



COMMONWEALTH OF MASSACHUSETTS
EXECUTIVE OFFICE FOR ADMINISTRATION & FINANCE
DIVISION OF CAPITAL ASSET MANAGEMENT & MAINTENANCE
ONE ASHBURTON PLACE, 15TH FLOOR
BOSTON, MA 02108
(617) 727-4050

MAURA T. HEALEY
GOVERNOR

KIMBERLEY DRISCOLL
LIEUTENANT GOVERNOR

MATTHEW J. GORZKOWICZ
SECRETARY

ADAM BAACKE
COMMISSIONER

February 18, 2026

Via Email: pdorman@greatlandpartners.com

Greatland Realty Partners, LLC
Philip Dorman
One Federal Street, Floor 28
Boston, MA 02110

RE: Request for Proposals for Massachusetts Trial Court (TRC), Springfield, MA, (the RFP) – 1860 State Street

Dear Mr. Dorman:

Thank you for the proposal that Greatland Realty Partners, LLC submitted to lease space to the Commonwealth of Massachusetts. Through a review of this proposal, the Division of Capital Asset Management and Maintenance has identified one or more items that require clarification.

- Please indicate whether the proposed rider language is negotiable. If any terms are non-negotiable, please identify them in your response.
- You stated, "For clarity, the Base Rent specifically excludes the regular refurbishment requirements of the premises specified in Exhibit B-1. Landlord will perform the services at DCAMM's direction but they will be included as Operating Expenses and billed back to DCAMM under the Lease." Are estimates included in any of the annual expense estimates provided? If no, please provide (or confirm that this amount is \$75,000/year as noted in the Capital Reserve Plan).
- Are you proposing that a fee to park garage would be operated by the Landlord or the Tenant?
- Please provide a rent table for the garage if not included in your proposal.

To be considered for further evaluation, please provide clarification as requested above. This clarification must be received by this office no later than February 25, 2026.

If there are any questions, please contact Peter Woodford at Peter.Woodford@mass.gov.

Sincerely,

A handwritten signature in blue ink, appearing to read "Peter Woodford", with a stylized flourish at the end.

Peter Woodford, Senior Project Manager
Office of Leasing and State Office Planning

cc: Christopher McQuade, TRC
Project File #: 202410900
Tracking

February 25, 2026

Peter Woodford, Senior Project Manager
Office of Leasing and State Office Planning
Division of Capital Asset Management and Maintenance
One Ashburton Place, 15th Floor
Boston, MA 02108

RE: Response to DCAMM Letter Dated February 18, 2026 Seeking Clarification of Proposal #10 –
Massachusetts Trial Court (TRC), Springfield, MA (1860 Main Street), Project File #202410900

Dear Peter:

Thank you for your letter dated February 18, 2026, requesting clarification of certain items contained in Greatland Realty Partners, LLC's proposal for the Massachusetts Trial Court facility in Springfield, Massachusetts. For clarity and ease of review, we have restated DCAMM's questions below, followed immediately by our responses.

- **Rider Language Negotiability**

DCAMM Question: Please indicate whether the proposed rider language is negotiable. If any terms are nonnegotiable, please identify them in your response.

Greatland Response: The proposed rider language is negotiable. Our submitted rider is based upon the lease rider executed between BH GRP TCAM Owner II LLC (a Greatland affiliate) and DCAMM on August 29, 2025 for the Massachusetts State Police Crime Lab at 100 Martinangelo Drive, Marlborough, MA (DCAMM Project No. 202308600), as referenced in our proposal. We expect certain provisions will require modification to reflect the 40-year term, the Trial Court as User Agency, and other project-specific requirements of the Springfield Regional Justice Center. No specific terms are non-negotiable. Greatland is open to discussing reasonable modifications in collaboration with DCAMM to reach mutually acceptable language, consistent with the collaborative process followed during the Crime Lab lease negotiation.

- **Regular Refurbishment Requirement / Operating Expense Treatment**

DCAMM Question: You stated that the Base Rent excludes the regular refurbishment requirements specified in Exhibit B-1 and that such services would be treated as Operating Expenses billed back to DCAMM. Are estimates included in any of the annual expense estimates provided? If no, please provide or confirm the amount.

