
TOWN OF WINCHESTER
WATERFIELD LOT RFP

SUMMARY

SEPTEMBER 14, 2020

SELECT BOARD MEETING

IMPORTANT DATES

- RFP available: July 1, 2020
 - RFP questions due: July 21, 2020
 - Pre-bid meeting: August 4, 2020
 - Responses due: August 31, 2020 - 6 received by deadline
 - Evaluate Minimum Criteria - 5 met criteria
 - Evaluate Comparative Criteria
 - Seek community and local board/community input
 - Public Select Board meeting: Sept. 2020
 - Final interviews: Sept. 2020
 - Authorization to negotiate LDA: Fall Town Meeting
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DEVELOPMENT TEAMS

in alphabetical order

Development Team	CIVICO	NOAH	PENNROSE	WATERFIELD PRESERVATION	WINN
Developer	Traggorth / Civico	NOAH	Pennrose, LLC	Diamond Sinacori / POAH / Urban Spaces	WinnDevelopment
Architect	Union Studio Architects	Prellwitz Chilinski Associates	The Architectural Team	Tise Design Associates	CUBE3 Studio
Landscape Architect	Ryan Associates	Verdant	Crowley/Cottrell	Offshoots	
Contractor/Engineer	Traggorth / Civico	Peterson Engineering Odeh Engineering	NEI General Contracting	TBD (list of options provided)	Cranshaw Construction (or other - examples in RFP)
Civil Engineering	Horsley Witten	Nitsch Engineering	Nitsch Engineering	McPhail Associates	Vanasse Hangen Brustlin, Inc.
Property Manager	TBD	Corcoran Management	Pennrose Management Co.	POAH Communities	WinnResidential
Legal	Robinson + Cole	Hackett Feinberg P.C. Smolak Vaughan, LLP	Klein Hornig Blatman, Bobrowski & Haverty	Klein Hornig, Hemenway & Barnes, Freeman Law Group	Murtha Cullina
Retail/Commercial	Street Light Ventures				
Sustainability	Sustainable Comfort	Mabbett Associates		Building Evolution	
Community Outreach	CoUrbanize				
Other		LDS Consulting	Vanasse & Associates, Inc.	Vanasse & Associates, Inc.	Housing Partners, Inc.

CRITERIA

MINIMUM

- **Conformance with requirements**
- **Minimum 5 years affordable housing experience**
- **Minimum 25% of units affordable**
- **Successful track record - 3 or more projects**
- **Financial capacity - 2x predevelopment budget**

COMPARATIVE

- **Affordability (4x)**
 - **Design and Scale (3x)**
 - **Site Layout (3x)**
 - **Sustainability (3x)**
 - **Parking (2x)**
 - **Collaboration (2x)**
 - **Cultural/Public Amenities (2x)**
 - **Traffic mitigation, bike/pedestrian (2x)**
 - **Land Disposition and Lease**
 - **Pre-development timeline**
 - **Property Management**
 - **Construction Management**
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COMPARATIVE CRITERIA

- **Town Manager, Town Planner and Town Engineer conducted internal review of Comparative Criteria**
- **The Average Weighted Scores are:**
 - **Civico - 44**
 - **NOAH - 43**
 - **Pennrose - 47.7**
 - **Waterfield Preservation Partners - 39.3**
 - **Winn - 41.3**



	FAR	Height	Total Units	# and % of Deed Restricted unit 80% AMI and below	Parking	Design/Massing/Materials
Civico	1.54	40'-48'	60	40 (66%)	45 private (.75 spaces/unit) 40 public	Gateway front section connected to main section. Some appropriate materials with a more modern aesthetic. Low height but expansive
NOAH	1.41	58'	55	32 (58%)	29 private (.54 spaces/unit) 24 public	Public plaza along Waterfield, with a smaller massed building in the rear. Modern architectural panelling and brick.
Pennrose	1.42	62'	54	27 (50%)	43 private (.75 spaces/unit) 9 public but open to discussion on the breakdown	Public plaza along Waterfield, with a larger massing in the rear. Several nods to traditional architecture with increased massing. Clearly aiming for more contextual architecture.
Waterfield Preservation	1.85	53'	60	31 (52%)	60-open to discussion on breakdown	Gateway front section fits in to streetscape and design and is meant to their "image maker". A more modern aesthetic and materials for the rear portion. Lower height, and not overly expansive.
Winn	2.18	65'	65	25 (38%)	53 (.76/unit) with bikeshare amenity	Building in the rear, mix of traditional and modern materials, modern roofscape.

