

PROJECT & DEVELOPMENT SERVICES



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developmentsiteadvisors.com

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OUR DEVELOPMENT MANAGEMENT SERVICES

At DSA, we specialize in guiding property owners through the complexities of their development sites. Whether you're new to development or seeking an experienced partner to manage your project, we've got you covered with expert representation at every stage.

Our Development Consulting Services provide a comprehensive solution for property owners, backed by in-depth market analysis, zoning expertise, and a dedicated development management team. We ensure your project stays on track - from initial design to successful construction completion.

FEATURED PROJECTS WE ARE WORKING ON



816 9th Avenue,
New York

125,000 sq. ft.

Supportive housing new development



5003-5007 5th Avenue,
Brooklyn

30,000 sq. ft.

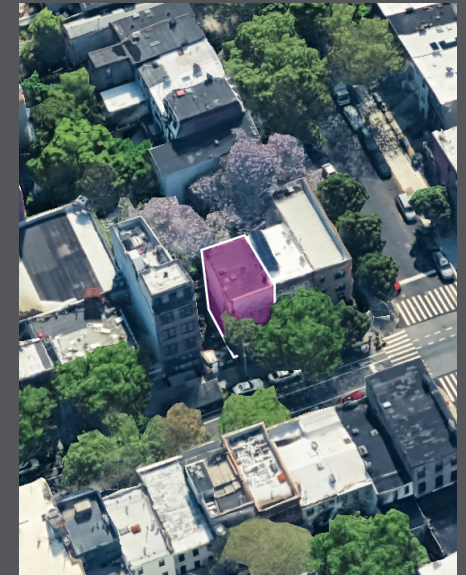
Mixed use new development



587 Lorimer Street,
Brooklyn

7,500 sq. ft.

Residential new development



335 Tompkins Avenue,
Brooklyn

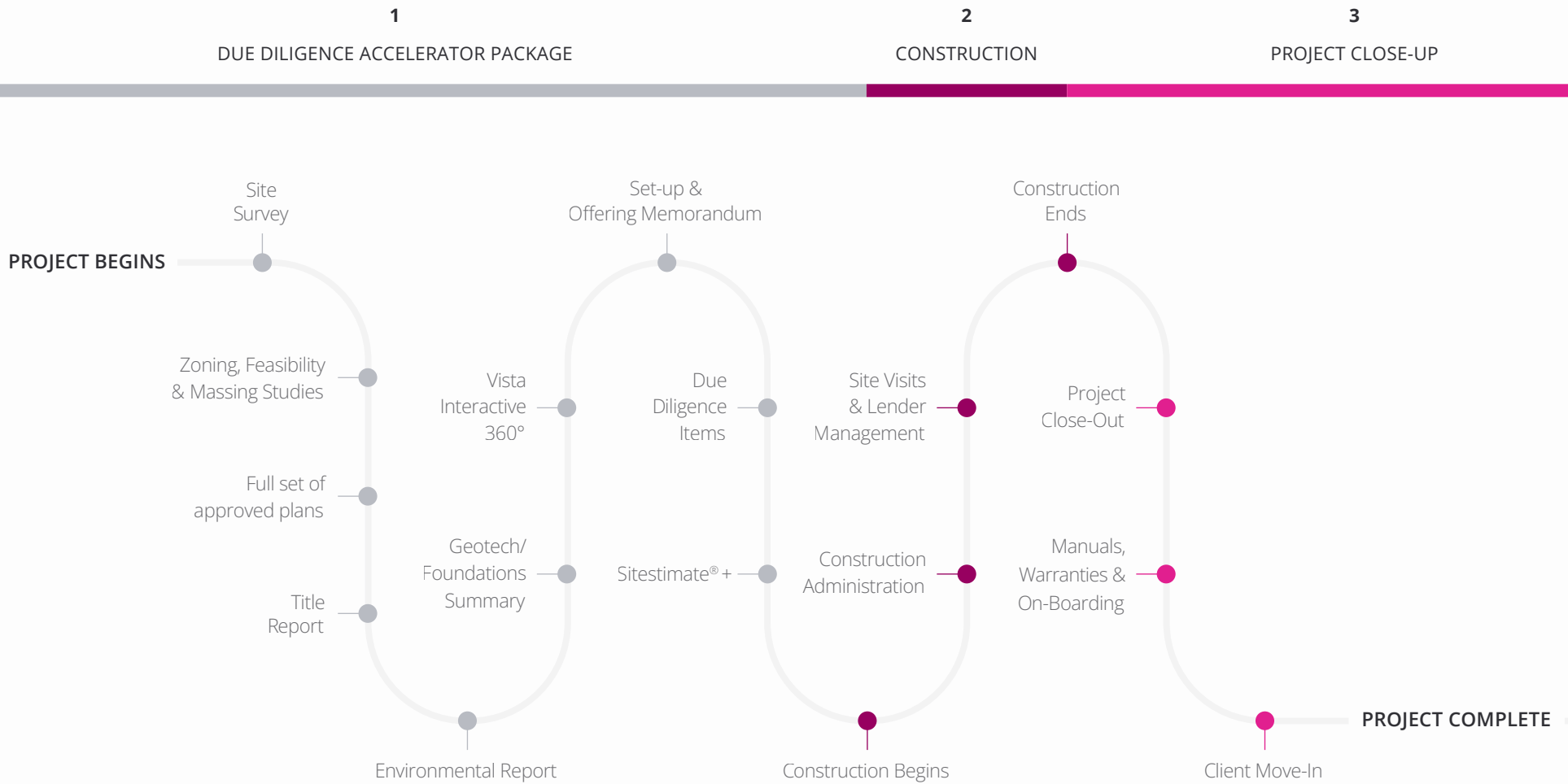
30,000 sq. ft.

