

**PROPOSAL FOR REDEVELOPMENT
OF THE
HISTORIC SOUTH UNION SCHOOL 1912 – ART
CENTER**

21 Highland Street
Southborough,
Massachusetts



Submitted by:

STREETBLOCK DEVELOPMENT, LLC

10 VERNON STREET, UNIT 306

BROOKLINE, MA 02446

GZURLO@STREETBLOCKDEV.COM

781-738-2979

Date Submitted: MAY 5, 2021

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STREETBLOCK
DEVELOPMENT

May 5, 2021

Board of Selectmen, Town of Southborough
Southborough Town House
17 Common Street
Southborough, MA 01772

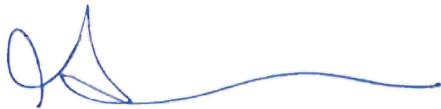
**RE: PROPOSAL FOR REDEVELOPMENT of the HISTORIC SOUTH UNION SCHOOL 1912 – ART CENTER,
21 Highland Street, Southborough, Massachusetts**

Dear Selectmen,

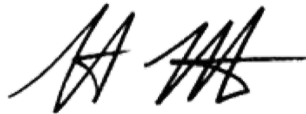
StreetBlock Development LLC, is pleased to submit the attached enclosures as our bid for award to purchase the above referenced property. We believe our proposal carefully strikes the right balance between what is economically feasible for all parties while maintaining the character of the neighborhood.

Our team is open to satisfying any requests for additional information that are minor in nature as you deliberate over your decision to select the right proponent.

Respectfully submitted,



Gregory Zurlo, *Managing Partner*
StreetBlock Development, LLC



Steven Hinterneder, *Partner*
StreetBlock Development, LLC

PROPOSAL DETAILS

04 FINANCIAL CAPACITY

The proposer has sufficient financial resources to obtain a loan commitment for the debt needed for the redevelopment to successfully execute and complete the project as described herein. Below, for reference, is the transaction summary for this development:

TRANSACTION SUMMARY		
	Projected Costs	
	Hard Costs	\$ 1,703,125
	Soft Costs	\$ 434,380
	Total Costs	\$ 2,137,505
	Capitalization (70% Loan-to-Cost)	
	Debt	\$ 1,496,253
	Equity	\$ 641,251
	Total Capitalization	\$ 2,137,505

StreetBlock Development, LLC will provide the balance of documentation post award, or as deemed necessary by the Board of Selectman.

05 QUALIFICATIONS

Gregory Zurlo, Managing Partner of StreetBlock Development, LLC, has been working in the architectural field for over 25-years. His work portfolio includes the design and construction oversight of many building types, most of which are residential. Sample list of Mr Zurlo's projects are included for reference; See **Exhibit A-**

Mr. Zurlo has served almost 10-years as member, and as Chairman, of the Town of Lexington Planning Board, a position awarded through the Town's general election. As the only design professional on the Board, Greg has demonstrated his sensitivity to the suburban built environment. He has drafted significant zoning changes and subdivision controls to preserve the character of his community.

Over the course of his long career, Mr. Zurlo worked with many urban and suburban developers to achieve their financial objectives while

06 PURCHASE PRICE PROPOSAL FORM

See **Exhibit B-**

07 REFERENCES

Name	Title	Organization	Phone Number	Email
Russell Tanner	Real Estate Developer	Private Practice	(781) 424-0596	rptanner@outlook.com
Alexander Bross	Manager, Design & Construction	MassHousing	(617) 610-3816	abross@masshousing.com
Matt Grosshandler	VP of Operations	Bald Hill Builders	(617) 872-5464	mgrosshandler@baldhillbuilder.com

08 DESCRIPTION OF PROJECT

See **Exhibit C-** for illustrative representation of Item 08

(a) *A description of the proposer's proposed use of the property and a description of how the proposal complies with each of the Redevelopment Goals and Selection Criteria;*

The proposed use of the property is Residential. Residential condominium units will be created in the existing South Union School building as well as a subdivision of land that will allow the build-out of single-family homes.

This proposal is intended to enhance the community by maintaining a village like setting by keeping the density of development consistent with the is surrounding neighborhood. While a denser build-out could potentially yield a greater financial benefit, this proposal seeks to find balance between economic gain and a sensitivity to surrounding community.

