

September 23, 2020

Lisa Wong, Town Manager
Town Hall
71 Mount Vernon Street
2nd Floor
Winchester, MA 01890

RE: Waterfield Property Redevelopment | Select Board Interview Questions for Traggorth Companies and Civico Development

Considering the public Zoom format, we have highlighted the speakers that should be unmuted at the beginning of each question. All questions will be answered sequentially in the order they were received from the Town of Winchester.

GENERAL

[DAVE TRAGGORTH] *What do you see as major challenges or concerns in undertaking this development; and what are your plans for overcoming them?*

Maintaining Access for Area Businesses and Reducing Adverse Impact to Small Business

We think that parking loss mitigation and retaining access for abutting businesses as essential are critical to a successful project. In order to understand how to mitigate downside to abutters while improving the overall district, significant additional review is required. We have enlisted the services of McMahon Associates, a transportation engineering firm, to evaluate traffic impacts. Their findings, along with feedback from a continuous dialog with abutting businesses, will help inform the steps we need to take to limit downside and increase upside for existing business owners.

We reached out to all abutters prior to RFP submission. This included owners and tenants with a particular focus on customer-facing businesses with frontage on Waterfield Road and businesses currently using the Waterfield Lot for parking or access. Our development scheme responded to the concerns raised by abutters, but further evaluation and communication is needed to ensure that we are responsive at all stages of the development project—from construction staging through completion.

Construction Staging and MBTA Coordination

The protracted disruption in the Town Center between the MBTA and Waterfield Lot construction will be very impactful to the public and area businesses. Noise, dust, and traffic will adversely affect quality of life in the Town Center. We will prioritize relationships to contractors and sub-contractors that are equipped to manage mitigation of these adverse effects.

A critical challenge will be construction staging and coordination with the MBTA. To successfully build the project while the MBTA is building the station (anticipating an overlap of one year) there will need to be

continuous contact and collaboration. Given Civico's expertise and background in construction, and Traggorth Companies' prior experience with the MBTA, we will be able create a mitigation and logistics plan that addresses simultaneous construction.

Easement

Our proposed design strategically capitalizes on the location of the 20-foot wide MWRA easement that cuts through the site, aligning the proposed building to the edge of the easement so the easement naturally falls within the proposed pedestrian courtyard and Waterfield Road passage. The majority of the time, the easement will be invisible, a natural part of the vibrant public realm hardscape and the pedestrian/bicycle mobility through the site. When required, infrequent utility maintenance access and emergency vehicles will be accommodated through the passage from Waterfield Road. The age and condition of the sewer must be taken into account as part of subgrade parking design and construction. Working with the team's geotechnical engineer--McPhail Associates--the building footing design will accommodate requirements to avoid bearing on the existing pipe. In fact, this pipe bearing consideration contributes to our consideration of the proposed subgrade parking infrastructure.

Subgrade Parking

The proposed lower level parking design is technically feasible. Based upon the 2017 geotechnical subsurface exploration report by Haley & Aldrich, Inc., our proposed lower parking level floor elevation will be approximately one to three feet above the observed groundwater elevation. It should be noted that a test boring completed in January of 2017 is the basis of this groundwater elevation data; therefore, the first step in continued design development regarding lower level parking will be to obtain additional subsurface data to clarify seasonal high groundwater elevation and inform the footing design.

Further information is provided in a letter dated September 23, 2020 and circulated to Town Manager Lisa Wong, Town Planner Brian Szekely, and the Winchester Select Board.

Public-Private Partnership

As a public-private partnership between the Town of Winchester and Traggorth | Civico, we foresee both challenges and opportunities stemming from this collaboration. This is further complicated by competing constituencies including business owners, the public, the MBTA, the MWRA, and funding agencies. We selected our team based on the expectation that a successful redevelopment of the Waterfield Lot would require cross-sector collaboration. Our team is made of professionals whose track records show a career of commitment to transparency, collaboration, and a commitment to public good. Both Traggorth Companies and Civico prioritize collaboration as a means to create more resilient buildings and more contextually-appropriate public space.

