



REAL ESTATE AND DEVELOPMENT SERVICES SINCE 1982





**S**ince 1982, MINCO Development Corporation has been a full service commercial real estate company involved in all aspects of the real estate industry.



*"MINCO:  
Developing a  
built environment,  
responsive to the  
needs of our  
communities, now  
and for the future."*

## Louis P. Minicucci, Jr.

FOUNDER & PRESIDENT

More than 45 years ago, Lou Minicucci earned an M.B.A. and began his career in real estate, developing subsidized multifamily housing. Through his work with the Federal Department of Housing and Urban Development, he gained a reputation for building projects on-time and on-budget. In 1982, Lou founded MINCO Development Corporation, a commercial real estate company. He has developed over 2,100 units of housing in both New England and Southeast Florida and has also developed, managed and owns numerous retail sites, including Super Stop & Shop and CVS-anchored centers. He is an alumnus of the Harvard Graduate School of Design and has also held appraisal, brokerage and construction supervisor licenses in Massachusetts. Lou is recognized as an expert in real estate matters and has served as an expert witness in both arbitration and court proceedings in State Superior, Federal District and Bankruptcy Courts. He is an active member of the community and has served on the local hospital building committee, school building committee, Boys' and Girls' Club and YMCA. He also served as a member of the Harvard Graduate School of Design Executive Education Board.



## Eric B. Loth, Jr.

MANAGING DIRECTOR

Eric earned his B.A. from Colby College and his Master's degree in Real Estate Development from Massachusetts Institute of Technology (MIT). Eric worked at AIG Global Real Estate in Manhattan, co-managing a national retail portfolio and a 17,000 unit apartment portfolio in the mid-Atlantic. Eric began his career in real estate at MINCO in 2000. During his time at MINCO, Eric sourced, permitted and helped develop numerous residential projects. He is currently working on site acquisition and investment opportunities for multifamily housing throughout New England.



## John F. McCarthy

CHIEF EXECUTIVE OFFICER

Currently the CEO of MINCO Corporation, John has more than 35 years of experience with the company. He oversees the day-to-day operations of the appraisal and sales departments and integrates all the disciplines of the company. John attended the University of New Hampshire and holds a General Certified Appraiser License and a Real Estate Brokerage License in both Massachusetts (#401) and New Hampshire (#230). He is renowned for his in-depth appraisal and local real estate knowledge of every major property class throughout the Merrimack Valley and parts of Southern New Hampshire. John has served as an expert witness in both arbitration and court proceedings.

SENIOR MANAGEMENT





## Karen Pollastrino

PROJECT MANAGEMENT

Karen Pollastrino holds a Master's in Regional Planning in Regional Planning from UMASS-Amherst and a B.A. from SUNY-Albany. As Senior Project Manager, Karen coordinates the permitting process at Minco and has been with the company since 1982.



## Nancy Basilicato

CPA, MST

Nancy Basilicato joined MINCO as CFO in June 2015 and holds a Master in Taxation degree from Bentley College. Prior to joining MINCO, she was an independent CPA for 25 years, before which she was the General Manager of the Hearing Aid Division in the U.S. for Robert Bosch Corporation.



## Richard Cordeiro

CONSTRUCTION SUPERVISOR

Richard Cordeiro holds a degree in Civil Engineering and has worked with many multifamily developers, including Avalon Bay Communities and Fairfield Residential. He maintains an Unrestricted Construction Supervisor's License. His knowledge includes multifamily construction, design, and development.



## Larry Marocco

SENIOR REAL ESTATE SALES

Larry Marocco is a senior member of the real estate sales and evaluation team at Minco with more than 25 years' experience. He graduated from Northeastern University in 1989 with a B.S. in Business Management. He also completed course studies at Boston University in real estate finance and has taken courses in real estate appraising.



## Kyle Gambone

PROJECT MANAGEMENT

Kyle Gambone joined MINCO in 2013 after working for Deutsche Bank and holds a B.A. from Lafayette College. Kyle is a Project Manager and Analyst working on multifamily housing.



## Alex Loth

PROJECT MANAGEMENT

Alex Loth holds a B.A. from Middlebury College and has many years of experience in the construction industry working for Gilbane Building Company and Northpoint Realty Development. He has completed the MIT Professional Certificate in Real Estate Finance and Development.

