

RFP Issued: September 12, 2025
106 Hale Street, Bridgewater, MA

PROPOSAL SUBMISSION PROCEDURE

DCAMM has elected to restructure the submission procedure for a ±1.59-acre parcel at 106 Hale Street, in Bridgewater, MA. Due to this update, DCAMM is extending the RFP Submission Deadline to Tuesday, November 25 by 12:00PM NOON EST. Please review the Request for Proposals (RFP), Appendices, and Amendments in full for complete details regarding project goals, requirements, and evaluation criteria.

SCHEDULE

Proposal Submission Deadline: Tuesday, November 25, 2025 by 12:00PM NOON EST

RFP POSTING, AMENDMENTS AND QUESTIONS

This RFP and accompanying Appendices and Amendments are available through DCAMM's project page for the 106 Hale Street, Bridgewater disposition. Any RFP amendments, clarifications, changes, or updates, including changes to any dates and deadlines, and any DCAMM responses to questions will be posted on the 106 Hale Street, Bridgewater project page on DCAMM's website. It is the sole responsibility of Proposers to check project page for 106 Hale Street, Bridgewater for new information. Proposers may not rely on any oral statements including, but not limited to, those made at the site visits.

SUBMISSION PROCEDURE

Proposers may submit their proposals by mail, messenger service, in person OR electronically, all as follows:

Proposals submitted by mail, messenger service, or in person must be received at 1 Ashburton Place, Room 107, Boston, MA 02108 with Attn: Maggie Brown, on or before the Proposal Submission Deadline of **Tuesday, November 25, 2025 by 12:00PM NOON EST**. *"Time-Sensitive Proposal – 106 Hale St"* should be marked visibly on the exterior of the envelope containing the submission. The time-stamp clock at Room 107 establishes the official date and time of receipt of each proposal. If delivering proposals by hand, please allow extra time to clear building security.

Proposals submitted electronically must be in PDF format and should be emailed to: ReRFPSubmittal.DCAMM@Mass.gov with subject line: *"106 Hale St Proposal"* or similar. Emailed submissions must be received on or before the Proposal Submission Deadline.

DCAMM will acknowledge receipt of proposals with the following auto-reply message:

Thank you for your email. We are in receipt of your question and/or proposal submission to the Request for Proposals to purchase property from the Commonwealth of Massachusetts. Proposals received after the deadline stated in the RFP will be non-qualifying.

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DCAMM will commence its review and evaluation of the proposals received by the submission deadline and will advise proposers of next steps. Your interest in doing business with the Commonwealth is appreciated.

Proposers may not rely on other return receipts or independent verification of delivery and DCAMM will not consider such other verification as evidence of receipt. DCAMM strongly suggests digital files be emailed in a zipped or compressed file format. The maximum email size the email server can accept is approximately 25MB (including, without limitation, email content, images, and attachments). DCAMM cannot guarantee receipt of emailed submissions, including, without limitation, email content, images, and attachments, over the 25MB allowance. Proposers may submit proposals in multiple emails. If a Proposer submits a proposal in multiple emails, the subject line should clearly identify each email as part of a submission, e.g. “106 Hale St Proposal – 1 of 3”. DCAMM strongly suggests email or emails be sent at least 10 minutes prior to the Proposal Submission Deadline to account for any slow transmission or error.

Proposals cannot be submitted by fax or external file drop links like Dropbox, WeTransfer, OneDrive, or similar.

Proposals received after the Proposal Submission Deadline will be deemed non-responsive and rejected. After the Proposal Submission Deadline, Proposers may not correct or modify proposals in any manner unless in response to a written request by DCAMM in DCAMM’s sole discretion.

SUBMISSION REQUIREMENTS

All proposals must include the following materials and information:

DEVELOPMENT PROPOSAL

Contents of this section are to be submitted under separate attachment or file titled ‘DEVELOPMENT PROPOSAL’. The development proposal must include the following:

☐ Deposit Check

All proposals must be accompanied by a deposit of \$10,000 in the form of a certified cashier’s, treasurer’s or bank check made payable to the Commonwealth of Massachusetts. Deposit Checks will be held by DCAMM in a non-interest-bearing escrow account. Deposit Checks will be returned to non-selected proposers after the Purchase and Sale Agreement (PSA) with the Designated Developer is executed. The \$10,000 deposit paid by the Designated Developer shall be non-refundable upon expiration of the due diligence period as outlined in the PSA. A Form of PSA is included in Amendment 1.

DEPOSIT CHECKS MUST BE RECEIVED BY DCAMM (BY MAIL OR HAND DELIVERED) BY THE SUBMISSION DEADLINE TUESDAY, NOVEMBER 25, 2025 AT 12:00PM NOON EST. DCAMM cannot accept deposit checks received after the deadline. DCAMM cannot accept wire transfers. All proposals received by the submission deadline without Deposit Checks are incomplete and ineligible. Deposit Checks can be mailed or delivered to the following with

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the Deposit Cover Sheet (see Appendix F):
DCAMM Office of Real Estate Management
ATTN: Maggie Brown
One Ashburton Place, Room 107
Boston, MA 02108

“Time-Sensitive Proposal – 106 Hale St” must be marked visibly on exterior of envelope containing the deposit check. If a proposal is submitted by mail, messenger service, or in person, the envelope containing the proposal may include the deposit check.