Community Engagement

Recognizing that the public health crisis will limit in-person outreach, we contacted CoUrbanize—a vendor we previously used in Lincoln, MA—because their platform was used to facilitate outreach for the Winchester 2030 master plan. The Winchester 2030 CoUrbanize page had 2,057 unique visitors with 143

followers and 97 active commentors. CoUrbanize has agreed to invite all Winchester 2030 users to our development page, which improves engagement from launch. We will host virtual “town hall” meetings to solicit feedback and will transition to in-person gatherings based on public health guidance. Our first priority will be to open lines of communication with businesses and building owners that currently rely on the Waterfield Lot configuration for access, deliveries, and/or parking.

[DAVE TRAGGORTH] *Share your thoughts on how your development will add vitality to Winchester’s Town Center.*

The plaza adds a versatile space for public gatherings that will complement the Town Common and other pedestrian-friendly spaces in the district. By closing the gap between the viaduct and the existing Waterfield Road retail with new shops, it will create a stronger connection between the retail on both sides of the viaduct. This helps with perceived connectivity between both hemispheres of the Town Center. The space is designed to inspire and to affirm the sense of pride that Winchester community has for its vibrant Town Common in the face of a nationwide decline of street-level, independent retail.

The newly repurposed Chamber of Commerce building will provide a flexible community-oriented destination that can accommodate a variety of needs. Furthermore, the space can be programmed without interference from vehicles, which will be a treasured amenity to the public. Retaining the Chamber of Commerce in the heart of the Town Common will also provide a “sense of importance” to the establishment that supports downtown businesses, including so many independent business owners. The “pop up” space that is proposed on the ground level of the Chamber of Commerce building is an indoor extension of the plaza, which is an extension of the Town Common. The pop up space can be used to test new retail concept, host public art events, hold regular public gatherings—it is limited only by season and imagination.

[DAN HUBBARD] *Describe three specific examples of support services that will be provided to residents in the building.*

Our strategy, working with Wingate as property manager, is to align services provided with the needs of specific residents--once we have the opportunity to meet them. Wingate will have a Resident Services Coordinator (RCS) assigned to this property who will design the resident services program and will adapt that program based on feedback over time. However, as we have been asked to provide specific examples, we anticipate these will be part of the overall program:

1. Eviction Avoidance - It is our underlying philosophy, and Wingate’s, that eviction is an awful outcome for all involved. None of our other services mean much if the resident cannot maintain their tenancy. Most evictions are the result of failure to pay, and Wingate abides by a policy of working with any resident that experiences financial difficulty. Wingate has relationships with many agencies whose missions are to provide rent relief and regularly connects residents to these resources. Residents are provided whatever information is necessary to leverage relief funds. If the potential eviction is the result of other non-financial issues, Wingate takes a proactive approach to identify resolutions and to work with tenants to implement those strategies.

2. Health and Wellness - this is a broad category that will ultimately include many small elements like yoga classes to simple interventions like signs by the elevator encouraging the use of the stairs. Specific to this site, we will implement a community gardening program that includes springtime garden bed prep, gardening classes, and healthy eating programming. We plan to leverage the on-site gardening amenities to explore drivers and solutions to food insecurity, which is an important social determinant of health. Wingate has facilitated programs at other sites such as Market in the Park which is a free farmers market for building residents. Additionally, building management has worked with Food for Free to provide food for those in need.
3. Workforce Development and Financial Security - Wingate offers a host of programming related to this subject. We will highlight one program called IDA (individual deposit account). IDA was in partnership with a bank that matched savings by residents. In addition, Wingate often hosts first time homebuyer classes, or connects residents with nearby classes. These two programs provide support for interested households on their path to homeownership.

