

# **106 Hale Street, Bridgewater**

**REQUEST FOR PROPOSALS**

**DEVELOPMENT OPPORTUNITY**

Issued: September 12, 2025

Submission Deadline: November 13, 2025 at 3:00 PM ET

Adam Baacke, Commissioner of Capital Asset Management and Maintenance

Commonwealth of Massachusetts



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## 1. Introduction

The Commonwealth of Massachusetts (the Commonwealth), acting by and through its Division of Capital Asset Management and Maintenance (DCAMM), in consultation with the Executive Office of Housing and Livable Communities (EOHLC), is issuing this Request for Proposals (RFP) to seek proposals from developers (Proposers) for the purchase and development of an approximately 1.59-acre parcel at 106 Hale Street in Bridgewater, MA (the Property).

The conveyance of the Property is authorized by Chapter 150 of the Acts of 2024, An Act Relative to the Affordable Homes Act (the Affordable Homes Act). The Affordable Homes Act authorizes the Commissioner of Capital Asset Management and Maintenance (Commissioner) to convey surplus real property for housing purposes, as defined in Section 121 of the Affordable Homes Act.

This RFP presents an opportunity for development within walking distance of a Massachusetts Bay Transportation Authority (MBTA) commuter rail station and Bridgewater State University (BSU), which is the tenth largest four-year university in Massachusetts. DCAMM is seeking Proposers with experience in multi-family development.

DCAMM is issuing this RFP to implement the Affordable Homes Act and to solicit proposals from developers with the capacity to develop housing, including market rate housing and/or affordable housing, which includes the design, permitting, financing, construction, and operation of the development (collectively, the Development Project). According to “A Home for Everyone”, Massachusetts’ statewide housing plan published earlier this year, the Commonwealth needs to build 222,000 new homes over the next 10 years to end the housing crisis in Massachusetts. As with other sites offered for sale as part of DCAMM’s State Land for Homes Initiative, the overall goal of this initiative is to expedite the availability of public land for housing development to unlock housing production to counter rising housing costs caused by high demand and limited supply.

## 2. Policy Goals

The Commonwealth has the following goals for this Development Project.

### 1. Production of New Housing:

As with other sites offered for sale as part of DCAMM’s State Land for Homes Initiative, the overall goal of this project is to unlock housing production to counter rising housing costs caused by high demand and limited supply by making state land available for housing development. For this project, DCAMM will prioritize **speed to delivery of high-quality** housing units in Proposer selection. DCAMM intends to close within one year of selecting a developer (the Designated Developer) to further the goal of delivering high-quality housing as quickly as possible.

The Development Project will be expected to follow the local zoning in effect at the time of permitting, so long as it allows at least 15 housing units per acre, as the zoning permits greater density than the minimum density municipalities are required to permit under the Affordable Homes Act.

DCAMM will require that any Development Project of 10 housing units or more includes **10% of the housing units** be affordable to residents making no more than **80% of Area Median Income (AMI)**. If subsidized housing units are a component of the Development Project, the Designated Developer will be solely responsible for pursuing and obtaining such funding. Selection as the Designated Developer does not constitute a commitment from the Commonwealth to fund any proposed affordable housing units. Given the limited capacity of these programs and the timelines associated with obtaining them, DCAMM will prioritize projects that do not rely on obtaining financing using limited subsidy sources.

## 2. Access & Opportunity

The Commonwealth is strongly committed to encouraging participation by individuals and businesses from under-represented groups as vendors, developers and the workforce. Proposals are required to include a written plan detailing how the following objectives will be met:

- Diverse project leadership in key roles on the development team 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.

The submission of this plan will meet the requirements of A&F Bulletin 25 (Appendix A) for a written plan to create opportunities for individuals or groups from historically under-represented demographics.

## 3. A&F Bulletin 25 Compliance

Under A&F Bulletin 25 (Appendix A), if a proposal includes new building(s) of 20,000 or more gross square feet, the design and implementation must be consistent with the sustainability standards for new construction established for Commonwealth projects in Sections 3 and 4 of Executive Order 594, with an exception that LEED/Passive House requirements, which for this Property must be certifiable instead of certified.

## 4. Local Goals

Additionally, issuance of this RFP aligns with the Bridgewater Community Development Master Plan and goals of BSU. BSU's goals are described in Appendix B and the Bridgewater Comprehensive Master Plan can be found through the Town of Bridgewater website at <https://www.bridgewaterma.org/DocumentCenter/View/4787/Bridgewater-Comprehensive-Master-Plan>.

### 3. Property Description

The Property is an approximately 1.59-acre parcel located at the intersection of Hale Street and Plymouth Street. Directly across Plymouth Street is the BSU Welcome Center. The Property is otherwise bound by residences and the MBTA commuter rail line.

