

# Qualifications

for

PLANNER & PARKING  
CONSULTANT SERVICES

## EAST ORANGE PARKING AUTHORITY

Attn: Tasha Jackson  
Operations Manager  
East Orange Parking Authority  
60 Evergreen Place, Suite 503  
East Orange, NJ 07018

Submitted January 12, 2021 by

**DESMAN**  
Design Management

*Point of Contact* - Tim Tracy  
Email - [ttracy@desman.com](mailto:ttracy@desman.com)  
3 West 35th Street, 3rd Floor  
New York, NY 10001  
P: 212.686.5360  
F: 212.779.1654  
[www.DESMAN.com](http://www.DESMAN.com)

January 12, 2021

Tasha Jackson  
Operations Manager  
East Orange Parking Authority  
60 Evergreen Place, Suite 503  
East Orange, NJ 07018

**Re: RFQ - PLANNER & PARKING CONSULTING SERVICES**

Dear Ms. Jackson

In response to the above referenced Solicitation for Planner and Parking Consulting services, we are happy to provide our qualifications package.

DESMAN is a nationally recognized firm specializing in parking planning, facility design and restoration, traffic and transportation improvements and parking operations consulting services. DESMAN has been involved with more than 5,500 parking projects in our over 47 years in business. We offer complete professional consulting services in the planning and operational assessment of municipal parking programs.

DESMAN has over 100 personnel including a specially selected group of licensed and professional parking planners and operational experts, management and operational specialists, architects, structural engineers, restoration specialists, material engineers, construction inspectors, technicians and other technical support staff.

DESMAN is uniquely qualified to provide the East Orange Parking Authority (Authority) with these professional services as a result of our previous experience in successfully serving as the Parking Consultant to the Authority under previous term contracts in 2019 and 2020. DESMAN and our project staff are intimately familiar with the protocol, policies and procedural requirements of the Authority as well as their various facilities.

DESMAN has completed numerous parking studies, planning and design projects and has also provided parking consulting services for many municipal clients and other public sector agencies. We have worked for and coordinated with municipalities, public agencies and private development firms in conjunction with the development of municipal parking facilities and development of management/operational management strategies/criteria in urban settings and redevelopment areas. In recent years, many of these have also included many mixed-use parking facilities serving a number of different clientele and nearby special event venues.

Some of our other Parking Authority Clients have included:

- Montclair, NJ
- South Orange, NJ
- Fort Lee, NJ
- Camden, NJ
- Morristown, NJ
- New Brunswick, NJ
- Trenton, NJ
- Elizabeth, NJ
- Westwood, NJ
- Summit, NJ  
(Parking Utility)
- Red Bank, NJ  
(Parking Utility)

In brief, our team is highly qualified to provide the Authority with the required professional engineering services for the following reasons:

1. National, regional and local experience for the planning, design and parking consulting services for other Municipal Clients, Transportation Clients and Public Sector Agencies.
2. Extensive experience in working with/for municipalities and public agencies and other public sector clients providing us with an understanding of the interrelationships of the various groups and departments that are part of municipal governments.
3. Significant experience in performing similar planning studies and design services for numerous hospitals, universities, municipalities and institutions.
4. Qualified senior staff with over 60 years of collective experience in the management and operations of major municipal parking programs.
5. Senior staff assigned to this project along with the availability of corporate resources for the expeditious and successful completion of these services within an established budget and on schedule.

Our total work force enables us to draw upon available staff in multiple offices as is necessary. As projects often have short deadlines, our corporate structure enables us to mobilize the required staff and resources needed to meet project schedule requirements. As such, DESMAN and its personnel assigned to your projects are capable of commencing this assignment immediately and are confident that we can complete these services in the timeframe acceptable by the Authority based upon the availability of our corporate resources and the current and projected workload requirements over the anticipated lifespan of this contract position.

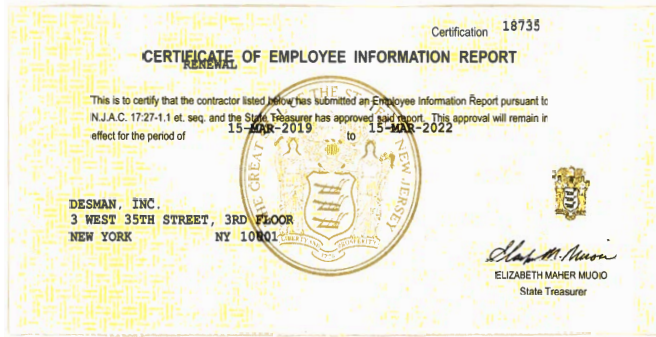
We have provided you with qualifications of our senior staff who will be instrumental in facilitating work for the Authority. We are also including our overall qualifications and specific relevant project experience in providing similar services for other public agencies. We would encourage you to contact any or all of the enclosed references at your convenience in evidence of our past performance. We pride ourselves on client satisfaction supported by successful projects delivered on time and on budget. Mr. Timothy Tracy is located in our New York City office and should be considered as the primary contact in conjunction with the evaluation of this proposal. He is capable of answering any questions or providing clarifications as is necessary and may be contacted by the following means:

Sincerely,

Phone: (212) 686.5360  
Mobile: (201) 415.8954  
Fax: (212) 779.1654  
E-mail: [ttracy@desman.com](mailto:ttracy@desman.com)



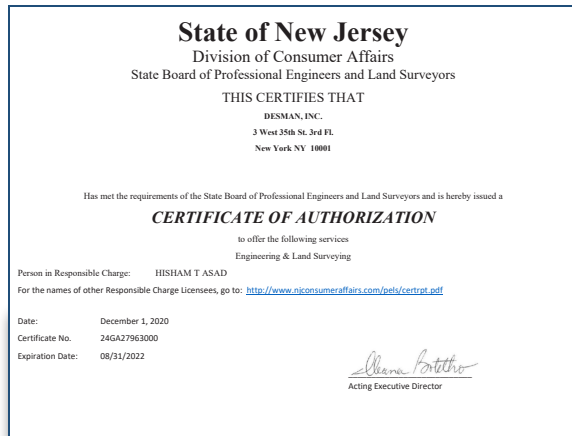
Mr. Timothy Tracy  
Executive Vice President  
Enclosure



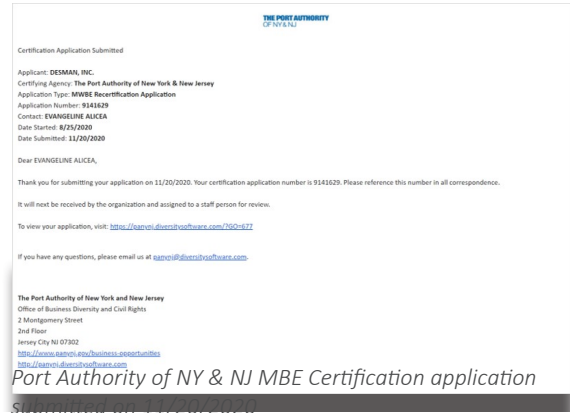
NJ Employee Information Report  
 Expiration Date: March 15, 2022



State of New Jersey Business Registration Certificate  
 Date of Issuance: December 28, 2017



State of New Jersey Certificate of Authorization Engineering & Land Surveying  
 Expiration Date: August, 31, 2022



Port Authority of NY & NJ MBE Certification application  
 Submitted on 11/20/2020



NY & NJ Minority Supplier  
 Development Council  
 Expiration Date:  
 September 30, 2021



**State of New Jersey**

**PHILIP D. MURPHY**  
*Governor*

**SHEILA Y. OLIVER**  
*Lt. Governor*

DEPARTMENT OF THE TREASURY  
DIVISION OF REVENUE AND ENTERPRISE SERVICES  
33 WEST STATE STREET, 5TH FLOOR  
P.O. BOX 026  
TRENTON, NEW JERSEY 08625-026  
PHONE: 609-292-2146 FAX: 609-984-6679

**ELIZABETH MAHER MUOIO**  
*State Treasurer*

**JAMES J. FRUSCIONE**  
*Director*

**CERTIFIED**

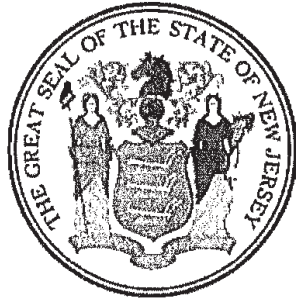
*under the*

Small Business Set-Aside Act and Minority and Women Certification Program

This certificate acknowledges DESMAN, INC is a MBE owned and controlled company, which has met the criteria established by N.J.A.C. 17:46.

This certification will remain in effect for three years. Annually the business must submit, not more than 20 days prior to the anniversary of the certification approval, an annual verification statement in which it shall attest that there is no change in the ownership, control or any other factor of the business affecting eligibility for certification as a minority or women-owned business.

If the business fails to submit the annual verification statement by the anniversary date, the certification will lapse and the business will be removed from the SAVI that lists certified minority and women-owned business. If the business seeks to be certified again, it will have to reapply and pay the \$100 application fee. In this case, a new application must be submitted prior the expiration date of this certification.



