



**Bank**

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One Portland Square  
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October 18, 2013

Planning Board  
City of Portland  
Congress Street  
Portland, ME

RE: TLA, Inc.  
118 Congress St.  
Congress Street Development  
Portland, ME

To Whom It May Concern:

The referenced TLA, Inc. or "entity to be formed" and related parties have had a banking relationship with TD Bank, N.A. for over 10 years. During this time frame TLA has performed well and has paid all loans within the required bank parameters.

We believe that TLA and related parties have the financial capacity to successfully complete the project as currently proposed to the Bank.

Although the Bank has not committed to finance this project, the bank would be pleased to consider TLA, Inc. request for the financing of the project.

If you need any further information please contact me at 207 253-6708.

Sincerely,

William Sipperly  
Vice President  
TD Bank  
Commercial Lending



## FIRM HISTORY

Pinkham & Greer was founded in 1985 to provide civil and structural engineering services. We have, by design, remained a small company allowing a principal to be directly involved in virtually every project we undertake. This means that each project receives the attention and commitment our clients expect from Pinkham & Greer. Our long list of repeat clients tells us that this project approach is successful.

Our clients include architects, developers, municipalities, school departments and commercial and industrial firms. With such a broad base of clients, we have gained a background in many areas of design and management. The staff of engineers, technical, and support professionals are individuals experienced in a variety of engineering disciplines - general civil, site development, structural analysis and design, structural investigations, and building design.

Keeping up with technology is a part of our commitment. We are dedicated to staying on top of advances that allow us to help our clients. We also recognize that not all problems can be solved with ready-made solutions. Unusual constraints or regulatory requirements often mean that standard solutions may not be the best ones. That is why we are so willing to tap our imaginations, as well as our expertise.



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## RESUME

### **THOMAS S. GREER, P.E.** **Principal**

Mr. Greer has over 33 years of experience in consulting engineering. This includes construction inspection, civil engineering design, and project management, as well as company management as a Principal of Pinkham & Greer; each experience building on the previous to form a well-rounded background in civil engineering and business management.

Mr. Greer's principal responsibilities within the company include management of civil engineering projects such as site designs and permit applications, and the financial management of the firm. Civil engineering projects include subdivision and land planning, stormwater management plans, site designs for commercial and institutional clients, and utility design for sewer and water projects.

The responsibility of corporate management adds to Mr. Greer's direct, hands-on experience when addressing each client's individual business concerns; developing solutions sensitive to the issues important to the client, such as financing, in addition to the technical engineering issues.

Mr. Greer has chaired the American Society of Civil Engineering subcommittee reviewing the stormwater management manual prepared by the Maine Department of Environmental Protection and was a member of the Technical Advisory Committee in developing the DEP Stormwater Management Program. He has also assisted the DEP with training programs for Non Point Source Stormwater through the Non Point Source Technical Advisory Committee.

### **EDUCATION**

University of Maine, Orono, Maine  
Bachelor of Science, Civil Engineering, 1976

### **REGISTRATION AND LICENSES**

Professional Engineer licensed in Maine, Massachusetts, and Connecticut

**PROJECT MANAGER**  
**for**  
**118 on Munjoy Hill**

**The NewHeight Group**

S. P. (Chip) Newell and Susan Morris are Principals of The NewHeight Group, a development and marketing strategy firm with over 30 years of experience in the hotel, office, residential and retail industries.

Chip Newell has been in a principal position in the real estate development business for over 30 years. He has been associated with hotels, office buildings, residential and retail projects ranging from a \$160 million hotel, retail and residential development in Puerto Rico to a 640-acre industrial and office park in Colorado to loft condominium projects in revitalized neighborhoods of Washington, DC. In addition to hands-on development experience, Chip has extensive knowledge in market research and land use approval, including the preservation of historic buildings, real estate acquisition due diligence and real estate financing and financial restructurings. He has provided advisory services to government and private sector organizations on real estate acquisition, development, feasibility, due diligence and disposition.

Prior to returning as a Principal of The NewHeight Group in 2004, Chip was one of the two principals of Metropolis Development Company (MDC) which created urban residential and retail mixed-use projects in Washington, DC.

MDC focused on ground up construction and historically correct renovation, creating urban residential projects and leading the way in the revitalization of the 14th Street neighborhood in Washington, DC while introducing innovative and alternative living options to the DC marketplace. The following four projects illustrate MDC's work.

**Lofts 14.** A transformation of the historic 1920's automobile showrooms known as Automobile Row into the first authentic lofts in DC. These buildings, with their intricate limestone facades, offered unique features such as 19 foot ceilings, huge showroom windows and elegant fluted columns, ideal for showing off the first automobiles in their heyday and well-suited for creating lofts in the new millennium. The five-story structure blended together a complete renovation and expansion of two historic buildings with a new-construction building on an adjacent lot, offering a unique blend of classic architecture with modern design and convenience. Among the 85 residential units, there were over 37 unique floor plans! Incorporating original features and historically preserved elements such as columns, exposed masonry, and even freight elevators as well as adding new elements of light and space made each unit almost one of a kind. Units ranged in price from \$250,000 to \$980,000. The project sold out and Lofts 14 was the winner of the **2003 Best Adaptive Re-Use Project Award** in the Metro DC Area.

**Lofts 14 Two.** A second automobile showroom with an additional 37 loft units, was developed and sold out.

**Cooper Lewis Condominiums.** 18 distinctive residences on the corner of 14<sup>th</sup> and P Streets. Incorporating the historic Pelz Building and facing The Studio Theatre and Whole Foods Market, Cooper Lewis was nicknamed "the fishbowl" due to its iconic presence on this highly visible corner. High end finishes coupled with walls of glass, European kitchens and generous outdoor terraces deliver the definition of a glamorous urban lifestyle. These homes sold for prices in the \$800's to \$1.4 million to the "movers and shakers" of high design living in DC.

**Langston Lofts.** An 80-unit loft condominium filled a vacant lot at the southeast corner of 14th and V Streets, NW, in the rapidly renovating historic U Street neighborhood. This 72,000 square foot, all new construction, residential condominium features 80 units at a total cost of approximately \$20 million. Supporting a dynamic street presence is 7,000 square feet of retail space located at the ground level. Langston Lofts helped many first time buyers due to the competitive prices that started in the \$300's. The units sold out in a **record-breaking time of less than six months!**

### **Susan Morris, Principal, The NewHeight Group**

Susan Morris oversaw the customer research, design, marketing and sales of four Metropolis Development Corporation mixed use developments in Washington, DC. Susan has expertise in the market research and analysis, marketing, branding, and sales strategies of residential and mixed use communities, hotels, tourism destinations, and office environments. She specializes in providing services to companies launching new products or repositioning existing ones. An expert on how people live, work and play, Susan analyzes the implications of consumer lifestyle trends to businesses and determines the best opportunities for them to pursue.

Susan's varied work experience includes 13 years for Marriott International in brand management, marketing, national accounts, and sales. She has also worked internationally for Canadian Pacific and Savoy Hotels. She was VP, Brand Strategy and Marketing for HQ Global Workplaces which offers fully staffed business centers for use on a short or long term basis in 17 countries worldwide. Since joining The NewHeight Group in 2001, Susan has worked almost a dozen residential, mixed use and destination community projects in the US and Canada.

Susan is known for being both a visionary and a "make it happen" leader. Clients consistently commend her for offering originality, having a commitment to excellence in everything, having integrity and follow through and having contagious energy.