

**MASSACHUSETTS DEVELOPMENT
FINANCE AGENCY**

REQUEST FOR PROPOSALS (“RFP”)

FOR

**THE ACQUISITION AND DEVELOPMENT OF
±2.08 ACRES OF RESIDENTIAL LAND
ADAMS CIRCLE, DEVENS, MA**

JUNE 1, 2022



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1. EXECUTIVE SUMMARY

The Massachusetts Development Finance Agency (“MassDevelopment” or “Agency”) is seeking a qualified developer to develop twelve units of housing on an approximately 2.08-acre vacant parcel of residentially-zoned land on Adams Circle within the Devens Regional Enterprise Zone.

Consistent with MassDevelopment’s development objectives, the twelve units shall consist of energy-efficient multi-family buildings or connected townhomes including three low-income, moderate-income or special needs units. The building’s architecture should complement the surrounding homes and landscape. MassDevelopment strongly encourages diverse development teams to submit responses to this RFP.

The development site (the “Site” or “Project Site”) is a 90,725 square foot vacant parcel located on the eastern edge of Adams Circle backing up to a wooded hill. These twelve units of housing represent the next step in the redevelopment of Adams Circle as well as the final twelve units allowed under Devens’ 282-unit housing cap.

The site offers convenient access to Boston, Cambridge, Worcester and the I-495 corridor. The MBTA’s Fitchburg Line commuter rail, with stops in Ayer and Shirley, offers hourly service between Mount Wachusett Station and Boston’s North Station. Future residents of these homes will benefit from Devens’ first-class public services including an education contract with the highly-regarded Town of Harvard Public School system.

MassDevelopment invites interested parties (“Respondents”) to submit responses to this RFP detailing their proposed development plan, outlining how the proposal will benefit the surrounding area, and providing a financial analysis that identifies funding sources as well as financial assistance that the Commonwealth, the Agency, or another entity could provide. Responses are due by 5:00 p.m. on July 21, 2022.

2. SITE LOCATION

Devens is a Regional Enterprise Zone created by an Act of the Massachusetts legislature (Chapter 498) in 1993. Located north of Route 2 and about five miles west of I-495, Devens consists of 4,400 acres of land within the historic boundaries of the Towns of Harvard, Ayer and Shirley although the development site itself is located entirely within the historic boundaries of the Town of Harvard. Devens is approximately 45 miles from Boston, 35 miles from Cambridge and 30 miles from Worcester. The site is approximately two miles from the downtown Ayer commuter rail station on the Fitchburg Line.



Figure 1. Devens is located approximately 45 miles northwest of Boston off of Route 2, five miles west of I-495 and 30 miles north of Worcester.

