

# DEVELOPMENT OPPORTUNITY

210 Springs Road, Bedford, MA

## REQUEST FOR PROPOSALS



**Issued:** Monday, August 11, 2025

**Submission Deadline:** Thursday, October 9 by 3:00PM

**Adam Baacke**

Commissioner of Capital Asset Management and Maintenance  
Commonwealth of Massachusetts



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# SECTION 1 | INTRODUCTION

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The Commonwealth of Massachusetts (the Commonwealth), acting by and through its Division of Capital Asset Management and Maintenance (DCAMM) and 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 a 5.05± acre parcel at 210 Springs Road (Parcel ID: 027-0061) in Bedford, Massachusetts (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 (Appendix 4).

This RFP presents an opportunity for private investment and development in Bedford, MA, directly adjacent to the Federal Veterans Affairs campus, regional trail network, and local conservation lands. The Commonwealth is seeking proposers with experience in multifamily and single-family residential home land 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.

## SECTION 2 | PROJECT GOALS

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The Commonwealth has the following four 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 new housing units** in Proposer selection. DCAMM intends to close within one year of selecting of a developer (the "Designated Developer") to further the goal of delivering high-quality housing as quickly as possible.

Under the Affordable Homes Act, the town of Bedford is required to issue permits for housing on this site at a density of no less than **four units per acre**. For more information about local permitting, please refer to [guidance from the Executive Office of Housing and Livable Communities](#) (Appendix 5).

DCAMM will require that **10% of the housing units** built on this site be affordable to residents making no more than **80% of Area Median Income (AMI)**. DCAMM is open to proposals that include greater affordability (more overall units and/or affordable to lower-income populations) and will consider proposals that offer lower consideration to the Commonwealth in exchange for greater affordability. If subsidized 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 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 6) 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 6), 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. Note that larger buildings of this type are not recommended as per the design guidelines below.

### **4. Town Development Guidelines & Priorities:**

DCAMM hosted a Housing Visioning Workshop and digital survey for the town of Bedford to solicit community input on the future of housing at this site (See Appendix 8) and accepted written public comments on the disposition between May 21, 2025, and June 27, 2025. Based on feedback and comments received from the community during this engagement as well as meetings with town staff and leadership, outlined below are development guidelines for Proposers to follow. DCAMM encourages Proposers to also review the [Bedford Housing Study \(2019\)](#), [Scenic Roads Summary](#), and the various [open space and trail maps](#) available on the town of Bedford website to learn more. DCAMM also encourages proposers to review Appendix 10, a letter from the Bedford Town Manager indicating the Select Board's interest in providing a density bonus for developers proposing to build starter homes.

#### **Density & Design**

- Size and Scale: Four (4) units/acre density of development – Per the Affordable Homes Act, the locality must permit housing by right at a density of no less than four (4) units/acre.
- Single-family or attached 2-4-family structures: Designed to appear consistent with single-family home typologies in the surrounding neighborhoods.
- Architectural compatibility with its surroundings and traditional New England residential buildings.

#### **Site Planning Considerations**

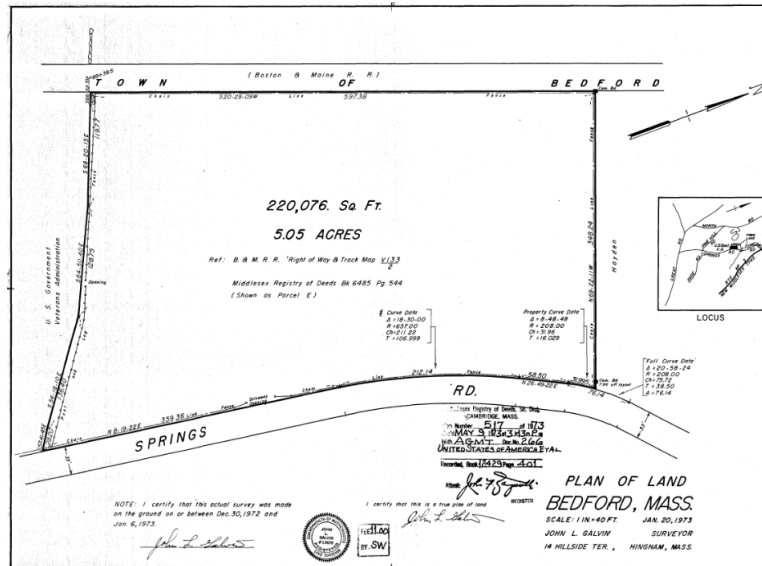
- Minimize public infrastructure, potentially avoiding subdivision control, in favor of ANR subdivision and/or a condo/homeowner association model.
- Maximize affordability without compromising development feasibility or requiring limited public subsidy
- Inclusion of 18-20 unassigned parking spaces, available to trail users either on streets or in on-site lots that are clearly marked for public use.

#### **Bedford Policy Goals**

- Preference for homeownership opportunities.
- Preference for modestly-sized homes that are appropriate for first time homebuyers.
- Improve access and connectivity to surrounding trail network across the Property with public access rights.
- Maximize sustainable design for housing development and surrounding landscaping.
- Adherence to the Town of Bedford's Specialized Opt-in Stretch Energy Code (see Appendix 9).
- Town of Bedford –Density Bonus Summary (see Appendix 10).



## SECTION 3 | PROPERTY DESCRIPTION



Reduced survey plan for reference. See Appendix 2 for the full Plan of Land.

The Property is a 5.05-acre parcel located off the scenic Springs Road in Bedford, Massachusetts. This site is approximately 1.5 miles from downtown Bedford. The Property has served as overflow parking for Middlesex Community College and is a frequent parking and access point for the Narrow Gauge Rail Trail, Fawn Lake and the Wilderness Park. Currently, the only structure on site is a modest shuttle bus shelter.

