

**LAW OFFICES of
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August 28, 2019

Robert Moreschi, Procurement Officer  
Everett City Hall  
484 Broadway, Room 14  
Everett, MA 02149

RE: Request for Interest for Broadway/Norwood Street Development, Everett, MA

Dear Mr. Moreschi:

May I inform you that I am counsel to the DiGirolamo Companies and their affiliates, hereinafter "DiGirolamo," who is herein submitting the within proposal in connection with the City of Everett's Request for Interest (RFI) relative to the redevelopment of the City of Everett municipal parking lot and the adjacent properties identified as parcels to be acquired or transferred within approximately 1.758 acres consisting of the City of Everett municipal parking lot at 36 Norwood Street and nine (9) privately owned parcels located on Norwood Street and School Street, Everett. DiGirolamo presently owns two (2) of the nine (9) parcels, identified, to wit; the commercial building located at 158 School Street and the parking lot located at 0 Norwood Street.

DiGirolamo has owned and managed its own portfolio of residential and commercial real estate for approximately thirty (30) years. The portfolio currently consists of 350 residential units and an excess of 750,000 square feet of commercial space. The portfolio is primarily located within Eastern Massachusetts, but holds property in Connecticut as well. DiGirolamo has also successfully developed sites, such as the site in question. Presently DiGirolamo is developing a mixed use site at 434 McGrath Highway, Somerville, Massachusetts, consisting of 48 residential units and approximately 15,000 square feet of commercial space, with underground parking. The project is sighted for completion by year end 2019. Additionally, DiGirolamo is developing a twenty (20) residential unit site at 25 Eleanor Street, Chelsea, Massachusetts. This project is sighted for completion in fall 2019. DiGirolamo is well qualified in developing sites such as the School Street/Norwood Street development site, given their familiarity in developing in densely populated urban areas.



While DiGirolamo is not submitting conceptual drawings at this time of the proposed development they anticipate at the site, they are quite familiar with the type of development they would likely develop at the site if they are successful in acquiring the municipal parking lot from the City of Everett, along with the adjacent private parcels. DiGirolamo anticipates a development consisting of six (6)-story mixed-use building, consisting of approximately eighty (80) micro-units. Additionally the ground floor will contain approximately 10,000 sq.ft. of commercial space, which is expected to consist of restaurant and/or office use. Furthermore, the site would likely house a six (6)-story, 120-room hotel. The hotel is likely to be a full amenity hotel that would house at least one (1) restaurant. DiGirolamo anticipates that the hotel and restaurant will create approximately 40-50 full-time and/or part-time jobs. The proposed 10,000 sq.ft. of commercial space is anticipated to provide an additional 12 full-time and/or part-time jobs. I am enclosing herewith a Letter of Interest from Colwen Hotels – Christine Thomas, Development Partner, expressing interest in developing a hotel at the site. Ms. Thomas and her affiliates have successfully developed dozens of hotels in the Greater Boston Area. Most recently they have developed the Row Hotel at Assembly Row in Somerville, which opened in October 2018. The Row Hotel was recently voted one of Top One Hundred Hotels in the World. They were also the developer of AC Hotel at Station Landing in Medford, which opened in 2017. DiGirolamo would also like to engage in a public-private partnership with the City of Everett that would take the form of a long term lease for municipal parking to compensate for the loss of municipal parking resulting from the development of the Municipal Lot.

DiGirolamo would engage the services of the Khalsa Design, Inc. of Somerville, Massachusetts, to be Project Architect. Khalsa Design, Inc. has extensive experience in developing both residential communities and mixed-use developments in and around Eastern Massachusetts. Khalsa Design, Inc. was the architect that most recently worked on Wellington Parkside, a 200 unit residential development located at 12 Valley Street in Everett. Khalsa Design, Inc. would be responsible for the non-hotel portion of the anticipated development. DiGirolamo would engage the services of Design Consultants, Inc. as the Civil/Traffic Engineer for the non-hotel portion of the site. With respect to the hotel portion of the development, Colwen Hotels would likely engage the services of Jal Hospitality Design, LLC to be Project Architect. Similarly, Colwen Hotels would likely engage Allen & Major Associates, Inc. to be the Project Engineers. Both entities have extensive experience in the hospitality industry.