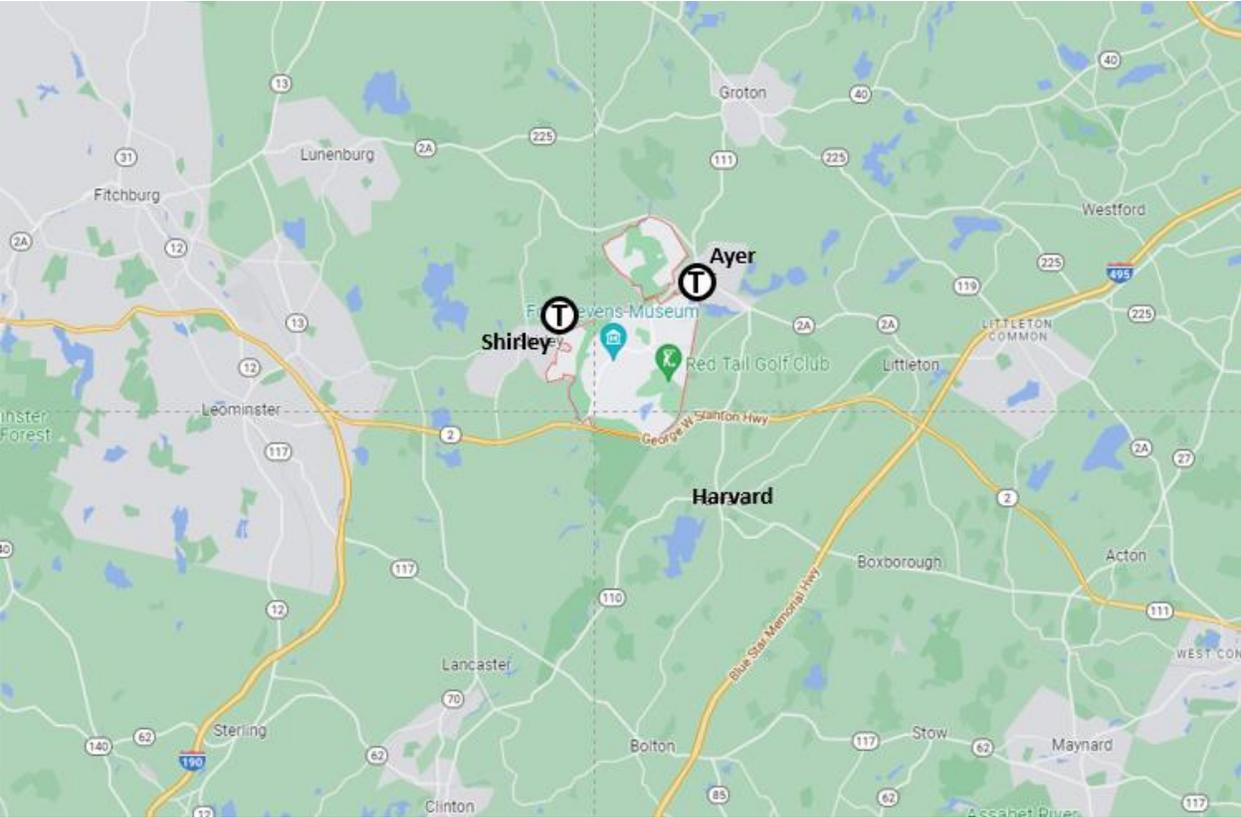


Figure 2. Devens is comprised of 4,400 acres of land within the historic boundaries of the Towns of Ayer, Harvard and Shirley. MBTA commuter rail stations in Ayer and Shirley provide easy access to Cambridge and Boston.

The development site is located along the easterly edge of a former Army housing area known as Adams Circle, which sits in the middle of Devens. The site is generally rectangular, with

approximately 600 feet of frontage on Adams Circle and 145 feet in depth. The site is bounded to the north by several net-zero energy single-family homes built by Transformations Inc. in 2011 and Transitions, a thirteen-unit shelter for homeless mothers and children operated by Our Father's House. To the east is a large wooded hillside that will remain undeveloped. To the south and east lie the balance of the undeveloped Adams Circle area which will likely be redeveloped in the future. The Willow Brook runs from south to north just west of the property and separates Adams Circle from the Jackson Road corridor. The site is generally level.

The Adams Circle roadbed remains in place and open to traffic as a public roadway. MassDevelopment will determine if road repairs or improvements such as milling and overlaying are needed and will fund and implement any necessary work. Similarly, MassDevelopment will review existing utilities serving the site—water, sewer, gas and electric—and will fund and implement any necessary upgrades.