[DAVE TRAGGORTH] *Describe your strategy for identifying tenants for the commercial spaces in your building. How have you handled vacant retail spaces in other buildings?*

Virtually all retail activity in Winchester is centralized around a vibrant town center filled with locally-owned, small businesses that meet residential demand for goods and services in an attractive, walkable environment. This provides an excellent template for the type of businesses that would add vibrancy to the Common. We enlisted Streetlight Ventures to help with this ongoing effort. Not only are they the perfect partner for the Waterfield Road retail, but their CEO is a resident of Winchester and understands the importance of local business to Winchester's character.

Streetlight Ventures is a consortium of professionals with experience in small business administration, retail, finance, fundraising, and real estate that support small businesses from site search through business planning, marketing, launch, and operations. For the developer, they use a data-driven approach to determine best-fit retail categories for new spaces. For the proposed Waterfield I Winchester development, Streetlight performed a demographic analysis, retail gap analysis, local market comparison, and made retail recommendations for the proposed retail spaces. Streetlight will seek out the best local or regional businesses for candidacy at the site. Then, they conduct thorough due diligence and determine which businesses are best fit to scale in the new space.

Retail is changing, and will continue to evolve. It has become more experiential and includes an online and in-person social dynamic. The design program we proposed that includes a pop up venue, bike shop, specialty food store or juice bar, a co-working space, and space for the Chamber of Commerce, is dynamic and can accommodate the diverse needs of residents, workers, shoppers, commuters, and visitors.

[ANDREW CONSIGLI] *If we have a continuing recession during the period of construction of the development, do you have resources that you can access that will enable you to complete the development?*

The development team completed a significant amount of work during the last recession and is familiar with the difficulties that come from that, particularly how it relates to affordable housing finance. This

project, as designed, is financed primarily with tax credits and other affordable housing funds along with private debt. Those affordable housing funds are just as available during a recession than outside of it, although the private debt can sometimes prove a challenge. In this case we have significant experience with Massachusetts Housing Partnership (our preferred lender) and MassHousing, so that even if private banks restrict credit, a project like this can rely on these quasi-public lenders to support the creation of new housing. That said, even in the last recession which was more severe for the banking industry, lenders still provided loans to experienced and capable developers for primarily affordable housing developments like the proposed project.

The joint venture development team has the financial backing of the Consigli family. Andrew Consigli's family's construction company, Consigli Construction, has been around since Andrew's great grandfather founded the company in 1905. Consigli survived, and even thrived, through multiple recessions. Andrew's two brothers run the operations and have grown the family business into a \$1.4 billion company in annual revenue with offices from Portland, Maine to Washington, D.C. Consigli Construction built Winchester High School a few years ago, which was a successful partnership. Traggorth I Civico has the support and financial resources of the Consigli family because they believe in our partnership, goals, and commitment to high quality community-focused projects.

[ANDREW CONSIGLI] *If the MBTA for some reason decides to delay the planned reconstruction of the Winchester Center Commuter Rail Station and the Town decides to go forward with the Waterfield development first, are you prepared to do that?*

Yes, we understand that this is a risk and are prepared to accommodate. Our funding will have to be in place, however, to begin construction. Logistically, our scheme could separate a portion of the plaza for staging and still function. The gatehouse isn't a critical component and could modify the gatehouse design if needed. Our scheme does not have parking or access that would be significantly disrupted should the MBTA need to build the station after construction. We plan to keep the existing Chamber of Commerce building, maintaining that edge to the project. We believe our public space celebrates the new commuter rail station, but is not dependent on it.

[ANDREW CONSIGLI] *How long will you commit to be the owner of the development?*

Traggorth I Civico is committed to perpetual ownership of the development. Our financial proforma does not anticipate a sale.