Greatland Response: The annual expense estimates of \$7.60 per square foot provided in our proposal do not include an allowance for the cyclical refurbishment requirements specified in

Exhibit B-1 (§ 1.3). These costs are also excluded from both our Capital Reserve Plan and the separate \$75,000 annual capital expenditure budget borne by the Landlord. Based on a detailed cost estimate prepared by our general contractor, Consigli Construction (attached hereto), the estimated total cost of the cyclical refurbishment requirements under Exhibit B-1 (§ 1.3) over the 40-year lease term is approximately \$26,141,735 in current (2026) dollars, which equates to an annualized cost of approximately \$653,543, or \$2.82 per usable square foot. These estimates do not include escalation; actual costs at the time of each refurbishment cycle will reflect then-current market conditions and will be subject to DCAMM's advance review and approval. Consistent with the Operating Expense framework established in the Crime Lab lease rider (DCAMM Project No. 202308600), these costs will be incurred at DCAMM's direction and billed as Operating Expenses under the Lease.

- **Garage Parking Operations**

DCAMM Question: Are you proposing that the garage would be operated by the Landlord or the Tenant?

Greatland Response: Greatland proposes that the parking garage and surface lot would be operated by the Landlord (or Landlord's property management agent) as part of the overall management of the property. Under our proposal, parking for Trial Court staff and visitors would be available free of charge. However, if DCAMM elects to charge for parking, Landlord would operate the facility on DCAMM's behalf, with all parking revenue applied to offset operating expenses under the Lease. Ongoing garage operating expenses (maintenance, lighting, cleaning, snow removal, elevator service, insurance, and management) are not included in the annual expense estimates provided in our proposal, as these costs are a function of the parking configuration and operating model DCAMM selects. These costs would be included in Operating Expenses under the Lease. Based on operating data from a comparable structured parking garage in our portfolio (300 spaces across multiple levels), we estimate annual garage operating costs for the proposed 240-space garage at approximately \$275 to \$325 per space, or approximately \$66,000 to \$78,000 per year. This estimate includes cleaning, repairs and maintenance, HVAC, elevator service, snow and ice removal, fire/life safety, and an insurance allocation, and excludes real estate taxes (which are accounted for separately in the building's Operating Expenses) and utilities.

- **Garage Rent Table**

DCAMM Question: Please provide a rent table for the garage if not included in your proposal.

Greatland Response: Our proposal does not include a separate garage rent table because parking is included in the Base Rent at no additional cost to the Tenant. Our proposal is structured to give DCAMM and the Trial Court maximum flexibility to decide:

- **How much parking to initially construct (if any).** A smaller garage or elimination of the garage entirely would result in a lower rental rate, as detailed in our proposal. Our site accommodates the full on-site parking program within the Springfield Zoning Code, allowing the project to proceed as of right without any zoning relief. This on-site parking provides a superior experience for Trial Court employees and visitors compared to off-site alternatives.

- **What parking rates will be charged (if any).** All parking revenue and expenses will flow to the Tenant under the lease, allowing DCAMM and the Trial Court complete control over the cost of onsite parking for employees and guests of the Trial Court, along with the burden/benefit of any net cost or income associated with it.

In summary, our current proposal includes the cost to construct all onsite parking (70 basement reserved/secure parking spaces, 263 at grade surface spaces, 240 space structured parking garage) in the Base Rent. The cost of maintaining the structured garage is excluded from the proposal (but provided above) and can be offset by charging for parking if DCAMM desires. In addition, should DCAMM desire less onsite parking, we have offered to reduce the Base Rent by \$1.25M annually if the structured parking garage is eliminated.

We appreciate the opportunity to provide these clarifications and remain committed to delivering the best possible facility for DCAMM and the Trial Court. Should you have any additional questions, please do not hesitate to contact me at 617-230-7530.

