



**Request for Qualifications (RFQ)**  
**McPherson Boulevard**  
**Development**  
**Development Team Profile**

**TREK**  
DEVELOPMENT GROUP

# Meet the TREK Team



TREK Development Group has been one of the most trusted names in real estate development for over 25 years, focusing on creating value, enhancing lives, and strengthening communities throughout the region. TREK has grown to a team of 110 staff members involved in the development, ownership, and management of a real estate portfolio valued in excess of \$800 million.

Bill Gatti is the President, CEO, and Founder of TREK Development Group. Mr. Gatti is directly involved in all aspects of the development process from conception through design, construction, and management. Mr. Gatti has extensive experience working with complex financial structures in the private and public/private partnership development markets. Since founding TREK Development Group and related companies in 1991, Mr. Gatti is responsible for the development of an extensive housing portfolio comprised of affordable, market-rate, and mixed-income communities and mixed-use developments. Mr. Gatti, a native of Western Pennsylvania, received a Bachelor's Degree from Boston College's Wallace E. Carroll School of Management with concentrations in marketing and finance. He is a past board chair of the Design Center and is a trustee at Carlow University. He lives in Shadyside with his wife and 4 sons.



John Ginocchi has 35 years of experience in the community development, planning, and real estate development fields. With TREK for over 21 years, John has oversight responsibilities for both the development and property management divisions of TREK. John has been responsible for the development of over 50 communities throughout his career and has an extensive amount of complex affordable housing finance experience. John has extensive experience financing and closing large, multi-faceted, mixed-finance developments, including HTC/LIHTC, public housing, and Section 8 communities in both Pennsylvania and West Virginia. John has a BS in Regional Planning from Indiana University of Pennsylvania, AICP certification, and is a licensed real estate broker in both Pennsylvania and Maryland.

# Meet the TREK Team

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Janelle is TREK's Development Operations Manager where she oversees the development of multi-family residential communities. Janelle manages the design, finance, construction, and overall project development process that moves projects from conception through completion. In addition to development management, Janelle actively collaborates with TREK's property management team where she oversees TREK's goal to create efficiencies, leverage opportunities, and improve stewardship of our existing asset portfolio. With a strong interest in the social impact of real estate development, Janelle started with TREK as a social work intern where she was responsible for community network building within two TREK communities. Prior to TREK, Janelle's project management skills emerged during her career in architecture, designing affordable housing and other community development projects.

Addy is a Senior Project Manager at TREK Development Group since 2021. She is responsible for overseeing the development of multi-family residential communities, managing these projects from feasibility through construction administration and tax credit closeout. Prior to joining TREK, Addy has over 15 years of experience as an architect and real estate professional, managing the development and redevelopment of residential, retail, and office projects. Her work includes developing over 5,000 units of affordable/mixed-income and market rate housing across multiple states. Through her work with affordable, mixed-income, and public housing, she is knowledgeable in mixed-finance and HUD development programs such as LIHTC, tax-exempt bonds, HUD/FHA lending programs, Federal Home Loan Bank's Affordable Housing Program, local CDBG, HOME, HTF, RAD, and other HUD programs to develop, convert, preserve, and redevelop units of former public housing. Currently, Addy is overseeing the development of over 600 units of mixed-income housing as part of the Hill District's \$50 million Choice Neighborhoods Implementation Grant.





# Meet the TREK Team

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Bethany Friel serves as the Vice President of Management Operations at TREK Development Group, overseeing the strategy, operations, and compliance for a diverse portfolio of over 60 properties, including LIHTC, conventional, commercial, and Section 8 housing. With more than 20 years of experience in social work and housing, she combines analytical experience with a human-centered approach to create innovative solutions that drive operational excellence and foster inclusive communities. Bethany holds an MS in Social Administration from Case Western Reserve University, a BA in Social Work from the University of Pittsburgh, and a Real Estate Property Management Certificate from Cornell University. Since joining TREK in 2014, Bethany has held key leadership roles where she transformed organizational culture and spearheaded impactful initiatives. She is a recognized leader in housing innovation, serving as a panelist and contributing to national discussions on mixed-income housing and community building. Known for her ability to blend strategic planning with empathy, Bethany continues to advance TREK's mission to create value, enhance lives, and strengthen communities.