Peter Lowicki  
Deputy Director

Issued: March 11, 2019  
Certificate Number: 73785-23

Expiration: March 10, 2022

FORM 48A  
JULY 2018 EDITION



STATE OF NEW JERSEY  
DEPARTMENT OF THE TREASURY  
DIVISION OF PROPERTY MANAGEMENT AND CONSTRUCTION

**NOTICE OF CONSULTANT PREQUALIFICATION**

FIRM: DESMAN, INC.  
ADDRESS: 773 MIDLAND ROAD  
ORADELL, NJ 07649

INITIAL  REVISED  RENEWAL

DATE OF ISSUE: APRIL 3, 2019  
EXPIRATION DATE: JANUARY 15, 2021  
FEDERAL ID NUMBER: 112 709 775

MBE  WBE  SBE  VOB

The Experience Questionnaire (FORM 48A), submitted by your firm, has been reviewed. As a result of this review, your firm may be invited to submit proposals for projects involving the checked discipline(s) having a not to exceed Construction Cost Estimate (CCE) as noted. For the purposes of this form, NA = no fixed amount.

- |  |                  |   |       |
|--|------------------|---|-------|
| <input type="checkbox"/> ARCHITECTURE                          | _____            | <input type="checkbox"/> ROOFING CONSULTANT               | _____ |
| <input type="checkbox"/> ELECTRICAL ENGINEERING                | _____            | <input type="checkbox"/> ACOUSTICS                        | _____ |
| <input type="checkbox"/> HVAC ENGINEERING                      | _____            | <input type="checkbox"/> ASBESTOS DESIGN                  | _____ |
| <input type="checkbox"/> PLUMBING ENGINEERING                  | _____            | <input type="checkbox"/> ASBESTOS SAFETY MONITORING       | _____ |
| <input type="checkbox"/> CIVIL ENGINEERING                     | _____            | <input type="checkbox"/> CLAIMS ANALYSIS                  | _____ |
| <input type="checkbox"/> SANITARY ENGINEERING                  | _____            | <input type="checkbox"/> TELECOMMUNICATIONS               | _____ |
| <input checked="" type="checkbox"/> STRUCTURAL ENGINEERING     | <b>5 MILLION</b> | <input type="checkbox"/> EXHIBIT/INTERPRETATIVE DESIGN    | _____ |
| <input type="checkbox"/> MECH. ENG. (ELEV., CONVEYORS, ETC.)   | _____            | <input type="checkbox"/> FEASIBILITY PLANNING             | _____ |
| <input type="checkbox"/> SOILS ENGINEERING                     | _____            | <input type="checkbox"/> FIRE DETECTION SYSTEMS           | _____ |
| <input type="checkbox"/> FIRE PROTECTION ENGINEERING           | _____            | <input type="checkbox"/> FIRE PROTECTION SYSTEMS          | _____ |
| <input type="checkbox"/> ENVIRONMENTAL ENGINEERING             | _____            | <input type="checkbox"/> FOOD SERVICE                     | _____ |
| <input type="checkbox"/> MARINE ENGINEERING                    | _____            | <input type="checkbox"/> HYDRAULICS/PNEUMATICS            | _____ |
| <input type="checkbox"/> LANDSCAPE DESIGN                      | _____            | <input type="checkbox"/> HYDROLOGY                        | _____ |
| <input type="checkbox"/> PLANNING                              | _____            | <input type="checkbox"/> SECURITY SYSTEMS                 | _____ |
| <input type="checkbox"/> LAND SURVEYING                        | _____            | <input type="checkbox"/> SITE PLANNING                    | _____ |
| <input type="checkbox"/> AERIAL SURVEYING                      | _____            | <input type="checkbox"/> HISTORIC PRESERVATION CONSULTANT | _____ |
| <input type="checkbox"/> HYDROGRAPHIC SURVEYING                | _____            | <input type="checkbox"/> ENERGY AUDITING                  | _____ |
| <input type="checkbox"/> FIRE & LIFE SAFETY RENOVATIONS        | _____            | <input type="checkbox"/> TRAFFIC                          | _____ |
| <input type="checkbox"/> BUILDING COMMISSIONING                | _____            | <input type="checkbox"/> TRANSPORTATION                   | _____ |
| <input type="checkbox"/> BOILER/STEAM LINES/HIGH PRESSURE SYS. | _____            | <input type="checkbox"/> WASTE/WATER TREATMENT            | _____ |
| <input type="checkbox"/> DAM/LEEVE DESIGN                      | _____            | <input type="checkbox"/> ENERGY MANAGEMENT CONTROL SYSTEM | _____ |
| <input type="checkbox"/> BARRIER FREE/ADA DESIGN               | _____            | <input type="checkbox"/> RENEWABLE ENERGY CONSULTANT      | _____ |
| <input checked="" type="checkbox"/> ESTIMATING/COST ANALYSIS   | <b>NA</b>        | <input type="checkbox"/> CONSTRUCTION FIELD INSPECTION    | _____ |
| <input type="checkbox"/> INTERIOR DESIGN/SPACE PLANNING        | _____            | <input type="checkbox"/> PROJECT MANAGEMENT               | _____ |
| <input type="checkbox"/> ROOFING INSPECTION                    | _____            | <input type="checkbox"/> ENVIRONMENTAL CONSULTANT         | _____ |
| <input type="checkbox"/> CONSTRUCTION MANAGEMENT               | _____            | <input type="checkbox"/> STORAGE TANK REMOVAL             | _____ |
| <input type="checkbox"/> CPM                                   | _____            | <input type="checkbox"/> STORAGE TANK INSTALLATION        | _____ |
| <input type="checkbox"/> ARCHAEOLOGY                           | _____            | <input type="checkbox"/> PERIMETER SECURITY FENCING       | _____ |
| <input type="checkbox"/> GEOLOGY                               | _____            | <input type="checkbox"/> INDOOR AIR QUALITY TESTING       | _____ |
| <input type="checkbox"/> VALUE ENGINEERING                     | _____            | <input type="checkbox"/> LANDFILL CLOSURE                 | _____ |
| <input type="checkbox"/> HISTORIC PRESERVATION/RESTORATION     | _____            | <input type="checkbox"/> LEAD PAINT EVALUATION            | _____ |

PREPARED BY:  
*Pamela Sullivan*  
PAMELA SULLIVAN  
MANAGER, PREQUALIFICATION UNIT

APPROVED BY:  
*Richard S. Flodmand*  
RICHARD S. FLODMAND  
DEPUTY DIRECTOR

NOTE: THIS IS AN ORIGINAL DOCUMENT. IT MAY BE REQUIRED AS PROOF OF YOUR PREQUALIFICATION STATUS. PLEASE RETAIN THIS FORM FOR YOUR RECORDS.



**East Orange Parking Authority**

**NON-COLLUSION AFFIDAVIT**

STATE OF NEW JERSEY :  
: SS.  
COUNTY OF Essex :

I, Timothy Tracy of the \_\_\_\_\_  
of DESMAN, INC.

in the County of Essex and the State of New Jersey, of full age, being duly sworn according to law on my oath depose and say that:

I am Executive V.P./Chief Operating Officer (COO)

of the firm of DESMAN, INC.

the Entity making the submission for the above named Service, and that I executed the said submission with full authority to do so; that said Entity has not, directly or indirectly, entered into any agreements, participated in any collusion, or otherwise taken any action in restraint of fair and open competition in connection with the above named Service; and that all statements contained in said submission and in this affidavit are true and correct, and made with full knowledge that the East Orange Parking Authority relies upon the truth of the statements contained in said submission and in the statements contained in this affidavit in awarding the contract for said Service.

I further warrant that no person or selling agency has been employed or retained to solicit or secure such contract upon an agreement or understanding for a commission, percentage, brokerage or contingent fee, except bonafide employees or bonafide establish, commercial or selling agencies maintained by:

DESMAN, INC.  
Name of Entity

Subscribed and sworn to before me  
this 17th day of Jan, 2021

Evangeline Alicea

Notary Public, State of NJ

My Commission expires 9/19/2022

EVANGELINE ALICEA  
Notary Public, State of New York  
No. 01AL503361  
Qualified in Queens County  
Commission Expires Sept. 19, 2022

Timothy Tracy  
(Signature)

TIMOTHY TRACY  
(Type or Print Name of affiant and Title, under signature)

EVANGELINE ALICEA  
Notary Public, State of New York  
No. 01AL503361  
Qualified in Queens County  
Commission Expires Sept. 19, 2022

**East Orange Parking Authority**

**STATEMENT OF OWNERSHIP DISCLOSURE**

N.J.S.A. 52:25-24.2 (P.L. 1977, c.33, as amended by P.L. 2016, c.43)

**This statement shall be completed, certified to, and included with all bid and proposal submissions. Failure to submit the required information is cause for automatic rejection of the bid or proposal.**

**Name of Organization:** DESMAN, Inc.

**Organization Address:** 3 West 35th Street, 3rd Floor, New York, NY 10001

**Part I Check the box that represents the type of business organization:**

- Sole Proprietorship (skip Parts II and III, execute certification in Part IV)
- Non-Profit Corporation (skip Parts II and III, execute certification in Part IV)
- For-Profit Corporation (any type)       Limited Liability Company (LLC)
- Partnership       Limited Partnership       Limited Liability Partnership (LLP)
- Other (be specific): \_\_\_\_\_

**Part II**

- The list below contains the names and addresses of all stockholders in the corporation who own 10 percent or more of its stock, of any class, or of all individual partners in the partnership who own a 10 percent or greater interest therein, or of all members in the limited liability company who own a 10 percent or greater interest therein, as the case may be. **(COMPLETE THE LIST BELOW IN THIS SECTION)**

**OR**

- No one stockholder in the corporation owns 10 percent or more of its stock, of any class, or no individual partner in the partnership owns a 10 percent or greater interest therein, or no member in the limited liability company owns a 10 percent or greater interest therein, as the case may be. **(SKIP TO PART IV)**