### Property Details

- 5.05± acres or 220,076 SF
- Address/Location of Property: 210 Springs Road, Bedford, MA
- Deed: Book 12429, Page 392 and Book 12429, Page 401 (Appendix 1)
- Assessor Map/Lot: 27/61
- Plan: 1973/517 (Appendix 2)

In 2022, Middlesex Community College completed site improvements on the Property, including the addition of double catch basins, new pavement, light fixtures, and parking barriers. The Property has access to electrical, gas, and sewer infrastructure. The Designated Developer will be responsible for conducting investigations to confirm the location of these and any additional utilities on the Property. DCAMM is aware of existing wetlands along the perimeter of the Property and vernal pools on adjacent properties (See Appendix 3).

The existing zoning is Residential Agriculture (RA). However, under the Affordable Homes Act, municipalities must permit housing as-of-right on land sold under the Affordable Homes Act and must allow a density of at least 4 units per acre. For more information see [HLC guidance](#) (Appendix 5).

# SECTION 4 | SUBMISSION REQUIREMENTS

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## SCHEDULE

**RFP release:** Monday, August 11, 2025

**Site visits:** Thursday, August 28, 2025

**Virtual Bidder's Conference:** Wednesday, September 10, 2025

**Question Submission Due via email:** Tuesday, September 16, 2025 by 3:00PM

**All responses to questions posted on DCAMM website:** Friday, September 19, 2025

**Proposal Submission Deadline:** Thursday, October 9, 2025 by 3:00PM

## RFP POSTING, AMENDMENTS AND QUESTIONS

This RFP and accompanying exhibits and attachments are posted on [DCAMM's State Land for Homes Initiative webpage](#). Questions should be emailed to the following email address "with ATTN: Tayler Morris – 210 Springs Rd" in the subject line by Tuesday, September 16, 2025 at 3:00PM.

**QUESTIONS SHOULD BE EMAILED TO:** [RERFPSUBMITTAL.DCAMM@MASS.GOV](mailto:RERFPSUBMITTAL.DCAMM@MASS.GOV)

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 State Land for Homes Initiative webpage. It is the sole responsibility of Proposers to check the webpage for new information. Proposers may not rely on any oral statements including, but not limited to, those made at the site visits.

## 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 **Thursday, October 9, 2025 at 3PM ET**. Deposit Checks must be mailed or hand delivered separately by Thursday, October 9, 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: Tayler Morris - 210 Springs Rd Q&A" 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: THURSDAY, OCTOBER 9, 2025 AT 3PM ET.**

## **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:*

☐ **Letter of Transmittal:**

Proposals must include a one-page letter of transmittal signed by Proposers principal(s).

☐ **Proposal Cover Sheet:**

Proposals must include a complete Proposal Cover Sheet in the form provided as Exhibit 2.

☐ **Developer Information:**

Proposals 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. Any members of the development team and partners who are local to the Bedford 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 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. The narrative should describe how

the Proposer intends to capture the elements outlined in the town of Bedford Development Guidelines (See Section 2: Project Goals).

- C. A detailed description of the proposed development program including:
  - Total proposed unit count by form of unit (single-family, townhouse, etc.) and anticipated square footage and bedroom counts for each unit proposed.
  - Any particular populations targeted for occupancy.
  - Number of income-restricted units broken down by target AMI.  
Note that 10% of proposed units must be deed-restricted as affordable to households earning not more than 80% 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.
- E. A plan for the ongoing management of the developed property, including proposed operators and their experience.
- F. 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, including:
    - Development, financing, and ownership
    - Design and construction
    - Operation of the facilities
  - Meaningful participation of diverse businesses throughout the project.
  - 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:** Proposals must state a purchase price.
- ☐ **Financial Statements:** Proposals 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.

#### **DEPOSIT CHECK:**

All proposals must be accompanied by a deposit of \$25,000 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 \$25,000 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 Exhibit 3.

**DEPOSIT CHECKS MUST BE RECEIVED BY DCAMM (BY MAIL OR HAND DELIVERED) BY THE SUBMISSION DEADLINE THURSDAY, OCTOBER 9, 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 Exhibit 8):

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

*"Time-Sensitive Proposal"* must be marked visibly on exterior of envelope containing the deposit check.

# SECTION 5 | SELECTION PROCESS

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## SELECTION PROCESS OVERVIEW

DCAMM will review and 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 Proposer 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 (in order of importance):

- ☐ 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 similar scale.
  - High-quality design aligned with the Town of Bedford Development Guidelines described in Section 2
  - Feasibility of financing and permitting approaches and timelines.
- ☐ Achievement of additional policy goals through:
  - Additional affordability
  - Responsiveness to Access and Opportunity Plan described in Section 2.
  - Responsiveness to A&F Bulletin described in Section 2.
- ☐ Total Financial Consideration

## DESIGNATION

Upon selection of a proposal, 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 Purchase and Sale Agreement (PSA) in the form included as Exhibit 3. 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 Exhibit 4.

### **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 Exhibit 4.

### **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 in the form included as Exhibit 6. 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 minimum affordability requirement that not less than ten percent (10%) of housing units on the Property shall be affordable to households with incomes at or below eighty percent (80%) of the area median income, adjusted for household size; provided, however, that in no event shall fewer than one (1) unit be affordable to households with an income at or below eighty percent (80%) of the area median income, adjusted for household size.
- 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.



## SECTION 6 | GENERAL PROVISIONS

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- 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.