# TREK Management

**OPERATING 3,359 MULTI-FAMILY UNITS AND OVER 145,000 SQ.FT OF COMMERCIAL SPACE ACROSS EIGHT COUNTIES WITH A TEAM OF 110 EMPLOYEES, TREK OFFERS HIGH-QUALITY STEWARDSHIP OF PROPERTIES THROUGH A RESULTS-DRIVEN, OWNER'S MINDSET, AND HUMAN-CENTERED PROPERTY MANAGEMENT APPROACH.**

Sustaining operational excellence throughout our 65-property portfolio, TREK offers integrated management and supportive services that value our residents and focus on long-term community building and resident engagement. Guided by a mission to be a good neighbor, TREK employs a robust Community Network Building model to engage residents, staff, and our community partners in fun and intentional ways to develop trusted relationships through coming together on similar interests and tackling concerns and problems in authentic, meaningful ways. TREK's team of experienced community managers have extensive backgrounds in social services, community engagement, and asset management and are ready and able to work with residents to promote an engaged and invested community while supporting individuals in their goals and aspirations.



TREK values the physical asset. The cleanliness of buildings, maintaining mechanical systems, and completing work orders within 72 hours are top priorities for our maintenance team. TREK has preventative maintenance policies actively in place and staff are responsible for completing the monthly preventative care of the building and its systems. As a Pittsburgh-based firm, TREK uses local vendors for key services such as cleaning, security, and landscaping

## WE PLEDGE TO:



**Treat everyone with the kindness we all want**



**Do our own part to take care of the place where we live and work**



**Take the time to help each other achieve our goals and aspirations**



# Meet the Development Team

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Ellsworth Equities, LLC is an entrepreneurial real estate investment and development firm based out of Pittsburgh, with an expanding presence in Southwest Florida. Through its network of affiliated operating companies, Ellsworth serves as investor, owner-operator, investment/asset/property manager, and developer; bringing a fully integrated, hands-on approach to both adaptive reuse and ground-up projects. The firm's portfolio spans developments across office, retail, and residential sectors. Ellsworth Equities is driven by a commitment to place-making, community revitalization, and delivering exceptional results for both investors and communities. Ellsworth Equities' Pittsburgh portfolio includes substantial community investment in Point Breeze and its surrounding neighborhoods, including Rockwell Park, an 800,000 SF mixed-use space in the heart of Point Breeze North, the Wilkinsburg Aldi on Penn Avenue, and the newly opened Enson International Market.



PERFIDO  
WEISKOPF  
WAGSTAFF +  
GOETTEL

Perfido, Weiskopf, Wagstaff, and Goettel (PWWG) is a Pittsburgh-based architectural firm focusing on architectural design within the urban context. PWWG designs modern infill projects that re-stitch vacant lots back into the city fabric, adaptive reuse projects that create new uses for old buildings, and contemporary work in urban historic districts that ensures our history is also part of the future. PWWG has extensive experience in affordable housing design, sustainable design principles, integrating community feedback, and designing buildings and communities that fit seamlessly into neighborhood and historic contexts. This experience, coupled with PWWG's dedication to collaboratively working with clients to develop creative design solutions and address complex architectural challenges has made them an invaluable team member. TREK has partnered with PWWG on a number of projects including Mellon's Orchard in East Liberty, 8th & Penn, the Garden Theater, and most recently HGI-Lytle in Pittsburgh's Hazelwood neighborhood.

# Meet the Development Team

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With over 70 years' experience in completing complex construction projects, Mistick Construction has an established commitment to the community, enhancing a portfolio of market-rate projects with award-winning historic renovation, low-income tax credit projects, and senior living. As a corporate objective, Mistick aims to achieve a 50% minority participation rate on all projects, resulting in their work consistently surpassing participation goals set by the City of Pittsburgh and the URA. Mistick is also committed to providing opportunities to individuals within the communities they work in and have a dedicated, full-time workforce coordinator who oversees Section 3 coordination with subcontractors and ensures that each project includes local employment opportunities. With a proven track record of quality and reliability, Mistick builds exceptional user experiences by beginning with the outcome in mind and considering every detail. Over the past 15 years, TREK and Mistick have collaborated on a total of 28 projects, resulting in the construction of 1,104 housing units.

