



2.19.26 INTERVIEWS TO CLARIFY PROPOSALS - AGENDA

SCHEDULE

8:00AM-9:00AM – DCAMM Arrival/set up

9:00-9:30 - First presenters & TRC/other DCAMM arrivals

9:30-10:45 – Presentation #1 (413 Dwight St - USPB JV, LLC)

BREAK – First presenters leave, second arrive

11:15-12:30 – Presentation #2 (Avocado St/Consolidation - Park View South, LLC)

END – Second presenters will leave and DCAMM/TRC will trickle out

MISC. IMPORTANT INFO TO BE SENT ON 2/18 TO DCAMM/TRC

*When you arrive, please let security know who you are and that you're on the DCAMM/TRC team so that they know to allow you access ASAP. Please aim to arrive around 9:00 A.M. to allow time to get through security and settled before the first presentation, **PLEASE BRING AND PRESENT YOUR TRC/DCAMM ID TO SECURITY. If you do not have your TRC/DCAMM ID with you, you will need to be screened by Security.** Parking will not be available at the building unless you've been individually notified otherwise. Please call Kendra at 857-276-0905 with any access issues. Notes during presentations and interviews will be taken by Kendra. Abi will handle any issues that may come up with unauthorized requests for access. Questions are to be asked in the order shown below AFTER presentations. If your question has been answered already based on the presentation, please just defer to the next person asking their question.*

MISC. IMPORTANT INFO TO BE SENT ON 2/18 TO PRESENTERS

*Please arrive 15-30 minutes early and bring government-issued photo identification. All attendees will be required to check in with security. Attendance will be limited to those individuals included on the attendee list provided. **Please let security know you are there for the DCAMM/TRC presentations, they will issue your badges and direct you to a designated room to wait until the previous presenters have left the room where presentations are being held.** Presenters should bring a laptop compatible with HDMI AV connection, as well as printed copies of the presentation. Please save all materials on your computer as an internet connection may not be available. **An electronic copy of your presentation should be submitted by 8:00 A.M. on February 19th as a backup in the event of any technical difficulties.***

WELCOME – to be given by **DEBBIE** at the start of each presentation

Thank you for joining us today. The purpose of the interview is to obtain a clearer understanding of the proposal, as submitted, including the development approach, schedule, and the team that would be responsible for delivering and supporting the project throughout the lease term. Materials presented during the interview must be for clarification purposes only and may not introduce changes to the proposal or constitute a modification of the proposer's submission. We look forward to your presentation and asking clarifying questions. We expect further written clarification will be sought post interviews. *[Brief intros to DCAMM/TRC attendees – person providing welcome to do so, not call on people one by one to introduce themselves]. At this time, I'll turn it over to the project team to walk us through your presentation.*

PRESENTATION #1 - 413 Dwight St - USPB JV, LLC

Universal Questions:

1. **PETER:** Please introduce the development team and roles and experience with developing and operating court facilities, please identify the equity stakeholders in the JV.
 - i. **Point person or collaboration of decision makers?**
 1. **LMP is program manager – in the process of putting together team. Main questions will come back through LMP.**
 - ii. **Are you the primary stakeholders?**
 1. **Jeb is the majority owner – brought Mitch and Tom in as minority partners**
 - b. **DEBBIE:** Describe the nature of the partnership between Balise and the Dennis Group. Who controls, how decisions are made, etc.? Have you partnered together before in this or other structures?
 - i. **Mitch and Jeb have partnered before, Jeb hasn't partnered with Tom**
 - c. **Peter - Who is going to manage?**
 - i. **Self manage under company majority controlled by Jeb**
 - d. **PETER:** Please provide clarification on Mitch and Ben Bolotin's involvement in the partnership?
 - i. **Mitch and Ben are limited partners in the ownership**
 - e. **SCOTT:** Describe the makeup of the design team and who will be the prime architect vs court planner? What roles are each playing?
 - i. **Manfredi is design architect, HDR architect of record. Will completely overlap. Both firms involved from beginning to end. Manfredi focusing on presence and exterior of building. Inside will be hand and glove.**
 1. **HDR will be responsible for subs**
2. **DEBBIE:** What do you think will be the hardest part of your access and opportunity plan to deliver on?
 - a. **Committed to A&O, "herding cats" because everyone has their own agenda. Using soldiers home as a model. Identifying the contractors can be the most difficult part. Very committed to Springfield community.**
3. **PETER:** The proposed program has a projected usable area of 287,438 sf, based on your team's experience does the design allow for a reduced usable program area?
 - a. **They welcome feedback and opportunity. Would of course like to keep efficiencies and also tighten up plans. Would need to be collaborative. Functionality prevails.**
4. **DEBBIE:** Do you have any concerns about your ability to obtain financing for this project if selected?
 - a. **None**
5. **PETER:** The schedule Proposed is for 33 months from Lease execution how confident are you with achieving this timeframe?
 - a. **Original schedule was 33 months, may be able condense to about 28 months.**
 - b. **How does this timeline factor in lease execution considering predevelopment they're doing?**
 - i. **28 week Construction schedule is when they have the greenlight to start construction.**
 - ii. **Jeb wants to do more than pre-development, he understands it's a measured risk but it feels like the right thing to do for the city**