(Please attach additional sheets if more space is needed):

Name of Individual or Business Entity	Home Address (for Individuals) or Business Address
Indu Chhabra	3 West 35th Street, 3rd Floor New York, NY 10001



**Part III DISCLOSURE OF 10% OR GREATER OWNERSHIP IN THE STOCKHOLDERS, PARTNERS OR LLC MEMBERS LISTED IN PART II**

If a bidder has a direct or indirect parent entity which is publicly traded, and any person holds a 10 percent or greater beneficial interest in the publicly traded parent entity as of the last annual federal Security and Exchange Commission (SEC) or foreign equivalent filing, ownership disclosure can be met by providing links to the website(s) containing the last annual filing(s) with the federal Securities and Exchange Commission (or foreign equivalent) that contain the name and address of each person holding a 10% or greater beneficial interest in the publicly traded parent entity, along with the relevant page numbers of the filing(s) that contain the information on each such person. **Attach additional sheets if more space is needed.**


Website (URL) containing the last annual SEC (or foreign equivalent) filing	Page #'s

Please list the names and addresses of each stockholder, partner or member owning a 10 percent or greater interest in any corresponding corporation, partnership, and/or limited liability company (LLC) listed in Part II other than for any publicly traded parent entities referenced above. The disclosure shall be continued until names and addresses of every noncorporate stockholder, and individual partner, and member exceeding the 10 percent ownership criteria established pursuant to N.J.S.A. 52:25-24.2 has been listed. **Attach additional sheets if more space is needed.**

Stockholder/Partner/Member and Corresponding Entity Listed in Part II	Home Address (for Individuals) or Business Address

**Part IV Certification**

I, being duly sworn upon my oath, hereby represent that the foregoing information and any attachments thereto to the best of my knowledge are true and complete. I acknowledge: that I am authorized to execute this certification on behalf of the bidder/proposer; that the East Orange Parking Authority is relying on the information contained herein and that I am under a continuing obligation from the date of this certification through the completion of any contracts with the Authority to notify the Authority in writing of any changes to the information contained herein; that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification, and if I do so, I am subject to criminal prosecution under the law and that it will constitute a material breach of my agreement(s) with the, permitting the Authority to declare any contract(s) resulting from this certification void and unenforceable.

Full Name (Print):	Timothy Tracy	Title:	COO, Executive Vice President
Signature:		Date:	1/11/2021

**East Orange Parking Authority**

**INSURANCE REQUIREMENTS AND ACKNOWLEDGEMENT FORM**

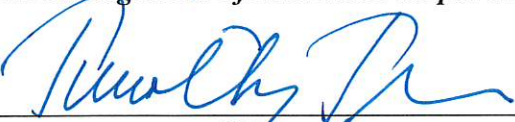
Certificate(s) of Insurance shall be filed with the Chairman's Office upon award of the contract by the Board of Commissioners.

The minimum amount of insurance to be carried by the Service Entity shall be as follows:

**PROFESSIONAL LIABILITY INSURANCE**

Limits shall be a minimum of \$1,000,000.00 for each claim and \$1,000,000.00 aggregate each policy period.

***Acknowledgement of Insurance Requirement:***

  
\_\_\_\_\_  
(Signature)

1/11/2021  
\_\_\_\_\_  
(Date)

Timothy Tracy, COO and Executive Vice President  
\_\_\_\_\_  
(Printed Name and Title)

East Orange Parking Authority

**MANDATORY EQUAL EMPLOYMENT OPPORTUNITY NOTICE**  
**(N.J.S.A. 10:5-31 et seq. and N.J.A.C. 17:27 et seq.)**

**GOODS, PROFESSIONAL SERVICES, AND GENERAL SERVICE CONTRACTS**

This form is a summary of the successful entity's requirement to comply with the requirements of **N.J.S.A. 10:5-31 et seq.** and **N.J.A.C. 17:27 et seq.**

The successful entity shall submit to the East Orange Parking Authority, after notification of award but prior to the execution of this contract, one of the following three documents as forms of evidence:

(a) A photocopy of a valid letter that the vendor is operating under an existing Federally approved or sanctioned affirmative action program (good for one year from the date of the letter);

**OR**

(b) A photocopy of a Certificate of Employee Information Report approval, issued in accordance with **N.J.A.C. 17:27-1.1 et seq.**;

**OR**

(c) A photocopy of an Employee Information Report (Form AA302) provided by the Division of Contract Compliance and distributed to the East Orange Parking Authority to be completed by the vendor in accordance with **N.J.A.C. 17:27-1.1 et seq.**

The successful entity may obtain the Employee Information Report (AA302) from the East Orange Parking Authority during normal business hours.

The successful entities must submit the white and canary copies of the AA302 (Employee Information Report) to the Division of Contract Compliance and Equal Employment Opportunity in Public Contracts (Division). The pink *Public Agency* copy is submitted to the East Orange Parking Authority, and the gold *Vendor* copy is retained by the entity.

**The undersigned entity certifies that he/she is aware of the commitment to comply with the requirements of N.J.S.A. 10:5-31 et seq. and N.J.A.C. 17:27 et seq. and agrees to furnish the required forms of evidence.**

**The undersigned entity further understands that his/her submission shall be rejected as non-responsive if said entity fails to comply with the requirements of N.J.S.A. 10:5-31 et seq. and N.J.A.C. 17:27 et seq.**

COMPANY: DESMAN, Inc.

SIGNATURE:  PRINT NAME: Timothy Tracy

TITLE: COO and Executive Vice President DATE: 1/11/2021

**East Orange Parking Authority**

**ENTITY INFORMATION FORM**

If the Entity is an **INDIVIDUAL**, sign name and give the following information:

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone No.: \_\_\_\_\_ Social Security No.: \_\_\_\_\_

Fax No.: \_\_\_\_\_ E-Mail: \_\_\_\_\_

If the individual has a TRADE NAME, give such trade name:

Trading As: \_\_\_\_\_ Telephone No.: \_\_\_\_\_

\*\*\*\*\*

If the Entity is a **PARTNERSHIP**, give the following information:

Name of Partners: \_\_\_\_\_

Firm Name: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone No.: \_\_\_\_\_ Federal I.D. No.: \_\_\_\_\_

Fax No.: \_\_\_\_\_ E-Mail: \_\_\_\_\_

Social Security No.: \_\_\_\_\_

Signature of authorized agent: \_\_\_\_\_

\*\*\*\*\*

If the Entity is **INCORPORATED**, give the following information:

State under whose laws incorporated: Delaware

Location of principal office: New York

Telephone No.: 212.686.5360 Federal I.D. No.: 11.-2709775

Fax No.: 212.779.1654 E-Mail: ttracy@desman.com

Name of agent in charge of said office upon whom notice may be legally served: Timothy Tracy

Telephone No.: 212.686.5360 Name of Corporation: DESMAN, Inc.

Signature:  By: Timothy Tracy

Title: COO and Executive Vice President Address: 3 West 35th Street, 3rd Floor  
New York, NY 10008

**East Orange Parking Authority**

**SUBMISSION FORM**

*Note: Attach additional sheets as necessary.*

Service: Planner and Parking Consultant

**1. Names and roles of the individuals who will perform the services and description of their education, Authority experience, and experience with projects similar to the services contained herein including their education, degrees, and certifications:**

**Timothy Tracy, PIC - Lead Planner and Parking Consultant**

31 years of experience	- <i>City of East Orange</i>
NJ Institute of Technology - Newark, NJ	Parking Study Services for 2019 & 2020
B.S. Civil Engineering	TOD Parking Trends, Parking Recommendations

**Gregory Shumate - Parking Operations / Management**

41 years of experience
University of Cincinnati, OH
B.A. Urban Planning and Design

**Andrew Hill - Senior Parking Consultant**

21 years of experience
Miami University - BA English, BS English

Organizational Chart and Resumes attached. This team has a multitude of experience in parking planning, parking operations and management, TOD..etc. They have successfully worked together on numerous similar parking authority parking projects together over the last decade across the nation and in New Jersey. They bring their expertise and collaboration to any future projects for the Authority.

**2. References and record of success of same or similar service:**

Attached references and record of success with City of East Orange and other project examples.

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**3. Description of ability to provide the services in a timely fashion (including staffing, familiarity, and location of key staff):**

We have chosen senior staff who will be instrumental in facilitating your parking planning and consulting needs. We pride ourselves on client satisfaction supported by successful projects delivered on time and on budget. At the time that projects proceed, all of our staff will be available to dedicate the amount of time and expertise necessary to assure a successful project completion. DESMAN will ensure that, with the least amount of reasonable notice, our key personnel will act on or be available for a meeting regarding any issues of concern to the project. Responsiveness through proper staffing and availability will be our first priority on any East Orange Parking Authority project.

Mr. Timothy Tracy is located in our New York City office and should be considered as the primary contact. He may be contacted by the following means:

Phone: (212) 686.5360  
Mobile: (201) 415.8954  
Fax: (212) 779.1654  
Email: ttracy@desman.com

**4. Cost details, including the hourly rates of each of the individuals who will perform services, and all expenses:**

DESMAN's 2021 hour rates are attached.

*Note: Attach additional sheets as necessary.*

Firm: DESMAN, Inc. Date: 1/11/2021

Authorized Representative (Print): Timothy Tracy

Signature:  Title: COO & Executive Vice President

Telephone #: 212.686.5360 Fax #: 212.779.1654

**East Orange Parking Authority**

**DISCLOSURE OF INVESTMENT ACTIVITIES IN IRAN**

Entity Name: DESMAN, Inc.

