From: Howes, Kendra (DCP)
To: pdorman@greatlandpartners.com
Cc: Russell, Deborah (DCP); Woodford, Peter (DCP); Howes, Kendra (DCP); McGowan, William (DCP)
Subject: Request for Proposals for Massachusetts Trial Court (TRC), Springfield, MA, (the RFP) – 1860 State Street
Date: Monday, April 6, 2026 7:36:05 AM
Attachments: image001.jpg
Proposal #10 - TRC Springfield Clarification - Greatland Realty Partners, LLC.pdf
Importance: High

Good Morning,

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
PHONE: 857-276-0905

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EXECUTIVE OFFICE FOR ADMINISTRATION & FINANCE
DIVISION OF CAPITAL ASSET MANAGEMENT & MAINTENANCE
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SECRETARY

ADAM BAACKE
COMMISSIONER

April 6, 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 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.

- Your proposal and subsequent clarification includes estimates for the following annual expenses to be billed on a NNN basis. Are there any additional expense categories the Commonwealth should expect to be billed for that are not detailed below? If yes, please list and provide an annual estimate for the cost(s).
    - Utilities (estimate not provided but noted as excluded)
    - Real Estate Taxes
    - General, Insurance & Admin
    - Repairs & Maintenance
    - Refurbishment
- How were your real estate tax estimates calculated? If they include any abatements, please also provide estimates without them.

To be considered for further evaluation, please provide clarification as requested above. This clarification must be received by this office no later than Sunday, April 12, 2026.

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

Sincerely,

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

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

GREATLAND
REALTY PARTNERS

Greatland Realty Partners
One Federal Street, 28th Floor
Boston, MA 02110
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April 9, 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 April 6, 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 April 6, 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.

NNN Expense Categories – Completeness of Submission

DCAMM Question: *Your proposal and subsequent clarification includes estimates for the following annual expenses to be billed on a NNN basis. Are there any additional expense categories the Commonwealth should expect to be billed for that are not detailed below? If yes, please list and provide an annual estimate for the cost(s).*

- Utilities (estimate not provided but noted as excluded)
- Real Estate Taxes
- General, Insurance & Admin
- Repairs & Maintenance
- Refurbishment

Greatland Response: The five categories identified by DCAMM accurately reflect the NNN expense items included in or disclosed with our proposal, other than potential expenses for maintaining the structured parking garage that were detailed in our previous clarification dated February 25, 2026.

There are no other expense categories that Greatland anticipates billing to the Commonwealth.

Real Estate Tax Estimate – Methodology

DCAMM Question: *How were your real estate tax estimates calculated? If they include any abatements, please also provide estimates without them.*

Greatland Response: Our real estate tax estimate of $2.20 per USF (approximately $510,400 annually based on 232,000 USF) was developed by benchmarking the current assessed values and effective tax rates of comparable Class-A commercial properties in the Springfield central business district. This estimate does not incorporate any assumption of a tax abatement or other tax incentives.

We note that actual assessed values will be determined by the City of Springfield Board of Assessors and may differ from this estimate. While no incentives or abatements were assumed, if designated we anticipate jointly (with DCAMM) seeking all incentives available through the City of Springfield, with all tax expense savings passing directly to the Commonwealth under the lease, similar to what was achieved with the City of Marlborough and the Crime Lab.

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,

Philip F. Dorman
Managing Principal

cc: Kevin Sheehan, Greatland Realty Partners