La Quatra Bonci Associates (LBA) is a Pittsburgh-based landscape architecture and site design firm with over 40 years experience in creating landscapes that inspire people, create memories, and connect with nature. LBA's work has covered all project types including intimate gardens, public gathering spaces, civic destinations, urban parks, and corporate and institutional campuses. LBA's extensive landscape and site design portfolio includes work in some of Pittsburgh's most notable outdoor spaces such as the Frick Park Environmental Center, Frankie Pace Park in Downtown Pittsburgh, the University of Pittsburgh's Central Oakland Campus, and the redevelopment of the former Civic Arena site in the Lower Hill District. TREK has a history of working with LBA on a number of projects, most recently as a part of the Hill District Choice Neighborhoods Implementation Grant where they are overseeing site planning and landscape design for all phases of the Bedford Dwellings redevelopment project.







**THE OVERLOOK** - When the UPMC Braddock Hospital closed in 2010, the community of Braddock was faced with a decision on how the former grounds should be reused. After a series of public meetings, community engagement exercises and a public RFP process, TREK Development was selected to lead the redevelopment of the former hospital site. TREK was engaged in 2011 and has since developed The Overlook, an affordable townhouse development slated to convert to for-sale residences in 15 years.

**501 BRADDOCK** - The second phase of redevelopment included the construction of a commercial building. The 20,000 square foot commercial business center is anchored by a full-service urgent care center operated by Allegheny Health Network. This is a bold early step forward to commercial market restoration in the Braddock community and has catalyzed additional adjacent investment.



**BRADDOCK CIVIC PLAZA** - The community plaza, now called Clara Davis Friendship Park after a long-term Braddock resident, that fronts the town's main street, Braddock Avenue was developed alongside the Overlook and 501 Braddock and was officially opened in 2018. The master plan in conjunction with the community and designing the Overlook homes and commercial building has helped residents, visitors, businesses, and investors advance their shared vision for the community's future for a vibrant and welcoming Braddock.

**TOTAL DEVELOPMENT COST**  
\$16,913,908

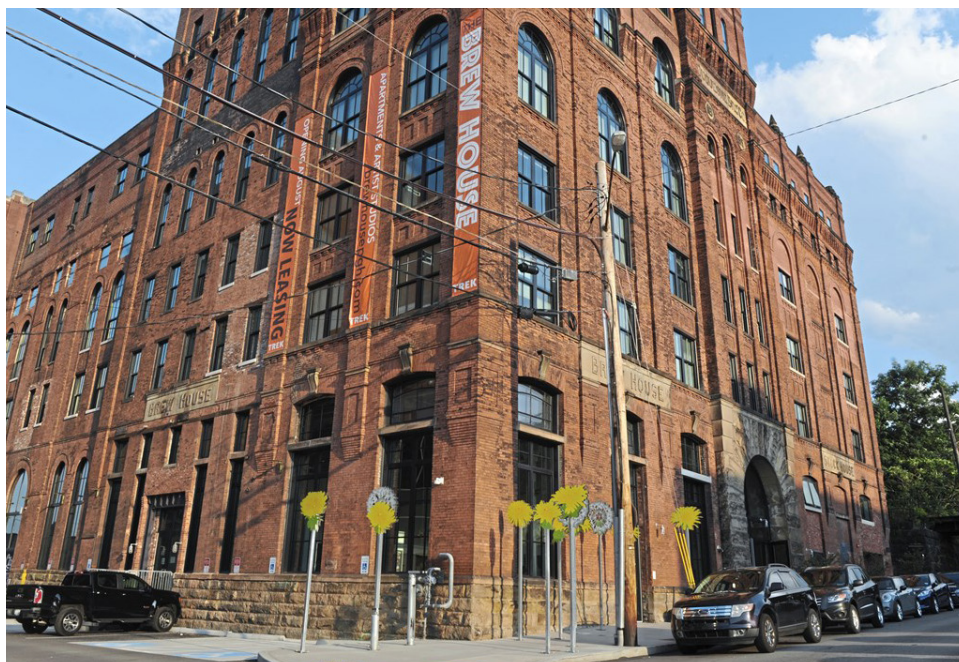
### DEVELOPMENT TEAM

DEVELOPER	Trek Development Group
ARCHITECT	Rothschild Doyno Collaborative
CONTRACTOR	Mistick Construction