Sincerely,

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Philip F. Dorman
Managing Principal

cc: Kevin Sheehan, Greatland Realty Partners

From: [Philip Dorman](#)
To: [Howes, Kendra \(DCP\)](#)
Cc: [Russell, Deborah \(DCP\)](#); [Woodford, Peter \(DCP\)](#); [ksheehan](#)
Subject: RE: Request for Proposals for Massachusetts Trial Court (TRC), Springfield, MA, (the RFP) – 1860 State Street
Date: Wednesday, February 25, 2026 7:55:41 PM
Attachments: [image001.jpg](#)
[Proposal 10 1860 Main Greatland Clarification Response.pdf](#)
[Springfield B1 Refurbishment Budget - 02-23-2026.xlsx](#)

CAUTION: This email originated from a sender outside of the Commonwealth of Massachusetts mail system. Do not click on links or open attachments unless you recognize the sender and know the content is safe.

+Kevin Sheehan

Please see the attached response to your letter dated 2/18/26, and accompanying cost worksheet.

We are still reviewing the refurbishment cost estimate but wanted to get it over to you by the requested response date in your letter. If we feel the need to make any updates to the estimate, we will pass those along shortly.

Thanks - Phil

From: Howes, Kendra (DCP) <Kendra.Howes@mass.gov>
Sent: Wednesday, February 18, 2026 1:24 PM
To: Philip Dorman <pdorman@greatlandpartners.com>
Cc: Russell, Deborah (DCP) <Deborah.Russell2@mass.gov>; Woodford, Peter (DCP) <peter.woodford@mass.gov>; Howes, Kendra (DCP) <Kendra.Howes@mass.gov>
Subject: Request for Proposals for Massachusetts Trial Court (TRC), Springfield, MA, (the RFP) – 1860 State Street

Good Afternoon,

Please see attached request for clarification.

Thanks,

KENDRA HOWES

Senior Project Manager



Division of Capital Asset Management & Maintenance
Office of Leasing and State Office Planning
One Ashburton Place, 15th Floor, Boston, MA 02108
www.mass.gov/dcamm

February 25, 2026

Peter Woodford, Senior Project Manager
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Division of Capital Asset Management and Maintenance
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Boston, MA 02108

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Sincerely,

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Philip F. Dorman
Managing Principal

cc: Kevin Sheehan, Greatland Realty Partners

EXHIBIT B-1 CYCLICAL REFURBISHMENT — COST TAKEOFF

Springfield Regional Justice Center | 1860 Main Street, Springfield, MA

DCAMM Project No. 202410900 | Prepared for Consigli Construction

Date: _____ Estimator: _____

Item / Scope Description	RFP Reference	Estimated SF/LF/Units	Unit Cost	Cost Per Cycle	Cycles (40-Yr Term)	Total 40-Year Cost
A. REPAINTING — CIRCULATION AREAS						
Corridors / hallways — all floors	B-1 §1.3	60,000	5	\$300,000	9	\$2,700,000
Stairwells (public, staff, detainee)	B-1 §1.3	4,400	5	\$22,000	9	\$198,000
Elevator lobbies — all floors	B-1 §1.3	2,300	5	\$11,500	9	\$103,500
Main lobby / entry areas	B-1 §1.3	8,500	5	\$42,500	9	\$382,500
Public waiting areas (courtroom corridors)	B-1 §1.3	4,500	5	\$22,500	9	\$202,500
Furniture moving / protection allowance	B-1 §1.3			\$0	9	\$0
Subtotal — Circulation Painting (per cycle)				\$398,500		\$3,586,500

B. REPAINTING — ALL OTHER PAINTED SURFACES						
Offices — judges, clerks, probation, admin	B-1 §1.3	17,250	5	\$86,250	7	\$603,750
Courtrooms (walls, trim, millwork touch-up)	B-1 §1.3	71,100	10	\$711,000	7	\$4,977,000
Hearing rooms	B-1 §1.3	1,750	5	\$8,750	7	\$61,250
Conference / meeting rooms	B-1 §1.3	19,950	5	\$99,750	7	\$698,250
Judicial lobbies	B-1 §1.3	10,946	5	\$54,730	7	\$383,110
Staff break rooms / support spaces	B-1 §1.3	28,750	5	\$143,750	7	\$1,006,250
Detention / holding areas (epoxy paint)	B-1 §1.3	9,340	5	\$46,700	7	\$326,900
Mechanical / storage / back-of-house	B-1 §1.3	29,714	3	\$89,142	7	\$623,994
Furniture moving / protection allowance	B-1 §1.3			\$0	7	\$0
Subtotal — All Other Painting (per cycle)				\$1,240,072		\$8,680,504