**PART 1:** Please check one:

X I certify, pursuant to Public Law 2012, c. 25, that neither the entity listed above nor any of the entity's parents, subsidiaries, or affiliates is listed on the N.J. Department of the Treasury's list of entities determined to be engaged in prohibited activities in Iran pursuant to P.L. 2012, c. 25 ("Chapter 25 List").

I further certify that I am the person listed above, or I am an officer or representative of the entity listed above and am authorized to make this certification on its behalf. I will skip Part 2 and sign and complete the Certification below.

OR

       I am unable to certify as above because the bidder and/or one or more of its parents, subsidiaries, or affiliates is listed on the Department's Chapter 25 list. I will provide a detailed, accurate, and precise description of the activities in Part 2 below and sign and complete the Certification below. Failure to provide such will result in the proposal being rendered as nonresponsive and appropriate penalties, fines, and/or sanctions will be assessed as provided by law.

**PART 2: PLEASE PROVIDE FURTHER INFORMATION RELATED TO INVESTMENT ACTIVITIES IN IRAN**

You must provide a detailed, accurate, and precise description of the activities of the entity, or one of its parents, subsidiaries, or affiliates, engaging in the investment activities in Iran outlined above by completing the below.

Name: \_\_\_\_\_

Relationship to Entity: \_\_\_\_\_

Description of Activities: \_\_\_\_\_

Duration of Activities: \_\_\_\_\_

Anticipated Cessation Date: \_\_\_\_\_

Entity Contact Name and Phone Number: \_\_\_\_\_

I, being duly sworn upon my oath, hereby represent that the foregoing information and any attachments thereto to the best of my knowledge are true and complete. I acknowledge: that I am authorized to execute this certification on behalf of the entity; that the Authority is relying on the information contained herein and that I am under a continuing obligation from the date of this certification through the completion of any contracts with the Authority to notify the Authority in writing of any changes to the information contained herein; that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification, and if I do so, I am subject to criminal prosecution under the law and that it will constitute a material breach of my

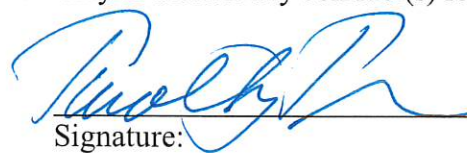
agreement(s) with the Authority, permitting the Authority to declare any contract(s) resulting from this certification void and unenforceable.

Timothy Tracy

Full Name (Print):

Title: COO & Executive Vice President

Date: 1/11/2021

A handwritten signature in blue ink, appearing to read 'Timothy Tracy', written over a horizontal line.

Signature:

End of Submission Package

## 1. Key Personnel

### Organizational Structure and Key Personnel



## 1. Key Personnel



**TIMOTHY TRACY**  
Principal-in-Charge

Mr. Tracy is an Executive Vice President and is involved with and oversees the transportation and parking planning assignments and the New York office for the firm.

Mr. Tracy's experience is in transportation and parking planning and traffic engineering. He has worked on both public and private sector projects for the past thirty years and has designed and managed a diversified number of projects. Through this involvement, he has developed a wide range of planning studies that include feasibility, master planning, traffic impact, parking demand and municipal parking programs.

Mr. Tracy has been involved in developing parking and transportation master plans for institutional, corporate, retail/entertainment, transportation agencies, municipal and medical facilities. Through this experience, conceptual and functional planning techniques have been applied to integrate internal roadway circulation and access, pedestrian movement and geometrics into short and long-range infrastructure improvements and master plans.

Additionally, Mr. Tracy has served as Project Manager and Principal-in-Charge on numerous parking projects ranging from feasibility studies, functional design planning to preparation of construction documents. Mr. Tracy is applying his transportation/parking expertise by providing his clients with infrastructure improvement programs, operational consulting and master plans. Mr. Tracy has testified as an Expert Witness before Zoning Boards, Planning Boards and Municipal Agencies throughout the Tri-State Area over the last 32 years. Some of Mr. Tracy's most recent projects include:

- East Orange Parking Authority - East Orange, NJ
- Bergen Town Center Parking Garage- Paramus, NJ
- South Trenton Waterfront Parking Garage – Trenton, NJ
- Public Safety Complex Parking Garage – Paterson, NJ
- Crescent Street Parking Garage – Montclair, NJ
- Continental Airlines Terminal C Garage – Newark, NJ
- Hackensack University Medical Center – 2nd Street Garage, Railroad Avenue Garage & Atlantic Street Garage - Hackensack, NJ
- Gabrellian Office Building Parking Garage – Paramus, NJ
- IKEA Parking Garage – Paramus, NJ
- Schering Plough Parking Garage – Kenilworth, NJ
- UMDNJ Parking Garage – Newark, NJ
- Pfizer Corporate Parking Garage – Morris Plains, NJ
- Bay Street Garage, Montclair, NJ
- Holy Name Hospital Parking Garages – Teaneck, NJ
- New Jersey Transit – Statewide Planning Services

**Total Years of Experience**  
31

**Years with DESMAN**  
21

**Education**  
NJ Institute of Technology  
Newark, NJ  
B.S. Civil Engineering

**Affiliations**  
Inst. of Transportation  
Engineers (ITE)

National Parking  
Association (NPA)

International Parking+  
Mobility Institute (IPMI)

**Project Assignment**  
Principal-in-Charge  
Lead Planner and Parking  
Consultant

## 1. Key Personnel



**GREGORY A. SHUMATE, CAPP**  
Parking Operations and Management

**Total Years of Experience**  
41

**Years at DESMAN**  
23

**Education**  
University of Cincinnati  
Cincinnati, OH  
B.A., Urban Planning & Design

**Affiliations**  
International Parking  
+ Mobility Institute (IPMI)

International Parking +  
Mobility Institute - CAPP  
Certification

American Planning  
Association

**Project Assignment**  
Parking Operations  
& Management

Mr. Shumate has over 41 years of professional experience as a public administrator in urban planning, economic development and enterprise management. Through his years in municipal he served as a project manager or key team member involved in the design, financing and implementation planning of a variety public sector supported commercial, industrial, residential and waterfront projects.

As Parking Commissioner for the City of Cleveland between 1990 and 1995, Mr. Shumate was the chief operations administrator for the City's parking enterprise which was consisted of on-and off-street parking system comprised of nearly 8,000 spaces generating \$5.3 million in gross revenue.

Since joining DESMAN in 1995 he has authored a broad range of parking studies that have addressed master planning, supply/demand, site selection, facility staffing, management and maintenance strategies, parking meter systems, operational audits and the economic feasibility of parking projects and program initiatives. Mr. Shumate was granted the designation of a Certified Administrator of Public Parking (CAPP) by the International Parking + Mobility Institute in cooperation with the University of Virginia in 2000.

The following is a partial list of projects and assignments that Mr. Shumate has completed while with DESMAN:

### Operations & Management Studies

- Pittsburgh Parking Meter System Automation Plan, Public Parking Authority of Pittsburgh, PA
- Parking System & Transportation Program Operational Audit, University Circle Inc., Cleveland, OH
- Bronx (Yankee Stadium) Parking System Monthly Operational Audits
- Parking Meter System Operational Audit, Montgomery County, MD
- Downtown Covington Parking System Operation & Management Assessment, Covington, KY
- Downtown Lowell Parking System Study, City of Lowell, MA
- City of New Britain Comprehensive Parking Meter System Master Plan, City of New Britain, CT
- East Lansing Parking System Management Study, East Lansing, MI
- Downtown Covington Parking Demand & Management Study, Covington, KY
- Comprehensive Review and Analysis of the Easton Parking System, City of Easton PA
- Niagara Falls Downtown Parking Program Study, Niagara Falls, NY

### Owner's Agent Consulting

- Off-Airport Pkg Site Acquisition Analysis, Cleveland Hopkins Airport, Cleveland, OH
- Ninth & Penn Mixed Use Development Parking Garage, Public Parking Authority of Pittsburgh, PA
- The Ohio State University Parking System Privatization Consulting, Columbus, OH
- City of Dayton CareSource Parking Garage Design & Feasibility Study, Dayton, OH



## 1. Key Personnel

GREGORY A. SHUMATE, CAPP *continued*

### Master Plan Studies

- Hollywood Parking System Enhancement Plan, City of Hollywood, FL
- Downtown Covington Parking Demand & Management Study, City of Covington, KY
- Downtown Steamboat Springs Parking Analysis, City of Steamboat, CO
- Niagara Falls Downtown Parking Program Study, City of Niagara Falls, NY
- Downtown York Parking Plan, City of York, PA
- Columbus State University Master Plan, Columbus, OH
- Wright State University, Dayton, OH
- Sarasota Memorial Hospital Comprehensive Parking Master Plan, Sarasota, FL
- Cleveland State University, Cleveland, OH
- Downtown Dayton Parking Study, City of Dayton, OH
- Downtown Parking Supply & Demand Study, City of Buffalo, NY
- Saudi Aramco Health System Traffic & Parking Study, Aramco Services Company, Dhahran, Saudi Arabia

### Financial Assessment & Feasibility Studies

- Flats East Bank Mixed Used Development, Fairmount Properties, Cleveland, OH
- The Smithfield Oliver Parking Garage Feasibility Assessment, Parking Authority of Pittsburgh, PA
- Yankee Stadium Parking System Feasibility Analysis, Roosevelt & Cross Inc., New York, NY
- Vincent Medical Center Parking Garage Feasibility Study, Erie Parking Authority, Erie, PA
- Downtown Parking Facility Acquisition Analysis, City of Canton, OH
- Financial Assessment & Feasibility Studies
- McGill University Health Center Parking Financial Assessment, SNC-Lavalin Capital, Montreal, Quebec, CA