☐ **Letter of Transmittal:**

The proposal must include a one-page letter of transmittal signed by the principal(s) of the Proposer.

☐ **Proposal Cover Sheet:**

The proposal must include a complete Proposal Cover Sheet in the form provided as Appendix G.

☐ **Developer Information:**

The proposal must include a description of the development team, the individuals, and organizations involved in the Development Project and their experience. This description must include the following information:

- A. The name(s) of the representative(s) authorized to act on the Proposer’s behalf, and the name of the person designated as the contact to which all correspondence should be addressed.
- B. Proposers should identify members of the development team and partners who are local to the Bridgewater area.
- C. The status of the entity (whether a non-profit or charitable institution, a general, or limited liability partnership, a for-profit corporation, limited liability company, unincorporated association, or joint venture) indicating the jurisdiction in which the entity is registered to do business (including its right to conduct business in the Commonwealth of Massachusetts). Please include the exact name and legal status of the entity to be named as Designated Developer in the legal documents, if different from the Proposer. Please also state the entity that will take title to the property, and how the entity will be capitalized.
- D. The primary responsibilities of each person on the development team, and a summary of the development team’s experience, collectively and individually, with similar projects. Demonstrate proven track record in all phases of project development including permitting, financing, design, and

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renovation/construction, and in the provision of housing. Include at least three examples of similar completed projects with site address and a brief narrative.

- E. Identification of any project partners who are participating in the proposal and a description of the nature and degree of their involvement and commitment to the project described in the proposal.
- F. Description of the organizational structure of the development team and a plan for the maintenance of effective communications between DCAMM and the development team during all phases of the Development Project.
- G. Information regarding any legal or administrative actions active within the last three (3) years that relate to the failure of Proposer's (or its principal's or its affiliate's) business to comply with any contract or other agreement or with any laws and other governmental requirements.
- H. A list and description of current projects, including a status of where each project is in a development timeline, of any other properties the Proposer has in development or in construction.

❑ Development Proposal:

Proposers may include multiple alternative development proposals for evaluation as part of their submission. If Proposers include multiple development proposals as part of their submission, Proposers should clearly designate development proposals (ex. Development Proposal 1, Development Proposal 2).

If Proposers offer alternative consideration as part of an alternative development proposal, Proposers must clearly indicate the consideration offered as part of each development proposal in their Financial Information Section (ex. Consideration for Development Proposal 1, Consideration for Development Proposal 2).

Each Development Proposal must include:

- A. Conceptual site plan as well as illustrative diagrams, drawings, visuals, elevations, or renderings for the proposed design of the Property.
- B. A detailed narrative description of the proposed development concept and the specific nature of the proposed use(s). All proposals must include a narrative with details of the site design; building massing; proposed gross square footage and the area allocated to each of the proposed uses; parking; and landscaping.
- C. A detailed description of the proposed development program including:
 - Total proposed unit count by size and anticipated square footage and bedroom counts for each unit proposed.

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- Any particular populations targeted for occupancy.
 - Number of income-restricted units broken down by target AMI.
 - Schedule that includes proposed timetables for closing (within one year of designation), design, permitting, financing, marketing, completion of construction, phasing, and occupancy. Include a list of all required local, state, and federal zoning, land use and environmental permits and approval requirements, as well as a projected schedule for securing them.
- D. A plan for the ongoing management of the developed property, including proposed operators and their experience.
- E. An Access and Opportunity Plan detailing how the following objectives will be met:
- Diverse project leadership in key roles on the development team and its partners throughout the Development Project.
 - Opportunities for individuals and businesses from historically under-represented demographic groups to benefit from wealth creation associated with the Development Project over its entire lifecycle.
 - Meaningful participation of diverse businesses throughout the Development Project; and
 - Employment opportunities for minorities, women, and other groups that have historically been denied access to work in development and related fields.

FINANCIAL INFORMATION:

Contents of this section are to be submitted under a separate attachment or file titled "Financial Information". The financial information must include the following:

- ☐ **Total Consideration:** The proposal must state a purchase price.
- ☐ **Financial Statements:** The proposal must include a financial certification signed by the principal or senior officer of the Proposer confirming, among other matters, that its investment team has the financial strength to close the sale with the Commonwealth and to develop the Property to completion in accordance with the Proposer's development plan.
- ☐ **Demonstration of the financial feasibility of the proposal,** including anticipated sources and uses of funds as well as detailed underwriting assumptions and financial projections for the project inclusive of a stabilized operating proforma.