



Introduction to Matter Real Estate

Client Testimonials

To Whom It May Concern:

Alex Weis and I worked closely from 2013 to 2017 to increase the number of students Uncommon Schools serves in Rochester and Troy, New York. We accomplished a lot together, and I cannot more highly recommend a real estate partner and resource than Alex and Matter Real Estate for real estate and project management services.

When Alex started working with us, one of our main- and most challenging- strategic objectives was to find properties and acquire them at an affordable cost. At the time, Uncommon Schools / Rochester Prep owned two school buildings and leased one school building. In Troy, Uncommon Schools / Troy Prep owned one school building. During his tenure, Alex worked tirelessly to successfully acquire four buildings and demonstrated an ability to solve complex problems related to identification, acquisition, renovation as well as ongoing occupancy. He also displayed creativity, as he acquired properties through various means, including a City RFP process in Rochester. As another example of his ability to find unique solutions, he helped us lease space by negotiating the a co-location with the school district in Rochester, the only one of its kind with a school district in New York outside of the legal mandate in New York City.

Alex was also responsible for managing design and construction and developed an excellent track record of consistently meeting financial and schedule goals. He effectively navigated site challenges, complex phasing requirements, and schedule constraints. As a project manager, he succeeded by being organized and by always paying attention to the details. His communication and collaboration with myself, my team and important local stakeholders was instrumental to the outcome of these projects.

Finally, Alex led the effort to implement building management solutions to support our existing schools. He played an active role in the deployment of this service and effectively communicated with many constituents during the process. He set a high standard and held vendors accountable to ensure operational excellence was achieved. Many school and regional leaders were openly skeptical of these arrangements, and now consider them invaluable in our facility management work.

Alex was a valuable member of our team and I am confident he can add value to your project. Please feel free to contact me if you have any questions.

Sincerely,



Anna Hall

Chief Operating Officer  
Uncommon Schools | Boston  
Uncommon Schools | Rochester  
Uncommon Schools | Troy

ahall@uncommonschoools.org



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## Charter School of Educational Excellence

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260 Warburton Avenue, Yonkers, New York 10701  
(914) 476-5070 • Fax (914) 476-2858

April 20, 2018

To Whom It May Concern:

I am writing this letter to enthusiastically recommend the real estate services of Matter Real Estate. I was introduced to Alex Weis by a mutual colleague whom I respect a great deal, who spoke highly of his track record; we worked together for several months - from November, 2017 to February, 2018. Alex helped us reach our goals by working thoughtfully and methodically.

Alex was instrumental in helping us to assess the feasibility of using New Market Tax Credits (NMTC) for a major capital project our organization is pursuing in Yonkers, New York. Alex enabled us to understand different options for: preparing NMTC applications for Community Development Entities (CDEs), sourcing CDEs allocation, and structuring debt for NMTC financing (leverage loans). When searching for a financial advisor, Alex was able to promptly identify qualified candidates by reaching out to his network of real estate professionals.

Alex was a pleasure to work with, and I am confident he will bring his attention to detail to your project. He is a sharp communicator who gets to the point quickly, and has excellent organizational skills. I highly recommend Matter Real Estate.

Please do not hesitate to be in touch if you have any further questions.

Sincerely,



Stephan Henriquez  
Director of Operations

To Whom It May Concern:

It is my pleasure to recommend Alex Weis and Matter Real Estate to serve as a real estate consultant to your organization. Over the past four years, I have worked closely with Alex as he managed critical real estate and facility improvement projects as our network rapidly expanded to twenty-three schools.

In his role, Alex directed planning for the region's annual capital projects. He expertly collaborated with our school leaders to address programmatic needs, and effectively partnered with and managed outside consultants, architects, and engineers. He played a vital role in financial planning by developing cost estimates and producing accurate project budgets. Alex was diligent throughout the planning process, developing and managing thorough project plans and making prudent recommendations.

Alex was also an effective construction manager, monitoring construction methods to ensure compliance and ensuring that the project budget and schedule were met to our expectations. Our schools' Directors of Operations always appreciated his hands-on approach and valued his ability to problem solve as obstacles inevitably arose. Alex never delivered a project late and our school buildings were always ready to open with ample time, which speaks to his project management abilities.

Alex's strong communication skills are strong and proactive: He communicated regularly with regional and school leaders to provide project updates and was able to outline key information clearly and succinctly. Alex was a great team player who formed close relationships with our team-- we will miss working with him.

Sincerely,



Tara Marlovits  
Chief Operating Officer  
Uncommon Schools NYC

Kings Elementary School  
905 Winthrop Street, 4<sup>th</sup> Floor  
Brooklyn, NY 11203

To Whom It May Concern:

I am excited to recommend Alex Weis and the real estate consulting and project management services of Matter Real Estate. To-date, I have worked with Alex Weis to complete four school renovation projects ranging from soundproofing a band room to completing a full scale school renovation. In his role, Alex partnered with me in developing the scope of work while leading the effort to obtain all required DOE approvals. Additionally, Alex managed our architect and general contractor, successfully meeting budget and schedule goals.

Alex is easy to work with, thinks creatively, is detail oriented and effectively communicates throughout a project. He is a fierce advocate who has always prioritized the interests of our schools, and thus he has my highest endorsement.

If you have any questions, please feel free to contact me.

Sincerely,

A handwritten signature in black ink, appearing to read 'Will Herman', with a stylized flourish at the end.

Will Herman

Director of Operations, Kings Elementary School