Mixed use new development



PROJECT
LIFECYCLE





SCHEDULE

DSA understands the urgency of this project and will swiftly transition from analysis to implementation.

To accelerate progress, we've outlined an initial project schedule and plan to run tasks concurrently where possible, such as starting the RFP process before completing the feasibility analysis.

We can begin drafting the RFP with available information while finalizing the analysis.

We also recommend preparing a template term sheet/LOI to distribute with the RFP, as negotiations tend to be more effective when engaging multiple developers.





SCHEDULE

START DATE

END DATE

DURATION

CONSTRUCTION PHASE

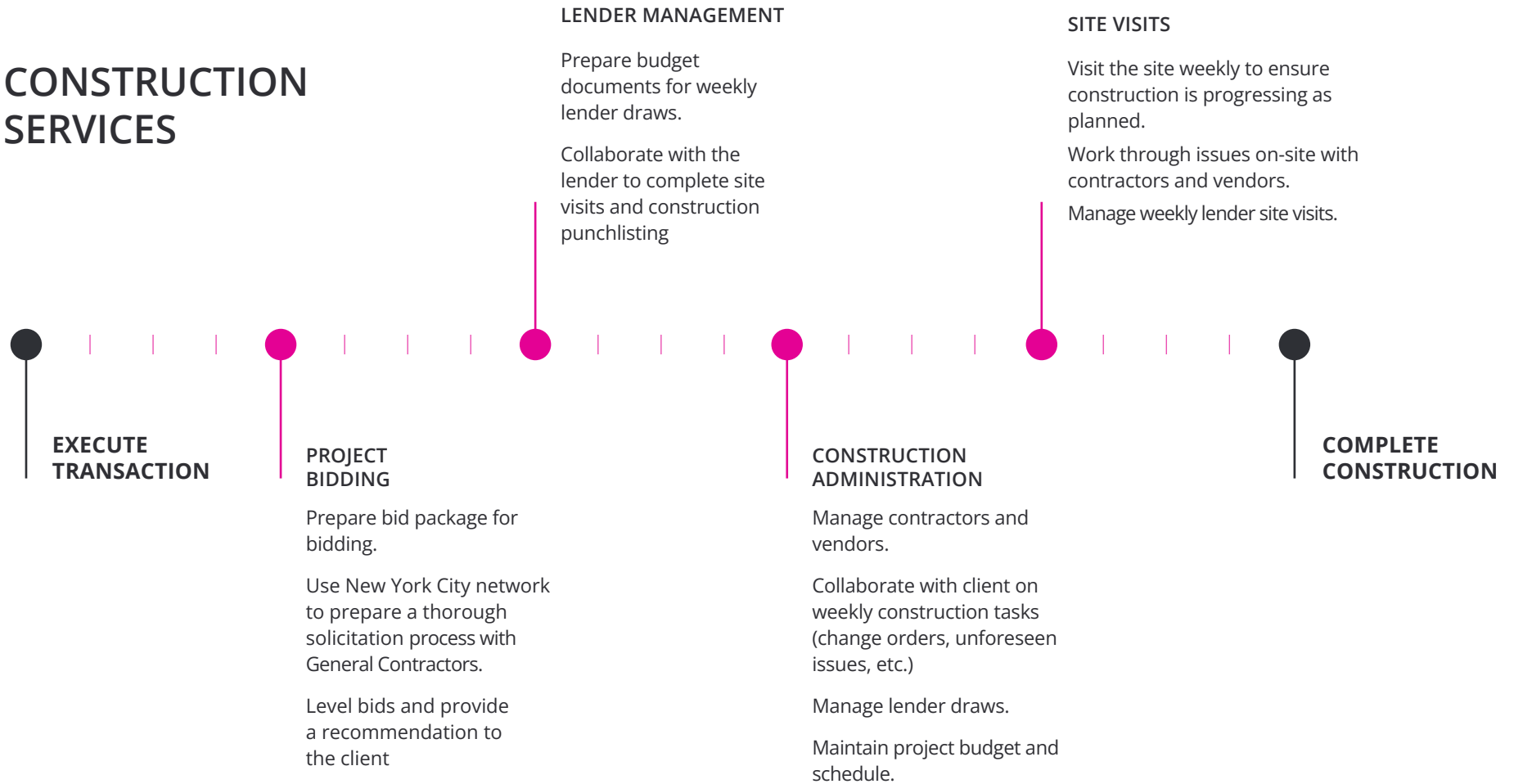
Construction Administration	00/00/2024	00/00/2024	- Weeks
Site Visits & Lender Management	00/00/2024	00/00/2024	- Weeks
Construction Ends	00/00/2024	00/00/2024	- Weeks