(b) *A description of the proposed configuration of the interior space within the building, together with a preliminary set of floor plans, if applicable;*

The proposal for the existing South Union School building will be to subdivide the building vertically creating two (2) side-by-side townhouse units in total. A new demising fire separation wall running north-south will be built to divide the units on the First and Second Floors. One unit will contain the existing elevator as an amenity but marketed first as a fully ADA compliant accessible unit. Each of the two building front entrances would be dedicated to a single residential unit. The layout of the interior space would yield a 3-bedroom 2.5-bath layout for each unit. The elevator will be assigned exclusive use to one unit, and attempts will be made to market this unit to persons with disabilities.

(c) *A description of the proposed configuration for the intended use of the entire parcel, including a description of any subdivision;*

The proposal includes subdividing the existing parcel into four (4) lots. Lot 1, Lot 2, and Lot 3 are located along Highland Street and will each be roughly 26,000 SF, conforming to the Town of Southborough Zoning Code. The remaining square foot of the parcel will be allocated to Lot 4 where the existing South Union School and new garage will be located. As a matter of our due diligence, StreetBlock

Development, LLC will engage the services of a land surveyor to confirm the conformity of Lot 4 as it pertains to setbacks – early observations show there may be a non-conforming yard after subdivision.

Lots 1, 2, and 3 will be sold after the subdivision is fully approved be built out by others.

(d) *A description of how the proposal will preserve the historic appearance of the building's exterior, if applicable;*

This proposal includes preserving the historic appearance of the building's exterior façade.

Existing masonry will be patched and repaired where functional signage has been mounted on the building by the Town; patch materials and mortar will be color matched. All existing window units will be replaced in its entirety utilizing a custom match strategy to maintain the existing sash and mullion patterns, profile, and proportions. It is expected that color matching and profiles will be submittal for discretionary approval to the Authority Having Jurisdiction (AHJ). The upper roof parapet (or upper frieze) will be prepared for new paint finish. Due to the repair needed at the two front entrance stairs, these stairs will be demolished and rebuilt using masonry or masonry cladding materials appropriate to the historic significance of the building façade. Profiles of the handrails will be brought back to an aesthetic of the exterior façade, without compromise to it being code compliant.

(e) *A statement of intent to apply for use of preservation funds or seek grant contributions from local, state or federal entities for any portion of the project, if applicable;*

Any and all resources available as a funding source will be pursued, however, this proposal is not contingent upon the granting of those funds.

(f) *A description of the conceptual exterior landscaping design treatment;*

Impervious Surface – Proposed Lot 4

The driveway leading to the rear entry and parking area on Proposed Lot 4 will be increased slightly to yield 18'-0" in width to allow safe passage of two-way vehicular movement. The paved parking area where the parking lot now sits will be reduced and replaced with the appropriate pervious ground cover. The bituminous paved area outside the building entry will be replaced with masonry pavers or scored concrete to bring the entry to a more appropriate residential scale.

Impervious Surface – Proposed Lot 1, 2, and 3

The existing loop road bituminous topping will be removed and replaced with the appropriate pervious ground cover, making the site ready for the new single-family homes – by others.

Tree Line and Limit of Work area

It is the intent of this proposal to maintain the existing tree line as tight to the proposed development and subdivision to protect the natural site features. A limit of work line will be established to reflect this choice as part of the subdivision plans submitted for Town approval.

Stairs / Retaining Stone Wall

The existing stone wall along the East side of the existing loop driveway will be demolished. Stones from these walls will be salvaged and protected for use of other site walls to the extent possible.

The large stone wall balusters, that flank the stairs on either side, will remain. The stairs will be removed. The existing planting area at the head of the existing loop driveway, flanked by the short length of curved wall on either side, will remain and used for low growth trees to provide some privacy screening from the South Union School to Lot 2.

(g) *The proposer's demonstrated readiness and ability to proceed with the Project with time schedules reasonably described;*

StreetBlock Development, LLC intends to utilize a general contractor that is ready to implement the construction portion of the work, and we stand ready to execute on a timeline suitable to the Town of Southborough. See Item (i) below for more detail.

(h) *A description of the impact of the proposer's use of the property on Town infrastructure, including water, drainage, parking, public safety, and roads, and/or the economic benefit to the Town in tax revenue and in local job creation, as applicable;*

The most significant impacts on the Town infrastructure include, but are not limited to:

- Three (3) additional curb cuts on Highland Street
- Utility connections required for the three (3) new single-family homes – by others
- School age children are expected to be part of this development
- Life safety (Police & and Fire)

StreetBlock Development, LLC believes the impacts to Town infrastructure, while some exist, will be minimal in nature compared to the benefits of increased tax revenue, sales revenue of the subject property, and preservation of this wonderful historic building.

