

Summary of August 15th meeting with Braintree Chief of Staff - Peter Morin
Attendees: Jim Conlin, Hans Larsen, David Perry, Andy Wrobel

Overview:

Braintree is developing a rink (or two), pool, and 90 parking spots to be designed, built, operated, and funded by a private firm. Braintree is offering the developer 6 acres of land near Braintree High, help with permits, and \$1.6M (a bequeath 20+ years ago to help build a pool in town). In return, Braintree will receive preferential access to the rink(s) and pool for its youth teams and school teams as well as some community access.

Braintree is not adding **town funds or personnel** and is not at risk should an operating deficit occur. **Fund raising is not necessary.** Development will begin as soon as the RFP review process is complete and a acceptable bid found.

To find the private partner, Braintree has a “design ~~and~~-build” RFP with responses due Sept 14th. Following the town’s RFI in April, Peter is confident of one developer submitting a bid and expects more.

Background:

The mayor’s office recognizes that recreational maintenance and amenities have been a casualty of tight budgets over the past ten plus years. The \$1.6M gift has languished for 20+ years.

Braintree recently updated its two “shoddy fields” and track at the high school for \$1.2M (less than the \$2M estimate) by not spending on the “unnecessary” design process. Braintree used an architect and turf company (Fleming Bros Construction) but no engineering firm. The updates included:

- Field for football, lacrosse and soccer

- Field for sub-varsity and field hockey

The development started with bids in May 2011, award in June 2011, construction started in Aug 2011, completed in Oct 2011. Some of savings were used to widen the track to eight lanes, new fences, walkways, sound system and netting for ~~\$500~~250k. This experience convinced them to do the “Design ~~and~~-Build” approach for the rink and pool.

A Pool and Rink:

Peter said that Braintree has had “lots of demand” for rink for years. Developers exist who will build and run one sheet of ice but prefer two or at least an extra half sheet. The key to the financial success of a rink is marketing the off-season (not a municipal strength). Seasonal rinks barely make money (unless built to be seasonal only) and the rink is an asset that can be dormant from April – Sept. A second sheet of ice allows tournaments and scale. Braintree’s merchants appreciate a second rink as well and are creating special offers for tournament attendees (Dave and Busters). The youth and schools will pay market rates for ice but save time and money by not having to travel.

The town has had the gift for a pool and has had its swim team moving between different pools for years providing a voice for a new pool (especially every four years during the

summer Olympics). The town wants a lap pool with a deepwell diving capability. No fitness center or other amenities are requested, although they have sufficient land should the developer wish to something like this. There is a private health club nearby with excellent facilities (similar to Beede) which will be hurt by the pool. Peter expressed an expectation that some older people may join this cheaper pool since it is close to the main seniors walking track (a mall) and will likely be less expensive. Schools will pay market rate for pool time as well.

Braintree considered building and running the pool and rink “in house” but said it was too costly for them to build and too costly to run. Braintree also understands that a “pool is a drain” financially so that was why it paired the pool to the rink. The town will retain oversight through an “authority” (advisory role only) to be created and a tight lease.

The value to the developers is the “free land” in a land constrained area, town support through permitting and zoning, and the \$1.6M.

Finally by bundling the rink and pool together allowed synergies to be realized through energy use, staffing, development costs, etc.

Braintree is reserving the naming rights as a potential source of revenue and control. Braintree is also asking for some “revenue” for the land as part of the RFP – amount to be determined by the submitting developer.

Design and Build:

This is a different municipal development approach that **requires State legislature approval** (which Braintree obtained without much trouble). This process has the builder do the design as well as the construction. This process reduces the cost of design and construction by “designing facilities that work”. It also improves operations by having the operator involved in the design and construction. As a result it generated lower bids to town and in this case allows more firms to participate.

This process still involves an RFP (see attached document) that must clearly define the project, process, scoring, etc.

Review of the bids will include a review of a preliminary design of the project, projected operating p&ls, and due diligence of the vendor. Braintree plans to use municipal procurement and “prevailing wage” (to avoid project delaying legal actions) although it is legally probably not required.

This process will make for a **coherent, low cost, faster delivered, more operationally efficient project**.

Operations:

Braintree plans to have strict lease conditions on the land that will include restrictions such as :

Refinancing will not be acceptable (no more than xx% of value can be leveraged)

In the case of default, the lease and property would revert back to the town
Operational maintenance will be defined
The “authority” will have responsibility to make sure the original RFP conditions and
lease are adhered to.

Summary:

Braintree is building a pool and rink(s) that will not cost the town construction or
operating expense by bundling the design, construction, and operations into one bid.
Their process will deliver a facility in **less time** and at a lower cost without requiring
fundraising. Like any big construction project, this process will **require clear
requirements to be specified and prioritized**. Site constraints will need to be made
clear as well.