PROJECT CLOSE-OUT PHASE

Project Close-Out	00/00/2024	00/00/2024	- Weeks
Manuals, Warranties & On-Boarding	00/00/2024	00/00/2024	- Weeks
Client Move-In	00/00/2024	00/00/2024	- Weeks

*The schedule proposed above meets requirements of the RFP for the implementation of the selected solution to begin by the first quarter of 2025

CONSTRUCTION SERVICES

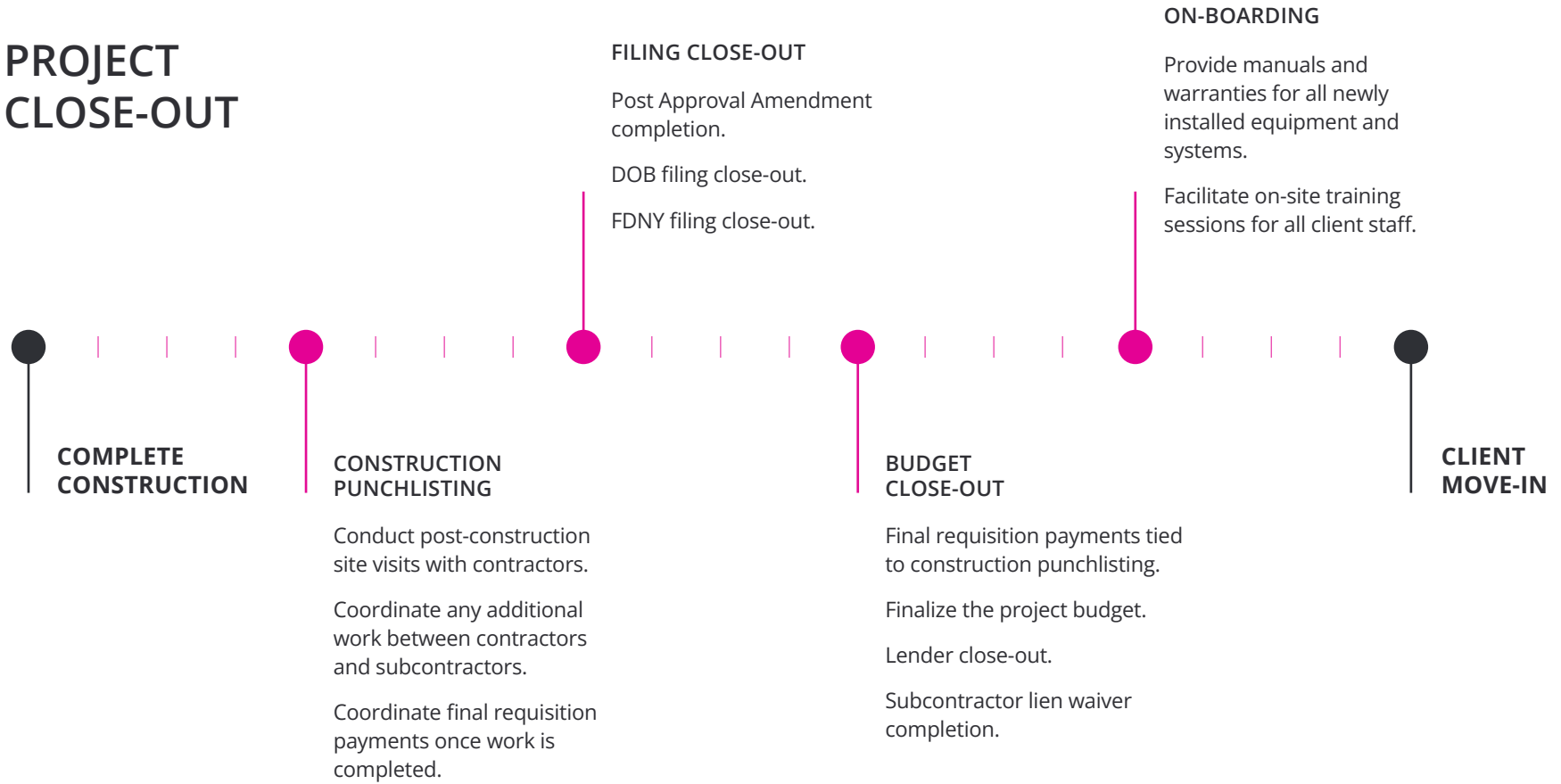




Once the design is complete and the agreement is finalized, DSA supports our clients through a comprehensive solicitation process to identify qualified contractors for construction.

We ensure the project stays on track by conducting weekly team meetings, site visits, and providing updated schedules and agendas. DSA also manages the project budget for lender draws and contractor requisitions. If challenges should arise during construction, we implement creative solutions to resolve issues and maintain progress.

PROJECT CLOSE-OUT





Post-Construction Involvement

After construction, DSA remains actively engaged in ensuring the successful completion of the project. We collaborate closely with the client and contractors to conduct a thorough punch list, ensuring all trades and vendors have completed their work before issuing final payment.

We also work with the expeditor to finalize filings with the DOB and FDNY, and coordinate on-site training sessions to ensure staff are fully familiar and comfortable with the new building systems and equipment.



Tools and Strategies for Successful Project Execution

DSA utilizes a range of tools and strategies throughout a project's lifecycle to empower our clients and build successful relationships. From digital tools that help us analyze and organize information to proven management strategies like strong leadership, the DSA team is equipped to successfully guide a project from conception to completion.



LEADERSHIP

We believe strong leadership is key to project success. While our approach to leadership may vary depending on the task, the goal is always the same: DSA leverages our expertise to ensure our clients' needs and goals are met.

PRE-DEVELOPMENT

- Lead a thorough site search process
- Engage with real estate brokers
- Conduct client meetings and Board of Director presentations
- Advise client on key real estate business decisions

CONSTRUCTION

- Navigate DOB filing and permitting
- Lead Construction Administration
- Lead the underwriting process with lender

