

## Council Agenda Report

Date: March 14, 2016  
Submitted by: Sandra Tripp-Jones, City Manager

SUBJECT: Sailwinds Property Development

Recommendation from the Sailwinds Committee that Council:

- A. Direct Staff with input from the Sailwinds Committee to develop a draft Request for Proposals (RFP) for one master developer RFP with general language regarding proposed uses and site configurations as identified in the property Transfer Agreement, the 2020 Plan, the City of Cambridge Comprehensive Plan, and in the UDC, to be brought back for Council consideration and approval;
- B. Direct Staff with input from the Sailwinds Committee, to develop an RFP for a real estate broker to market the RFP to the most advantageous prospective developers and development teams;
- C. Approve a general schedule as identified in the Council Agenda Report, leading to selection of a master developer with which to negotiate in October, 2016; and
- D. Direct Staff to negotiate with the Board of Governor's Hall to pay half the cost of maintaining Governor's Hall while repairing the Sailwinds wharf and until such time as redevelopment of the Sailwinds property necessitates its removal.

### Discussion:

The Sailwinds Committee discussed the Council and public input from the Feb. 17, 2016 Council Work Session (See Sailwinds Committee Report, Item 27) with the following conclusions.

### Master Developer and RFP:

It is the recommendation of the Committee that the City proceed with soliciting one master developer of the property. It is the opinion of the City that an RFP can inform proponents of the current plans but allow for proposals that conform to the plans, are economically viable, and meet to the overall goal of economic development. If proposals do not, the Council will have the option to reject them. The Committee makes these recommendations, recognizing that if the Council agrees, Staff and the Sailwinds Committee will rely on the draft RFP and Master Development Agreement drafted by David Orr. These drafts incorporated the 2020 Plan, Comprehensive Plan, UDC and Transfer Agreement which taken together represent a codified Master Plan for the property. The Committee recommends that Council hold a Work Session on March 21, 2016 to review a draft RFP for Council discussion and public input before finalizing the RFP.

Broker:

The Committee supports using a broker to scout the most advantageous master developers and their teams to interest them in submitting proposals to the City.

Other Questions:

The Committee is not recommending declaring the property excess at this time rather that the RFP remain silent on the subject. The consensus was that an RFP is the indicator of intent to make the property available. And the Committee agrees that the hospital not be included as available property at this time but that language about potential future property availability - as provided by the hospital - be incorporated into the RFP.

Recommended Schedule:

- March/April Visit other sites to see examples of how other communities have incorporated the uses that are guiding Cambridge into their projects and to consult with other communities as to how they achieved their development projects.
- March/April Hold another work session with *public comment* for input into the RFP
- April Approve an RFP in *public session*
- April Release RFP for 120 days
- Aug. Staff reviews RFP and presents top 3 to Council for selection of top 2-3, in *public session*
- Aug./Sept. Top 2 or 3 proposers prepare models of their development plans for *public review and comment*
- Sept./Oct. *Public Meetings*  
Council Decision on a developer with which to negotiate, in *public session*

Governor's Hall:

The Committee received an estimate from Engineering that the cost of keeping Governor's Hall open during the repair of the Sailwinds wharf will be between \$80,000 and \$100,000. The Committee suggested that Staff contact the Governor's Hall Board and Managers to offer to keep Governor's Hall open if they participate in the cost. This recommendation came from concern about the need for the public venue and recognition that it will be 2-3 years before development of the property may require removal. Staff have met with representatives of Governor's Hall for a preliminary discussion. If Council approves the recommendation, Staff and the representatives of Governor's Hall will present an amendment to the current agreement which confirms:

- Continued operation for 2-3 years;
- Financial participation of Governor's Hall in the cost of keeping it open during the repair period at a rate of \$20,000 year while it remains open;
- Reconstitution of the Management Board; and
- Submission of professionally prepared financial report.