### Parking Access & Revenue Control System Studies

- Hackensack Parking Meter System Specifications & Procurement, Hackensack, NJ
- Niagara Falls Multi-Space Meter System Procurement Consulting, City of Niagara Falls, NY
- Yeager Airport Parking Equipment Procurement, Charleston, WV
- Corporate Office Centre at Tysons II, Parking Access & Revenue Control System Upgrade, Lerner Corporation, McLean, VA
- Greater Columbus Convention Center Parking System PARCS Consulting, Columbus, OH
- Scranton Parking System Access & Revenue Control System Procurement Consulting, ABM Parking, Scranton, PA

## 1. Key Personnel



**ANDREW S. HILL**  
Senior Parking Consultant

**Total Years of Experience**  
21

**Years with DESMAN**  
8

**Office Location**  
Boston

**Education**  
Miami University  
B.A, English  
B.S., Business

San Diego City College  
A.A., Emergency Medical  
Education  
Paramedic Certification

**Affiliations**  
New England Parking Council

National Parking Association

International Downtown  
Association

**Project Assignment**  
Parking Utilization Future  
Parking Demand Land Use  
(GIS)

Mr. Hill comes to DESMAN with a background in both parking operations and consulting.

As the Director of Special Projects for a regional parking operator based in Boston, Mr. Hill's duties included developing operating, staffing and budget plans for new accounts; selecting, purchasing and overseeing installation of PARCS equipment; designing revenue control, accounting and reporting procedures; and providing independent audits of the various accounts. Mr. Hill also assisted one client in the acquisition of a \$75M asset from a public agency and assisted another client in petitioning for a Special Permit on a mixed-use project.

Prior to this, Mr. Hill spent over a decade with another nationally recognized parking consulting firm. During this period, Mr. Hill completed over 150 studies for a wide variety of clients including municipalities, casinos, airports, healthcare institutions, colleges and universities, convention centers, arenas, private developers, public authorities, architects, investment and equity funds, law firms, and real estate management firms.

In his role as a project manager, Mr. Hill is responsible for the administration of all services to the client. As consultant directly serving clients, he has proven to be a talented planner and analyst. Mr. Hill has performed consulting engagements including:

- Planning studies to establish need
- Alternative Analyses evaluating parking supply options
- Transit studies prepared and evaluating shuttle options
- Preparing Transportation Demand Management plans
- Modeling impacts employing Shared Use methodology
- Operational audits to improve fiscal/service performance
- Due Diligence studies establishing the value of an asset or lease
- Preparing operating procedures for existing facilities
- Recommending PARCS equipment packages
- Financial studies demonstrating fiscal feasibility

With DESMAN since 2012, Mr. Hill has been a speaker for events hosted by the National Parking Association, the New England Parking Council, the Boston Society of Architects and the Society of Service Marketing Professionals. He formerly sat on the Board of Directors for the New England Parking Council and served as the Eastern Region Chairman for the Parking Consultants Council and the 2010 NPA National Convention. He was also contributor to the Urban Land Institute's The Dimensions of Parking: Fifth Edition.

## *2. References and Record of Success of Same or Similar Value*

DESMAN was engaged by the City of East Orange to provide parking consulting services for 2019 and 2020. A summary of our work with the City of East Orange is provided on the following pages along with the following references of clients for which we have performed similar professional planning, design and consulting services including parking planning; design; restoration engineering; management, operational, parking access, revenue control and other parking consulting services within the past five (5) years. Many of them include Municipal and Public Sector Clients and other local references within the State of New Jersey. Please feel free to contact any or all of them at your convenience.

Mr. Tony Perez  
Executive Director  
**PATERSON PARKING AUTHORITY**  
(973) 977-3999

Michael Fabrizio,  
Executive Director  
**MORRISTOWN PARKING AUTHORITY**  
973-539-4810

Mr. Norman M. Guerra  
Chief Executive Officer  
**HUDSON COUNTY IMPROVEMENT AUTHORITY**  
(201) 324-6222

Ms. Carla A. Mazza  
Executive Director  
**PARKING AUTHORITY OF THE CITY OF ELIZABETH**  
(908) 353-0949

Steve Fernstrom  
Executive Director  
**THE CITY OF BETHLEHEM PARKING AUTHORITY**  
(610) 865-7123

The following pages include brief summaries of a variety of project examples DESMAN successfully completed in New Jersey. Additional information and projects can be provided.

## Past Performance



### EAST ORANGE PARKING AUTHORITY Parking Consulting Services Year 2019 and 2020

DESMAN was engaged to perform a parking study (“Parking Study”) to provide a recommended strategy to best meet current and future parking demand for residents, businesses, employees, commuters and visitors, including but not limited to identifying the need for structured parking facilities and appropriate short-term parking (for example, 15 or 20 minute parking spaces). The area studied constitutes the Central Business District and the Arts and Cultural

District as designated and delineated in the East Orange Transit Village District Redevelopment Plan dated December 2015 and as shown on the attached Exhibit A (the “Study Area”).

The objectives of the study were to:

- 1) Meet the near-term and future parking demand in the transit village, particularly emanating from several large projects in the pipeline;
- 2) Identify alternate solutions, such as shared parking, to traditional on-site parking requirements;
- 3) Identify locations in the transit village for new parking facilities and study the feasibility of those locations;
- 4) Assess and update the parking requirements in the Transit Village redevelopment plan; and
- 5) Help address parking demand in the area surrounding the transit village.

Services provided:

- Evaluate current parking and future supply in the transit village;
- Assess demand for parking in the transit village driven by current and new development to include usage patterns, occupancy rates, and pricing structures;
- Evaluate parking ratios in the redevelopment plan and the recently enacted masterplan;
- Identify and conduct a feasibility analysis of 2 to 3 sites for potential parking facilities. The study shall include but not be limited to conceptual plans, cost estimates, and financial projections;
- Determine opportunities for shared parking of existing and proposed lots/garages and recommendations on how to structure (e.g., time of day) those scenarios;
- Recommend creative solutions to meet current and future parking demand in and around the transit village;
- Analyze current and anticipated parking needs for customers of the retail uses within the Study Area; and
- Analyze current and anticipated parking needs for commuters.

*Past Performance*

**Parking Study Services for the City of East Orange, NJ** *continued*

**TOD PARKING TRENDS**

**RESEARCH FINDINGS:**

- Transit Village Projects tend to be pedestrian friendly projects located within ½ mile walking distance from transit opportunities.
- More than 90% of Transit Orientated Development (TOD) residents have no children enrolled in NJ Public Schools.
- TOD Projects have about 60 percent less school children as new homes elsewhere.
- TOD Residents only use automobiles for only 50% of work purpose trips and 20% for other trip purposes.
- TOD residents have 30% less automobile ownership.
- 50% of TOD Households do not own an automobile.
- NJ Administrative Code’s Residential Site Improvement Standards (RSIS) recommends using bedrooms for parking standards.’

**COMPARABLE COMMUNITY PARKING PROVISIONS:**

<b>Municipality</b>	<b>Non-TOD</b>	<b>TOD</b>
City of Newark	1.0 space/unit	0 spaces/unit
Township of Bloomfield	RSIS/Bedroom Mix	RSIS or 0 spaces/unit in CBD
City of Orange	1.5 spaces/unit	1.0 spaces/unit
Town of Westfield	RSIS/Bedroom Mix	RSIS or 0 spaces/unit in CBD
Borough of Collingswood	RSIS/Bedroom Mix	0.25 spaces/unit
Town of Secaucus	2 spaces/unit	0 spaces/unit
<b>EAST ORANGE</b>	<b>1.0 spaces/unit</b>	<b>No adjustment</b>

*RSIS: NJ Administrative Code for Residential Site Improvement Standards*

**OVERNIGHT PARKING RECOMMENDATIONS**

**RESEARCH FINDINGS:**

- 30-40% of resident parking needs will be off-site between 8am-6pm.
- Curbside parking is generally prohibited between 2am-6am.
- Overnight parking opportunities within 300 feet from the corner of MLK Blvd. & South Burnett Street include:
  - MLK Blvd., Ashland Avenue, N. Clinton Street, N. Burnett Street & N. Walnut Street.

**RECOMMENDATIONS:**

- Revise/Pass Ordinance allowing Residential Parking on the above streets.
- Commence selling overnight parking permits.
- Monitor use of the spaces to determine if surplus capacity is available to be used by new/future development in the Transit Village District.