TRANSACTION

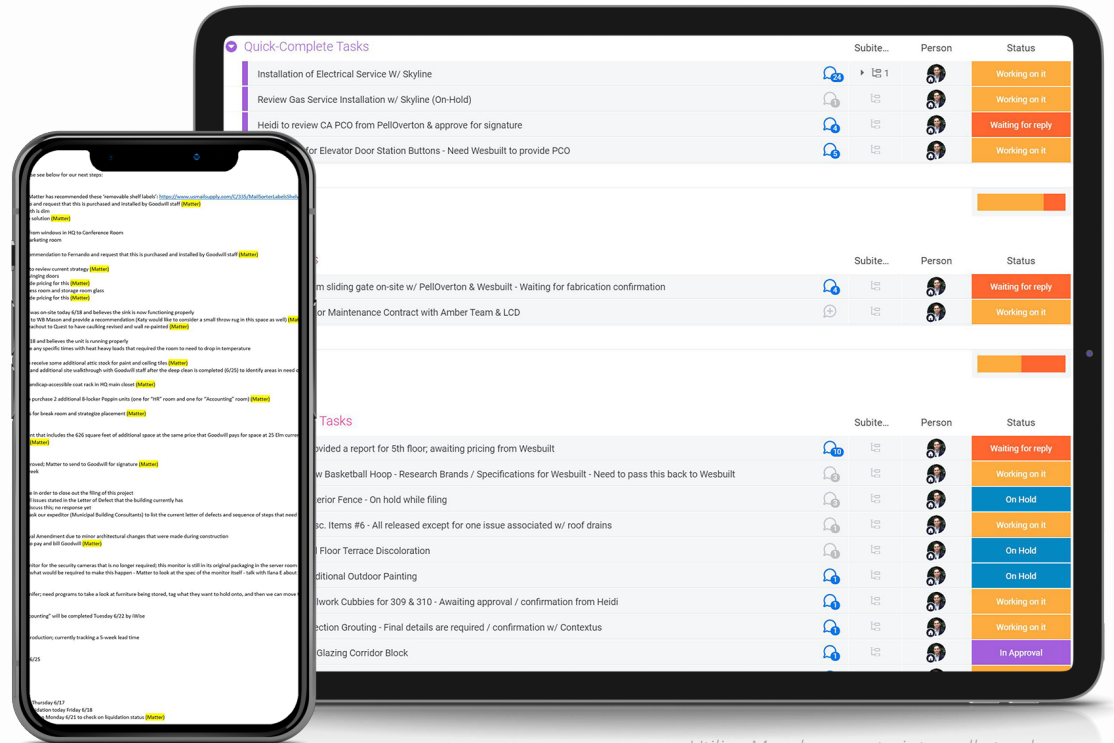
- Employ industry knowledge to create a team
- Engage landlords and help navigate the legal process
- Manage the design and construction team
- Lead conversations with lenders

CLOSE-OUT

- Lead post-construction punchlisting
- Ensure project budget and lender draws are successfully completed
- Finalize all subcontractor lien waivers
- Facilitate all required on-boarding tasks

ORGANIZATION

We credit much of our success in project management to our organized and meticulous approach. By utilizing both internal and external organizational strategies, we ensure that the project team remains aligned with both immediate tasks and long-term goals.



Provide weekly agendas and next steps to clients to ensure project team collaborates successfully

Utilize Monday.com to internally track and organize each project.

ANALYTICS

We use Excel, Python, and other analytics tools to provide our clients with relevant, market-based projections. This enables the DSA team to guide our clients with informed, data-driven insights.

Analysis of Taconic Offer: Sell 3816 9th Avenue, Keep 401 West 205th Street											
8/12/2021											
Assumptions						Comments					
Sale Assumptions											
3816 9th Avenue - Offer Price \$ 12,600,000											
401 West 205th Street Air Rights - Offer Price \$ 7,900,000											
Sale and Closing Costs 7%											
Project Budget Assumptions											
Size of Space 45,000 Sq. ft.											
Construction Costs \$ 14,625,000						Per Taconic proposal, calculated on a per square foot basis of \$325/sq ft for 45,000 gross sq. ft. for a white box at 3816 9th Ave.					
Year #											
Year											
1 2 3 4 5 6 7 8 9 10 11											
2021 2022 2023 2024 2025 2026 2027 2028 2029 2030 2031											
Financing Assumptions											
Projected Sales Proceeds											
3816 9th Avenue - Offer Price \$ 12,600,000 \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -											
401 West 205th Street - Offer Price \$ 7,900,000 \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -											
Sale and Closing Costs \$ (1,435,000) \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -											
Net Sales Proceeds \$ 19,065,000 \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -											
Project Costs											
Cost of Land \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -											
Buildout Costs \$ (14,625,000) \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -											
FF&E and IIT \$ (2,000,000) \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -											
