The Richmond Company, Inc. - Profile

THE RICHMOND COMPANY, INC.

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The Richmond Company, Inc. (TRC) is a fully-integrated real estate development company, which procures, develops, owns, and manages a wide range of first class retail, commercial, residential and mixed-use properties.

The company was founded in 1990 by its founder and President, Philip Pastan, a Massachusetts native. The company is privately held and is headquartered at its primary office in Wilmington (Boston) Massachusetts.

Geographically, the company is focused in the northeastern United States; in jurisdictions that are well known to represent some of the most difficult and complex permitting, development, and construction environments in the nation.

The company is currently active in wide variety of markets, ranging from Florida (to the south) to Maine (to the north) with a concentration throughout the six-state New England area, with a primary focus in metropolitan Boston markets (within the Route # 128 / Route # 95 belt).

During its 20 + year history, through multiple economic cycles and conditions, the company has established a track record of excellence and a reputation for discipline and integrity.

Since its founding in 1990, The Richmond Company, Inc. has developed more than 4.0 million square feet of retail and commercial space and has developed more than twenty-five (25) residential development projects, comprising more than 1,500 dwelling units.

Our retail and commercial projects have focused on grocery-anchored shopping centers, free-standing retail projects, and pad retail projects. Our residential projects have been comprised of single family subdivision projects, townhomes, and multi-family housing communities (including both rental apartment projects and for sale condominiums).

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Unlike many “merchant” development companies, with the exception of our drug store development portfolio, where the Company chooses on a case by case basis to develop / sell some assets, under favorable market conditions and the exception of single family residential and condominium projects, where homes and units are sold to their eventual occupants, The Richmond Company, Inc. prides itself on developing superior projects, to be held for long-term ownership and management.

As a result of this approach, we demand and achieve a commitment to excellence and a level of attention to detail and superior quality in all of the projects we undertake.

This commitment is reflected and exemplified in the preferred relationships that we have cultivated with a roster of demanding regional and national tenants and lenders that we have continued to enjoy recurring business with year after year, and in the two decades since our founding.

The principals of The Richmond Company, Inc. are fully committed to this philosophy and approach, evidenced by their direct involvement in every project that we undertake, which, in conjunction with the hard work and dedication of our entire management team, staff, consultants, contractors, and vendors, ensures consistency and a level of quality from the start to the finish of all of our projects.

THE RICHMOND COMPANY, INC.

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Wilmington, Massachusetts
01887

(978) 988-3900 - Telephone
(978) 988-3950 – Facsimile

Existing Project Portfolio - Housing

Recent Housing Development Projects

The Following Slides Highlight and Briefly Describe some of The Richmond Company, Inc.'s Recent Housing Development Projects

THE RICHMOND COMPANY, INC.

Richmond Vista at Wakefield Multi-Family Residential Development

Town of Wakefield MA

- **114 Unit Garden Apartment Development (4 Story Buildings)**
- **Located at Major Exit in highly sought after Boston Metro North Route # 95 / # 128 Belt.**
- **Completed in First Quarter of 2013**
- **MGL Chapter 40B Mixed-Income Project with 70% Local Preference**

RICHMOND VISTA
at Wakefield

"The Meadows"
Nantucket Multi-Family Residential Development

Town of Nantucket MA

- **28 Unit Garden Apartment Development (Six Two Story Buildings)**
- **Centrally Located along Old South Road in "Mid-Island" area of Nantucket.**
- **In Final Permitting Stage, Start of Construction Scheduled for Fourth Quarter of 2015**
- **First "Apartment Buildings" Approved in Town of Nantucket Since New (2014) Zoning Bylaw was Approved**

RICHMOND GREAT POINT DEVELOPMENT LLC

Richmond Vista at Manchester Multi-Family Residential Development

City of Manchester NH

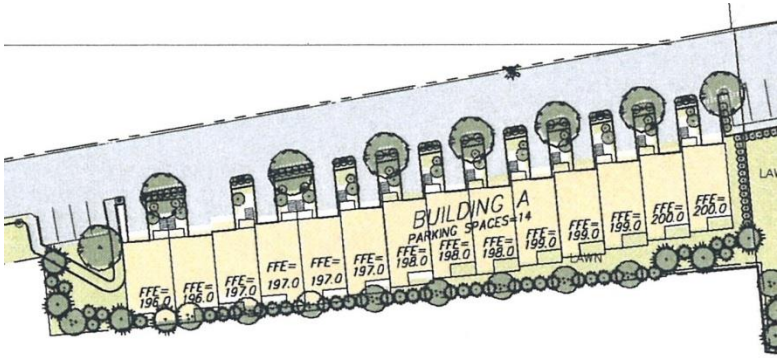
- **195 Unit Garden Apartment Development (3 Story Buildings)**
- **Located near interchanges of three major highways (Route # 93, # 293, and # 3) and close to downtown Manchester, Manchester Regional Airport and Mall of New Hampshire**
- **Completed in First Quarter of 2012**