The MBTA Bridgewater commuter rail station is located within half a mile of the Property. Downtown Bridgewater and the BSU campus are also walkable from the Property.

Former commercial buildings on the Property were demolished to grade. Foundations and sub surface structures remain on site.

The Property has access to electrical, gas, water, and sewer infrastructure. Utilities are further described in “Hale Street Parking Lot” plans (Appendix C). The selected developer will be responsible for conducting investigation to confirm the location and availability of these utilities and any additional utilities on the Property.

See Appendix B for further Property information and local market context.

The Property is further described in the deed recorded in the Plymouth County Registry of Deeds Book 44352 Page 296 (Appendix D), and in the referenced plan recorded in the Plymouth County Registry of Deeds Plan Book 35 Page 562 (Appendix E).

### 4. Zoning

The Town of Bridgewater recently enacted a Master Plan and updated zoning in the downtown district of the community to support mixed-use and multi-family development. See [bridgewaterma.org](http://bridgewaterma.org) for more details on the applicable zoning summaries. The Property is located in the form-based code Central Business District, Redevelopment (CBD-R) and the MBTA Communities Overlay District (MBTACOD), which allows multi-family housing as-of-right. The Development Project will be expected to follow the local zoning in effect at the time of permitting, so long as it allows at least 15 housing units per acre, as the zoning permits greater density than the minimum density municipalities are required to permit under the Affordable Homes Act. The Designated Developer will be responsible for confirming and complying with applicable zoning requirements.

### 5. RFP Process

#### Key Dates

Site Tour: October 2, 2025

Questions Due: October 16, 2025 by 12:00 PM Noon ET

Proposals Due: November 13, 2025 by 3:00 PM ET

RFP Posting, Amendments, and Questions

This RFP is posted on the DCAMM project website at: <https://www.mass.gov/info-details/106-hale-street-bridgewater-redevelopment-opportunity>.

DCAMM, in its sole discretion, will endeavor to answer relevant and appropriate questions submitted in writing. Responses to questions will be posted on the DCAMM project website. Questions must be submitted to [RERFPSUBMITTAL.DCAMM@MASS.GOV](mailto:RERFPSUBMITTAL.DCAMM@MASS.GOV) before 12:00 noon on October 16, 2025. Responses will be posted by October 24, 2025.

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 DCAMM project website. It is the sole responsibility of Proposers to check the DCAMM project website for new information. Proposers may not rely on any oral statements including, but not limited to, those made at the site tour(s).

## Submission Procedures

To comply with this RFP, proposals containing all the materials and information required in this section must be emailed and received by DCAMM no later than November 13, 2025 at 3PM ET. Deposit Checks must be received by mail or hand delivery separately by November 13, 2025 at 3PM ET.

Proposers must submit their proposal package as two (2) separate attachments (1. Development Proposal and 2. Financial Information).

SUBMISSIONS MUST BE EMAILED TO: [RERFPSUBMITTAL.DCAMM@MASS.GOV](mailto:RERFPSUBMITTAL.DCAMM@MASS.GOV)

Email submissions, including all attachments, **MUST NOT EXCEED 20MB**. If the email and attachment files exceed 20MB, DCAMM cannot guarantee receipt. Proposers can submit digital submissions in a zipped or compressed file if needed. Proposals sent by external file drop links like Dropbox, OneDrive, or similar, will not be accepted.

Prior to the Proposal Submission Deadline, Proposers may correct, modify or withdraw a proposal by written notice to [RERFPSUBMITTAL.DCAMM@MASS.GOV](mailto:RERFPSUBMITTAL.DCAMM@MASS.GOV), with “ATTN: Maggie Brown – 106 Hale St” in the subject line.

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. These submission requirements will be strictly enforced. Please review the submission method procedures below carefully.

**PROPOSALS AND DEPOSIT CHECKS MUST BE RECEIVED BY THE SUBMISSION DEADLINE: November 13, 2025 AT 3PM ET.**

## Submission Requirements

All proposals must include the following materials and information:

- ☐ **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 will be released at a later date as an amendment to this RFP.

DEPOSIT CHECKS MUST BE RECEIVED BY DCAMM (BY MAIL OR HAND DELIVERED) BY THE SUBMISSION DEADLINE November 13, 2025 AT 3PM ET. 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 the Deposit Cover Sheet (see Appendix F):

DCAMM Office of Real Estate Management  
ATTN: Maggie Brown  
One Ashburton Place, 15th Floor  
Boston, MA 02108

"Time-Sensitive Proposal" must be marked visibly on exterior of envelope containing 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 completed Proposal Cover Sheet in the form provided as Appendix G.