Total Project Cost \$ (16,625,000) \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -											
Occupancy Expenses and Property Tax As											
Annual Sources of Capital											
Cash from MMC \$ 8,312,500 \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -											
Debt Amount \$ 8,312,500 \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -											
Total Sources of Capital \$ 16,625,000 \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -											
Annual Escal											
Annual Occupancy Expenses											
Debt Payment \$ - \$ (535,480) \$ (535,480) \$ (535,480) \$ (535,480) \$ (535,480) \$ (535,480) \$ (535,480) \$ (535,480) \$ (535,480) \$ (535,480)											
CAM Expenses \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -											
Operating Expenses \$ - \$ (337,500) \$ (347,625) \$ (358,054) \$ (368,795) \$ (379,859) \$ (391,255) \$ (402,993) \$ (415,082) \$ (427,535) \$ (440,361)											
Real Estate Priority Taxes \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -											
Total Annual Occupancy Expenses \$ - \$ (872,980) \$ (883,105) \$ (893,533) \$ (904,275) \$ (915,339) \$ (926,735) \$ (938,472) \$ (950,562) \$ (963,014) \$ (975,841)											
Occupancy Expenses - Savings											
3816 9th Avenue \$ - \$ 122,011 \$ 125,672 \$ 129,442 \$ 133,325 \$ 137,325 \$ 141,445 \$ 145,688 \$ 150,059 \$ 154,560 \$ 159,197											
401 West 205th Street \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -											
Total Annual Savings \$ - \$ 122,011 \$ 125,672 \$ 129,442 \$ 133,325 \$ 137,325 \$ 141,445 \$ 145,688 \$ 150,059 \$ 154,560 \$ 159,197											
Additional Income Generated from New Facility \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -											
Net Annual Occupancy Expenses \$ - \$ (750,968) \$ (757,433) \$ (764,091) \$ (770,950) \$ (778,014) \$ (785,290) \$ (792,784) \$ (800,503) \$ (808,454) \$ (816,643)											
Endowment											
Beginning Balance \$ 10,752,500 \$ 10,752,500 \$ 10,624,153 \$ 10,481,446 \$ 10,323,319 \$ 10,148,639 \$ 9,956,203 \$ 9,744,727 \$ 9,512,843 \$ 9,259,095 \$ 8,981,933											
Annual Investment Gain \$ - \$ 622,621 \$ 614,726 \$ 605,364 \$ 596,271 \$ 585,578 \$ 573,814 \$ 560,900 \$ 546,755 \$ 531,292 \$ 514,417											
Net Annual Occupancy Expenses \$ - \$ (750,968) \$ (757,433) \$ (764,091) \$ (770,950) \$ (778,014) \$ (785,290) \$ (792,784) \$ (800,503) \$ (808,454) \$ (816,643)											
Ending Balance \$ 10,752,500 \$ 10,624,153 \$ 10,481,446 \$ 10,323,319 \$ 10,148,639 \$ 9,956,203 \$ 9,744,727 \$ 9,512,843 \$ 9,259,095 \$ 8,981,933 \$ 8,679,706											