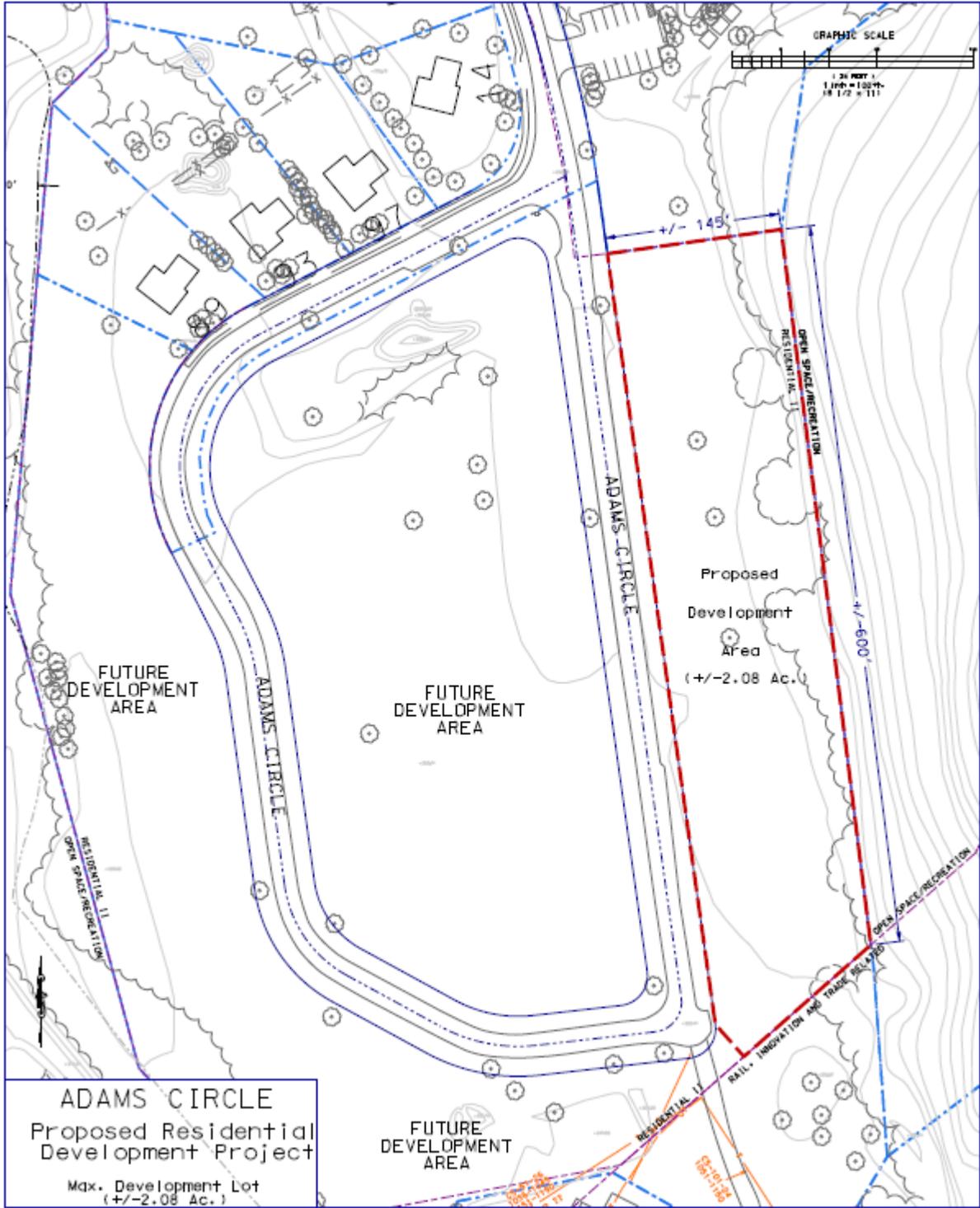


Figure 3. The development site is outlined by the red dashed line.

All access to the site is off of Cavite Street to the north. Through access to Barnum Road formerly existed and may still appear on on-line maps but access has been discontinued. The Site is within easy walking distance of Devens amenities including Rogers Field (former Army

parade ground and home to an extensive schedule of weekend athletic events) and the Devens Common Center offering a variety of services including multiple restaurants, a pizza place, a Dunkin Donuts, a bank and a dry cleaners. Somewhat further afield, Devens offers additional recreational amenities including a first-rate golf course, a lake for swimming and fishing and an extensive network of walking trails.

3. SITE HISTORY AND OWNERSHIP

The land comprising Camp Devens was acquired from local landowners by the United States Army in 1917 for use as a “temporary cantonment” and served a major role in the demobilization of soldiers returning home from the First World War. Appropriations were made for the permanent construction of buildings in 1927 leading to Camp Devens becoming Fort Devens, the headquarters of the Army in New England. After decades of service, Fort Devens was largely closed in 1996 although a large training area remains in operation south of Route 2. The 4,400 acres of surplus property north of Route 2 were purchased by the Massachusetts Government Land Bank shortly after the base closed. MassDevelopment, a quasi-public economic development agency of the Commonwealth of Massachusetts and a successor agency to the Government Land Bank, has served as the Local Redevelopment Authority for Fort Devens since then.

Adams Circle was developed as an Army housing area in approximately 1955-1960. MassDevelopment determined that these buildings were not reusable and demolished them in 2007-2008. For reasons unknown, the 1994 Devens By-Laws and Reuse Plan had zoned almost the entirety of Adams Circle, including the development site, for open space uses. This was corrected via a 2015 zoning change that rezoned the site for residential purposes.

4. ABOUT DEVENS

As mentioned previously, Devens is a Regional Enterprise Zone established by the Massachusetts Legislature. It is not an incorporated municipality although in many ways it functions as one. MassDevelopment collects taxes at Devens and provides almost all municipal services at Devens either directly or through contract with the surrounding municipalities and other providers.

Education is provided for Devens students through a contract with the Town of Harvard’s highly-regarded public school system. Police services are provided through a contract with the Massachusetts State Police. Fire and ambulance services are provided by a full-time fire department on the MassDevelopment payroll. Similarly, the Department of Public Works are MassDevelopment employees.