FINANCING

Financing	CIVICO	NOAH	PENNROSE	WATERFIELD PRESERVATION	WINN
Capacity	pending confidential review	Yes (financial statements)	Yes (line of credit)	Yes (POAH 2019 finances)	Yes (2018-2019 finances)
Pro Forma	included (need to confirm breakdown of units, does not match building plan)	included	included	included	included
Construction Estimate	\$28,600,188	\$17,535,070	\$15,982,592	\$29,456,560	\$26,000,641
Payment to Town	\$1 Million (over 12 months)	annual lease payment TBD	to be negotiated (\$540,000); payment for design consult	\$100,000 (one-time)	\$2 Million up-front (pending appraisal), \$100,000 annual
Anticipated Town AHT Contribution	\$500,000	\$895,000	\$0	\$350,000	municipal contribution expected to secure financing
Financing / credits	LIHTC (fed/state), HSF, AHTF, CBH, other DHCD, HOME	MassHousing, HSF, AHTF, HOME, AHT, Workforce Housing, CATNHP, LIHTC	LIHTC (fed/state), HOME, AHTF, HSF	Workforce Housing Loan, DHCD AHT, CATNHP, HOME, LIHTC (fed/state)	LIHTC (fed/state), workforce, AHT, HOME, HSF/CBH/FCF
Lender Letters	Yes	Yes	Yes	Yes	Yes