Perform financial feasibility analysis for clients based on potential site acquisition deals

PRESENTATION

We take pride in our ability to transform complex project data into clear, actionable client presentations and recommendations. Using tools like InDesign, we create presentations for weekly meetings and board reviews, ensuring our clients are always well-informed.

Project Scope of Work Overview

Client Scope of Work

Tenant Base Scope of Work:

1. Space layout to be renovated to meet client's space requirements
2. Interior finishes (ceiling, flooring, millwork, paint, etc.) to be installed
3. Modern mechanical, electrical and plumbing systems:
 - a. Efficient heating, cooling, and ventilation
 - b. Code compliant electrical, plumbing & fire alarm systems

Landlord Scope of Work

Landlord Scope of Work:

1. Roof replacement
2. Roof repairs
3. Exterior wall repairs
4. Installation of waterproofing systems for both buildings
5. Window replacement for all windows located in client spaces

Project Schedule

Lease Agreement, Budgeting, & Due Diligence	Estimated Completion Date
Complete Schematic Design	Complete
Bidding & Pricing Exercise	Complete
Term Sheet	Complete
Structural Evaluation	Complete
Asbestos Testing	9/1/2021
Complete Lender Solicitation Process, Preliminary Underwriting & Term Sheet Negotiations	10/1/2021
Complete Lease Negotiations	10/1/2021
CCD1 process - file and obtain determination with DOB	10/15/2021
Board to Approve & Sign Lease	10/16/2021
Design Development and Pre-Construction	
Complete Permitting Set / Design Development	11/15/2021
Alt 2 Process - Preparation of Application and Obtain Approval	1/15/2022
Complete Bidding Process and Select General Contractor / CM	1/15/2022
Complete Construction Documentation	1/15/2022
Underwriting and Closing with Selected Lender	1/30/2022
Pre-construction: Permitting, Sub-Contractor Selection, Etc.	3/30/2022
Construction	
Construction Substantial Completion (14 months)	6/1/2023
Complete Installation of Furniture, Fixtures and Equipment	7/1/2023
Complete Items Identified in Punchlist	7/1/2023
Complete Project Close-Out	7/15/2023
Client Moves Into Their New Facilities	

8

13

Develop presentations for client board meetings to outline key project milestones & scopes of work.