[TOM RYAN] *Your response to the sustainability objectives for this development of the Waterfield site, consistent with the RFP, focus on energy conservation features associated with the proposed building. The interests and scope of the Town's recently updated Climate Action Plan, though, also extend to the external environment of a building or development, so as to encompass the entire site. Are there ways in which you may be able to enhance your proposal to include the full environment, including green infrastructure, nature on the site, green in general? Doing so would enable this site and the associated*

development to serve as an example of holistic design for the town going forward. Is your team currently constituted to be able to accomplish this?

Yes, we are very much constituted to accomplish this. What we can uniquely achieve (and we think we demonstrate through experience, references, design awards, etc.) is green infrastructure and site design that is artful and appropriate to context, which will address the Town's Climate Action Plan objectives while also adding value to the vibrant public realm. Sustainability for our team is not just limited to the building energy or sustainable site development techniques, as we take a holistic approach and find ways to integrate the social and community aspects into the overall design. For example, including rooftop gardens provide social and health benefits to residents. In the past, we have used rain barrels to collect rainwater runoff, which is then used for irrigation and gardening.

According to engineers from Horsley Witten Group that have experience in the Town of Winchester, flooding in downtown Winchester is an important issue and frequent topic of conversation. This does not imply it is a specific concern at the Waterfield Lot site, which is in the 500-year floodplain. Our proposed site design offers a unique advantage in this regard because the majority of the courtyard and public passage space could be comprised of permeable hardscape (in addition to green infrastructure and planting, of course) to provide more "sponge" effect, where competitors propose parking/vehicle access which is likely to be standard bituminous and unlikely to be permeable.

Key themes in the Climate Action Plan are reducing carbon pollution and increasing community resilience. Our project addresses both in a number of ways, which parallel many of the items highlighted in the Climate Action Plan.

Energy Supply

Our proposed project includes on-site solar production and the use of 100% renewable energy via an agreement with an energy supplier. This will result in a building that uses no fossil fuel energy.

Transportation

The inclusion of EV charging stations for both residents and public use will help the transition to electric vehicles. Additionally, as the electricity will be produced via 100% renewables, the use of electric vehicles won't be relying on fossil fuel generated electricity. The short and long term bike storage for residents, visitors and MBTA commuters will also enable people to rely less on their cars. The cycling shop we propose on Waterfield Road further encourage this, creating a welcoming community of bicycle enthusiasts and commuters.

The Town's Climate Action Plan (2020 update [here](#)) includes data that 37% of Winchester's greenhouse gas emissions come from transportation. Therefore, our design that uniquely focuses on a vibrant people-oriented place will make walking and biking safer, more comfortable, and more convenient—and thus convert more car trips to walking and biking trips over time.

Solid Waste Reduction

As a team we can address solid waste both during the construction of the building and throughout occupancy. Reusing the Chamber of Commerce building instead of demolishing and rebuilding is one example of reducing waste, and utilizing material recycling programs during construction is another. Tenant education is a part of our energy efficiency plan, and this education can also include waste reduction strategies.

Community Resilience

As mentioned in the proposal, an extremely efficient building will also be more resilient due to its ability to endure extreme temperatures. Our vision also includes an outdoor terrace, which include native or adapted tree species. The plantings will aid in providing habitat and food for birds, while helping keep the area cool minimizing the heat island effects within the Town Common area.

[DAN HUBBARD] *How will the public parking spaces be monitored after completion of the project to make sure they are available for public use?*

We will hire ABM Industries, a parking manager that will also facilitate the planned EV infrastructure management. Currently, ABM manages a 75-space garage for Traggorth Companies in the South End of Boston effectively. Further discussion is required with the Town of Winchester to explore how to best integrate our public-use parking level with the goals of the Town. We understand that the Winchester Select Board and with the Winchester Chamber of Commerce have overseen updates to parking regulations. It will be helpful to understand the outcomes of the study and impacts it may have in the Town Common district. We propose a meeting between our traffic engineering and parking consultants with the Chamber of Commerce and Select Board to understand how the Waterfield development can be an asset to the parking infrastructure in Winchester.