MassDevelopment operates the utility systems at Devens in the manner of a municipal light plant. Devens Utilities provides residential and commercial users with high-quality, competitively-priced water, sewer, electric and gas service.

Devens also benefits from a streamlined development review process managed by the Devens Enterprise Commission (DEC). The DEC and its full-time staff handle the typical duties of a Planning Board, Zoning Board of Appeals, Board of Health and Building Inspector. The selected developer for this project will be required to secure all applicable permits under the Devens By-Laws and Devens Development Rules and Regulations. For additional information including copies of these documents, please visit the DEC website at www.devensec.com.

5. ABOUT MASSDEVELOPMENT

MassDevelopment, the state's development finance agency and land bank, works with businesses, nonprofits, banks, and communities to stimulate economic growth. Through these collaborations we help create jobs, increase the number of housing units, revitalize urban environments, and address factors limiting economic growth including transportation, energy, and infrastructure deficiencies. Formed in 1998, The Agency is governed by an 11-member Board of Directors. MassDevelopment prides itself on a team-oriented, solutions-based approach to economic development. The Agency provides its clients with entrepreneurial solutions to complex real estate projects and creative financing options that create economic opportunities in Massachusetts. Our staff is located in offices throughout the Commonwealth, including a substantial presence in Devens.

6. DEVELOPMENT OBJECTIVES

Building off of other successful residential projects at Devens, MassDevelopment has multiple goals and objectives for the development of the Adams Circle property. While no project may completely meet each objective, competitive proposals will incorporate elements of each.

- **Housing Types.** The twelve homes may be built in the form of one or more multi-family buildings or as attached townhomes. While single-family housing is allowed under zoning, MassDevelopment will not award the project to a development team proposing single-family homes.
- **Housing Tenure.** The twelve homes may be developed as rental or ownership properties (or a mix of both).

- **Affordability.** Devens prides itself on having achieved its goal of approximately 25 percent low-income, moderate-income or special needs housing. Accordingly, this project should incorporate three (3) units of one or more of these types of housing.
- **Developer Team Diversity.** MassDevelopment strongly encourages diverse development teams to submit responses to this RFP.
- **Design.** The design of the twelve homes should complement the surrounding residential architecture and landscape. Innovative design is encouraged.
- **Energy Efficiency.** At a minimum, the homes should be “net-zero energy possible” (i.e., such that with the addition of photovoltaic panels and/or other renewable energy features, the homes would generate as much energy as they use over the course of a year).
- **Timeline.** MassDevelopment intends that these twelve units of housing shall be fully constructed and tenanted within 18 months of closing on the land.

7. ELEMENTS OF PROPOSAL

All proposals shall provide information relating to the elements listed below in sufficient detail to allow MassDevelopment to conduct an informed and fair selection process. Proposals should be submitted at:

<https://www.cognitofirms.com/MassDevelopment/ADAMSCIRCLEDEVENSMA>. Any attachments should be in a searchable pdf format and any Excel spreadsheets should be unlocked with formulas visible. All submissions must, at a minimum, include the following elements:

Development Team

- Proposed development entity
- Qualifications of development team including resumes and relevant past projects

Redevelopment Proposal

- Site plan
- Concept level floor plans
- Concept level building elevations
- Project timeline

Project Financials

- Project budget

- Project Sources and Uses, inclusive of any public subsidy needed
- Financial capacity summary (documentation that the developer has the financial capability to construct the Project. In the event developer intends to finance such costs, provide a loan commitment letter (or preliminary commitment letter) from a lender evidencing the lender’s willingness to provide the financing.)
- Revenue and operating assumptions (see pro forma table in the on-line application form)
- Proposed purchase price

8. RFP SCHEDULE AND SUBMISSION

The selection schedule is as follows:

RFP Available:	June 1, 2022
Developer Site Tour (optional)	June 14, 2022 at 10:00 a.m. (meet on site)
Deadline for Questions:	June 16, 2022 by 5:00 p.m.
Response to Questions Issued:	June 21, 2022 by 5:00 p.m.
Proposal Submission Deadline:	July 21, 2022 by 5:00 p.m.
Interviews (If needed):	TBD

MassDevelopment reserves the right to alter the timeline as it deems necessary.

RSVPs for Developer Site Tour RFP should be sent to: Michelle Hennigar at MHennigar@MassDevelopment.com.