DESIGN

The DSA team leverages our design expertise throughout design and construction, offering guidance on specific scopes of work when clarification is needed.

Legend	
Remaining from Prior Proposal	
● Hotelling Workstations & Tech Tables:	Count: 48
1) Power Quad w/ USB Charging	
2) Data Outlet	
3) VoIP Outlet	
● Classroom Computer Desks:	Count: 11
1) Power Quad w/ USB Charging	
2) Quad Data Outlets	
● Standard Power Outlets:	Count: 35
1) Power Quad w/ USB Charging	
■ Wall Mounted Smart Boards:	Count: 11
1) Data Outlet behind Board	
2) VoIP Outlet behind Board	
3) Power Quad behind Board	
■ MFPs/Printers/Copiers:	Count: 7
1) Data Outlet	
2) VoIP Outlet	
3) Power Quad	
★ Wall Mounted Telephones w/ Power Quad Below:	Count: 8
1) VoIP Outlet	
2) Power Quad w/ USB Charging	
■ Conference Room Tables:	Count: 2
1) Power Outlets Built-in	
2) USB Cables Built-in	
3) HDMI Connectivity to Monitors Built-in	
4) VoIP (Cat6 Cable) Connecting to Table from wall (wall location shown with pink rectangle)	
*All cables are fed to conference room tables through Connectrac under carpet tiles - this scope is owned by Quest	
■ Wireless Access Points:	Count: 10
Watchguard 320s & 325s	
■ Doors with Access Control :	Count: 17
Banana Cabling Required	
▲ Security Cameras:	Count: 55
4MP IP Cameras: Cat6 Cabling Required	
■ *Allowance for 3 rooms in top left corner:	Count: 20 additional CAT6 cables
Turn existing blank into a data quad	





| CASE
STUDIES



Goodwill Industries of New York and New Jersey

We worked with Goodwill to evaluate their real estate portfolio in Astoria, Queens, which included a warehouse, administrative headquarters, and an affordable housing building. This engagement resulted in Goodwill's decision to sell both properties and use the sales proceeds to fund programmatic, economic, business, and organizational goals.

In parallel, we worked with Goodwill to find new locations for its headquarters and warehousing functions. We played an important role by managing the project team to ensure key milestones were met and financial objectives were achieved.



International Leadership Charter High School

International Leadership Charter High School (“ILCHS”) strives to change the community by developing the leadership skills of their students and by cultivating their commitment and participation to social action and community service. Currently serving the Kingsbridge- Marblehill neighborhood in the Bronx, ILCHS was recently approved to open a middle school campus. We are currently providing owner’s representative services to help ILCHS open a new 27,000 sq. ft. building at 306 West 232nd Street in the Bronx. We are working with a project team that includes Panstar Realty, Victor Castillo Architects and BMB Building Consulting. The building is expected to open in July 2024.





Manhattan Bible Church

Manhattan Bible Church (MBC) is a church in Inwood, offering the local community opportunities for worship, fellowship, and service. We are proud to support MBC in developing and executing a real estate strategy that allows them to continue operations while completing a real estate transaction.

Our engagement began with a space study, conducted in partnership with Marvel Architects, to better understand MBC's space requirements, followed by a financial feasibility analysis to explore their development and transaction options. We are now working closely with MBC to move forward with a transaction involving a selected developer, as well as planning for the property they intend to retain.

| WHY US?



At Development Site Advisors® (DSA), we bring **30+ years of combined commercial real estate experience** from leading firms like Massey Knakal, Cushman & Wakefield, and Eastern Consolidated. Over the years, we've represented the sale of **250+ properties** across all asset types in NYC, valued at over **\$2 billion**, and were ranked by CoStar as a **top 5 brokerage in land sales in NYC**. In just the last 18 months, we've evaluated over **\$4 billion worth of development sites**, showcasing our unparalleled expertise in the sector.

We specialize in developing and guiding property owners through the complexities of their development sites, filling the gap in the development site sector by focusing on determining the **best use and highest value for every site**. Our deep understanding of local zoning laws—**We Know Zoning®**—is the cornerstone of our approach, enabling us to unlock the full potential of every property.

At DSA, we recognize that **development sites require a tailored strategy**. Our expertise extends beyond traditional metrics like cap rates and price per square foot, emphasizing **zoning opportunities, special districts, and rezonings** that significantly impact site value. With our **in-house architects** and **Due Diligence Accelerator Package™**, we identify untapped opportunities and streamline the development process, providing insights that elevate your project's potential.