☐ **Developer Information**

- A. The proposal must include a description of the development team, the individuals, and organizations to be involved in the Development Project and their experience. This description must include the following information:
- B. 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.
- C. Proposers should identify members of the development team and partners who are local to the Bridgewater area.

- D. The status of the entity (whether a non-profit or charitable institution, a general, limited, or limited liability partnership, a for-profit corporation, limited liability company, unincorporated association, or joint venture) and indicate the jurisdiction in which it is registered to do business (including its right to conduct business in the Commonwealth). 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.
- E. The primary responsibilities of everyone 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 renovation/construction, and in the provision of multifamily housing. Include at least three examples of similar completed projects with site address and a brief narrative.
- F. 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.
- G. 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.
- H. Information regarding any legal or administrative actions active within the last three (3) years that relate to the failure of the 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.
- I. A list 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 Plan**

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:
  - a. Total proposed unit count by unit size and anticipated square footage and bedroom counts for each unit proposed.
  - b. Any particular populations targeted for occupancy.
  - c. Number of income-restricted housing units broken down by target AMI.
  - d. 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, where applicable, including proposed operators and their experience.
- E. An access and opportunity plan detailing how the following objectives will be met:
  - a. Diverse project leadership in key roles on the development team throughout the Development Project.
  - b. 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.
  - c. Meaningful participation of diverse businesses throughout the Development Project; and
  - d. 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:

- A. Total Consideration: The proposal must state a purchase price.
- B. Financial Statements: The proposal must include a financial certification to be 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.

- C. 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.

## 6. Selection Process

### Selection Process Overview

DCAMM will evaluate all proposals received by the Submission Deadline. Evaluation of the proposals will be based on:

- The information provided in the proposal, in accordance with the submission requirements.
- Any interviews, references and additional information requested by DCAMM.
- Any other information from publicly available and verifiable sources.
- The selection criteria outlined in this section.

DCAMM is not obligated to select the proposal that offers the highest total consideration. The successful Proposer will be the one that is most advantageous to the Commonwealth and best meets the selection criteria.

### Selection Criteria

DCAMM's overriding goal is to select the developer best positioned to deliver high-quality housing as quickly as possible. To that end, DCAMM has identified the following evaluation criteria. Proposals received by the deadline will be evaluated in accordance with the following criteria:

- Total number of new housing units proposed.
- Speed to production of new, high quality housing units as demonstrated by (not limited to and in no particular order):
  - Proposer track record of delivering high-quality housing units at a similar scale.
  - High-quality design aligned with the Town of Bridgewater form-based zoning code.
  - Feasibility of financing and permitting approaches and timelines.
- Achievement of additional policy goals through:
  - Responsiveness to Access and Opportunity Plan described in Section 2.
  - Responsiveness to A&F Bulletin described in Section 2.
  - Impacts upon, and benefits to, the surrounding community, including BSU. Proposals with members of the development team and partners who are local to the Bridgewater area will be preferred.

- Total Financial Consideration

## Designation

Upon selection, the Commissioner will notify the Designated Developer of their selection and provide the Designated Developer the PSA for their review. Following signing of the PSA, DCAMM will notify the remaining proposers that have not been selected and return their proposal deposit as set forth herein.

## Purchase and Sale Agreement

Following selection, the Designated Developer and DCAMM will enter into a binding PSA. The PSA will establish the procedures for due diligence and closing. It is strongly recommended that Proposers carefully review the terms of the PSA to fully understand the Designated Developer's rights and obligations. Closing will take place within one year of selection as the Designated Developer. Failure of the Designated Developer to execute the PSA in a timely manner shall entitle DCAMM to withdraw the designation from the Designated Developer and to retain all deposits as liquidated damages. Only a fully executed PSA will constitute a binding agreement for the sale of the Property, subject to the terms and conditions of the PSA. The Designated Developer will also enter into a separate license agreement in the form of DCAMM's standard license for site assessment purposes, included as Appendix H.

### **Due Diligence**

The Designated Developer will be responsible for their own due diligence, including undertaking their own review and analysis concerning physical and structural conditions, environmental conditions, title, access, easements, utilities, applicable zoning, required permits and approvals, reuse potential, and any other development, ownership and legal considerations. The Designated Developer will also enter into a separate license agreement in the form of DCAMM's standard license for site assessment purposes, included as Appendix H.