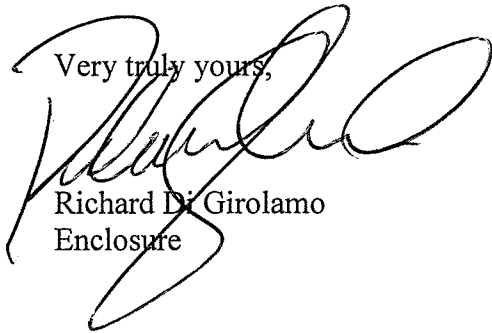
DiGirolamo anticipates that both acquisition of the properties and development of the site would be self-funded. DiGirolamo has extensive banking relationships with both East Boston Savings Bank and Citizens Bank. They are confident that they have the financial resources to complete the project. While it has not been decided at this time whether construction would be in phases, it is anticipated the development would be completed in approximately eighteen (18) months from permitting.



DiGirolamo and its Development Team are quite excited about the possibility of engaging in the Redevelopment of the Broadway/Norwood Street Block. It is believed that the Redevelopment of this site into a mixed-use, pedestrian-friendly development, consisting of Residential, Hotel and Commercial to include Restaurant space, will foster economic vibrancy and serve as a strong impetus for the Redevelopment of Everett Square consistent with the goals of the Everett Square Urban Redevelopment Plan as prepared by the BSC Group. Further economic benefits the City of Medford would derive from increased tax revenue from the proposed residential, business, tourism, and consumer opportunities. Moreover, the establishment of a public-private partnership with the City of Everett will ensure that the City's long-term goals are achieved.

On behalf of the entire Development Team, we look forward to continue working with the City of Everett in making this Development Plan a reality.

Very truly yours,

A large, stylized handwritten signature in black ink, appearing to read 'Richard Di Girolamo', is written over the typed name and extends upwards into the 'Very truly yours,' line.

Richard Di Girolamo  
Enclosure





September 25, 2018

Richard DiGirolamo, Counsel  
The DiGirolamo Companies  
424 Broadway  
Somerville, MA 02145

Dear Richard,

Thank you for acquainting me with downtown Everett and the School Street Municipal Parking Lot opportunity, which clearly is a key component to the revitalization of the area.

I believe strongly that lodging can play a vital role in urban revitalization and is key to the long-term vibrancy of a community. It is a privilege to have been part of the development of many such projects across the Northeast including Chelsea, Revere, Medford and Somerville.

Through our years working together, I know you will be a strong leader for this redevelopment project and an excellent asset to the City of Everett in its ongoing revitalization efforts. I look forward to working with you on the lodging component of your development plans. Please keep me posted on your progress, in what I believe will be a successful project for Everett's future.

Sincerely,

Christine Thomas  
Development Partner





# Selection Process & Compliance Documentation

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This RFI does not include a request for offers on purchase price. Letters of Interest will be evaluated on a combination of the following: project or proposal feasibility (both market and financial); experience; professional qualifications and expertise on similar projects having objectives and operating conditions similar to those described in this RFI; accomplishes the overall goals of the Everett Square Urban Revitalization Plan; approach to the planning/permitting process; soundness of proposal; and the ability to bring project to a timely and successful conclusion. Overall, proposals will be evaluated based on relevance to the project goals, construction timeframe, financial capacity, and experience/qualifications of the developer and development team.

City staff will review proposals and make recommendations to the Everett Redevelopment Authority (ERA). The ERA may elect to meet with, interview and/or otherwise communicate with proposers. The City/ERA may choose to issue a future Request for Proposals (RFP), enter into a direct negotiation process, or reject all submissions. The City/ERA reserve the right to forgo an RFP process and commence direct negotiations based on the responses received. The City may reject any or all proposals received for any or no reason.

## PROPOSAL SUBMITTAL & TIMELINE

Proposals are due no later than 5:00 PM EST on Thursday, August 29, 2019.

Questions will be accepted until 5:00 PM EST Thursday, August 15, 2019.

All questions of a substantive nature and the City's responses will be issued as an addendum and will be provided to all persons who have requested this RFI.

Questions may be directed to Robert Moreschi at [bids@ci.everett.ma.us](mailto:bids@ci.everett.ma.us)

### **Robert Moreschi, Procurement Officer**

Everett City Hall  
484 Broadway, Room 14  
Everett, MA 02149

Complete responses to this RFI must be submitted in a sealed envelope, marked as follows: "Redevelopment Proposal for Broadway/Norwood Street Development Project, Everett, MA"

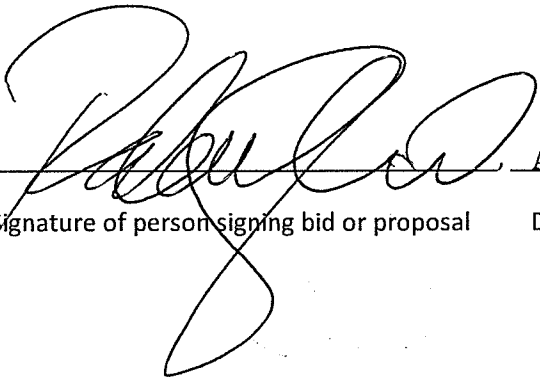
One (1) original and six (6) color copies should be provided, along with one (1) electronic copy of the proposal (file should be in PDF format on a thumb drive).

