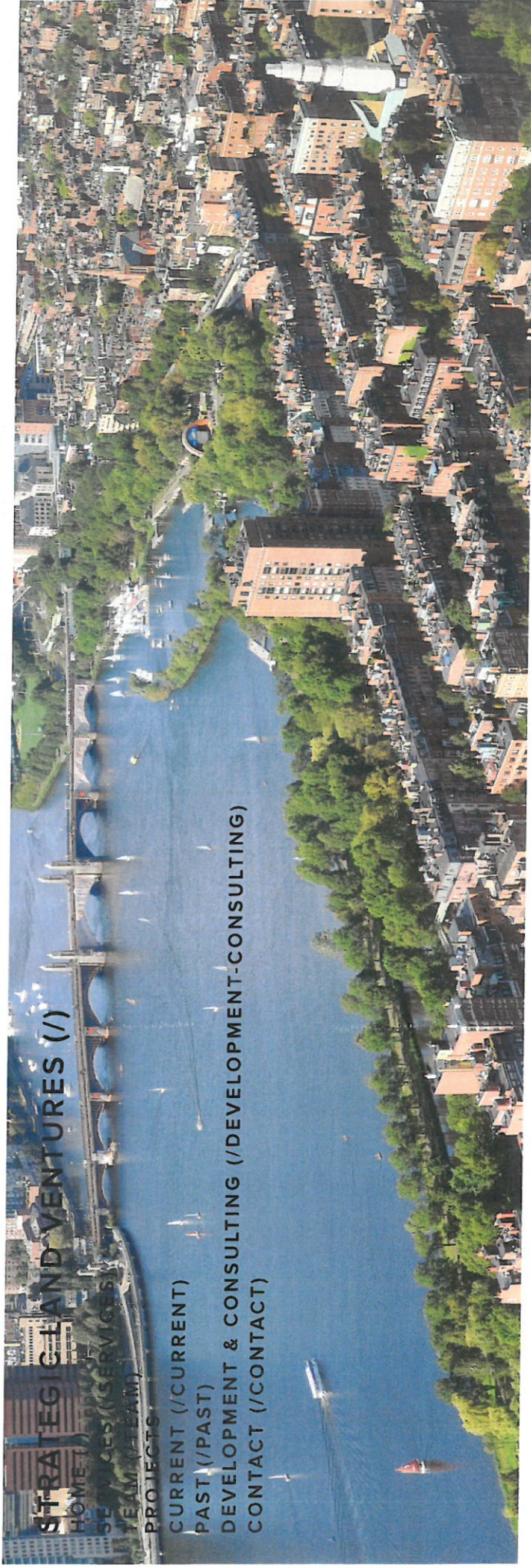
77 Court, Newton MA

- Features 36 luxury condominiums in a single 4 story wood-framed building over a podium parking garage.
- Development included 1BR, 2BR and 3BR units ranging in size from 900 to 2,300 SF
- Closing sales prices ranging from \$625,000 to \$1,200,000.
- Total development costs for the project were approximately \$22,000,000.



Greendale Village, Needham MA

- Features 20 luxury condominiums in either a single family or townhouse style with many units including first floor master bedrooms
- Development included 2BR and 3BR units ranging in size from 1,700 to 2,800 SF
- Closing sales prices ranging from \$725,000 to \$1,100,000.
- Total development costs for the project were approximately \$12,200,000.



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Team

Justin D. Krebs

Co-Founder, Managing Partner

Mr. Krebs brings over 25-years of real estate investment and development experience ranging from institutional investment management at UBS and JP Morgan to opening and leading the vertically integrated private equity firm Normandy Real Estate Partners Boston office prior to co-founding SLV.

Mr. Krebs was a Partner at Normandy Real Estate Partners, responsible for opening and overseeing Normandy's Boston office. During his 10 years at Normandy, Krebs built a \$2 billion dollar office and residential portfolio with notable projects including the foreclosure, repositioning, and sale of the John Hancock Building (now 200 Clarendon), the acquisition and repositioning 99 Summer Street in downtown Boston, assembling and permitting Center 128 in Needham, a 2 million square foot mixed project which included the development of Trip Advisors Global HQ, and the permitting, design and development of Troy Boston, a 378-unit residential project in Boston's South End, co-developed with Gerding Edlen.