### **Deposits And Expenses**

All deposits will be held by DCAMM in a non-interest-bearing escrow account. Failure of the Designated Developer to execute the PSA in a timely manner shall entitle DCAMM to terminate the designation and retain all deposits as liquidated damages as provided in this RFP. The Designated Developer shall be responsible for all transaction costs and expenses including, but not limited to, title review, appraisals, surveys, plans, studies, filings and recording and any other expenses relating to the sale of the Property. The preparation and submission of a proposal is at the sole cost and expense of the Proposer.

## Deed

The closing of the real estate transaction and signing of the deed will take place within one year of the selection of the Designated Developer. Proposers are welcome to suggest earlier timeframes to closing in their Proposal. It is strongly recommended that Proposers carefully review the terms of the Deed to fully understand the Designated Developers rights and obligations.

DCAMM will provide a Release Deed at a later date as an amendment to this RFP. The Release deed includes:

- A restriction that the Property shall be used for housing purposes. Housing Purposes is defined by the Affordable Homes Act as development of housing for use as the primary residence of the occupant including, but not limited to, market rate housing, affordable housing and public housing.
- A reverter clause that allows the Commonwealth to take the Property back if, following the earliest occurrence of: (i) the issuance of a certificate of occupancy or (ii) 24 months following the date of this Release Deed, the Property is not or ceases to be used for Housing Purposes.

## 7. General Provisions

- A. Time is of the essence with respect to the Submission Deadline and all other dates, times, and other deadlines set forth in this RFP.
- B. DCAMM will not consider any proposal which is comprised in whole or in part, through ownership or control of individuals or entities which have directly or indirectly had any involvement in the subject of the RFP. Involvement means, without limitation, involvement relating to legal, planning, environmental, appraisals or other consulting services.
- C. DCAMM makes no representations or warranties whatsoever, as to the accuracy or completeness of any of the information contained in, or provided as part of, this RFP, including, without limitation, information in the RFP, in appendices, attachments, technical information, or supplements, in hard copy, facsimile, electronic or online, or available upon request or from other sources. The information is provided for convenience only, and cannot be relied upon, without outside, independent investigation and verification by Proposers. This information is subject to differing interpretation, analysis, and conclusions and to errors, omissions, and changes in costs, conditions, economics, engineering, laws, rules and regulations that may occur on or after the date the information was created or assembled.
- D. DCAMM reserves the right, in its sole discretion, to reject any proposal not submitted in conformance with the requirements of the RFP and any amendments hereto; to reject all proposals, for any reason or no reason; and/or to waive, or to decline to waive, irregularities or informalities in any proposal if and when DCAMM determines that it is in the Commonwealth's interest to do so.
- E. DCAMM reserves the right in its sole discretion, to amend, suspend or withdraw this RFP by posting notice on the DCAMM website at any time for any reason whatsoever; to waive

portions of this RFP, to discontinue its selection process; to solicit other proposals; to issue a new RFP or conduct any authorized alternative procurement method for any reason whatsoever at any time. DCAMM makes no guarantee that any conveyance or agreement will result from this RFP.

- F. DCAMM reserves the right in its sole discretion, to conduct interviews with and request references from any and all Proposers; to seek best and final offers; to seek additional information or clarification of a proposal from Proposers at any time; to negotiate the timing and structure of payments; to negotiate greater affordability in exchange for reduced consideration, and to negotiate simultaneously with more than one proposer and to cease negotiation for any reason whatsoever at any time. The negotiation period and final form of agreement shall be determined by DCAMM, in its sole discretion.
- G. All proposals and information submitted in response to this RFP are subject to the Massachusetts Public Records Law, M.G.L. Chapter 66, Section 10, and Chapter 4, Section 7, Paragraph 26. Any statements reserving any confidentiality or privacy rights in submitted proposals or otherwise inconsistent with these statutes are void and shall be disregarded.
- H. No DCAMM employee or their immediate family members may bid on, submit a proposal for, purchase, or otherwise acquire a beneficial interest in any real property under any DCAMM disposition process, including auctions, requests for proposals, or any other form of solicitation. For the purposes of this Section 8(H), “immediate family” shall mean a DCAMM employee’s spouse, children, and parents.
- I. If there is a conflict between the terms of this RFP (including addenda) and the General Provisions contained in this RFP, the terms of these General Provisions shall control. If there is a conflict between this RFP and any interpretation, clarification, or other response given to prospective or actual Proposers, the terms of this RFP, as modified by written addenda, issued in accordance with this RFP that state they are intended to replace or supersede any portion of this RFP, shall control.

## Appendices

Appendix A: A&F Bulletin 25

Appendix B: BSU Local Context

Appendix C: “Hale Street Parking Lot” Plans

Appendix D: Deed

Appendix E: Survey Plan

Appendix F: Deposit Cover Sheet

Appendix G: Proposal Cover Sheet

Appendix H: Form of License Agreement