C. RE-CARPETING — COURTROOM, ENTRY, MEETING & CIRCULATION AREAS						
Courtrooms — carpet tile (all courtrooms)	B-1 §1.3	71,100	7.22	\$513,500	6	\$3,081,000
Entry / main lobby areas — carpet tile	B-1 §1.3	11,700	7.22	\$84,500	6	\$507,000
Meeting / conference rooms — carpet tile	B-1 §1.3	7,800	7.22	\$56,333	6	\$338,000
Circulation corridors — carpet tile	B-1 §1.3	60,000	7.22	\$433,333	6	\$2,600,000
Furniture moving / protection allowance	B-1 §1.3			\$0	6	\$0
Floor prep / transition strips / base	B-1 §1.3	150,600	3	\$451,800	6	\$2,710,800
Disposal / recycling of existing carpet	B-1 §1.3	150,600	2	\$301,200	6	\$1,807,200
10% attic stock (per B-1 §1.3)	B-1 §1.3			\$0	6	\$0
Subtotal — Carpet Replacement (per cycle)				\$1,840,667		\$11,044,000

D. FLOOR FINISH REPLACEMENT — DETENTION AREAS						
Central lockup — sealed concrete / epoxy	B-1 §1.3	5,020	25	\$125,500	6	\$753,000
Courtroom holding cells / flip cells	B-1 §1.3	2,620	25	\$65,500	6	\$393,000
Sally port / secure corridors	B-1 §1.3	1,200	20	\$24,000	6	\$144,000
Detention control room	B-1 §1.3	500	20	\$10,000	6	\$60,000
Subtotal — Detention Flooring (per cycle)				\$225,000		\$1,350,000

E. FLOOR FINISH REPLACEMENT — ALL OTHER AREAS						
Offices — VCT / resilient tile	B-1 §1.3	17,000	6	\$102,000	3	\$306,000
Staff break rooms / support — VCT	B-1 §1.3	4,500	6	\$27,000	3	\$81,000
Storage / records rooms — VCT / sealed	B-1 §1.3	11,680	6	\$70,080	3	\$210,240
Remaining areas not covered above	B-1 §1.3	9,100	4	\$36,399	3	\$109,196
Floor prep / transition strips / base	B-1 §1.3	51,620	3	\$154,859	3	\$464,577
Disposal / recycling of existing flooring	B-1 §1.3	51,620	2	\$103,239	3	\$309,718
Subtotal — Other Floor Finishes (per cycle)				\$493,577		\$1,480,731

GRAND TOTAL — 40-YEAR REFURBISHMENT COST (2026 DOLLARS)						\$26,141,735
ANNUALIZED COST (40-YEAR TOTAL ÷ 40)						\$653,543
ANNUALIZED COST PER SQUARE FOOT (÷ 232,000 USF)						\$2.82

NOTES:

1. Yellow cells are inputs — enter estimated SF/LF/Units and Unit Cost for each line item.
2. All costs in 2026 dollars. Escalation to be addressed separately if needed for DCAMM response.
3. RFP requires all painting to comply with B-2 §2.4.4.1 (low/no-VOC, eggshell/semi-gloss acrylic-latex).
4. Carpet must comply with B-2 §2.4.3.3 (100% solution dyed, min 1/12 gauge, 6,000 oz/cy pile density, CRI Green Label Plus).
5. Detention flooring per B-2 §2.4.3.8 (sealed concrete, steel troweled, epoxy paint).
6. Furniture moving/protection is Landlord responsibility per B-1 §1.3.
7. 10% attic stock required at initial install and each replacement per B-1 §1.3.
8. Cycle counts: Circ painting = 9x, Other painting = 7x, Carpet/Detention floors = 6x, Other floors = 3x.
9. SF quantities to be verified against floor plans — load plans for more precise takeoff.
10. Prevailing wage applies to all Landlord's Improvements and Services per M.G.L. c. 149.