**TREK**  
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**BREW HOUSE LOFTS**, located on Pittsburgh's Southside, was developed in 2014-2016 by TREK Development Group in partnership with the Brew House Association (BHA); a nonprofit art organization established to provide a supportive environment for emerging artists to live and work. BHA recognized that significant investment was needed to preserve the old structure, and to improve life safety conditions. Through an RFP process, TREK was selected to implement a development strategy that would do four things: preserve the historic character of the former Duquesne Brewery; preserve rent affordability for artists; keep BHA and their mission at the forefront of the redevelopment effort; use local makers as much as possible in the creation of the renovated building.

Meeting these goals, TREK and its architectural team (Clearscapes/Lab8):

- Registered the building on the national register of historic places and utilized historic tax credits as a funding source.
- Devised a plan that would preserve a 3,600 sf art gallery, and 10,000 sf within the building for BHA's use.
- Repurposed the building for 76 apartments (48 are affordable LIHTC and 28 are market rate units).
- Hired local makers to repurpose original brew tanks, and other building elements to create furniture and art within the building.

This redevelopment created a vibrant, energetic and eclectic artist community, where artists have a preference in the tenant selection process. It offers an ideal creative live/work environment, with common features like large club room, fitness center, roof top deck, affordable work studios offered through a BHA program and an art gallery.

### TOTAL DEVELOPMENT COST:

\$21,600,000

### DEVELOPMENT TEAM

DEVELOPER	Trek Development Group
ARCHITECT	Clearscapes + Lab8
CONTRACTOR	Mistick Construction

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The **CENTURY BUILDING**, originally built in 1907, has been approved as an addition to the National Register of Historic Places. Formerly an office building, the twelve-story residential building now includes 9 floors of residential housing including 60 residential lofts, 2 floors of commercial and amenity space, and two streetlevel restaurants.

The building's amenities include a fully-equipped fitness facility, community/club room, roof-deck/green roof and a Bicycle Commuter Center. The building includes many green and wellness oriented features including an openloop geothermal heating and cooling system, which uses natural energy for building temperature control. The building has Energy Star appliances, efficient light fixtures and windows, low-flow water fixtures, and dual flush toilets. Residents can contribute also to the green movement by taking advantage of recycling on every floor.

TREK Development Group and the Century Building were awarded the 2010 Commonwealth Gold Award from 10,000 Friends of Pennsylvania for the building's contribution to the economic and environmental health of the Commonwealth of Pennsylvania. The Century Building achieved LEED Gold status. This is the first mixed use residential development in the city to be awarded this honor.