All questions should be submitted in email on or before the date and time above to the above contact. Prospective respondents should note that all clarifications and exceptions must be submitted prior to submission of a proposal. Answers to all questions of a substantive nature will be posted on MassDevelopment’s website at (<https://www.massdevelopment.com/rfp-rfq/>). It is the responsibility of respondents to ensure that they receive all information pertaining to this RFP by visiting the website link listed above.

This RFP has been distributed electronically using MassDevelopment’s website. It is the responsibility of respondents to check the website for any addenda or modifications to this RFP.

Respondents to this RFP must submit their proposals via the online submission form available at:

<https://www.cognitofrms.com/MassDevelopment/ADAMSCIRCLEDEVENSMA>.

Responses must be received no later than the date and time stated above. Narrative attachments

should be in searchable PDF format and any Excel spreadsheets should be unlocked with formulas visible.

9. EVALUATION CRITERIA

MassDevelopment's selection committee will evaluate and compare each submitted proposal using the following evaluation criteria:

- Diverse business participation
- Consistency with MassDevelopment's development objectives
- Financial feasibility
- Development team experience and capacity
- Development timeline

Determination of the successful Respondent(s) will be made using a best value determination with the goal of making an award to the Respondent who is responsible, possesses the management, financial and technical capabilities necessary to fulfill the requirements of this RFP, whose proposal conforms to the RFP's requirements stated herein, and who is judged by an integrated assessment of the general considerations and specific criteria defined in the evaluation criteria set forth herein to be most advantageous to MassDevelopment, with the proposed price and other factors considered.

10. SELECTION PROCESS

Only responses containing the required Elements of Proposal (Section 7) will be considered for further evaluation.

There will be no public opening of proposals submitted under this RFP. An internal selection committee will be convened to review the submitted proposals, and this committee may or may not contact respondents for further clarification or interviews and may also contact references. The committee reserves the right to identify a "short list" of qualified respondents for follow-up interviews or to make recommendations based on the information contained in the proposals. Instructions for interviews, if required, will be provided to the short-listed firms.

11. GENERAL PROVISIONS

- a. MassDevelopment reserves the right to reject any or all responses or parts of responses, to solicit new responses, and to enter into an agreement as it deems to be in its best interest.

- b. Diverse respondents are encouraged to submit responses. No respondent will be subjected to discrimination on the basis of race, color, sex or national origin in consideration of the responses.
- c. MassDevelopment reserves the right to waive any informalities, minor deviations, insignificant mistakes, and matters of form rather than substance and to seek clarification of the proposals, which can be waived or corrected without prejudice to other respondents, potential respondents, or MassDevelopment. No officer or agent of MassDevelopment is authorized to waive this reservation.
- d. A proposal may be modified or withdrawn by a respondent prior to the proposal submission deadline by delivering a written notice to the Agency representative that is authorized to receive questions as set forth in Section 6 above.

DISCLAIMER. This document (the “RFP”) does not consist of an offer nor a contract, but is merely an advertisement intended to potentially elicit offers from interested developers. All submissions to MassDevelopment shall become property of MassDevelopment, and will be subject to the Massachusetts public records law (G.L. c. 66, § 10). Respondents to this RFP will not be compensated or reimbursed for any costs incurred in preparing a response. MassDevelopment is not obligated to sell, lease, or otherwise contract for the sale of the subject property or any other services or products described herein. MassDevelopment reserves the right to (1) accept or reject any or all proposals, (2) waive any anomalies in proposals, (3) negotiate with any respondent, and (4) modify or cancel the RFP.

EXHIBIT 1 –POTENTIAL FINANCING RESOURCES

MassDevelopment has compiled the below list of funding resources that may be available for this project, depending on the proposal. This list is not intended to be an exhaustive list of available resources. Respondents will need to apply to all of these programs through the standard competitive processes.

MassDevelopment Lending Resources:

- **Construction and permanent financing:** MassDevelopment offers loans to fund acquisition, renovation, construction, and permanent financing for a range of real estate uses, including multi-tenant, mixed-use, commercial, industrial, and housing.
- **Loan guarantees:** MassDevelopment provides guarantees on a portion of a bank real estate loan or tax-exempt bond to help cover the difference between a bank's maximum allowable loan advance rate and up to 90% of the property's value.
- **Predevelopment financing:** Predevelopment loans can be used to finance early stage project costs, such as architectural and engineering work or traffic and feasibility studies necessary to advance a project to the construction stage.

To learn more about MassDevelopment's lending tools, please contact Kelly Arvidson at karvidson@massdevelopment.com, or visit the MassDevelopment Finance Department's website: <https://www.massdevelopment.com/financing>