RICHMOND VISTA
at Manchester

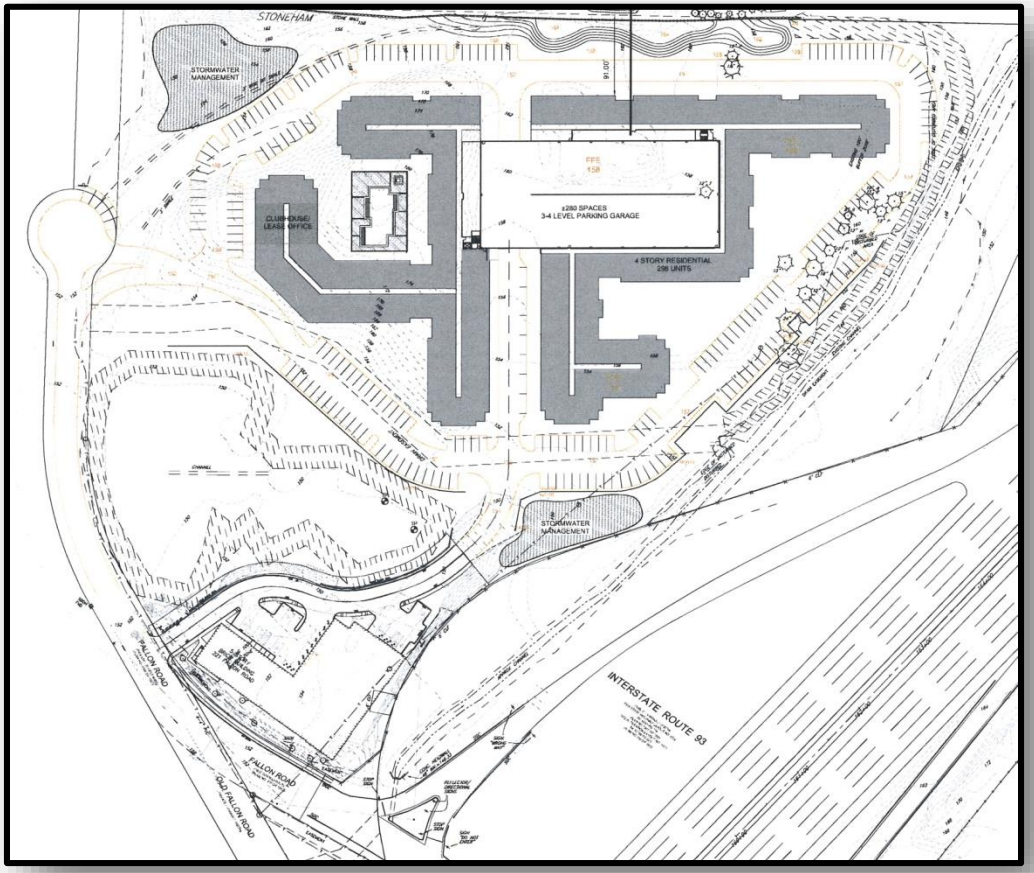
Richmond Vista at Wakefield Townhouses

Town of Wakefield MA

- **14 Unit Townhouse Development (Condominiums)**
- **Large (2,200 SF) Three Level Units with Enclosed Garage**
- **Located at Major Exit in Highly Sought after Boston Metro North Route # 95 / # 128 Belt.**
- **Completed in Second Quarter of 2013 (All Units have been Sold and are Fully Occupied)**
- **Abuts “Richmond Vista at Wakefield” Garden Apartment Project**



Stoneham Crossing Multi-Family Residential Development

Town of Stoneham Massachusetts

- **298 Unit Garden Apartment Development (4 Story Buildings) Unique "Wrap Around" Design with Structured Parking**
- **Highly Visible Location Abutting Regional Highway (Interstate # 93) with +/- 180,000 Vehicles Per Day Pass By Traffic Count**
- **Construction Began in August 2015**