**TOTAL DEVELOPMENT COST**  
\$17,266,133

#### AWARDS

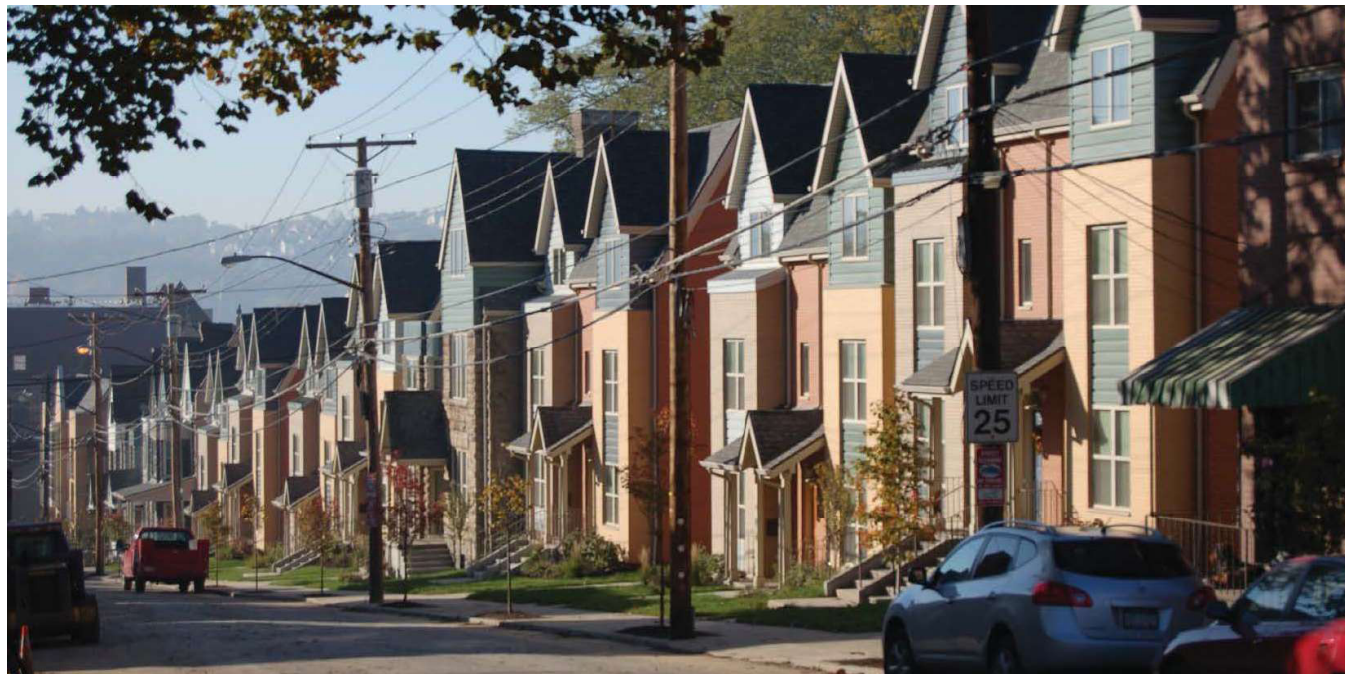
AIA of PA: Award of Excellence  
The Jack Kemp Models of Excellence,  
ULI-Terwilliger Institute  
AIA California: 2010 Merit Award for  
Small Projects: Bike Center  
2010 Commonwealth Gold Award  
LEED Gold

#### DEVELOPMENT TEAM

DEVELOPER	Trek Development Group
ARCHITECT	Koning Eizenberg Architecture
CONTRACTOR	Guardian Construction

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BEFORE



AFTER



**DINWIDDIE STREET HOUSING**, located in the City of Pittsburgh's Hill District, was developed in 4 phases between 2010 and 2016. The redevelopment of the Dinwiddie neighborhood began with the purchase of Reed Roberts (a 70-unit section 8 property adjacent to Dinwiddie Street). Reed Roberts was the greatest barrier to investment in the Dinwiddie neighborhood. It was a severely depressed housing development and known to be a den for criminals. The dissolution of this criminal hide-away paved the way for the Dinwiddie Housing investment.

The demand for quality, affordable family housing in the Hill District is very strong, because much of the city's low-income population is still concentrated in the Hill. Dinwiddie Street Housing not only addresses the undeniable need for quality, affordable family housing in the Hill District, but also furthers the City's commitment to the neighborhood's revitalization by integrating the construction of a new community service facilities and 18 new houses on vacant, underutilized property. The Dinwiddie projects have unleashed tremendous public and private resources stabilizing a specific section of the Hill District. Dinwiddie and large portions of the surrounding blocks will have completely transformed the neighborhood.

Dinwiddie Housing comprises 95 units which target a mix of incomes. There are 28 Project Based Section 8 units, and 67 LIHTC units. There are a mix of bedroom units (townhouses, walkup and apartment buildings).

**TOTAL DEVELOPMENT COST:**  
\$32,911,171

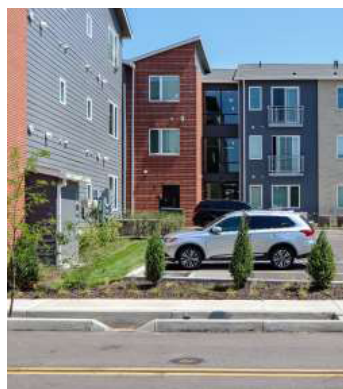
### DEVELOPMENT TEAM

DEVELOPER	Trek Development Group
ARCHITECT	Rothschild Donyo Collaborative
CONTRACTOR	Mistick Construction



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Completed in Fall 2020, **Mellon's Orchard South** provides 47 units of new construction mixed income housing. Previously parking lots on the fringe of the East Liberty business district, the site will provide a mix of affordable and market rate units to the East Liberty community. A wave of high end market rate rental housing developments has resulted in the closing, relocation and demolition of older affordable housing options (Penn Plaza).

