



Medfield State Hospital Development Committee

MEETING OF:
August 5, 2020

MINUTES

Present: Todd Trehubenko, Johnny Martinez, Gus Murby, Randy Karg (not yet sworn in), Mike Metzler, Chris McMahon, Pat Casey, Sarah Raposa, Town Planner

Absent: Nicholas Milano, Assistant Town Administrator (Ex Officio)

Location: Virtual Zoom Meeting

Chair Trehubenko welcomed new members, called the meeting to order at approximately 7:00 pm, and read the following statement into the record:

Pursuant to Governor Baker's March 12, 2020 Order Suspending Certain Provisions of the Open Meeting Law, G.L. c. 30A, §18, and the Governor's March 15, 2020 Order imposing strict limitations on the number of people that may gather in one place, this meeting of the Medfield State Hospital Development Committee is being conducted via remote participation. No in-person attendance of members of the public will be permitted, but every effort will be made to ensure that the public can adequately access the proceedings as provided for in the Order. A reminder that persons who would like to listen to or view this meeting while in progress may do so by following the instructions on the agenda and meeting notice. This meeting is being recorded.

Meade, Talerman, Costa (MTC) Memo re RFQ/RFP process

Chair Trehubenko summarized the recent memo from MTC regarding the ability under 30B to do an RFQ followed by an RFP. This is permissible however the RFP still would need to go out generally and opens up the question of whether our RFQ still has the value to us that we anticipated or whether it makes more sense to go straight to RFP. The Committee discussed the terminology (RFQ vs RFI) and the fact that redevelopment authorities are specifically exempt from the same 30B rules that the Town of Medfield is obligated to, the 'down-selection' process, and the possible inclusion of financial, traffic, and infrastructure impacts in the RFP. Another issue that Mr. McMahon spoke to is the notion of fatigue if another non-binding RFQ comes up, and whether it dilutes the seriousness of the Town, whereas the RFP is more certain. Mr. Murby spoke to the value of pre-marketing and the ability to weed out the developers that would not implement the vision of the master plan. No decision made tonight.

Guests: Beverly Gallo and Eric Busch

Chair Trehubenko reached out to his former colleague Beverly Gallo a few months ago for advice and feedback and discovered that she and her partners at Peregrine were on the MassDevelopment house doctors list, so invited them in the spirit of learning more about the TA program and the types of consultants that MassDevelopment uses. Eric Busch introduced himself, his firm Peregrine Group, with qualifications and sample projects. Beverly Gallo runs Peregrine Urban Initiative which is separate from the Peregrine Group although they partner together. Beverly does more with community development but has expertise in complicated tax credit, large-scale, public-private partnerships. Peregrine Group specializes in project management, owner's representation, process/schedule, strategy, transactions, capitalization, delivery/implementation, full project life-cycle, owner's perspective - asset management/property management

and long-term perspective. The team can focus on ability and steps to implement (finance-ability: develop strategies for financing and the capital stack, development strategies and logistics, including associated infrastructure, and risk mitigation/due diligence - comprehensive approach from a developer's perspective). They can help us establish structure to enable decision-making/risk mitigation, manage transactions, drive process, and create long-term partnership.

Committee members asked questions about managing conflicts, risks and impacts for the Town. Ms. Gallo responded that she has in the past had to provide NDAs if there were developers that she had worked for in the past involved and she clarified that the financial risk in tax credits is for the developer. Mr. Busch provided examples of plans combined with complicated financials and the need for expertise in the review team. Mr. McMahon inquired about the scope/fee schedule. Mr. Murby summarized the expected path forward given that we already have a master plan and that we'd need a consultant to help us implement the plan and not get bowled over by a developer. There are affordable housing requirements and Ms. Gallo responded that she and Mr. Busch have the expertise to advise on historic preservation and low income housing tax credits and developers who may respond that additional units are needed to make the financials work. The group discussed the Town's advancements in affordable housing production. Mr. Busch noted that they can work with the existing financial model that Pat and the MSHMPC developed. Ms. Gallo noted the layering of affordable units associated with the infrastructure costs and potential state grants or bonds. Mr. Busch spoke to the MassDevelopment process and acting as a third-party consultant (aka owners project manager to the Town) rather than being a developer. Mr. Karg asked about roles and responsibilities and points of contact to the Town. Mr. Busch responded that he often works with committees and prepared quarterly reports for the municipal school projects that they have done, as an example. Ms. Gallo supplemented that the group can also provide construction monitoring to a Town point of contact. Mr. Murby asked about selling or leasing the property and Ms. Gallo responded with an example about the Boston Archdiocese and how developers are capable of doing the redevelop project but the capital to buy the property is very high.

MassDevelopment

Mr. Trehubenko reported that the funding round is anticipated to open on August 10th and we might be in a situation where we'll need to make a decision about the RFQ/RFI>RFP process and respond quickly.

Minutes (7/22/20)

Mr. Murby made a motion to approve the minutes of 7/22/20 as amended; Seconded by Mr. Martinez. The Vote: 3-0 (Roll Call: GM=yes, TT=yes, JM=yes).

Adjournment – Mr. Casey made a motion to adjourn at approximately 8:30 pm; Seconded by Mr. McMahon. The Vote: 6-0 (Roll Call: JM=yes, TT=yes, GM=yes, PC=yes, MM=yes, CM=yes).

Next Meeting – TBD