Project Specific Questions:

6. **DEBBIE:** Describe the roles of S-Cel-O LLC and of Lamont Clemons
 - a. **Direct connection to the people that can really benefit from this project.**
7. **DEBBIE:** Two architects are named: who is responsible for what aspects of design? Have these firms worked together successfully before under a similar arrangement?
 - a. **HDR & Manfredi know each other but haven't worked together before**
8. **PETER:** The RFP did not require building and operating a parking structure, has the land acquisition and development cost for the three smaller land parcels noted in Appendix G been factored into the base rent and will surface parking be created in lieu of structured parking if the Commonwealth opts to not have the parking structure?
 - a. **If we don't want the parking garage – what happens?**
 - i. **Jeb believes a parking garage is the best thing for Springfield but if we don't want it he's fine with that.**
 - ii. **Would take DCAMM's feedback into consideration for what happens if we don't want it part of the lease**
 - iii. **Cost savings was direct rent**
9. **PETER:** Does the proposal include surrounding upgrades to municipal infrastructure and can you detail?
 - a. **Any hiccups anticipated with zoning/permitting?**
 - i. **Everything is complicated – have verbal permission to take down street lights and are dealing with the bureaucracy of getting the actual paperwork**
 - ii. **Have done a full review on zoning and are prepared to go to the zoning board**
 - b. **Bringing power to the site, there's sufficient water/sewer already**
 - c. **Existing building that still stands? Being taken down**
10. **PETER:** Proposed Rider language has the building achieving a LEED platinum status, RFP requires Silver, please detail the project cost implications of achieving platinum instead of silver.
 - a. **Sense of cost to maintain platinum status?**
 - i. **Will answer via clarification letter**
11. **PETER:** Based on your experience with capital reserves and property management, can you develop a Cap Reserve value?
 - a. **Will respond with letter**
 - b. **Cap reserve factors in geothermal energy and optimization**
12. **PETER:** Have you identified areas within your proposal to date that you believe will have significant savings to the Commonwealth.
 - a. **First area they will start with is a broader outreach to trade partners to get good competition. Additionally, they've been ensuring scopes are defined properly.**
 - b. **Want to engage stakeholders throughout the process to ensure using the best products, etc.**
13. **Environmentally – any concerns?**
 - a. **Have been doing exploration (subsurface exploration, soil testing, ground water testing, etc.) Biggest thing they have to grapple with is the petroleum with will just be removed. Will be continuing to do exploration.**
14. **SCOTT:**
 - a. **Describe the design team's experience, if any with embodied carbon as part of construction. Have any measures been contemplated as part of your proposal?**

- i. **Elkus' goal is now to consider neutralization with other sustainability goals. Balancing sustainability and neutralization.**
 - ii. **Suffolk – feels like there's a great starting point. Familiar based on projects where this is a focus and have a software that they use to try and find ways to reduce carbon footprint. Transparency on decision making around costs and carbon footprint.**
- b. **Discuss the energy model that would be used, and if it includes whole building project inputs. What anticipated outputs do you currently anticipate for EUI performance standards?**
 - i. **Parametric energy modelling being used. Including embodied carbon in parts of the analysis.**
- c. **Does your proposal contemplate any incentive programs such as MassSaves? If so, have you already contemplated the rebates in your rent structure?**
 - i. **Hasn't been accounted for as of yet.**

PRESENTATION #2 - Avocado St/Consolidation - Park View South, LLC

Universal Questions:

1. **PETER:** Please introduce the development team and roles and experience with developing and operating court facilities, please identify the equity stakeholders in the Special Purpose Vehicle (SPV) with Fengate the majority owner. **Fengate is 85% others are 7.5/7.5**
 - a. **DEBBIE:** What is the role of Winn, a housing developer, in delivering the courthouse project?
 - b. **SCOTT:** Describe the makeup of the design team and who will be the prime architect vs court planner? What roles are each playing?
2. **DEBBIE:** What do you think will be the hardest part of your access and opportunity plan to deliver on?
 - a. **Making sure trades start with the right level of diversity**
3. **PETER:** The proposed program has a projected usable area of 246,189 sf, based on your team's experience does the design allow for a reduced usable program area? **Site has endless opportunity for bigger – didn't ask about smaller.**
4. **DEBBIE:** Do you have any concerns about your ability to obtain financing for this project if selected?
5. **PETER:** The schedule Proposed is for 173 weeks from Lease execution how confident are you with achieving this timeframe? **Would like to understand if design is exactly what we are looking for in order to get best idea of schedule.**

Project Specific Questions:

6. **PETER:** Please describe the timing of the overall area redevelopment, please identify other firm development that has been committed based on the plan submitted. Will other developments come online simultaneously to the courthouse? **Won't impact TRC – would be simultaneous. Goal is to use the courthouse as a catalyst. Phase 1A would be housing. Mixed use is separate from courthouse and would take shape over time. Unit count for housing plan is approx. 120 units, mixed income.**
 - a. **DEBBIE:** Explain how housing and courthouses are compatible uses. Feel free to point to any examples of similar mixed-use (housing / justice) developments elsewhere. **Housing and courthouses both become catalysts for neighborhoods. Examples are in packets. Building that winn and opal built is near the current courthouse.**
 - b. **PETER:** Please describe how this location will become a civic destination as described in your proposal. What other amenities will be available to visitors and staff upon completion of the courthouse? **Coterminous would be housing. Along avocado st expect that they will start getting amenities lined up. Goal would be for grocery stores, open air markets, starbucks, etc. Est within 1-5 years. Would also seek to bring in mobile food trucks on a permanent basis.**
 - c. **PETER:** Please explain how parking and courthouse access will work during further development. **No impact.**
7. **PETER:** Please confirm the proposed annual rent does not include the cost of site and municipal improvements depicted in your plan under "limit of improvements?" **Site improvements not included in the construction price or the rent.**
 - a. **PETER:** Please expand on your plan for the new multimodal pathway and roadway linkages. Specifically, who would be paying for these improvements, what is the timing of

them, and do you have any concerns about getting these improvements approved by the City? **Upon first engagement with city– referenced master plan that talks about improvements the city would like done. Discussions with city on how city can work hand and glove with them – would work side by side with them on this. They will take care of infrastructure improvements.**

8. **Don't have to acquire building at year 40 – election or not doesn't effect rent value**

9. **Confirmed not in a flood plain**

10. **Café is about the amenity – not a profit center for them, would be a separate tenant and SF wouldn't be included in the rent.**

11. SCOTT:

a. Describe the design team's experience, if any with embodied carbon as part of construction. Have any measures been contemplated as part of your proposal

i. **Would do analysis and collaborate with team to vet materials. There will be some material they start with and then move into other materials. Use a software for this.**

b. Discuss the energy model that would be used, and if it includes whole building project inputs. What anticipated outputs do you currently anticipate for EUI performance standards?

c. Does your proposal contemplate any incentive programs such as MassSaves? If so, have you already contemplated the rebates in your rent structure?

i. **Thought about masssaves – if provided, will be provided to DCAMM**

12. **Court Administrator**

a. **If I get off the train at union station – how would I walk to the courthouse?**

i. **Via Clinton st that brings you right to the courthouse, est .2 mi**

b. **Improvements to underpass and walkway – are within the scope of work, and will guarantee funding if city doesn't fund it**



3.5.26 INTERVIEWS TO CLARIFY PROPOSALS - AGENDA

SCHEDULE

8:30AM-9:30AM – DCAMM Arrival/set up

9:30-10:00 - Third presenters & TRC/other DCAMM arrivals

10:00-11:15 – Presentation #3 (The Liberty Junction Team – 125 Liberty St)

BREAK – Third presenters leave, Fourth arrive

11:45-1:00 – Presentation #4 (Greatland Realty Partners, LLC – 1860 Main Street)

END – Fourth presenters will leave and DCAMM/TRC will trickle out

MISC. IMPORTANT INFO TO BE SENT ON 3/4 TO DCAMM/TRC

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WELCOME – to be given by **DEBBIE** at the start of each presentation

