

RFP Issued: November 5, 2025

210 Springs Road, Bedford, MA

PROPOSAL SUBMISSION PROCEDURE

In order to maintain the integrity and fairness of this public disposition, DCAMM has elected to reissue the Request for Proposals for the purchase and development of a 5.05± acre parcel at 210 Springs Road, in Bedford, MA. The submission procedure has been amended due to technical issues experienced during the initial procurement. The Request for Proposals (RFP) released on November 5, 2025 maintains all original project goals, requirements, and evaluation criteria as the RFP released on August 11, 2025. Please review the RFP, Exhibits, and Appendices in full for complete details.

SCHEDULE

RFP Release: Wednesday, November 5, 2025

Deposit Transfer Notice: Friday, December 5, 2025 by 5:00PM

Proposal Submission Deadline: Monday, December 8, 2025 by 3:00PM EST

RFP POSTING, AMENDMENTS AND QUESTIONS

This RFP and accompanying exhibits and attachments are posted on [DCAMM's State Land for Homes Initiative webpage](#). 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 PROCEDURE

Proposers may submit their proposals by mail, messenger service, in person OR electronically, all as follows:

Proposals submitted by mail, messenger service, or in person must be received at 1 Ashburton Place, Room 107, Boston, MA 02108 with Attn: Tayler Morris, on or before the Proposal Submission deadline of **Monday, December 8, 2025 by 3:00PM EST**. *"Time-Sensitive Proposal – 210 Springs Rd"* should be marked visibly on exterior of envelope containing the submission. The time-stamp clock at Room 107 establishes the official date and time of receipt of each proposal. If delivering proposals by hand, please allow extra time to clear building security.

Proposals submitted electronically must be in PDF format and should be emailed to: ReRFPSubmittal.DCAMM@Mass.gov with subject line: *"210 Springs Rd Proposal"* or similar. Emailed submissions must be received on or before the Proposal Submission deadline.

DCAMM will acknowledge receipt of proposals with the following auto-reply message:

Thank you for your email. We are in receipt of your question and/or proposal submission to the Request for Proposals to purchase property from the Commonwealth of Massachusetts. Proposals received after the deadline stated in the RFP will be non-qualifying.

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DCAMM will commence its review and evaluation of the proposals received by the submission deadline and will advise proposers of next steps. Your interest in doing business with the Commonwealth is appreciated.

Proposers may not rely on other return receipts or independent verification of delivery and DCAMM will not consider such other verification as evidence of receipt. DCAMM strongly suggests digital files be emailed in a zipped or compressed file format. The maximum email size the email server can accept is approximately 25MB (including, without limitation, email content, images, and attachments). DCAMM cannot guarantee receipt of emailed submissions, including, without limitation, email content, images, and attachments, over the 25MB allowance. Proposers may submit Proposals in multiple emails. If a Proposer submits a proposal in multiple emails, the subject line should clearly identify each email as part of a submission, e.g. “210 Springs Rd Proposal – 1 of 3”. DCAMM strongly suggests email be sent at least 10 minutes prior to the deadline to account for any slow transmission or error.

Proposals cannot be submitted by fax or external file drop links like Dropbox, WeTransfer, OneDrive, or similar.

Proposals received after the submission deadline will be deemed non-responsive and rejected. 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.

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:

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- 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

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(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-

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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 MONDAY, DECEMBER 8, 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, Room 107

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Boston, MA 02108

“Time-Sensitive Proposal – 210 Springs Rd” must be marked visibly on exterior of envelope containing the deposit check. If a proposal is submitted by mail, messenger service, or in person, the envelope containing the proposal may include the deposit check.

If a Proposer has previously submitted a deposit check to DCAMM in relation to the RFP for 210 Springs Rd. issued on August 11, 2025 and the Proposer wishes to transfer their deposit check to be credited to a proposal to be submitted in response to this RFP, the Proposer may request DCAMM to transfer the deposit check to be credited to the proposal the Proposer will submit in response to this RFP before Friday, December 5, 2025 at 5:00pm by email to

Tayler.Morris@Mass.gov.

Proposals received in relation the RFP for 210 Springs Rd. issued on August 11, 2025 **may not be transferred**. DCAMM will only evaluate proposals submitted in response to this RFP before the Proposal Submission Deadline. For the avoidance of all doubt, Proposers who submitted under the RFP for 210 Springs Rd. issued on August 11, 2025 are not required to alter the contents of their Proposal, but must resubmit in response to this RFP to be considered.