FINANCIAL

[DAN HUBBARD] *Are you confident you will be able to secure the anticipated funds for your proposal? How long will it take you to secure them?*

Yes, we have secured this funding mix many times in the past.

We anticipate it will take about 3-years to finalize commitments for funding. Timing is based on the DHCD competitive funding round timing. Currently, there is one major funding round per year, which is expected at the beginning of each calendar year. In order to make it through the pre-application process, which is required for the developer to be invited into the round, the applicant needs site control and planning and zoning approval. Assuming an award of the RFP is made in short order, those tasks could be completed before the 2022 round. Developers are generally not awarded in the first round they apply due to the competitiveness of funding, so we likely need to apply again in 2023 for an award in mid- to late-2023. Construction start based on that sequence would be in early 2024. It is possible to be awarded in the first round and be able to start in 2022, as we were with our most recently completed project in Hyde Park, but this is a rare outcome.

[DAN HUBBARD] *Can you give us examples of how your proposal is adequately conservative in its financial assumptions?*

Our models are necessarily conservative considering the protracted timeline and volatile economic environment. There are contingencies of over 5% built into both hard costs and soft costs; rents are based on the current market and not trended up to assume a completion in 4 to 5-years; hard costs are based on a detailed estimate from a contractor with whom we have significant experience; we are not maximizing the highest possible funding request from DHCD, which allows us to increase that request if needed; we are not making any financing assumption beyond what DHCD explicitly allows in the Qualified Allocation Plan (QAP) (for instance, a project with under 40-units should only ask for a \$400,000 per year—a total award of \$2 million—in state LIHTC); we have assumed 30-year amortization on our permanent debt whereas up to 40-years would be available if we secured funding from MassHousing (which allows the loan amount to increase); and we are only relying on moderate retail rent with a high projected retail vacancy given the current market.

[DAN HUBBARD] *How do your financial assumptions manage potential risks, including changes in the real estate market, economic fluctuations, or other external factors?*

Being mostly deed restricted affordable housing, the project has significantly reduced market rental risk. Demand for housing at this price in a great location, such as Winchester, wildly outstrips supply. Funding for affordable housing tends to stay stable and possibly even increase during recessions, as it did in 2008. For the market units, we are not projecting top-end rents, which is necessarily conservative to account for if the market softens in the future. Likely the biggest risk factor facing our team, and any other applicant, is the escalation of hard costs. Our conservative model is reflective of this risk factor primarily.

Is the cost of demolition of the Chamber of Commerce building included in your proposal? (if applicable)

Not applicable.

[DAN HUBBARD] *What funds will you request from the Town of Winchester to enable you to go forward if you are selected?*

We are requesting \$500,000 in funds to support the affordable housing as required by DHCD's local match rules. We expect this to be awarded as a soft subordinate loan which is similar to how many DHCD awards are structured.

FROM HOUSING PARTNERSHIP BOARD

[DONALD POWERS] *How would the proposed pedestrian gateway entrance affect access to the MBTA's reconstructed commuter rail station and the delivery easement on the uphill side serving the current Waterfield businesses?*

The existing retail on Waterfield Road should be able to be operate much as they do now through construction. A Tavola's steps extend well over the property line and will need to be reconstructed at some point after foundations are installed. Additional connections from the drives and parking lots behind the Church Street businesses and our proposed walkway will be severed and reconnected after foundations are installed.

A truck turn exhibit showing a box truck pulling in and out of the delivery easement is attached. We anticipate exploring additional contributing solutions to accommodate the rise of last-mile delivery drivers and ride share services on-street based on community feedback and results from traffic engineering.