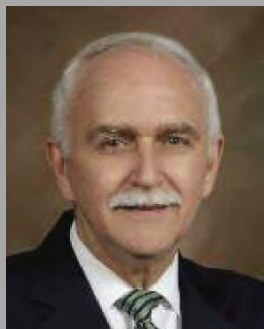


## Louis P. Minicucci III

PROJECT MANAGER

A third-generation real estate developer, Lou attended Lynn University in Florida and blends hands-on construction knowledge with in-depth on-the-ground expertise managing MINCO's varied real estate assets throughout the Merrimack Valley and southern New Hampshire. He provides owners' representative services and project management to programmed maintenance at MINCO's commercial and residential properties.





**Jim Jajuga**

BROKER | CONSULTANT

Jim Jajuga is a former State Senator and was sworn in as the Massachusetts Secretary of Public Safety on September 11, 2001. He has been a public servant for over 50 years and also served in the U.S. Marine Corps and the Massachusetts State Police. Currently, Jim is a City Council member in Methuen, Massachusetts.



**Max Lane**

REAL ESTATE SALES

Max Lane joined MINCO in 2013 and is the head of the Newburyport Division. He attended the United States Naval Academy and played in the NFL for seven years as a member of the New England Patriots.



**Christina Minicucci**

STRATEGIC PLANNING

Christina Minicucci is an active member of the MINCO team while raising her three children and running marathons, including the Boston Marathon in 2013 and 2015 and the New York Marathon in 2014. She holds a Master's in Business Administration from Suffolk University and a B.A. from Bowdoin College and completed the AMDP program at the Harvard Graduate School of Design.



**Peter Reilly**

STATE LICENSED APPRAISER

Peter Reilly is a Certified General Appraiser in Massachusetts (#100) and New Hampshire (NHCG #397) and graduated the University of Rhode Island with a B.S. in Marketing.



**M. Kathleen McCarthy**

STATE LICENSED APPRAISER

M. Kathleen McCarthy is a Massachusetts Certified General Appraiser (#1042), most recently working at Santander Bank as a Review Appraiser. Kathie graduated from Newton College with a B.A. in Economics.



**Mary Witham**

FULL CHARGE BOOKKEEPER

Mary has headed the bookkeeping department for 18 years. She holds a degree in accounting from Hesser College and has over 30 years of bookkeeping, accounting and managerial experience.



**Donna Marocco**

BOOKKEEPER

Donna Marocco has been the lead bookkeeper for MINCO for ten years and has over 25 years' experience in administrative/bookkeeping roles. Donna graduated from Burdett School of Business in Boston, MA.



**Kenyon Nassar**

ADMINISTRATOR

Kenyon grew up in a family with decades of real estate experience. He earned a real estate license, but a career in photography became his passion. After 25 years as a successful photographer, he joined MINCO as an administrator and marketing director.





# One Boston Way, Newburyport

MASSACHUSETTS

**Investment Date:** Currently Approved

**Total Projected Project Cost:** \$ 16,000,000

**Lender:** Newburyport Bank

**Developed By:** MINCO Development  
Corporation





# Berry Farms, North Andover

MASSACHUSETTS



**Investment Date:** 2014-2016

**Total Project Cost:** \$ 40,000,000

**Lender:** Citizens Bank

**Developed By:** North Andover Holdings, LLC,  
Eric B. Loth, Jr. / Andrew Dolben, Managers  
A joint venture between MINCO & Dolben  
Company, Inc.







# Point 262 Condominiums, Cambridge

MASSACHUSETTS

**Investment Date:** 2015-2017

**Total Project Cost:** \$24,000,000

**Lender:** Rockland Trust

**Developed By:** Cambridge Capital Group, LLC,  
Andover Real Property  
Management, Inc., Manager  
Louis P. Minicucci, Jr. President





# Vanguard at Waterfront Square, Revere

MASSACHUSETTS



**Investment Date:** 2014-2016

**Total Project Cost:** \$40,000,000

**Lender:** BMO Harris Bank, NA

**Owner:** Covington Vanguard Revere, LLC

**Sponsor:** Covington Realty Partners, St. Louis, MO

**Limited Partner:** Revere Investment Group, LLC,  
Louis P. Minicucci, Jr., Manager







# Lynnway Waterfront, Lynn

MASSACHUSETTS

**Investment Date:** 2018

**Total Projected Project Cost:** \$ 80,000,000

**Lender:** To Be Determined

**Developed By:** Lynnway Redevelopment, LLC,  
Louis P. Minicucci, Jr., Manager





92R Merrimac Street, Newburyport  
MASSACHUSETTS



**Investment Date: 2018**

**Total Projected Project Cost: \$15,000,000**

**Lender: To Be Determined**

**Developed By: MINCO Development Corporation**







# Maritime Landing, Newburyport

MASSACHUSETTS

**Investment Date:** 2006

**Total Projected Project Cost:** \$20,000,000

**Lender:** East Boston Savings Bank,  
Newburyport Bank, TD Bank

**Developed By:** Portside Realty Development, LLC,  
Louis P. Minicucci, Jr.,  
Manager, Guarantor





# Kittredge Crossing, North Andover

MASSACHUSETTS



**Investment Date:** 2003  
**Total Project Cost:** \$20,000,000  
**Lender:** Banknorth, NA  
**Developed By:** Terra Properties, LLC,  
Louis P. Minicucci, Jr., Manager







