



TOWN YARD DISPOSITION

February 22, 2021

TONIGHT'S UPDATES

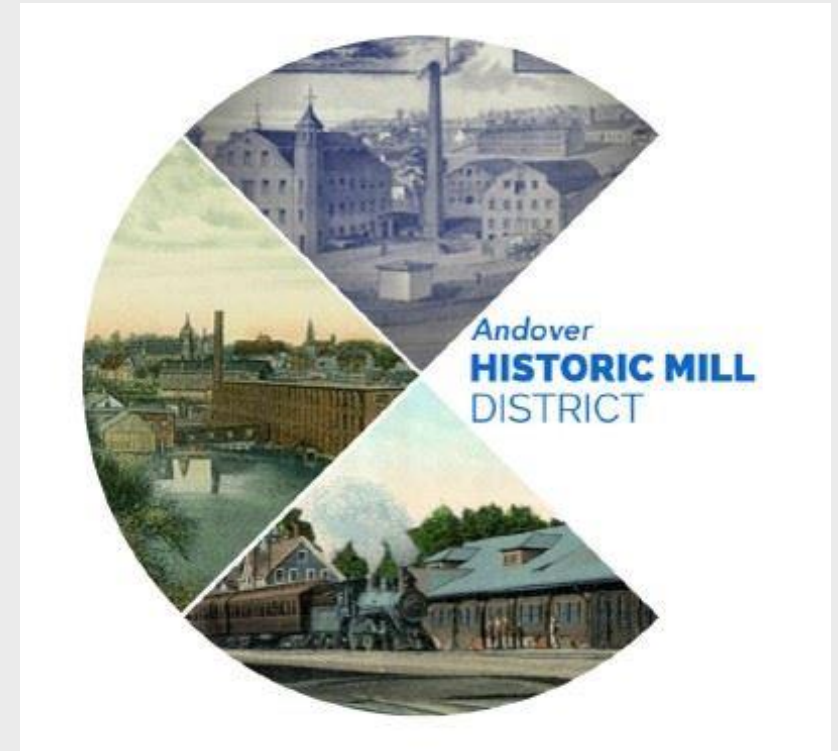


- 1. Selection Committee Members and Leadership**
- 2. Introduce McCall/Almy**
- 3. Process Modifications to RFP**
- 4. Next Steps**

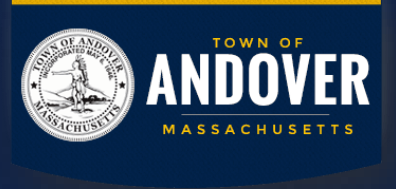
TOWN YARD SELECTION COMMITTEE



1. George Fantini – Chair
2. Suzanne Korschun – Vice Chair
3. Lais Washington – Clerk
4. Tom Childs – At-larger Member
5. Jeremy Cyrier – At-larger Member
6. Paul Materazzo – Planning Director
7. Joyce Losick-Yang – Sustainability Coordinator
8. Andrew Maylor – Associate Member



MCALL/ALMY



1. Selected December 2020
2. Finalize RFP
3. Market RFP
4. Advise Selection Committee on Proposals
5. Facilitate Negotiations with Selected Developer Prior to Awarding
6. Facilitate Execution of Land Disposition Agreement



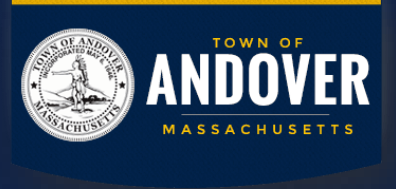
RFP PROCESS MODIFICATION



What We Are Not Changing:

- The Planning Objectives
- Selection Criteria for –
 - Qualification Statements
 - Development Proposals
 - Financial Feasibility Analyses
 - Price Proposals
- Schedule of Developer Deposits
- Land Disposition Agreement

RFP PROCESS MODIFICATION



Change the process from one round to two rounds.

- Make a 4-chapter book into a two 2-chapter volumes.

Why Make This Change:

- Increase the number and quality of development proposals.
- Don't require developers to spend \$100,000+ on complete proposal up-front.
- Draw in maximum number of developers. Then invite the strongest to give us their best work.