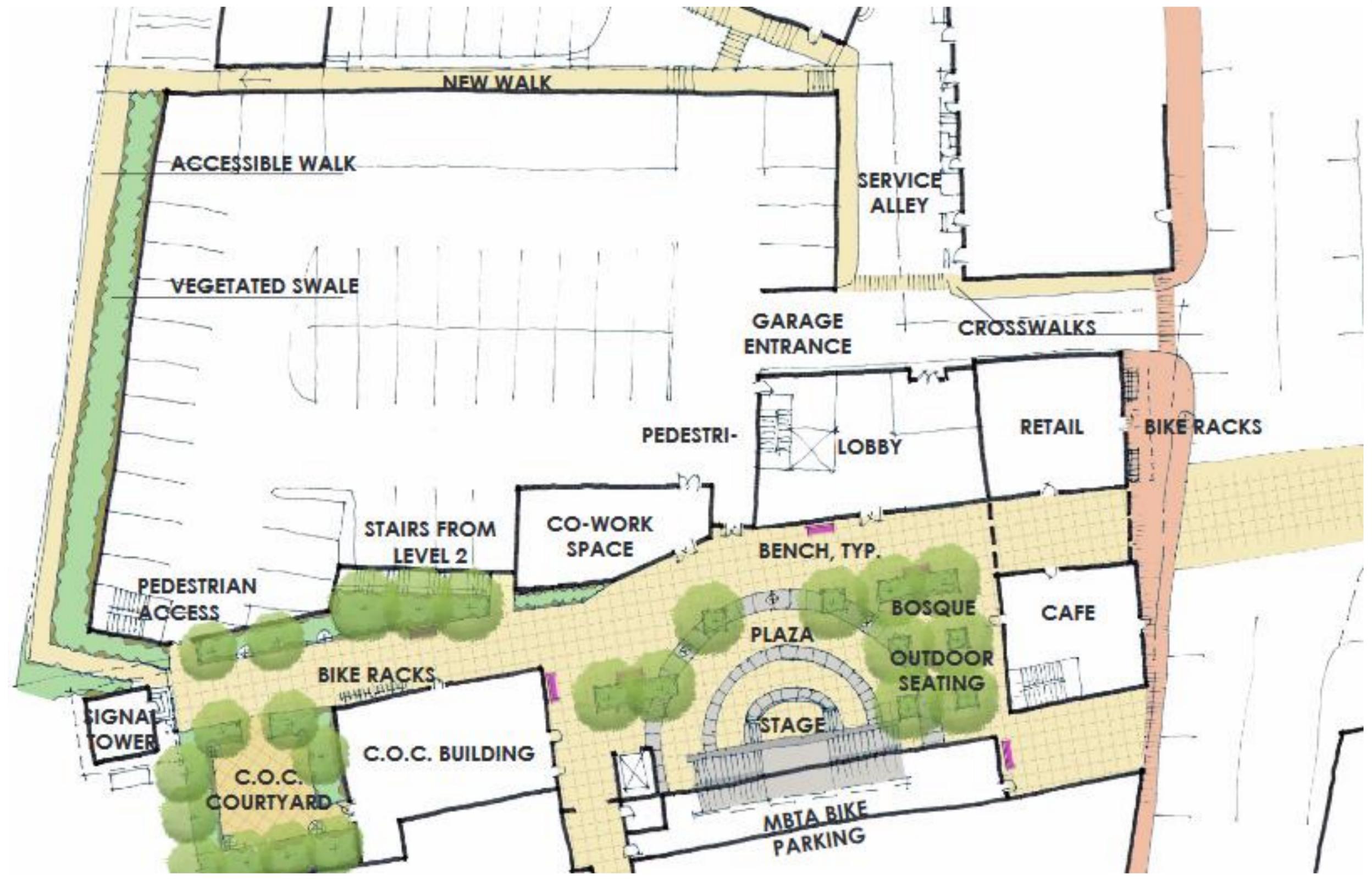
CIVICO – View from Waterfield Road



CIVICO – Rendering



CIVICO – Site plan



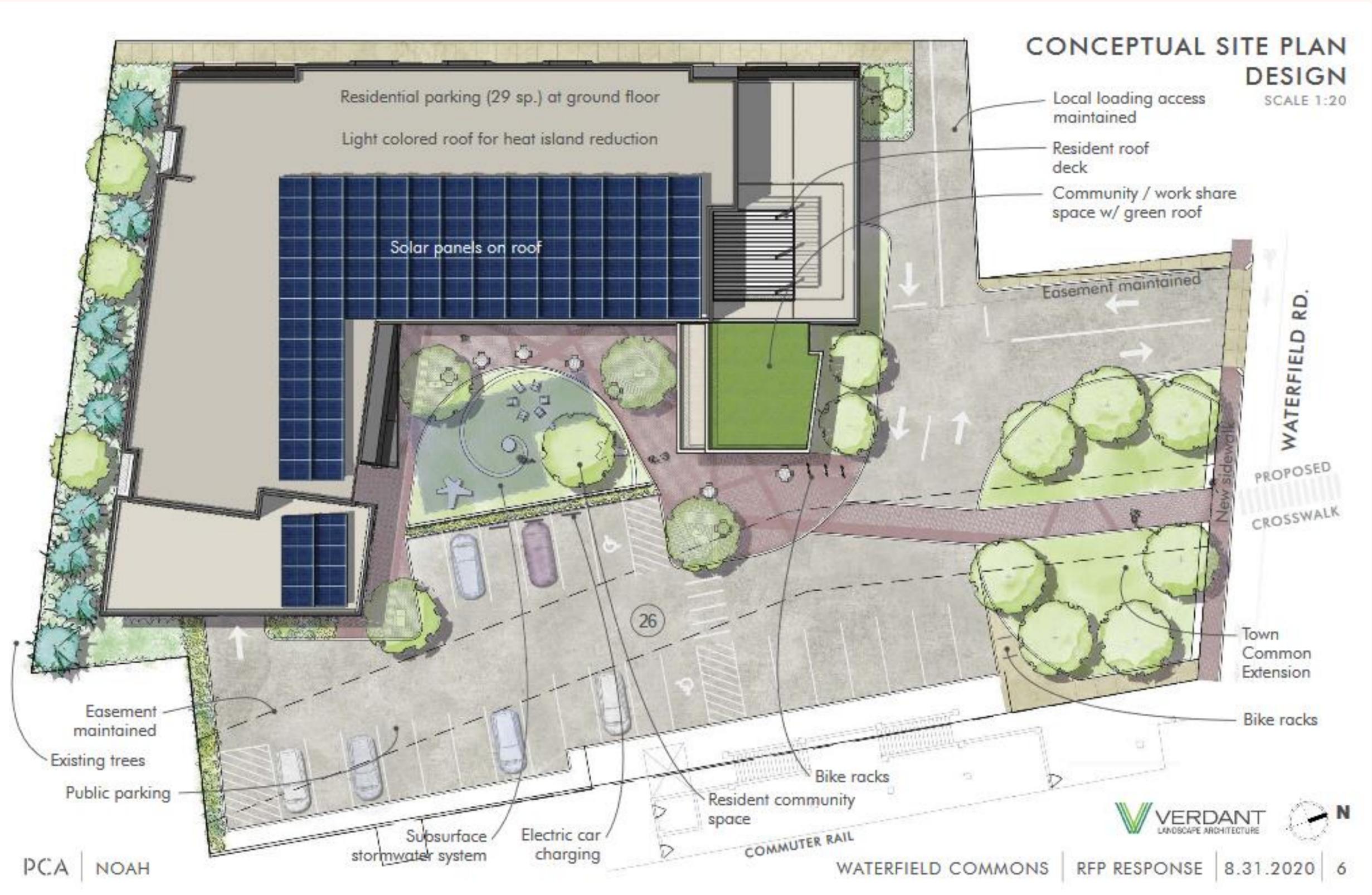
NOAH – View from Waterfield Road



NOAH – Rendering



NOAH – Site plan



PENNROSE – View from Waterfield Road



PENNROSE – Rendering



PENNROSE – Site plan



WATERFIELD PRESERVATION PARTNERS – View from Waterfield Road



WATERFIELD PRESERVATION PARTNERS – Rendering



WATERFIELD PRESERVATION PARTNERS – Site plan



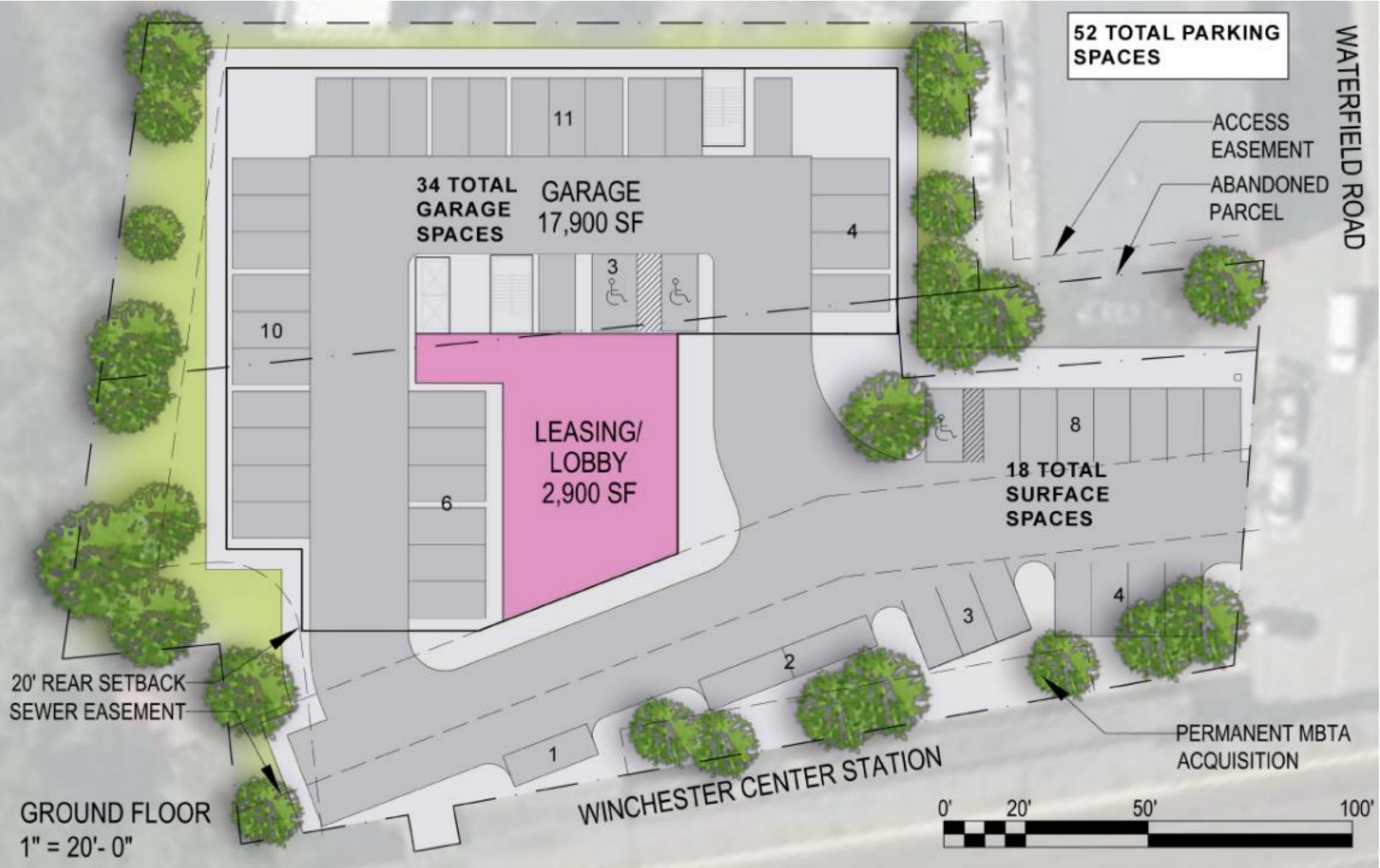
WINN – View from Waterfield Road



WINN – Rendering



WINN – Site plan



NEXT STEPS

Gather Feedback

- Planning Board and Housing Partnership have prepared letters for the 9/14 meeting; Town has reached out to groups like the Chamber, Disability Access
- RFPs are on the town website for public input
- Public Meeting on 9/28

Interviews

- Choose how many move forward to the interviews on 9/21 & 9/23
 - Choose length of interviews/agenda
 - Do we want others to actively participate (i.e. members of Housing Partnership)
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