Thank you all for joining us today. I'm Debbie Russell the Director of the Office of Leasing, The purpose of the interview is to obtain a clearer understanding of the proposal, as submitted, including the development approach, schedule, and the team that would be responsible for delivering and supporting the project throughout the lease term. Materials presented during the interview must be for clarification purposes only and may not introduce changes to the proposal or constitute a modification of the proposer's submission. We look forward to your presentation and asking clarifying questions. We expect further written clarification will be sought post interviews. *[Brief intros to DCAMM/TRC attendees – person providing welcome to do so, not call on people one by one to introduce themselves] In case of an emergency, please exit the courtroom and go to the right and down the stairs to the closest exit. At this time, I'll turn it over to the project team to walk us through your presentation.*

PRESENTATION #3 - The Liberty Junction Team – 125 Liberty St

Universal Questions:

1. **PETER:** Please introduce the development team and roles and experience with developing and operating court facilities. (IF NOT ALREADY DONE IN PRESENTATION)
 - a. **PETER:** Describe the nature of the relationship between FDS and CoJo. Have you worked together under similar arrangements in the past? What effect does John Barros' appointment as interim Executive Director of the Mass Convention Center Authority have?
 - i. **Partnership with FDS taking the lead**
 - ii. **Barros will still be an owner**
2. **PETER:** The proposed program has a projected usable area of 270,055 sf, based on your team's experience does the design allow for a reduced usable program area?
 - a. **Can change one floorplate type and optimize as needed**
 - b. **Towers? Can the tower be redesigned? Could go away or change – can be flexible.**
3. **Peter - Parking across the street? - expect that they will have to update intersections, crosswalks, etc. Have already had discussions with the city but haven't done a full traffic plan or analysis.**
4. **DEBBIE:** What do you think will be the hardest part of your access and opportunity plan to deliver on?
 - a. **Interior design, working with everyone to get the program down pat**
5. **DEBBIE:** Do you have any concerns about your ability to obtain financing for this project if selected?
 - a. **Absolutely not**
6. **PETER:** The schedule Proposed is for 42 months from Lease execution how confident are you with achieving this timeframe?
 - a. **Confident in schedule – aggressive but realistic**
 - b. **Abi – breaking up packages & long lead time items? – can work with design teams to handle this. Have factored long lead time items into schedule and what needs to be delivered for drawings early.**
7. **Peter - Have you budgeted cap repair allowance? They can for the whole lease if we want. Provided some info with last clarification. Hard to do for the whole term.**
8. **Peter - With experience with courthouses, historically, how much does it cost to still maintain the levels of silver/gold/platinum? Pure maintenance of the system?**
 - a. **Certification costs for sure but there will also be maintenance costs. Really about constant maintenance.**
9. **Peter – 100% electric courthouses or buildings? Some teams members have done it but stonewater hasn't.**
10. **SCOTT:** Describe the design team's experience, if any with embodied carbon as part of construction. Have any measures been contemplated as part of your proposal?
 - a.
11. **SCOTT:** Discuss the energy model that would be used, and if it includes whole building project inputs. What anticipated outputs do you currently anticipate for EUI performance standards?
12. **SCOTT:** Does your proposal contemplate any incentive programs such as MassSaves? If so, have you already contemplated the rebates in your rent structure?

Project Specific Questions:

13. **PETER:** The rent schedule proposes a 5 million dollar rent concession in year 1, 1st how did you determine this value discount, and 2nd can this be negotiated to spread over term? The same with energy rebates savings.
14. **PETER:** The Proposal states that extensive environmental testing has occurred and hazards are not reportable, if hazards are found will the cost of removal will be borne by Landlord?
15. **PETER:** Site acquisition cost, does the \$6,803,776 value only include Parcel 1 and not parcels 2&3?
16. **PETER:** Does the proposal include surrounding upgrades to municipal infrastructure and can you detail.
17. **SCOTT:** It is our understanding your design team is working on another large DCAMM project. Please explain your plan for staffing to ensure that both projects would have appropriate coverage.
- a. **Asked by Kendra – team that would be working on this is a completely different team. Another large project is finishing up and will be transferred over to this – team does have courthouse experience as well.**
18. **SCOTT:** Why did you locate the entrance on Chestnut St. instead of Dwight?
19. **DEBBIE:** You note solar-ready areas on the rooftop; did you consider installing solar? Why not do it as part of initial build-out?
20. **DEBBIE:** The Suffolk portion of your presentation makes lots of references to their experience with 149A; does the team understand this is not a 149A project.
21. **DEBBIE:** [look at time] Any additional questions from the DCAMM or the Trial Court team?
22. **CA & Abi: Vacant building? - there's one tenant but not anticipated to impact schedule and demo is not anticipated to be a long timeframe. Baystate on other parcel is really wanting to move so that won't be an issue, they really want Stonewater to buy it. Parking garage is fairly new (15-20 years), office building needs full retrofit. Have worked on mixed use projects before.**