ELEMENTS OF DEVELOPERS' PROPOSALS



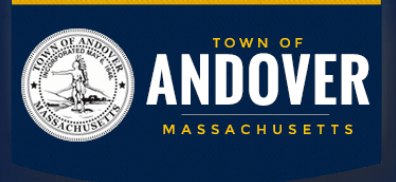
Qualification
Statements

Development
Proposals

Financial
Feasibility

Purchase
Price

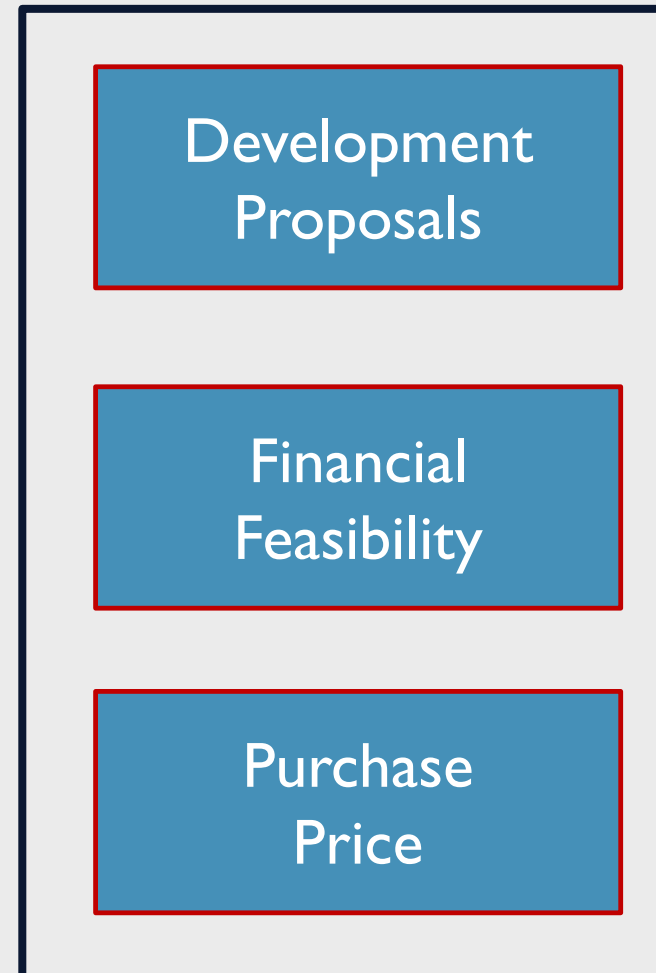
ELEMENTS OF DEVELOPERS' PROPOSALS



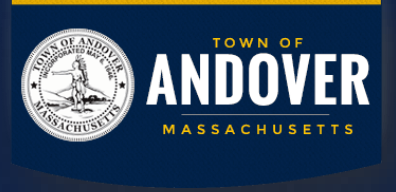
Round 1



Round 2

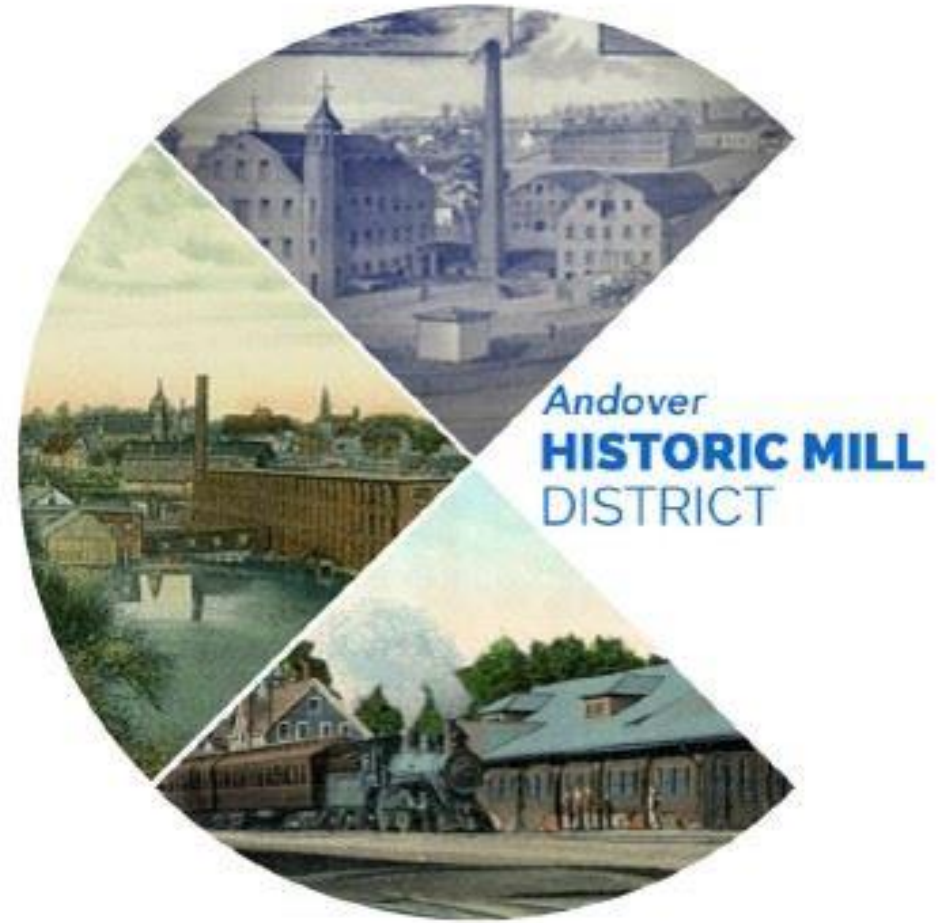


NEXT STEPS



- Review Phase I Environmental Report
- Issue RFP Early March
- Market Intensively
- Selection Committee Preparations (e.g., site walk, drafting of evaluation matrix)
- Review Round I Proposals

QUESTIONS



Andover
HISTORIC MILL
DISTRICT