Mr. Krebs began his career in New York holding positions with global investment management firms UBS and JP Morgan. While at JP Morgan, Mr. Krebs held the title of Senior Vice President and team leader, responsible for more than \$4 billion in real estate investment and development on the East Coast. At UBS, Krebs was an Assistant Vice President, investing more than \$500 million in equity into real estate for pension funds and foreign investors. Mr. Krebs is a graduate from Providence College and has a MBA in Finance from Fordham University.

Geoffrey Engler

Co-Founder, Managing Partner

Mr. Engler brings over 20-years of real estate experience ranging from large public sector real estate projects to the permitting of over 5,000 units of multi-family housing under Chapter 40B.

Mr. Engler has been involved with the firm of SEB, LLC for over 13 years and has been responsible for the entitlement process of over 60 Chapter 40B projects ranging from 10 units to 390 units. Geoff has represented developers on a number of multi-family residential projects including The Royal in Belmont, Broadstone Bare Cove in Hingham, Broadstone Watch City in Waltham, Greendale Village in Needham, 75 Court in Newton, Westborough Woods, Charles River Landing in Needham and a number of other Comprehensive Permit Applications. Geoff has served as the primary developer and project manager for Winchester North, a 96 unit rental community in Winchester, MA, as well as the developer/manager of The Village at Silver Hill – a single family homeownership community in Weston, MA.

Prior to joining SEB in 2005 and forming SLV, he worked as a Senior Manager at Deloitte Consulting for eight years in its Real Estate consulting and business strategy practice. As such, he worked on large scale mixed-use real estate projects and transactions including the new Yankee and Mets' Stadiums. Geoff spent the majority of his time with Deloitte consulting on behalf of local and state government and real estate developers.

Andrew D. Tibma

Vice President

Andrew Tibma is a Vice President at SLV, responsible for assisting with project management, underwriting, market research and project reporting. Andrew also focuses on finding attractive off-market opportunities for SLV to pursue. Prior to SLV, he held the position of Associate Investment Analyst at Sun Life Investment Management. During this time he was responsible for reporting on newly originated loans, as well as the existing loan portfolio of nearly \$5 billion in multi-family, office, retail and industrial debt financing. Additional experience includes Assistant Project Manager for a custom residential construction firm, where he assisted in budgeting, permitting and scheduling. Mr. Tibma secured his Bachelor's degree in Finance from the University of Massachusetts at Amherst, Isenberg School of Management.

Laura A. Jester

Vice President

Beginning her career in private equity in 2010, Laura Jester held various positions in Property Management and Marketing with Normandy Real Estate Partners and brings a wide breadth of experience in these areas to SLV's team. While at Normandy she worked with Normandy's senior executives focusing on property management and marketing, and the branding and broker outreach for the repositioning of the John Hancock Building, 99 Summer Street, and Trip Advisors Global Headquarters. After leaving Normandy, she joined Spectrum Equity, a private equity firm focused on early stage investment in healthcare and information technology working with its senior partners in fundraising and investor relations roles.

Strategic Partners

Construction & Project Management

SLV provides its investors with Construction and Project Services through its strategic relationship with KPD Advisors. The leadership of SLV and KPD have worked together for over 10-years executing numerous high profile developments and repositioning's while at Normandy Real Estate Partners, including Troy Boston, Trip Advisors Global HQ and Adobe Systems office building delivering these Projects on-time and on-budget.

Kevin Daly

President

KPD Advisors was founded in 2016 by Kevin Daly. Kevin has over 30 years' experience in the Boston real estate market. He has worked in all phases of the industry from being a Project Architect at ADD Inc. (10 years), to being a Project Executive at Shawmut Construction & Payton Construction (8 years), to working on the Owner / Developer side for Normandy Real Estate Partners (10 years). In this time he has worked on numerous high profile jobs in all sectors of the real estate industry including Office, Residential, Hospitality, Tenant Fit-up and Casino work.

Jill Poschmann

Project Manager

Jill Poschmann joined KPD Advisors as a Project Manager in 2016. With over 7 years of experience, she has managed tenant improvement projects and has acted as Owner's Representative and Tenant Representative on ground-up construction and renovations for commercial and mixed-used projects. Serving as Project Manager, she has experience in all aspects of project management and planning, including scheduling, creating and managing budgets, project supervision, design development, and construction. Most recently, Jill has been acting as Owner's Representative – Project Manager at Fenway Center, a mixed-use project in Boston, MA. Prior to joining KPD Advisors, Jill worked as a Project Manager for Avison Young.