[ANDREW CONSIGLI] *What are your reasons for retaining rather than removing the existing Chamber of Commerce Building? What kinds of renovation are you proposing?*

In our proposal, we deliberately left the Chamber of Commerce building to maximize the "living edge" of the courtyard. Furthermore, if the building were to be demolished, that area would be rendered unbuildable due to the structure's privileged non-conformity. Therefore, in the future this building will always be available for future redevelopment by the Town. If it is removed and the footprint is absorbed by, for example, vehicle circulation needs, that square footage bounding the side of the plaza will be perpetually unbuildable.

The existing building is critical to activating the public space on all sides. Without it, we are essentially "open to the tracks" and the plaza loses the enclosure that is critical to making public spaces really work. The Chamber of Commerce building provides the opportunity to supplement the adjacent uses (bike shop, juice bar, co-working) with a space that can be flexibly programmed for events. The enclosure of the plaza creates a livelier atmosphere for the public, but it is the programming in the building that brings the public to the space in the first place. This is downtown Winchester, which is defined by small businesses that create a vibrant retail district. Keeping the Chamber of Commerce is very important for the programming opportunity, plaza activation, and civic spirit.

Removing the building could also generate unexpected issues with existing infrastructure below ground. There is an easement directly beneath this building, which is why the MBTA has expressed hesitation previously about removing the building and disturbing the utilities below.

[ANDREW CONSIGLI] *How does the 2nd floor rooftop garden relate to the ground level plaza, if at all?*

There is an exterior stair to the second floor roof garden with access to the plaza, although it will be limited to residents.

The elevated courtyard is vital to activating and monitoring the plaza at the base of the MBTA station. It was a bedrock decision to orient the terrace towards the court, in contrast to the Town's own design studies. Its use is appropriately confined to the residents, but its position and visibility from the plaza ensures it contributes to activating the space and helping residents and passersby alike a sense of community. Residents coming and going via the stair are another natural activator of the plaza.

[ANDREW CONSIGLI] *Describe any public art or cultural amenities that you are proposing other than the ground-level plaza?*

We welcome public art in the plaza, but plan to work with local cultural institutions to better understand the connectivity to other art and culture efforts in the Town of Winchester. Our approach, in the absence of an active dialogue with other community stakeholders, was to design for a multi-purpose venue that created opportunities for existing arts and culture organizations to make the space their own. We will highlight opportunities for arts and culture input when we launch the CoUrbanize platform. By creating the "infrastructure" and space that welcomes public art in so many ways, we hope that the space will be resilient to changing norms and the evolution of so many local Winchester organizations.

We believe that the most effective "art" in the plaza will be the performing arts and the "busker stage" we created to anchor the plaza. This alone will give the space a cultural identity, even before physical art is placed or moves throughout the space.

We anticipate that the expanse of walls on the Chamber of Commerce building will be a good opportunity for large-scale murals.

[DAN HUBBARD] *Describe Wingate's proposed role? Would they have any ownership position in the development?*

Wingate will be the full-service property manager. They will not have any ownership role. Most recently we hired Wingate for Traggorth | Civico's 55-unit TOD project in Reading's downtown. We find that the separation of the management and ownership is a highly efficient model. It allows us as owners to select the management teams that are suited for this specific project. For example, the management team that is right for our 100% LIHCT deal in Chelsea may not be the same team that is right for this mixed income, mixed use building in Winchester. We believe Wingate is the best fit for managing this project once it is developed.

[DONALD POWERS] *How will you ensure that passersby feel welcome to enter the site through the Gateway "arch" and that the interior of the site is not perceived as private space?*

This is precisely the reason the arched opening has been rendered in a monumental scale. Like the arch at Rowe's Wharf it communicates that "this is a public space." Both the MBTA entrance and the Chamber of Commerce building are very obviously public facilities, and will be very visible from Waterfield Road. Their presence and accessibility should make everyone feel welcome.

Public urban spaces are best when the spaces are defined by buildings, and even more so when the edges are “live”, and the vehicle is subservient to the pedestrian. Parking lots are not cherished public spaces, and public spaces lined with parking—as opposed to buildings—detract from the visitor’s experience of that space significantly.