Mellon's Orchard Housing has helped stem that tide by providing additional affordable options (through LIHTC income restrictions and Project Based Vouchers) and through the provision of an application preference for those displaced from affordable housing options (Penn Plaza). The redevelopment team worked closely with community groups and housing advocates to access those forced to move and notify them of the opportunities at Mellon's Orchard.

Trek worked directly with the City to provide for the reestablishment of the east liberty street grid (lost in 60's due to Urban Renewal and the creation of Penn Circle, a one way loop around the business district). The reconfiguration of Penn Circle to two-way traffic and the reconnection of both Beatty and Harvard Streets re-established a connection to the surrounding residential neighborhoods lost decades ago.



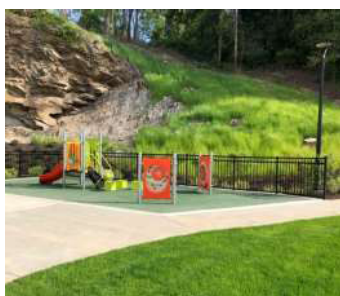
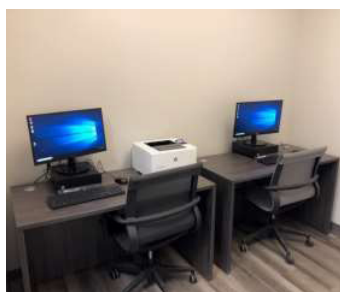
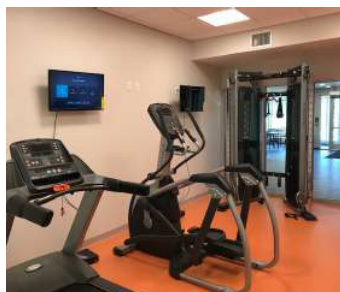
**TOTAL DEVELOPMENT COST**  
\$13,633,790

#### DEVELOPMENT TEAM

DEVELOPER	Trek Development Group
ARCHITECT	Perfido Weiskopf Wagstaff +Goettl
CONTRACTOR	Mistick Construction

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**Sandstone Quarry Apartments** is the first of several anticipated phases for the redevelopment of 272 units of Allegheny Dwellings, in partnership with the Housing Authority of the City of Pittsburgh. Located in the Fineview neighborhood of Pittsburgh's Northside, Allegheny Dwellings was originally built in three isolated plateaus: Letche Street, Belleau Drive, and Sandusky Court. The goal of this project was to create a mixed-income community that is better connected to the adjacent Central Northside and Fineview neighborhoods.

The first phase focused on redeveloping the lower section, Sandusky Court, and integrating scattered site parcels along Federal Street. The work included the remediation and demolition of 6 barrack-style buildings totaling 97 units around Sandusky Court. New townhouses were constructed on once vacant and blighted property along Federal Street. The resulting Phase I mixed-income community consists of 65 units in a mix of newly constructed townhomes, walk-up units, duplexes, and a four-story apartment building. Through enhanced Supportive Service programming, this project aims to invest both in property and people to see lives enhanced and community strengthened for the residents and stakeholders at Sandstone Quarry.



**TOTAL DEVELOPMENT COST**  
\$21,066,397

#### DEVELOPMENT TEAM

DEVELOPER	Trek Development Group
ARCHITECT	Rothschild Doyno Collaborative
CONTRACTOR	Mistick Construction

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HG1-Lytle is the first phase of Hazelwood Green's affordable housing block and the first residential development at the Hazelwood Green master development. HG1-Lytle is located in Hazelwood, a formerly bustling neighborhood with over 200 businesses and home to the Hazelwood Coke Works Plant. With the decline of the steel industry in the 1980s, the plant closed, businesses vacated the neighborhood, and Hazelwood declined. Almono LP, comprised of three local foundations, now owns the site and is reinvisioning the site as Hazelwood Green, a riverfront beacon of innovation, creativity, and wellbeing serving as a model for sustainable and equitable urban brownfield redevelopment.