Proposers shall be solely responsible for any and all costs associated with the preparation of proposals and the selection process.

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**CERTIFICATE OF NON-COLLUSION**

The undersigned certifies under penalties of perjury that this bid or proposal has been made and submitted in good faith and without collusion or fraud with any other person. As used in this certification, the word "person" shall mean any natural person, business, partnership, corporation, union, committee, club, or other organization, entity or group of individuals. The undersigned certifies that no representations made by any City officials, employees, entity, or group of individuals other than the Purchasing Agent of the City of Everett was relied upon in the making of this bid

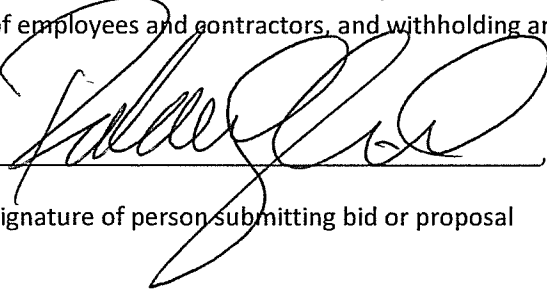
 \_\_\_\_\_ August 28, 2019  
Signature of person signing bid or proposal      Date

The Di Girolamo Companies  
Name of business

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**TAX COMPLIANCE CERTIFICATION**

Pursuant to M.G.L. c. 62C, & 49A, I certify under the penalties of perjury that, to the best of my knowledge and belief, I am in compliance with all laws of the Commonwealth relating to taxes, reporting of employees and contractors, and withholding and remitting child support.

  
\_\_\_\_\_  
Signature of person submitting bid or proposal      August 28, 2019  
Date

The Di Girolamo Companies  
\_\_\_\_\_  
Name of business

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**PROVIDE THREE (3) SERVICE APPROPRIATE REFERENCES**

**1. Company Name:** The Chappy Corporation

Address: 90 Spencer Avenue, Chelsea, MA 02150

Contact Name: Michael Massimino

Phone Number: (203)619-2507

Type of service/product provided to this Company: Construction

Dollar value of service provided to this Company

**2. Company Name:** East Boston Savings Bank

Address: 67 Prospect Street, Peabody, MA 01960

Contact Name: John Migliozi, Executive Vice President

Phone Number: (978) 977-2260

Type of service/product provided to this Company: Financial Services

Dollar value of service provided to this Company:

**3. Company Name:** Khalsa Design, Inc.

Address: 17 Ivaloo Street, Somerville, MA 02145

Contact Name: Jai Singh Khalsa

Phone Number: (617) 591-8682

Type of service/product provided to this Company: Architectural Design

Dollar value of service provided to this Company:

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**DEBARMENT CERTIFICATION**

In connection with this bid and all procurement transactions, by signature thereon, the respondent certifies that neither the company nor its principals are suspended, debarred, proposed for debarment, declared ineligible, or voluntarily excluded from the award of contracts, procurement or non-procurement programs from the Commonwealth of Massachusetts, the US Federal Government and /or the City of Everett. "Principals" means officers, directors, owners, partners and persons having primary interest, management or supervisory responsibilities with the business entity. Vendors shall provide immediate written notification to the Purchasing Agent of the City of Everett at any time during the period of the contract or prior to the contract award if the vendor learns of any changed condition with regards to the debarment of the company or its officers. This certification is a material representation of fact upon which reliance will be placed when making the business award. If at any time it is determined that the vendor knowingly misrepresented this certification, in addition to other legal remedies available to the city of Everett, the contract will be cancelled and the award revoked.

Company Name The Di Girolamo Companies

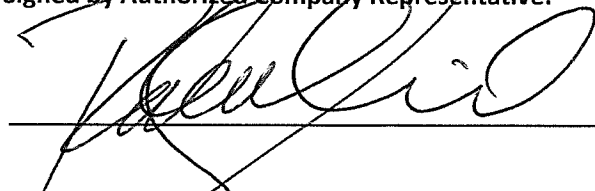
Address 373 Highland Avenue, Suite 201

City Somerville State MA Zip Code 02144

Phone Number (617) 440-1100

E-Mail Address Highland.Commons@gmail.com

Signed by Authorized Company Representative:



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Print name Richard G. DiGirolamo

Date August 28, 2019

