

## Tailby and Railroad Lot Interview Questions – July 31, 2018

For the first 20 minutes please focus on the development program – housing, parking and public open space/amenity.

1. It is possible that the Town's affordable housing stock will soon be expanded by 90 proposed units at Delanson Circle (current 40B in permitting) and 54 units at 148 Weston Road (current 40B in permitting) and 300-350 newly proposed units at Wellesley Office Park (Selectmen informed on June 5, 2018). With this in mind, would you change the unit mix, ownership models or density proposed in your project? If yes, how? If not, describe the different market segments you anticipated in your original proposal.
2. The RFP required existing parking counts to be maintained, causing parking to dominate many of these proposals. In anticipation of expanding on-demand rideshare services as well as enhanced bike paths and pedestrian routes, the Town is interested in hearing ideas about how to create a more innovative / flexible car management system, especially for the commuter capacity. How would you envision that structured parking could be transformed or adapted if reliability on personal cars is reduced in the next 10-15 years?
3. Describe how the open space component of your proposal interacts with the streetscape, residents, and community at large? How do you believe you have enhanced the commuter experience? How do you believe you addressed the public amenity component?

For the next 30 minutes, explore the “how” with a priority on money and sustainability?

4. Please discuss your proposed financing of this project – including pre-development costs, participants, debt, equity, tax credits, phasing. What are the key financing challenges? What affect will a possible market downturn have on your performance? In general, why do you believe your proposal is financially advantageous to the Town? [Payments to the Town will be reviewed separately.]
5. Describe a project or two in the recent past that encountered unexpected delays and how the delays were addressed? Has the firm abandoned a project during pre-development in the past 5 years?
6. How will exemplary sustainability be achieved as part of your proposal? What standards do you propose to meet? Who are your LEED accredited team members? Describe your experience with Passive House standards and/or net zero buildings
7. What do you think are the greatest challenges with the viability of your proposal, and how do you intend to meet them if you are selected?