HG1-Lytle will feature fifty one- and two-bedroom apartment units, a 2,600 square foot ground floor retail space, and considerable amenities in a five-story elevator building. The first floor residential amenities will include supportive services and management spaces, a community room, a study room, children's playroom, fitness center, and bike storage. HG1-Lytle also features a unique partnership with Pittsburgh Scholar House, a non-profit organization focusing on providing supportive services to parents with young children in pursuit of higher education. PSH provides comprehensive wraparound services that support participating families on their path to achieving academic and familial goals. Emboldened by a mission to regenerate the ecological condition and create a transformative model for sustainable development, HG1-Lytle will be designed and constructed to achieve LEED Gold, Enterprise Green Communities, and Zero Energy Ready Home Certifications. The design will also feature an emphasis on natural light and architectural design techniques to best conserve energy and reduce the development's environmental footprint.

#### TOTAL DEVELOPMENT COST

**\$23,594,563**

#### Unique Features

Pittsburgh Scholar House Partnership  
Library & Children's Playroom  
LEED Gold Certification  
Ground Floor Commercial Space

#### Development Team

Developer	TREK Development Group
Architect	Perfido, Weiskopf, Wagstaff, and Goettel
Contractor	Mistick Construction

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The Reed is the first housing development resulting from a \$50 million Choice Neighborhoods Implementation Grant targeting the redevelopment of Bedford Dwellings in Pittsburgh's Hill District. The full housing plan calls for a one-for-one replacement of 411 Bedford Dwellings units with additional affordable and market rate units for an expected development of 823 units in total. Additionally, the CNI Grant will invest in neighborhood improvements and long-term case management for residents to help improve health, education, and employment outcomes.

This development utilized a twinning strategy of both 9% and 4% LIHTC awards from PHFA, the first of its kind in the state of Pennsylvania. The 123-unit development is comprised of two elevator buildings (one general occupancy and one senior) and 24 triplex units.

Of the 123 residential units 90 are replacement units for current residents of Bedford Dwellings. This state-of-the-art development features modern amenities not available at the old Bedford Dwellings sites, including larger units, additional storage, in-unit laundry, a fitness center, outdoor recreation space, and multiple indoor and outdoor community spaces. The buildings were designed with sustainability in mind, achieving Enterprise Green Communities, Zero Energy Ready Home, and Energy Star certifications.



## TOTAL DEVELOPMENT COST

**\$66,890,649**

## Development Team

Developer	TREK Development Group
Co-Developer	Allies & Ross Management and Development Corp.
Architect	Wallace, Roberts, Todd
Contractor	Mistick Construction

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The former site of the Bedford Dwellings Additions Campus on Francis Street will soon be home to the third housing development of the Hill District Choice Neighborhoods Implementation Grant and second phase of TREK's Bedford Dwellings redevelopment. This development will work to convert one of the largest areas of vacant land in the Hill District into a modern, mixed-income community fully integrated into the surrounding community.

The site will consist of 180 total units across three subphases- the first being a 70-unit townhome development, the second a 60-unit senior building, and the third a 50-unit family building. Of the 180 total units, 103 will be replacement units for residents of Bedford Dwellings and will be supported through Project-Based Rental Assistance. This ambitious development will have considerable greenspace including a playground, recreational lawn space, community garden, cookout pavillion, and pedestrian connections to the future Coal Seam Trail community park that will be situated North of the site.

Similar to the previous phase, this project was developed as a winning deal with one 9% and two 4% LIHTC allocations from PHFA. This development employed a series of complex financing, development, and construction techniques including RAD Conversion, considerable site work including mine-grouting, and sustainable design features targeted to achieve Enterprise Green Communities, Zero Energy Ready Home, and Energy Star certifications.



**TOTAL DEVELOPMENT COST**  
**\$106,390,024**

#### Development Team

Developer	TREK Development Group
Co-Developer	Allies & Ross Management and Development Corp.
Architect	WRT
Contractor	Mistick Construction







**TREK**

**DEVELOPMENT GROUP**