PRESENTATION #4 - Greatland Realty Partners, LLC – 1860 Main Street

Universal Questions:

1. **PETER:** Please introduce the development team and roles and experience with developing and operating court facilities. (IF NOT ALREADY DONE IN PRESENTATION)
2. **PETER:** The proposed program has a projected usable area of 232,000 sf, based on your team's experience does the design allow for a reduced usable program area?
 - a. **They can review efficiencies once they have design feedback and can understand adjacencies better**
 - b. **Building could be extended if needed**
3. **DEBBIE:** What do you think will be the hardest part of your access and opportunity plan to deliver on?
 - a. **Working with local businesses and community, building trust, making sure they understand their needs**
4. **DEBBIE:** Do you have any concerns about your ability to obtain financing for this project if selected?
 - a. **No**
 - b. **Abi – financing sources – equity then financing such as a traditional loan. The Commonwealth's credit is really the confidence.**
 - i. **Equity sources? - Greatland and investors and A&O program**
5. **Peter – any concerns about the lease? Proposal is based on the crime lab**
6. **PETER:** The schedule Proposed is for 45 months from Lease execution how confident are you with achieving this timeframe?
 - a. **Yes, very comfortable**
 - b. **Any remediation concerns? - allocated money and time for if anything comes up, have done a phase 1 study, nothing major has come up**
7. **SCOTT:** Describe the design team's experience, if any with embodied carbon as part of construction. Have any measures been contemplated as part of your proposal?
 - a. **have been building net zero buildings**
8. **SCOTT:** Discuss the energy model that would be used, and if it includes whole building project inputs. What anticipated outputs do you currently anticipate for EUI performance standards?
 - a. **It's preliminary but have looked at high/low benchmarks. 25 or lower would be target.**
9. **SCOTT:** Does your proposal contemplate any incentive programs such as MassSaves? If so, have you already contemplated the rebates in your rent structure?
 - a. **The intention would be that if we were to do geothermal or solar we could possibly get grant money and it would be factored into rent costs. May be higher cost in rent up front but anticipate lower occupancy costs over time.**
 - b. **Have you done geotechnical work yet? Not on this site**

Project Specific Questions:

10. **DEBBIE:** Given that you are currently developing the State Police Crime Lab, if awarded this contract, please explain your plan for staffing to ensure that both projects would have appropriate coverage.
 - a. **Confident greatland can staff both projects, some team members are here but there are others that will support as well. Large team of outside consultants and team members. Consigli has plenty of staffing for this project.**

11. **DEBBIE:** Are you able to share current owner/Tenant relocation plans for the premises in more detail than just timeline?
- a. **Share what they've been told – springfield republican has been trying to exit building for decades, current needs are for a 30ksf warehouse facility, as soon as a selection is made they'd begin relocation process, no concerns due to ample availability in springfield. They need about 6 months to relocate operations which doesn't really impact greatland's timeline.**
12. **Peter -** How would you address added cost items that come up through design?
- a. **Goal best value for the lowest price, would work with team on pricing and options for getting to the right number that works**
13. **Peter –** we don't want to operate a garage
- a. **Proposal intended to give opportunity, Greatland can run the garage and work out the appropriate savings**
 - b. **Don't have to build the garage**
14. **Peter –** cap reserve number – one section says it's included, another makes it sound like it's not because of the NNN?
- a. **More accurate to say double net – LL owning initial costs and costs at end of useful life. Cap reserve LL cost**
 - b. **Refurbishment requirements – would be billed back through opex**
 - c. **Where do we draw the line between capital and refurbishment?**
 - i. **Cap reserve account – base building cap replacements over term (roof, elevators, etc.)**
 - ii. **Refurbishments – like specifications such as carpet**
15. **PETER:** You referenced that you were offering an opportunity to value engineer for cost savings. Have you already identified any potential opportunities (aside from related to the parking structure)?
16. **PETER:** You stated, "In addition, the City of Springfield may offer incentives as an inducement for DCAMM to select this site." What are you referencing as possible incentives?
- a. **Trying to convey that that they are willing to work with the city – such as for a TIF**
17. **PETER:** Does the proposal include surrounding upgrades to municipal infrastructure? If so, can you provide detail.
- a. **Existing infrastructure is suitable, circulation and access already work well, not envisioning any major improvements being necessary**
 - b. **Amount of on site parking sized based on guidance from city of springfield and RFP**
18. **DEBBIE:** [look at time] Any additional questions from the DCAMM or the Trial Court team?