# Peachtree Farm, North Andover

MASSACHUSETTS

**Investment Date:** 2004-2006

**Total Project Cost:** \$12,000,000

**Lender:** People's United Bank

**Developed By:** Peach Tree Development, LLC,  
Louis P. Minicucci, Jr.,  
Manager & Guarantor





# Maplewood Reserve & Oakridge Village, North Andover

MASSACHUSETTS



**Investment Date:** 2006-2007

**Total Projected Project Cost:** \$64,000,000

**Lender:** TD Bank

**Developed By:** Valley Realty Development, LLC,  
Louis P. Minicucci, Jr., Manager, Guarantor







# Powder Mill Square, Andover

MASSACHUSETTS

**Investment Date: 2003**

**Total Projected Project Cost: \$ 14,000,000**

**Lender: Pentucket Bank**

**Developed By: Powder Mill Square, LLC,  
Louis P. Minicucci, Jr.,  
Manager & Guarantor**





# Wellesley Place, Wellesley

MASSACHUSETTS



RESIDENTIAL AND COMMERCIAL  
DEVELOPMENT

**Investment Date:** 2015

**Total Projected Project Cost:** \$16,000,000

**Lender:** Middlesex Savings Bank

**Developed By:** Wellesley Place, LLC,  
Louis P. Minicucci, Jr., Manager & Guarantor and  
Michael Carr, Manager

A joint venture by MINCO & Carr Development







## CVS Plaza, Methuen

MASSACHUSETTS

**Investment Date:** 2009  
**Total Project Cost:** \$ 7,000,000  
**Lender:** Peoples United Bank  
**Developed By:** Jackson and Swan  
Redevelopment, LLC,  
Louis P. Minicucci, Jr., Manager