In addition to those benefits, StreetBlock Development, LLC is open to enter into discussion with the Town about the Town's utilization of the property for a reasonable period of time as it plans and coordinates the relocation of existing Town department and uses currently occupying the building.

- (i) *A project schedule, including a construction schedule and dates by which the proposer expects to receive financing, a closing date and permits.*

StreetBlock Development, LLC is prepared to close within sixty (60) calendar days from the time the Town Meeting approval is recorded and when notice is provided by the Board of Selectman. The renovation of the Union School Building, construction of the new four (4) car garage and filing of an approved subdivision plan will conclude within a twelve (12) month period from the closing date.

09 REQUIRED FORMS

- (a) CERTIFICATE OF TAX COMPLIANCE - See **Exhibit D-**
- (b) CERTIFICATE [AFFIDAVIT] OF NON-COLLUSION - See **Exhibit E-**
- (c) DISCLOSURE STATEMENT FOR TRANSACTION WITH A PUBLIC AGENCY CONCERNING REAL PROPERTY - See **Exhibit F-**

END

Sample List of Architectural Projects In Greg's Professional Portfolio

Multifamily - New			
Project Name	# Units	Type	Role / Responsibility
2443 Mass Ave	13	Condo	Principal-in-Charge
Lexington Place	36	Condo	Construction Administrator
2451 Washington Street	16	Condo	Construction Admin / Project Executive
75 Dudley Ave	20	Condo	Project Executive
P12C	168	Rental / Condo	Project Manager
Elizabeth Stone House	30	SOR	Project Manager
Abby's House	30	SOR	Project Architect
Coppersmith Village Mid Rise	55	Rental	Construction Administrator
Coppersmith Village Townhomes	15	Condo	Construction Administrator
24 Westminster Ave	12	Rental / Condo	Project Manager / Construction Admin
Call / Carolina	8	Condo	Project Manager / Project Executive
Stony Brook Village - Phase 2	36	Rental	Project Manager / Construction Admin

Multifamily - Renovation			
Project Name	# Units	Type	Role / Responsibility
Mashpee Village	144	Rental	Construction Admin / Project Manager
Bishop Allen Apartments	50	Rental	Construction Administrator
Fall River Housing Authority	Multiple Projects	Rental	Project Manager / Construction Admin
Falmouth Housing Authority	Multiple Projects	Rental	Project Manager / Construction Admin
Natick Housing Authority	Multiple Projects	Rental	Project Manager / Construction Admin
Wellesley Housing Authority	Multiple Projects	Rental	Project Manager / Construction Admin
Somerville Housing Authority	63	Rental	Project Manager
Magazine Street	22	Rental	Project Manager / Construction Admin
Bell Tower Condos	12	Condo	Construction Administrator
Aurora Apartments		SOR	Project Manager / Construction Admin
Charlesbank Apartments	230	Co-Op	Project Manager

Single Family Residential

Through his 25+ career, Greg has designed dozens of single family home renovations and additions

Other			
Project Name	SF	Type	Role / Responsibility
Beth Israel Hospital, Carl J Shapiro Clinical Center	350,000	Healthcare	Construction Administrator
Yale University, Social Science & Academic Bldg	35,000	Academic	Project Manager / Construction Admin
Lexington Town Hall		Civic	Owner's Project Manager / Clerk-of-the-Works
Edward W. Brooke Court House	425,000	Civic	Construction Administrator
Rockford U.S. Federal Court House	210,000	Civic	Senior Construction Administrator
4 Militia Drive	Multiple Projects	Office	Principal-in-Charge
54 Bedford Street	Multiple Projects	Office	Principal-in-Charge

PURCHASE PRICE PROPOSAL FORM
FOR THE PURCHASE OF THE HISTORIC SOUTH UNION SCHOOL
1912 – ART CENTER
SOUTHBOROUGH, MASSACHUSETTS

Seller: Board of Selectmen, Town of Southborough
Southborough Town House
17 Common Street,
Southborough, MA 01772

Buyer: STREETBLOCK DEVELOPMENT, LLC

10 VERNON STREET, UNIT 306

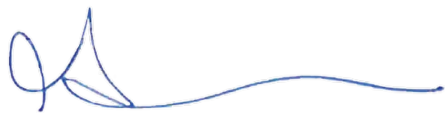
BROOKLINE, MA 02446

Premises: South Union School 1912 – Art Center
21 Highland Street
Southborough, MA 01772