## Past Performance

### Parking Study Services for the City of East Orange, NJ *continued*

#### PUBLIC PARKING OCCUPANCY COUNTS (Wednesday November 20, 2019)

City of East Orange, NJ Parking Counts  
Wednesday November 20, 2019



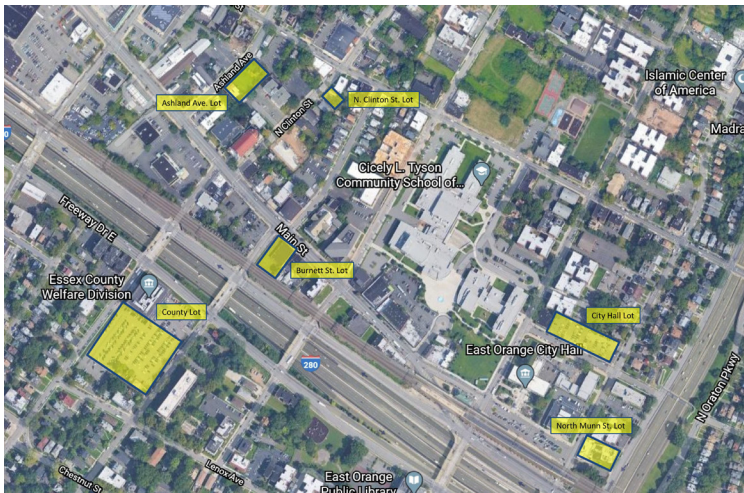
LOCATION	Capacity	Number of Parked Vehicles								
		11am	12 noon	1pm	2pm	3pm	4pm	5pm	6pm	
MLK Blvd. from Lincoln to Ashland	10	8	8	3	4	7	7	10	10	
MLK Blvd. from Ashland to Clinton	3	1	2	1	2	3	3	0	0	
MLK Blvd. from Clinton to Burnett	11	10	10	1	12	6	13	9	10	
MLK Blvd. from Burnett to Walnut	14	14	12	13	8	9	12	8	9	
MLK Blvd. from Walnut to Winans	19	22	20	18	16	23	18	23	23	
MLK Blvd. from Winans to Arlington	13	12	11	12	11	12	10	11	11	
Ashland Ave from MLK to William	15	13	13	6	5	5	5	5	6	
N. Clinton St. from MLK to William	22	10	8	4	7	5	9	8	8	
N. Burnett St. from MLK to William	27	25	24	25	25	21	20	17	18	
N. Walnut St. from MLK to William	23	16	18	18	17	22	24	19	19	
City Hall/NJ Transit Lot	110	81	78	72	78	76	72	72	71	
<b>TOTAL</b>	<b>267</b>	<b>212</b>	<b>204</b>	<b>173</b>	<b>185</b>	<b>189</b>	<b>193</b>	<b>182</b>	<b>185</b>	
<b>OCCUPANCY (%)</b>		<b>79%</b>	<b>76%</b>	<b>65%</b>	<b>69%</b>	<b>71%</b>	<b>72%</b>	<b>68%</b>	<b>69%</b>	
<b>TOTAL ON-STREET</b>	<b>157</b>	<b>131</b>	<b>126</b>	<b>101</b>	<b>107</b>	<b>113</b>	<b>121</b>	<b>110</b>	<b>114</b>	
<b>OCCUPANCY (%)</b>		<b>83%</b>	<b>80%</b>	<b>64%</b>	<b>68%</b>	<b>72%</b>	<b>77%</b>	<b>70%</b>	<b>73%</b>	
<b>On-Street Spaces Available</b>		<b>26</b>	<b>31</b>	<b>56</b>	<b>50</b>	<b>44</b>	<b>36</b>	<b>47</b>	<b>43</b>	



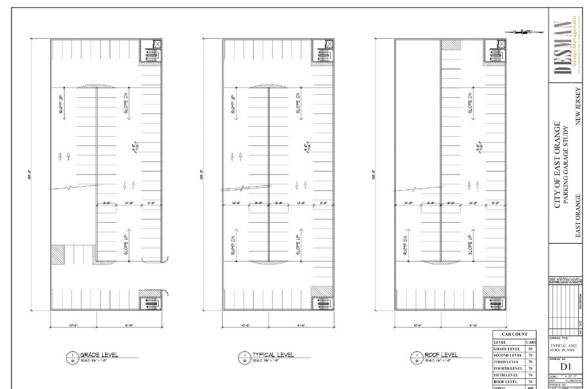
Public Parking along the downtown MLK Boulevard corridor operates at greater than 70% Occupancy.

#### PARKING IMPROVEMENT CONCEPTS

##### KEY MAP



#### City Hall Lot - 70 spaces per level

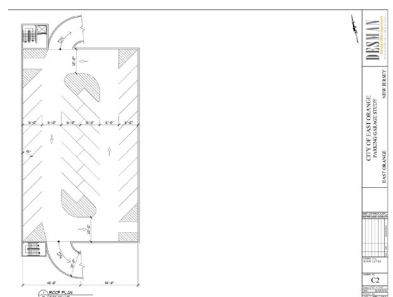
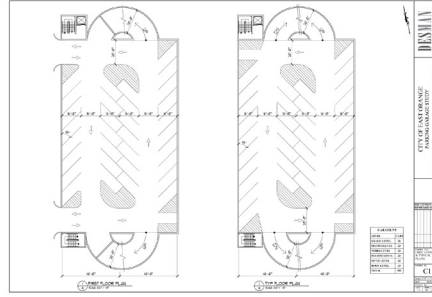




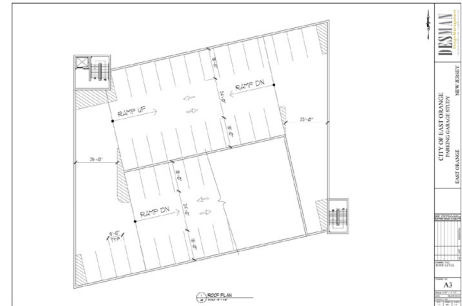
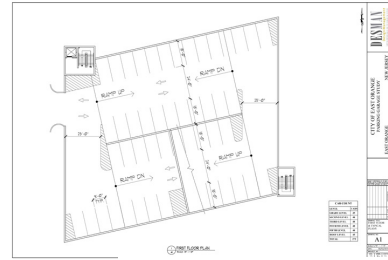
## Past Performance

### Parking Study Services for the City of East Orange, NJ *Parking Improvement Concepts continued*

#### Ashland Ave Lot - 33 spaces per level



#### Munn Street Lot - 48 spaces per level



#### Automated Parking Systems



*Past Performance*

**Parking Study Services for the City of East Orange, NJ** *continued*

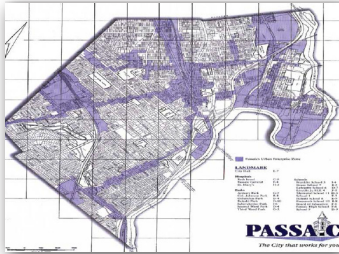
*TOD Parking Standard Recommendations*

<b>RECOMMENDED EAST ORANGE TRANSIT VILLAGE MULTI-FAMILY DWELLING PARKING PROVISIONS:</b>	
<b>Unit Size</b>	<b>Minimum Parking Requirement</b>
<b>Micro and/or Studio</b>	<b>0.5 spaces/unit</b>
<b>One</b>	<b>0.75 spaces/unit</b>
<b>Two</b>	<b>1.0 spaces/unit</b>
<b>Three</b>	<b>1.25 spaces/unit</b>
<b>Four and above</b>	<b>1.5 spaces/unit</b>

**General Parking Recommendations**

- Projects/developers that cannot meet the minimum parking standards may be granted a variance provided they pay into the City’s Parking Fund.
- The Parking Fund would require a contribution in the amount of \$10,000 for every space granted as part of the variance. For example, if a project requires 20 spaces and the project can only provide 18 spaces, the developer would contribute \$20,000 into the City’s Parking Fund.
- Permit developers to enter into long-term lease agreements with nearby property owners to meet their parking requirement in lieu of a variance request.
- Permit developers to provide mitigation measures, individual or shared shuttle van service to one of the East Orange train stations to reduce the variance request. This would require a study to be prepared by the developers and accepted by the approving agency.
- City continue to use a Shared Parking Policy or Approach for mixed-use developments, with the goal of permitting a lower total number of parking spaces than would be required if parking were determined separately for each use. A determination of the actual parking requirement for the Project shall be based upon the shared parking opportunities provided by the mixed-use nature of the project. Developers/Applicants shall be required to submit a shared parking analysis as part of the site plan. The shared parking analysis must be prepared by a qualified parking expert or licensed professional planner based on the anticipated hours of operation and specific operational characteristics of the anticipated users in the proposed development.

## Past Performance



Passaic Enterprise Zone  
Development Corp.  
330 Passaic Street  
Passaic, NJ 07055

### PARKING SUPPLY & DEMAND AND FEASIBILITY STUDY

City of Passaic – UEZ  
Passaic, New Jersey

The study area comprised five districts within the City Urban Enterprise Zone. These included: The Central Business District (CBD); Passaic Park; Pulaski Park; Train Station and Hospital. The data collection and subsequent analysis revealed the CBD, Passaic Park, Train Station and Hospital districts may need additional off-street parking inventory. The evaluation of the current parking system showed it is organizationally fragmented and is not maximizing the effectiveness and efficiency of the operation.

As part of the project scope, DESMAN recommended consolidation of daily parking management responsibilities to increase the efficiency, accountability and organizational direction of the management and operation of both the on and off-street parking program components. In addressing the potential need for additional off-street space inventory in the Central Business District, the South Passaic Park District, the Hospital (Atlantic Health Systems) and the Train Station it was recommended that the city first improve the effectiveness and efficiency of its operation so it can maximize its' current parking resources.

DESMAN was contracted by The City of Passaic Urban Enterprise Zone (UEZ) to complete a parking supply/demand analysis and operational review of the parking program. Additionally, DESMAN analyzed the existing parking inventory and how planned projects in the area may affect parking supply and demand. A review of the overall organizational and program effectiveness was conducted and recommendations were developed for organizational and program strategies and a financial plan for implementation of recommendations was developed.

The DESMAN study team began this project by assessing existing parking conditions in downtown Passaic, NJ. This analysis included surveying parking inventory for all of the city-owned lots and garages. DESMAN was then able to analyze the peak parking demand by conducting hourly parking counts for each parking lot and garage. The final phases of this project included an assessment of future parking demand as well as potential development sites and the impact new development will have on future parking demand.



