



Town of Barnstable

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Proposals for Long Term Lease of Cape Town Plaza, Hyannis, Massachusetts by Barnstable Municipal Airport Commission

HYANNIS, MA - On October 12th, Town Officials opened proposals for the potential long-term lease of the Cape Town Plaza property, also known as the K-Mart Plaza. The property is a 26-acre town-owned parcel under the custody and control of the Barnstable Airport Commission, located in Hyannis, the region's commercial center. The property was leased and commercially developed in 1968. In anticipation of the 2024 expiration of the long-term lease, a Request for Development Proposals was issued on April 26, 2018.

The Request for Proposal Process

The Town of Barnstable Chief Procurement Officer, on behalf of the Barnstable Municipal Airport Commission, issued a Request for Proposal (RFP) dated April 26, 2018 entitled "Disposition of Real Property via Lease: Commercial property known as The Cape Town Plaza (aka KMART Plaza) Located at 790 Hyannough Road/ Route 132, Hyannis, MA." This solicitation was issued in accordance with the provisions of Massachusetts General Laws, Chapter 30B, Section 16, which governs how municipalities sell, lease or acquire Real Property.

The Opening of Proposals

In accordance with Section 16, Proposals must be opened in public at the time and place specified in the solicitation. Chapter 30B affords no confidentiality to real property proposals and they become public record after being opened. **On October 12, 2018 at Barnstable Town Hall, two (2) Proposals were received, opened and the names of the**

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submitting firms were publically read aloud under the Town's Chief Procurement Officer direction. The first proposal received is a collaborative submission from The Wilder Companies, LTD and O'Conner Capital Partners. The second proposal is from WS Development Associates LLC. The list of submitting firms is posted on the Town's Procurement Website.

Evaluation and Review of Proposals

On October 15, 2018 the Procurement Office reviewed the proposals for completeness and compliance to the submittal requirements. An Evaluation Committee, selected jointly by the Barnstable Municipal Airport Commission and the Town of Barnstable, will evaluate the proposals considering all of the requirements and evaluation criteria included in the Request for Proposals. The Airport's goals for the property include maximizing the site's potential with a development that contributes to economic vibrancy of the Route 132 corridor and meets market demands and the needs of the Town and region; and to encourage redevelopment that is complimentary and compatible with surrounding land uses, including the Barnstable Municipal Airport. The Committee will be asked to balance how the proposal meets these goals, in addition to considering the proposal that offers the highest lease amount when making a recommendation to the Airport Commission and Town Council for potential entry into the lease for the property.

All questions pertaining to this RFP are to be submitted in writing to the Procurement Office, Johanna.boucher@town.barnstable.ma.us, Johanna F. Boucher, Chief Procurement Officer, 508-862-4741.

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