Proposed Purchase Price: \$ \$700,000.00

Proposed Purchase Price (in words): Seven Hundred Thousand Dollars

Proposed Closing Date: The later of sixty (60) calendar days from Town Meeting Approval, or July 5, 2021



Signature

Managing Partner

Title

Gregory Zurlo

Print name

MAY 5, 2021

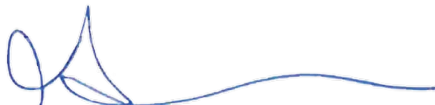
Date Signed



TOWN OF SOUTHBOROUGH – REQUEST FOR PROPOSALS
SALE OF SOUTH UNION SCHOOL 1912 – ART CENTER

CERTIFICATE OF TAX COMPLIANCE

Pursuant to M.G.L., Ch. 62C, s. 49A, the undersigned certifies, under the penalties of perjury, that he has complied with all laws of the Commonwealth relating to taxes, reporting of employees and contractors, and withholding and remitting of child support.



Signature of Individual or Corporate Officer

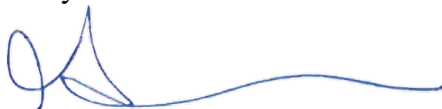
StreetBlock Development, LLC
Company Name

85-3296786
Social Security Number or Federal
Identification Number*

May 5, 2021
Date

AFFIDAVIT OF NON-COLLUSION

The undersigned certifies under the penalties of perjury that this bid or proposal is in all respects bona fide and fair and has been made and submitted in good faith without collusion or fraud with any other person. As used in this affidavit, the word "person" shall mean any natural person, joint venture, business, partnership, corporation, union, committee, club, organization, group of individuals, or other business or legal entity.

Signature:**Date:**

May 5, 2021

Name [Printed]:

Gregory Zurlo

Title:

Managing Partner

Company:

StreetBlock Development, LLC

TOWN OF SOUTHBOROUGH – REQUEST FOR PROPOSALS
SALE OF SOUTH UNION SCHOOL 1912 – ART CENTER

DISCLOSURE STATEMENT FOR
TRANSACTION WITH A PUBLIC AGENCY CONCERNING REAL PROPERTY
M.G.L. c. 7C, s. 38 (formerly M.G.L. c. 7, s. 40J)

The undersigned party to a real property transaction with a public agency hereby discloses and certifies, under pains and penalties of perjury, the following information as required by law:

(1) Real Property: The parcel of land with the building and other improvements thereon located at 21 Highland Street, Southborough, MA

(2) Type of Transaction, Agreement, or Document:

Sale of Town Property

(3) Public Agency Participating in Transaction:

Town of Southborough

(4) Disclosing Party's Name and Type of Entity (if not an individual):

StreetBlock Development, LLC

(5) Role of Disclosing Party (Check appropriate role):

____ Lessor/Landlord ____ Lessee/Tenant

____ Seller/Grantor X Buyer/Grantee

____ Other (Please describe): _____

**DISCLOSURE STATEMENT FOR
TRANSACTION WITH A PUBLIC AGENCY CONCERNING REAL PROPERTY
M.G.L. c. 7C, s. 38 (formerly M.G.L. c. 7, s. 40J)**

(6) The names and addresses of all persons and individuals who have or will have a direct or indirect beneficial interest in the real property excluding only 1) a stockholder of a corporation the stock of which is listed for sale to the general public with the securities and exchange commission, if such stockholder holds less than ten per cent of the outstanding stock entitled to vote at the annual meeting of such corporation or 2) an owner of a time share that has an interest in a leasehold condominium meeting all of the conditions specified in M.G.L. c. 7C, s. 38, are hereby disclosed as follows (attach additional pages if necessary):

<u>NAME</u>	<u>RESIDENCE</u>
Gregory Zurlo	10 Vernon St, Unit 306, Brookline, MA 02446
<u>Avi Zurlo</u>	<u>27 Exeter St, Arlington, MA 02474</u>
<u>Steven Hinterneder</u>	<u>79 Woodland Rd, Southborough, MA 01772</u>
<u>Miriam Garber-Zurlo</u>	<u>10 Vernon St, Unit 306, Brookline, MA 02446</u>

(7) None of the above- named persons is an employee of the Division of Capital Asset Management and Maintenance or an official elected to public office in the Commonwealth of Massachusetts, except as listed below (insert “none” if none):