Through our **Development Management Services**, we guide property owners at every stage, from **initial design to construction completion**, ensuring projects remain on track and thrive in their environments. With DSA, you gain a partner committed to navigating complex zoning regulations, maximizing your property's value, and delivering successful outcomes.



Employing a Rigorous Data- Driven Approach

ACTIONS

Complete market research to define a catchment area.

Analyze organizational finances and create detailed budgets.

Track vendor invoices, construction payment applications, and lender draw requests.

RESULTS

Identify properties that align with the client's criteria and feasibility requirements.

Achieve client financial goals.

Ensure the project is delivered on time and within budget.



Leading Projects from Conception to Completion

ACTIONS

Manage brokers and negotiate with landlords.

Oversee the vendor solicitation process to identify those with specific project expertise.

Lead construction administration by conducting daily site visits, holding meetings, and collaborating with contractors and lenders.

RESULTS

Identify a site that best meets the client's needs.

Finalize the lease agreement or purchase and sale agreement.

Assemble a skilled team of consultants, contractors, and vendors to ensure successful project completion.



Leveraging a Diverse Team of Professionals

ACTIONS

Utilize NYC real estate market knowledge to negotiate deals.

Leverage an extensive network to identify qualified vendors tailored to the project's specific needs.

Apply in-house architectural design expertise to find creative solutions and ensure spatial and programmatic needs are met.

RESULTS

Achieve project milestones that align with client objectives.

Lead the client through the construction administration process

Deliver construction on time and within budget.



Demonstrating Fierce Loyalty to our Clients

ACTIONS

Understand organizational goals and objectives in depth.

Negotiate tirelessly on behalf of the client, treating the property as our own.

Prepare weekly meeting agendas, next steps, and presentations to effectively track progress.

Maintain a constant on-site presence to oversee and track ongoing work.

RESULTS

Foster effective collaboration with client staff.

Secure deals that are favorable to our clients.

Keep the client informed throughout the decision-making process.

MEET THE FOUNDERS

LEV KIMYAGAROV

DSA / MANAGING PRINCIPAL, CO-FOUNDER

Lev is an experienced real estate professional specializing in Upper Manhattan and the Bronx, with over 100 property sales to his name. Before co-founding DSA, he excelled in senior roles at Eastern Consolidated, Cushman & Wakefield, and Massey Knakal Realty Services. A graduate of CUNY's York College and a Certified Negotiation Expert, Lev is also fluent in Russian, a soccer player, and a Judo expert. He actively supports charitable organizations like the Museum of Jewish Heritage and Ezer Mizion, showcasing his dedication to both real estate and community engagement.

RUBIN ISAK

DSA / MANAGING PRINCIPAL, CO-FOUNDER

Rubin is a highly accomplished real estate professional focusing on Queens, NY, with over 100 property sales and recognition as a Costar Powerbroker. Before co-founding DSA, he held senior roles at Eastern Consolidated, Cushman & Wakefield, and Massey Knakal Realty Services, and co-founded Goldenwood Property Advisors Group. A Baruch College graduate in International Marketing, Rubin was born in Brooklyn, raised in Queens, and now lives in Tenafly, NJ, with his family, giving him a deep connection to New York's real estate market.

ALEX WEIS

MATTER REAL ESTATE / CEO

Alex Weis, Principal of Matter Real Estate, founded the firm in 2017 to foster collaboration among real estate professionals. With 20 years of experience, he advises clients in NYC on complex projects, having worked with organizations like Goodwill and Wyckoff Heights Medical Center. From 2013 to 2017, he managed real estate for Uncommon Schools in New York. Alex holds a Master's in Real Estate Development from Columbia University's School of Architecture.



THE TEAM

MICHAEL MUSTO
DIRECTOR



ALEX ISAK
DIRECTOR



GILL GABBAY
DIRECTOR



ERNEST HILL
DIRECTOR



ANDREW SETIAWAN
SENIOR ASSOCIATE, ZONING AND DEVELOPMENT



PANITHI TAWETHIPONG
SENIOR ASSOCIATE, ZONING AND DEVELOPMENT



JONATHAN KIMYAGAROV
ASSOCIATE DIRECTOR



ANTHONY DELGRECO
SENIOR PROJECT MANAGER



ANTHONY MALLOZZI
PROJECT ASSOCIATE



RAQUEL GANITSKY
PROJECT ASSOCIATE



SAMIR KOTHARI
PROJECT MANAGER





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