[DONALD POWERS] *What are the accessibility and code issues related to reuse of the Chamber of Commerce building?*

We will consider the installation of an elevator based on further analysis and discussion with the Town. The design team’s approach to the rehabilitation of the existing building will be driven by compliance with local ordinance, but also programmatic goals to best activate the plaza and to contribute to our holistic approach to public space. The space is approximately 1,400 square feet per floor. Under the building code, 1/3rd of the 2nd floor space can be used without ADA access.

[DAVE TRAGGORTH] *What will be the next steps in evaluating the feasibility of the underground parking?*

The next step in evaluating the feasibility of the underground parking is to review the detailed MBTA soil boring logs, and supplement them with additional soil testing to determine seasonal high groundwater elevation at the location of the proposed building. This information will be evaluated by the design team, including architect, civil engineer, and geotechnical engineer, to confirm feasibility and complexity of the underground parking. Coordination with MWRA will be required due to the existing sewer pipe. Preliminary lines of communication have been opened with the MWRA on this topic, specifically. We do not expect the feasibility of underground parking to be determined strictly by the impacts to the MWRA pipe, since the underground parking bearing being at a lower elevation will help reduce the structural influence below the MWRA pipe, which minimizes the impact.

Our Parking Engineer, Simpson Gumpertz and Heger, will work with Horsley Witten Group and the geotechnical engineer, McPhail Associates, to evaluate the parking, circulation, and structural components of the proposed design.

FROM CHAMBER OF COMMERCE

[ANDREW CONSIGLI] *What is the footprint of the proposed building?*

The Floor to Area Ratio (FAR), which is the ratio of the total building area to the size of the land on which it is built, is 1.56.

[ANDREW CONSIGLI] *Are elevation drawings available for the scheme?*

Elevation drawings of all four building sides were provided in the RFP response. These elevations help communicate the visual impact of the structure but will change based on more specific site constraints

identified and feedback from all stakeholders. We are happy to host a Zoom presentation detailing the building elevations and the decisions that led to the design presented.

[ANDREW CONSIGLI] *How many public parking spaces are included in the Proposal? The table on page 99 indicates 40 public parking spaces, but the narrative seems to indicate the second parking level is not included. This is confirmed by the construction estimate which lists this work as an add alternate. Is the lower level cost covered by the "Parking Costs" line item?*

The second parking level is shown in the budget as the Parking Costs of approximately \$2,800,000. To clarify, there are 45 resident spaces on the lower level and 40 public spaces on the main level for a total of 85 proposed spaces.

[ANDREW CONSIGLI] *Will the renovation of the Chamber building make the second floor accessible to persons with disabilities?*

We will consider the installation of an elevator based on further analysis and discussion with the Town. The design team's approach to the rehabilitation of the existing building will be driven by compliance with local ordinance, but also programmatic goals to best activate the plaza and to contribute to our holistic approach to public space.

[ANDREW CONSIGLI] *Is there an option for housing the Chamber on the ground floor?*

Yes, we are open to conversations with the Chamber of Commerce about tenancy. Depending on the space allocated to the pop up retail and arts space, there may be ground floor space available. Even if we allocated 1,000 square feet to the pop up space, that would leave just under 2,000 square feet available for the Chamber of Commerce without having to incorporate an elevator.

[ANDREW CONSIGLI] *Does this Proposal include an initial ground lease payment?*

We propose an initial ground lease payment of \$1,000,000.

[ANDREW CONSIGLI] *Does this Proposal include an annual ground lease payment?*

No.

[ANDREW CONSIGLI] *Does the parking income include revenue from the public parking spaces?*

Yes.