# Stop & Shop, North Andover

MASSACHUSETTS



**Investment Date:** 1998

**Total Project Cost:** \$15,000,000

**Lender:** Warren Bank, NA

**Developed By:** Northpoint Realty Development,  
Louis P. Minicucci, Jr., Manager







# Peoples United Bank, Methuen

MASSACHUSETTS

**Investment Date:** 2009

**Lender:** Peoples United Bank

**Developed By:** Jackson and Swan  
Redevelopment, LLC,  
Louis P. Minicucci, Jr., Manager





# North Hampton Retail, North Hampton

NEW HAMPSHIRE



**Investment Date:** 2011

**Total Project Cost:** \$2,200,000

**Lender:** Newburyport Bank

**Owner:** North Hampton Capital Group, LLC,  
Louis P. Minicucci, Jr. and  
Eric B. Loth, Jr., Managers







## 255 Low Street, Newburyport MASSACHUSETTS

**Investment Date:** 2012

**Total Project Cost:** \$4,500,000

**Lender:** Newburyport Bank

**Developed By:** Low Street Redevelopment, LLC,  
Louis P. Minicucci, Jr., Guarantor





# Lowell Five Bank, North Andover

MASSACHUSETTS



**Investment Date:** 2011

**Total Project Cost:** \$3,000,000

**Lender:** Lowell Five Savings Bank

**Developed By:** Park Street Development, LLC,  
Louis P. Minicucci, Jr., Manager







# Bayside Village, Portland

MAINE

**Investment Date:** 2015

**Total Projected Project Cost:** \$18,000,000

**General Partner:** The Federated Companies

**Limited Partner:** North Hampton Capital Group,  
Louis P. Minicucci, Jr., Manager





# Marina Bay, Delray Beach

FLORIDA



**Investment Date:** 2003-2005

**Total Projected Project Cost:** \$ 6,000,000

**Lender:** Suntrust Bank

**Developed By:** Marina Bay, LLC,  
Louis P. Minicucci, Jr., Manager, Guarantor







# Bella Vista, Delray Beach

FLORIDA

**Investment Date:** 2005

**Total Projected Project Cost:** \$ 9,000,000

**Lender:** Colonial Bank

**Developed By:** Gleason Development, LLC,  
Louis P. Minicucci, Jr.,  
Manager & Guarantor





# Ocean City Lofts, Delray Beach

FLORIDA



RESIDENTIAL AND COMMERCIAL  
DEVELOPMENT

**Investment Date:** 2004-2005

**Total Projected Project Cost:** \$20,000,000

**Lender:** Colonial Bank

**Developed By:** City Center Development, LLC,  
Louis P. Minicucci, Jr., Manager & Guarantor







# Renaissance Village, Delray Beach

FLORIDA

**Investment Date:** 2003

**Total Project Cost:** \$8,000,000

**Lender:** Colonial Bank

**Developed By:** Renaissance, LLC,  
Louis P. Minicucci, Jr., Manager & Guarantor





# North Ocean Boulevard Estate, Gulf Stream FLORIDA



**Investment Date:** 2003-2005

**Total Projected Project Cost:** \$ 6,000,000

**Lender:** Colonial Bank

**Developed By:** Marina Bay, LLC,  
Louis P. Minicucci, Jr., Manager, Guarantor





## MISSION STATEMENT

- TO SEEK REAL ESTATE DEVELOPMENT OPPORTUNITIES, WHICH ARE APPROPRIATE AND SUITABLE FOR OUR COMMUNITIES AND OUR INVESTORS.
- TO UNDERSTAND THE NEEDS OF OUR COMMUNITIES.
- TO DEVELOP A PRODUCT THAT INCORPORATES QUALITY DESIGN AND CONSTRUCTION.
- TO RESPECT THE ENVIRONMENT AND REMAIN MINDFUL OF THE LONG-TERM IMPACTS OF OUR PROJECTS.
- TO CREATE DEVELOPMENTS THAT IMPROVE OUR BUILT ENVIRONMENT WHILE PROVIDING HOUSING OPPORTUNITIES AND PLATFORMS FOR ECONOMIC GROWTH.
- TO DEAL FAIRLY AND OPENLY WITH ALL OUR PROJECT PARTNERS, DESIGN PROFESSIONALS, ENGINEERS, CONTRACTORS, AND GOVERNMENT AGENCIES.
- TO BE TRANSPARENT WITH OUR INVESTORS AND FINANCIAL LENDING INSTITUTIONS.
- TO FOSTER THE CONTINUED PROFESSIONAL GROWTH AND DEVELOPMENT OF OUR EMPLOYEES.
- TO SERVE AND ENHANCE THE COMMUNITIES IN WHICH WE WORK AND LIVE.

DEVELOPING A BUILT ENVIRONMENT RESPONSIVE  
TO THE NEEDS OF OUR COMMUNITIES, NOW AND FOR THE FUTURE.



# W



We are proud to present a sampling of real estate projects from 1982 to 2017. We are committed to the development of commercial and residential properties that are sensitive to the environment, meet the needs of our communities, provide adequate equity and securitized lending opportunity for our lenders, and a fair return to our investors.

This Company Overview Guide had been prepared solely for informational purposes and is being furnished solely for use by qualified investors or lenders to provide background information on MINCO Development Corporation. The Company Overview Guide is confidential and may not be reproduced. Under no circumstances should this Company Overview Guide be considered as an offer to sell or a solicitation of an offer to buy any security or make any investment. The contents of this Company Overview Guide are not to be construed as legal, accounting, business or tax advice. All the developments listed in this brochure, both completed and proposed, were developed in single purpose entities generally LLCs or Corporations. Each project is independent of the other. MINCO Development Corporation does not hold any ownership position in any of the developments or assume any of the liabilities whatsoever. Mr. Minicucci has participated in various roles in these developments which include sponsor, manager of LLC, limited partner, and/or guarantor. Projects listed herein are only a sample of past projects. In addition MINCO Corporation performs sales, leasing, appraising, and real property consulting for large scale residential, retail and commercial industrial developments. The return data for investments set forth herein is for informational purposes only. It has not been audited or otherwise verified by any outside party. No assurance can be given that the investment objectives of future projects of the Company, or its subsidiaries, will be achieved or that an investor will receive a return of all or part of his or her investment. Investment results may vary substantially over any given time period. THIS CONFIDENTIAL INFORMATION SHALL NOT BE DEEMED AS A COMPLETE REPRESENTATION OF THE STATE OF AFFAIRS OF THE COMPANY OR CONSTITUTE AN INDICATION THAT THERE HAS BEEN NO CHANGE IN THE BUSINESS OR AFFAIRS OF THE PROPERTY SINCE THE DATE OF PREPARATION OF THIS MEMORANDUM.





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