Montclair Parking Authority  
205 Claremont Avenue, Third Floor  
Montclair, New Jersey

### BAY STREET PARKING GARAGE

Montclair, NJ

Montclair Bay Street Parking Garage was built by a developer to serve the Township of Montclair and NJ Transit. The site is directly adjacent to the NJ Transit Bay Street Station and a future residential apartment building, serving the needs of both commuter and resident. The garage is connected to the existing station with a pedestrian bridge. The design of the garage was carefully integrated with the architecture of the existing railroad station and the future residential apartment building through cooperation between owner, developer, government agency and designer.

DESMAN served as the Architect of Record and Structural Engineer of Record.

## Past Performance



Paterson Parking Authority

### PCCC PUBLIC SAFETY COMPLEX PARKING GARAGE

Paterson, NJ

This 960-car parking facility was designed for the Paterson Parking Authority to serve the adjacent Public Safety Complex (court house), the Passaic County Community College and the surrounding retail area. The pre-cast concrete structure is built on deep pile foundations. The structure is 3-bays wide and has 2 internal ramps that are provided (double threaded helix) to minimize the number of revolutions required to reach the upper levels.

The façade consists of architectural pre-cast and brick to compliment the surrounding buildings. There is a 2- story high office structure on the north end of the garage to house the Paterson Parking Authority. In addition, there is 12,710 square feet of retail space (including a drive-thru bank) on the grade level and 10,000 square feet of office space on the second level.

DESMAN served as the Architect and Structural Engineer of Record.



Parking Authority of the City of Elizabeth

### ELIZABETHTOWN PLAZA REDEVELOPMENT PARKING GARAGE & OFFICE BUILDING

Elizabeth, NJ

DESMAN worked with the Elizabeth Parking Authority to develop parking demand forecasts for the project to size the facility. Two additional partners were identified- The County of Union and the Union County College and series of tests were undertaken to solve demand, functionality and siting. DESMAN then assisted the Authority to evaluate financial feasibility, operating expenses and revenue forecasts that became the basis of the public financing offer. Ultimately the project was funded using New Market Tax Credits via the Elizabeth Development Corporation and revenue Bonds supported by the Parking Authority and the City of Elizabeth.

DESMAN was also responsible for all architectural and structural engineering services associated with the design of a 1400-space parking garage and 27,000 sf office building. The project is multi-governmental between the City of Elizabeth, County of Union and Union County Community College.



New Jersey Devils  
Newark, New Jersey

### NEWARK ARENA PARKING DECK

Newark, NJ

The Newark Arena Parking Deck is designed as an integral part of the transportation solution for the new home of the New Jersey Devils in Newark, NJ This 560-space facility will serve as the parking solution for the Devils Administration, players and season ticket holders. In addition, the garage will provide a pedestrian link for the redeveloped Broad Street corridor to an elevated pedestrian bridge that will connect directly to the arena.

The garage is a six (6) - level, 580-car, open, pre-cast concrete structure that incorporates 2,400 square feet of retail shell space on the grade level fronting Lafayette Street. The garage was designed to compliment the architectural style and theme of the adjacent Arena.

DESMAN provided functional, architectural and structural services and is the architect and engineer of record.



## Past Performance



Hackensack University Medical Center  
Hackensack, New Jersey

### HACKENSACK UNIVERSITY MEDICAL CENTER RAILROAD AVENUE GARAGE

Hackensack, NJ

The Railroad Avenue Garage is a seven (7) - level 560-car, pre-cast concrete structure that was built off campus for the Hackensack University Medical Center. This parking garage is specifically used to satisfy parking needs for the Medical Center staff. Direct access to buses providing transportation to and from the Medical Center campus is located on the grade level inside the garage.

A speed ramp from grade to the second level at the main entrance to the garage was incorporated into the design in order to accommodate for the necessary increased height requirements for the buses at the grade level.

A double threaded helix with a one way traffic pattern provided for the optimal functional efficiency due to the site constraints, the width in particular, and the number of levels required to meet the parking demand. Additionally, a pre-cast concrete firewall was incorporated into the design of one of the facades due to the proximity of an adjacent building.

DESMAN provided functional, architectural and structural services and was the architect and engineer of record for this project.



Hackensack Medical Center  
Hackensack, New Jersey

### HACKENSACK UNIVERSITY MEDICAL CENTER ATLANTIC STREET GARAGE

Hackensack, NJ

The Atlantic Street Garage is a 900-car, 6-story precast concrete parking garage encompassing approximately 2 acres of land. The facility connects parking to the new John Theurer Cancer Center across Second Street and to the Don Imus Pavilion across Atlantic Street. The garage was designed to blend into the severe grade change that occurs along Atlantic Street, with the facility going from a 3-story structure on the west end to a 6-story structure on the east end.

The facility was designed using a blend of brick, architectural pre-cast, metal panels and curtain wall to blend with the architectural treatments of the adjoining buildings on the campus. Special consideration was given to shield the parking from the adjacent residential buildings immediately to the north of the project. DESMAN provided functional, architectural and structural services and was the architect and engineer of record for this project.



### UNILEVER PROJECT UNIFY PARKING GARAGE

Englewood Cliffs, NJ

In order to support the expanded population of their United States Headquarters DESMAN was engaged to explore options for the addition of structured parking on the campus. This master planning effort resulted in the siting of a four-level parking structure that will provide 600 spaces. The facility was designed to integrate into the topography and natural setting of the campus. Architectural design will be complemented with a series of green screens and landscaping that are intended to soften the aesthetics of the facility. It is anticipated our design will incorporate environmentally responsive features supporting Unilever's Sustainable Living Plan that drives their business model while reducing their environmental footprint and increases their positive social impact.

## Past Performance



Montclair Parking Authority  
Montclair, New Jersey

### THE CRESCENT PARKING DECK

Montclair, NJ

The 430-car parking facility was designed for the Montclair Parking Authority over an existing surface lot to serve the vibrant central business district. The pre-cast concrete structure is 2-bays wide, 4-levels high and designed to compliment the scale of the surrounding buildings.

Arched forms and “punched windows” are prominent on the building facades. Brick was provided on the 1st story of the structure and stair/elevator towers to further breakdown the scale of the building. The balance of the finish on the exterior is architectural pre-cast concrete with reveals to enhance the window openings and vertical elements.

DESMAN served as the Architect and Structural Engineer of Record.



Morristown Parking Authority  
Morristown, New Jersey

### DALTON PARKING GARAGE

Morristown, NJ

This parking garage serves the Downtown Business District for Morristown, which includes a mix of retail, office, commercial and government users. The facility was constructed using pre-cast concrete and the architectural exterior was designed to reflect the downtown environment and responded to the Morristown Historic Preservation Commission. A combination of shaded concrete and brick were incorporated into the design to complement adjacent developments. The Dalton Parking Garage is seen as a catalyst to the redevelopment of the Historic Morristown Green.

DESMAN provided functional design, architecture and structural engineering services.



Morristown Parking Authority

### MAPLE AVENUE PARKING GARAGE

Morristown, NJ

The Maple Avenue Parking Garage is an integral part of the Epstein’s Rehabilitation Plan. Adjacent to the historic Morristown Green, this project provides public and private parking for multiple property owners including the Morristown Parking Authority. The garage provides direct vehicular and pedestrian access to the MPA office building, the Seeing Eye, Residential Buildings “A” and “B” condominiums and 40,000 SF of retail space. Two levels of below grade parking provide private parking access to the Seeing Eye and the Residential Buildings A and B. Public parking is provided on the six levels above grade. Pedestrian access is provided to the downtown areas at four locations from the garage.

The office building and the garage are utilized for a sustainable “Green” project. The garage utilized sustainable materials, designated parking for hybrid vehicles, incorporated geothermal wells and photovoltaic panels covering 50% of the roof level. The project will attain at least a “gold” certification.

Although the adjacent buildings covered a good portion of the garage, DESMAN was able to keep the above grade levels “Open” for ventilation by utilizing a shallow structural system of pre-cast concrete tees and spandrels.

DESMAN served as the Architect and Structural Engineer of Record.



## Past Performance



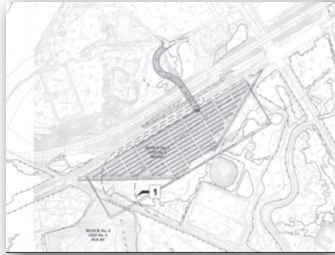
Prudential Financial  
Newark, New Jersey

### PRUDENTIAL PARKING GARAGE Newark, NJ

Prudential Financials headquarters on Washington Street in Newark, NJ has been without a parking facility since the existing 1950's structure was closed because of its unsafe condition in 2003. DESMAN was retained to investigate the structure and determine the most appropriate means to reconstruct the facility to provide much needed parking capacity for the building.

Based on our analyses we determined that the existing structure should be demolished to the street level and the two sub-grade levels could be maintained with a comprehensive restoration and rehabilitation program. This will allow the service docks to remain functional and the building's boiler rooms, incinerator, mechanical spaces and shops to remain protected during construction. Furthermore, we determined that due to changes in the Building Code from the original construction, we were able to increase the parking capacity on the site by adding an additional level.

DESMAN provided functional, architectural and structural services and is the architect and engineer of record.