PHONE: 857-276-0905

From: [Howes, Kendra \(DCP\)](#)
To: pdorman@greatlandpartners.com
Cc: [Russell, Deborah \(DCP\)](#); [Woodford, Peter \(DCP\)](#); [Howes, Kendra \(DCP\)](#)
Subject: Request for Proposals for Massachusetts Trial Court (TRC), Springfield, MA, (the RFP) – 1860 State Street
Date: Wednesday, February 18, 2026 1:24:31 PM
Attachments: [Proposal #10 - TRC Springfield Clarification - Greatland Realty Partners, LLC.pdf](#)
[image001.jpg](#)

Good Afternoon,

Please see attached request for clarification.

Thanks,

KENDRA HOWES

Senior Project Manager



Division of Capital Asset Management & Maintenance
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MAURA T. HEALEY
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February 18, 2026

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Office of Leasing and State Office Planning

cc: Christopher McQuade, TRC
Project File #: 202410900
Tracking

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Detention control room	B-1 §1.3	500	20	\$10,000	6	\$60,000
Subtotal — Detention Flooring (per cycle)				\$225,000		\$1,350,000

E. FLOOR FINISH REPLACEMENT — ALL OTHER AREAS						
Offices — VCT / resilient tile	B-1 §1.3	17,000	6	\$102,000	3	\$306,000
Staff break rooms / support — VCT	B-1 §1.3	4,500	6	\$27,000	3	\$81,000
Storage / records rooms — VCT / sealed	B-1 §1.3	11,680	6	\$70,080	3	\$210,240
Remaining areas not covered above	B-1 §1.3	9,100	4	\$36,399	3	\$109,196
Floor prep / transition strips / base	B-1 §1.3	51,620	3	\$154,859	3	\$464,577
Disposal / recycling of existing flooring	B-1 §1.3	51,620	2	\$103,239	3	\$309,718
Subtotal — Other Floor Finishes (per cycle)				\$493,577		\$1,480,731

GRAND TOTAL — 40-YEAR REFURBISHMENT COST (2026 DOLLARS)						\$26,141,735
ANNUALIZED COST (40-YEAR TOTAL ÷ 40)						\$653,543
ANNUALIZED COST PER SQUARE FOOT (÷ 232,000 USF)						\$2.82

NOTES:

1. Yellow cells are inputs — enter estimated SF/LF/Units and Unit Cost for each line item.
2. All costs in 2026 dollars. Escalation to be addressed separately if needed for DCAMM response.
3. RFP requires all painting to comply with B-2 §2.4.4.1 (low/no-VOC, eggshell/semi-gloss acrylic-latex).
4. Carpet must comply with B-2 §2.4.3.3 (100% solution dyed, min 1/12 gauge, 6,000 oz/cy pile density, CRI Green Label Plus).
5. Detention flooring per B-2 §2.4.3.8 (sealed concrete, steel troweled, epoxy paint).
6. Furniture moving/protection is Landlord responsibility per B-1 §1.3.
7. 10% attic stock required at initial install and each replacement per B-1 §1.3.
8. Cycle counts: Circ painting = 9x, Other painting = 7x, Carpet/Detention floors = 6x, Other floors = 3x.
9. SF quantities to be verified against floor plans — load plans for more precise takeoff.
10. Prevailing wage applies to all Landlord's Improvements and Services per M.G.L. c. 149.

REFURBISHMENT SCHEDULE — 40-YEAR LEASE

Shows which refurbishment items fall due in each year

Year	Circ Paint	Other Paint	Carp et/ Entry /Mtg	Dete ntion Floor s	Other Floor s	Items Due	Est. Year Cost
1						0	
2						0	
3						0	
4	X					1	
5		X				1	
6			X	X		2	
7						0	
8	X					1	
9						0	
10		X			X	2	
11						0	
12	X		X	X		3	
13						0	
14						0	
15		X				1	
16	X					1	
17						0	
18			X	X		2	
19						0	
20	X	X			X	3	
21						0	
22						0	
23						0	
24	X		X	X		3	
25		X				1	
26						0	
27						0	
28	X					1	
29						0	
30		X	X	X	X	4	
31						0	
32	X					1	
33						0	
34						0	
35		X				1	
36	X		X	X		3	
37						0	
38						0	
39						0	
40						0	