[ANDREW CONSIGLI] *Does the CoC building income include rent from the Chamber? If so, how much?*

The proforma line item allocation for "CoC Building Income" is a gross estimate of rent potential for the whole building. If the Chamber of Commerce were to rent a portion of that space, that rent would be included in the number. We want to share our scheme and goals for the public plaza with the Chamber to generate conversation about the Chamber's needs in relation to the revised space before projecting rental rates for individual tenancies.

Follow-ups to this question may be answered by **[DAN HUBBARD]**.

[ANDREW CONSIGLI] *Is attainment of a specific sustainable design certification included in the Proposal hard and soft costs?*

Yes, we have included costs for a LEED certified building. Most, if not all buildings in both Traggorth Companies' and Civico's portfolios are either LEED certified or designed and built to be certified. We will also be shooting for passive house standards and there are program subsidies out there that we will go after that could ultimately help in achieving that standard.

September 23, 2020

Lisa Wong, Town Manager
Town Hall
71 Mount Vernon Street
2nd Floor
Winchester, MA 01890

RE: Waterfield Property Redevelopment I Feasibility of Subgrade Parking

Per the email inquiry received from Lisa Wong, Town Manager, on September 23rd, we are relaying findings about subgrade parking feasibility at Waterfield Lot. We understand how important parking is to area businessowners, and to the future retail and residential tenants at 25 Waterfield Road. We have prioritized thus far, and will continue to advocate for, continued due diligence on the technical and financial implications of building subgrade parking. A thriving public space with a mix of uses requires a creative approach to parking, especially when our design celebrates the pedestrian and bicyclist experience. We tasked our team to achieve the primary goal of replacing public parking on-site in order to reduce impacts to area businesses while capturing the pedestrian traffic to and from parked vehicles. In collaboration with our civil engineering partner Horsley Witten Group, geotechnical engineer McPhail Associates, and transportation engineer McMahan Associates, we have determined that the proposed lower level parking design per the Traggorth I Civico RFP response dated August 31, 2020 is technically feasible.

Based on the 2017 geotechnical subsurface exploration report by Haley & Aldrich, Inc. the proposed lower parking level floor elevation will be approximately one to three feet (1-3') above the observed groundwater elevation. It should be noted that a test boring completed in January of 2017 is the basis of this groundwater elevation data – therefore, the first step in continued design development regarding lower level parking will be to obtain additional subsurface data to clarify seasonal high groundwater elevation and inform the footing design.

Slab design and construction for Waterfield Lot will be informed primarily by the MWRA line and groundwater elevation. Construction dewatering under all schemes is anticipated. The extent of dewatering would be reduced as the vertical distance between the groundwater elevation and the proposed slab elevation increases.

Slabs that are above the groundwater elevation would typically be provided with an underslab and perimeter drainage system. Since the underslab and perimeter drainage pipes are typically set with their inverts at about one foot (1') below the bottom of the slab, the top of the slab should typically be at least two feet (2') (or higher where possible) above the observed groundwater level to mitigate continuous dewatering and potential depression of the groundwater elevation outside of the limits of the building. Where underdrained slabs-on-grade are feasible, foundations are anticipated to consist of spread footing foundations.

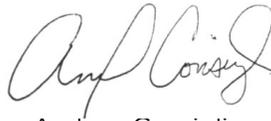
Slabs that are at or below the groundwater elevation, where a permanent groundwater cut-off is not feasible (similar to the Waterfield Lot), are typically designed with a waterproofed, structural mat slab and waterproofed perimeter walls capable of resisting hydrostatic pressures to the design groundwater elevation.

Foundations adjacent to the MWRA line will need to bear outside the zone of influence of the MWRA line. Therefore, since it is understood that the bottom of the existing MWRA line is about ten to fifteen feet (10-15') below the existing ground surface, a subgrade parking level makes sense, since the proposed foundations would likely need to bear at about ten to fifteen feet (10-15') below the ground surface along the easement anyway.

Sincerely,



Dave Traggorth
617-817-2520
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