

Exhibit D

1

Good evening, I am Kevin Lobisser, Owner and President of Lobisser Building Corp. We are a real estate development company that has served central and eastern Mass for over 27 years. During all 27 of those years, we have been active in Upton and have enjoyed a strong private-public partnership. We build single family homes, town homes, active adult communities as well as medical office buildings and residential apartments. We currently own and manage over 300,000 sq ft of medical office and residential apartments space. For local reference, we have successfully developed the following residential projects in Upton:

- Warren Ridge, a single family subdivision
- Kenneth Village, a 55+ condominium project with duplex buildings. Preserving 63% of the land as open space in perpetuity
- Dean Pond, a single-family subdivision, preserving over 80% of the land as open space in perpetuity
- Rockwood Meadows, a 55+ condominium development with 62 single family homes Preserving 75% of the land as open space in perpetuity.
- 149 Main, a 44-unit Chapter 40B rental development. Town officials asked for more units but we declined because we felt it was not appropriate for the site

2

With me tonight are members of my development team:

- David Pyne, my development associate
- Ed Marchant, our 40B advisor. Ed has worked on over 185 Chapter 40B projects advising both local municipalities and private developers.
- Mike Dean and Peter Lavoie of D&L Design Group, our civil engineer
- Jeremy Baldwin of Mangel DeStefano Architects, our architect who heads the multifamily design studio at Mangel DeStefano

Additional team members who will be attending future sessions of this public hearing include:

- Scott Goddard of Goddard Consulting, our Wetland Scientist
- Jeffrey Dirk or David LaCivita of Vanasse and Associates, our traffic engineer
- John Smolak of Smolak & Vaughn, our 40B permitting attorney

3

We are here tonight to present a general overview of our proposed development and to listen to comments and questions from the Board, town reps and residents. We understand how apprehensive a community can be about new developments and why it wants to learn more about a proposed development. That is exactly why this public hearing process is required for proposed Chapter 40B projects.

We know that the Board will engage independent Peer Review professionals to review both the traffic report and civil engineering plans that have been submitted.

We also anticipate that the Board will request and schedule more detailed presentations on traffic and drainage and other topics throughout this public hearing process.

It has been suggested by some that this project is too dense. This suggestion is not true. In fact, most 40B projects with building types similar to ours aim to be somewhere between 15-30 units per acre. The new MBTA Communities Section 3A regulations require a minimum “by-right” density of 15 units per acre. For comparison this proposed project is only 10.07 units per acre.

It has also been suggested by some that “we support affordable housing” but this is not the right site. We believe that this is an excellent multifamily mixed-income housing site.

All private and public planners understand that:

- utilizing existing road, water, sewer, and electric infrastructure reduces environmental impacts, AND helps reduces construction costs to enable economically feasible building that will expand housing opportunities in Upton

- Developments like this add to a downtown's vibrancy and supports existing retail uses. This site is within walking distance with sidewalks to Upton's
 - Excellent schools
 - Library
 - New Community Center/Senior Center
 - Public Safety Buildings
 - Parks and other recreational assets
 - Retail Stores and Services, and
 - Restaurants

4

I would also like to provide a brief project overview before we proceed to more detailed presentations by our civil engineer and architect.

The driveway entrance to this 6.75 acre site will be on Main Street between 45 Main Street and 51 Main Street. The Assessor's currently use 0 Main Street as the address, but we anticipate that the new address will be 47 Main Street.

There will be a total of 68 rental units (26-1BR units; 35-2BR units; and 7-3BR units in a 4-story plus basement building.

17 of the 68 units will be Chapter 40B Affordable Units, as required. The Affordable Units will include 6-1BR units, 9-2BR units, and 2-3BR units.

All units will have elevator access. By design, this building will be attractive to seniors, empty nesters, young professionals, and residents requiring handicap accessible units.

There will be a total of 105 parking spaces (including 24 garage spaces in 3 garage buildings) (1.54 spaces/unit)

Residential amenities will include a Co-Working/Multipurpose Room; Package Delivery Room; On-site Rental Office, Fitness Room; Indoor Bike Storage, Indoor Private Storage; Dog Wash; Playground; and Dog Walk.

This 68-unit addition to Upton's Subsidized Housing Inventory will increase Upton's SHI from 6.37% to 8.66%. 40 additional SHI units will still be needed for Upton's SHI to reach 10%.

70% of the Affordable Units will be rented in accordance with a MassHousing-approved Local Preference Plan.

The building will be operated as a Smoke Free building (similar to 149 Main)

No fossil fuel systems are planned. Heating, cooling, and cooking will all be electric.

5

Finally, before I turn this over to Ed, I would like to highlight some of the data on our 149 Main Street project.

- Residents also include teachers, public safety officers, and other professionals.
- 38% of the current 149 residents are over the age of 55
- Occupancy has been at or close to 100% since the initial rent-up was completed.
- We have been informed by the Director of Finance and Operations for the Mendon-Upton School District that there are currently only 2 children in the Upton/Mendon School District listing 149 Main Street as their address. The average number of bedrooms per unit at 149 Main (1.73) is almost identical to the average number of bedrooms per unit (1.72) for the proposed development.
- No public safety incidents have been reported at 149 Main since initial occupancy began in June 2020.
- All trash/recycling and snow plowing at 149 Main is done through private vendors. The Town does not provide any of these services---as will be the process at our proposed new Upton development.

And by all accounts, 149 Main has been a well-kept property and a quiet, good neighbor. We expect the same for our new proposed development.