Secaucus Brownfields  
Development, LLC

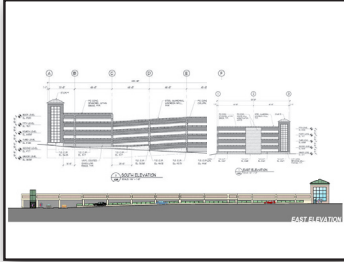
### SECAUCUS JUNCTION PARK & RIDE FINIACIAL FEASIBILITY STUDY Secaucus, NJ

DESMAN was hired by the developer of a new surface parking lot proximate to the Secaucus Junction Station of the New Jersey Transit rail system to determine the projected parking demand that could be captured by this facility, as well as to opine on financial performance projections for the facility that were developed by the potential parking operator. Field work was conducted to observe the site, as well as the parking activity captured by an existing surface parking facility near the Station and the current parking rates charged. In addition, pertinent information related to a proposed mixed-use development near the station was also gathered, along with historical and projected future transit ridership figures.

Using the development information and ridership projections, as well as anecdotal information related to pentup parking demand at the Station and future employment growth, parking demand numbers were generated. Due to the fact that the existing surface parking lot reaches capacity nearly every working day of the year, we were able to conclude that the new demand will be captured by the proposed parking lot.

With the demand projections as a guide, we examined the financial projections developed by the potential parking operator in order to determine their validity. While our conclusion was that the proposed operator's projections were reasonable, we did disagree with the speed with which parking activity and revenue would ramp-up at the proposed lot; where the operator assumed stabilized demand by Year 2 after the facility opened, it was our conclusion that this would not occur until Year 4. However, much as the potential operator did, DESMAN came to the conclusion that the proposed surface parking facility would be financially feasible.

## Past Performance



Holy Name Hospital  
Teaneck, New Jersey

### HOLY NAME HOSPITAL CAMPUS PARKING EXPANSION Teaneck, NJ

DESMAN was retained by Holy Name Hospital to design parking expansions on the east and west sides of the campus. These parking improvements were needed to satisfy growing employee, patient and visitor demands, accommodate a change in hospital services and allow the construction of a new Medical Office Building. DESMAN worked with Hospital Staff and master architects to design a new deck on the west side of the campus to serve parking demands generated from the newly renovated and expanded Emergency Department and a new parking facility on the east side (Teaneck Road Garage) of the property along the main access point to the campus. This facility was designed to accommodate staff and visitors. After completion, these facilities will add approximately 500 new spaces to the campus.

DESMAN provided functional design, architectural design and structural engineering under a prime contract to the Hospital.



Westfield Corporation  
Paramus, New Jersey

### GARDEN STATE PLAZA PARKING DECK B Paramus, NJ

In an effort to replace an aging parking structure and recapture adjacent areas for in-line shopping, DESMAN was engaged by Westfield to design an 1800-space replacement parking facility that facilitated an 80,000 square foot mall expansion. In order to accommodate that added in-line retail the parking deck was shifted to the west over the mall ring road while expanding the parking capacity in the deck by approximately 600 spaces. A unique feature of the Plaza, which needed to be incorporated into the deck design, was truck circulation to a rooftop loading area servicing three major anchor tenants of the center. This was accomplished by designing an express ramp to the fourth level of the deck, matching the elevation of the adjacent mall roof top loading.

An accelerated design and construction schedule was implemented to permit construction to begin after one Holiday season with an opening of the parking to launch prior to the next Holiday season.

DESMAN provided functional design, architectural production and structural engineering.



UPS  
340 MacArthur Blvd  
Mahwah, New Jersey

### UPS MAHWAH PARKING GARAGE Mahwah, NJ

The UPS Parking Garage is a four-story self-park, open parking structure, located at the UPS Information Services Campus, Mahwah, New Jersey. The Garage is approximately 20 years old with a parking capacity of approximately 1,600 cars.

DESMAN was retained by UPS for all phases of this project, including condition appraisal, field testing program, recommendations and preparation of the multi-year renovation program, preparation of repair drawings and specifications, cost estimating, preparation of contract documents and bidding services, evaluation of bids, construction support services and Job Site Inspections.

The repairs mainly consisted of concrete topping repairs, slab concrete repairs, repair of expansion joints, structural strengthening, new shear connectors, tee joints sealant repairs, installation of new traffic bearing membrane, surface scaling repairs, drainage improvements, striping, etc..

## *Past Performance*

The following is a representative list of some of our local, municipal and public sector experience in the State of New Jersey:

- City of East Orange
- Paterson Parking Authority
- Borough of Princeton
- Borough of Red Bank
- Borough of Rutherford
- Borough of Westwood
- City of Elizabeth Economic Development Agency
- Borough of Red Bank Special Improvement District
- City of Hackensack
- City of Passaic
- City of Pleasantville
- City of Summit
- City of Trenton
- City of Wildwood
- City of New Brunswick Special Improvement District
- Camden Parking Authority
- Elizabeth Parking Authority
- Mercer County Improvement Authority
- Montclair Parking Authority
- Morristown Parking Authority
- New Jersey Attorney General's Office
- Union City Department of Economic Development
- New Jersey Economic Development Authority
- New Jersey Transit
- Newark Parking Authority
- NJ Division of Building & Construction
- Ocean County Department of Public Works
- South Orange Parking Authority
- State of New Jersey
- Town of Westfield
- Township of Bloomfield
- Township of Montclair
- Township of Morristown Special Improvement District
- Township of West New York

## 2021 CORPORATE HOURLY RATES

The current rates listed herein are subject to adjustment in accordance with the normal salary review practices of DESMAN. Our current hourly rates for 2021 are as listed below:

<u>EMPLOYEE CLASSIFICATION</u>	<u>HOURLY RATE</u>
Principal	\$275.00
Project Manager	\$200.00
Senior Engineer/Planner/Architect	\$195.00
Engineer/Planner/Architect	\$175.00
Designer/Revit	\$155.00
Draftsperson/CADD Operator	\$125.00
Technician	\$120.00
Data Collector	\$100.00
Clerical	\$95.00
Attendance at Hearings/After-Hour Presentations	\$400.00
Expert Witness	\$450.00
Litigation-Related Consulting	\$350.00

**Note:** Rates effective through December 31, 2021

## *Technical Process and Equipment*

### **BUILDING INFORMATION MODELING**

DESMAN has long been on the fore front of building technology and as such have always invested in appropriate tools to best communicate our designs to owners, contractors and consultants. Since the earliest days of digital drawings and the use of Computer Aided Drafting (CAD) to create output DESMAN has utilized Autodesk software such as AutoCAD and 3D Studio and with the current focus on Building Information Modeling (BIM), DESMAN has deployed Revit Architecture and Revit Structure, also Autodesk products, as our primary BIM software. Our key staff in each region has received extensive training and continue to receive support from a certified Autodesk Premier Solution Provider making for successful implementation of our BIM solution. DESMAN is currently using Revit in production and is fully capable of providing a BIM solution on this assignment. Additionally, the Revit software can output to a 2 dimensional AutoCAD drawing format creating files that can be easily read and understood by any sub consultants who do not currently utilize Revit.

DESMAN's use of building information modeling (BIM) not only allows us to develop and deliver a project using 3D modeling software, it enhances our ability to manage, facilitate and collaborate with the project team. The use of BIM reduces the project risk for all participants by providing the ability to coordinate and leverage data between the project team starting in the schematic phase, thru design development, into construction documents and ultimately to the completed built project.

Thru all phases of the project DESMAN will utilize a "communicate early and often" philosophy in order to take full advantage of the collaborative environment BIM provides. DESMAN anticipates using BIM from the initial schematic stages in order to visualize and develop the project scope in collaboration with the project team. We will continue project development and collaboration with the project team, utilizing our models and the BIM process, during the design development phase and continue the process through the construction document phase.

### **CURRENT SOFTWARE**

DESMAN is firmly committed to development and implementation of computer technology to assist in the coordination and communication of all aspects of the design process. The firm currently employs a network of 120 plus Intel based workstations/laptops equipped with software for production drafting, BIM design, desktop publishing, and electronic communication. We are utilizing Microsoft Windows Server products for our Local Area Network and are interconnected between our offices via a Wide Area Network. We can be found on the World Wide Web, at [http:// www.desman.com](http://www.desman.com).

Each office is equipped with complete in-house reprographic facilities capable of large and small format, color and black and white, plotting and printing, binding, and digital scanning.

## *Technical Process and Equipment*

Projects are coordinated using a combination of the latest, “state of the art” software including:

*2018-2015 Autodesk Building Design Suite, which includes:*

- Revit
- AutoCAD Architecture
- 3D Max Design
- Navisworks Simulate
- Autodesk Showcase

*Adobe Creative Cloud, which includes but is not limited to:*

- Adobe Photoshop CC
- Adobe InDesign CC
- Adobe Premiere Pro CC
- Adobe Dreamweaver CC

AutoTurn & Autodesk Vehicle Tracking vehicular simulation analytics

ESRI ArcGIS for mapping studies and demographic analytics

Strong Concepts TEAPAC and Synchro Trafficware for traffic simulation analytics

Structural software (i.e. Risa 3D, Etabs, Eneccalc, and many others)

GoTo Meeting accounts for online collaboration and communication

Google Drive cloud accounts for online document sharing and management

Google Apps services for all backend electronic communication and collaboration

Bluebeam Revu for design review and document management

Microsoft 7 & 10 Pro workstations and Windows 2003 and 2010 servers

Microsoft Office which includes Word, Excel, Access, PowerPoint, and Outlook for desktop publishing, communication, and presentations

Microsoft Project for scheduling and timelines