(8) The individual signing this statement on behalf of the above-named party acknowledges that he/she has read the following provisions of Chapter 7C, Section 38 (formerly Chapter 7, Section 40J) of the General Laws of Massachusetts:

No agreement to rent or to sell real property to or to rent or purchase real property from a public agency, and no renewal or extension of such agreement, shall be valid and no payment shall be made to the lessor or seller of such property unless a statement, signed, under the penalties of perjury, has been filed by the lessor, lessee, seller or purchaser, and in the case of a corporation by a duly authorized officer thereof giving the true names and addresses of all persons who have or will have a direct or indirect beneficial interest in said property with the commissioner of capital asset management and maintenance. The provisions of this section shall not apply to any stockholder of a corporation the stock of which is listed for sale to the general public with the Securities and Exchange Commission, if such stockholder holds less than ten per cent of the outstanding stock entitled to vote at the annual meeting of such corporation. In the case of an agreement to rent property from a public agency where the lessee's interest is held by the organization of unit owners of a leasehold condominium created under chapter one hundred and eighty-three A, and time-shares are created in the leasehold condominium under chapter one hundred and eighty-three B, the provisions of this section shall not apply to an owner of a time-share in the leasehold condominium who (i) acquires the time-share on or after a bona fide arm's length transfer of such time-share made after the rental agreement with the public agency is executed and (ii) who holds less than three percent of the votes entitled to vote at the annual meeting of such organization of unit owners. A disclosure statement shall also be made in writing, under penalty of perjury, during the term of a rental agreement in case of any change of interest in such property, as provided for above, within thirty days of such change.

Any official elected to public office in the commonwealth, or any employee of the division of capital asset management and maintenance disclosing beneficial interest in real property pursuant to this section, shall identify his position as part of the disclosure statement. The commissioner shall notify the state ethics commission of such names, and shall make copies of any and all disclosure statements received available to the state ethics commission upon request.

The commissioner shall keep a copy of each disclosure statement received available for public inspection during regular business hours.

(9) This Disclosure Statement is hereby signed under penalties of perjury.

Gregory Zurlo

Print Name of Disclosing Party (from Section 4, above)



05/05/2021

Authorized Signature of Disclosing Party

Date (mm / dd / yyyy)

Gregory Zurlo, Managing Partner

Print Name & Title of Authorized Signer

**TOWN OF SOUTHBOROUGH – REQUEST FOR
PROPOSALS**
SALE OF SOUTH UNION SCHOOL 1912 – ART CENTER

CERTIFICATE OF AUTHORITY

Give full names and residences of all persons and parties interested in the foregoing proposal:

(Notice: Give first and last name in full; in case of a corporation, give names of President and Treasurer; in case of a limited liability company, give names of the individual members, and, if applicable, the names of all managers; in case of a partnership or a limited partnership, all partners, general and limited and; in case of a trust, all the trustees)

NAME	ADDRESS	ZIP CODE
<u>Gregory Zurlo, Manager</u>	<u>10 Vernon St, Unit 306, Brookline MA</u>	<u>02446</u>
<u>Avi Zurlo, Manager</u>	<u>27 Exeter St, Unit 2, Arlington, MA</u>	<u>02474</u>
<u>Steven Hinterneder</u>	<u>79 Woodland Road, Southborough, MA</u>	<u>01772</u>
<u>Mirian Garber-Zurlo</u>	<u>10 Vernon St, Unit 306, Brookline, MA</u>	<u>02446</u>

Kindly furnish the following information regarding the Proposer:

1) IF A PROPRIETORSHIP

Name of Owner: _____

Address: _____

Name of Business: _____

Home: _____

2) IF A PARTNERSHIP

Business Name: _____

Business Address: _____

Names and Addresses of Partners

PARTNER NAME	ADDRESS	ZIP CODE
_____	_____	_____
_____	_____	_____
_____	_____	_____

3) IF A CORPORATION OR A LIMITED LIABILITY COMPANY

Full Legal Name: StreetBlock Development, LLC

State of Incorporation: Massachusetts

Principal Place of Business	<u>Massachusetts</u>
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Qualified in Massachusetts: Yes X No

Place of Business in Massachusetts: 10 Vernon Street, Unit 306, Brookline, MA 02446

4) IF A TRUST

Full Legal Name: _____

Recording Information: _____

Full names and address of all trustees:

NAME	ADDRESS	ZIP CODE

Signature: _____

Printed name: Gregory Zurlo

Title: Managing Partner

Name of Business: StreetBlock Development, LLC

Date: May 5, 2021