

A Proposal for the East Hampton Town Hall Campus



BY EDGEWATER HILL PROPERTIES, LLC



January 9, 2017

Introduction



Edgewater Hill Properties, LLC, owned by Stephen and Lisa Motto, longtime residents of East Hampton, is pleased to present the Town Council of East Hampton with a proposal for the new East Hampton Town Hall, Police Station, and the Chatham Health and Board of Education.

We are prepared to **donate** 5.4 prime visibility acres to the Town for the construction of the new Town Hall Campus.

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Letter of Transmittal

January 9, 2017

Mr. Michael Maniscalco
Town Manager
20 East High Street
East Hampton, CT 06424

RE: Request for Proposal

Dear Mr. Maniscalco:

It is with great pleasure that we present the attached response to the Town of East Hampton's request for proposals for a new Town Hall Campus. As you will see from the attached proposal, we propose to donate 5.4 acres and construct the campus for the Town either as a straight donation/construction project or as a lease with option to buy. In both cases, the land cost is zero. We are joined in this proposal by the current fee owners, George and Mary Loos from whom we have the right to acquire the land, and look forward to the opportunity to present the project in detail and to engage our team in further conversation with the town and its staff. This large site offers space for a substantial town complex, ample parking, room for facility and parking growth, live work opportunities for town staff and upon completion, adjacent shops and restaurants for the pleasure of staff and the community. Child care for staff is also a possibility through our current tenant, Educational Playcare. We have previously undergone significant and successful developments in East Hampton and are knowledgeable of the matters and conditions in the town which would, and have, influenced our proposal.

We hope you find our proposal as appealing and exciting as we do, and we look forward to working with you in the future!

Sincerely,



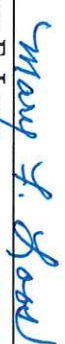
Lisa Motto



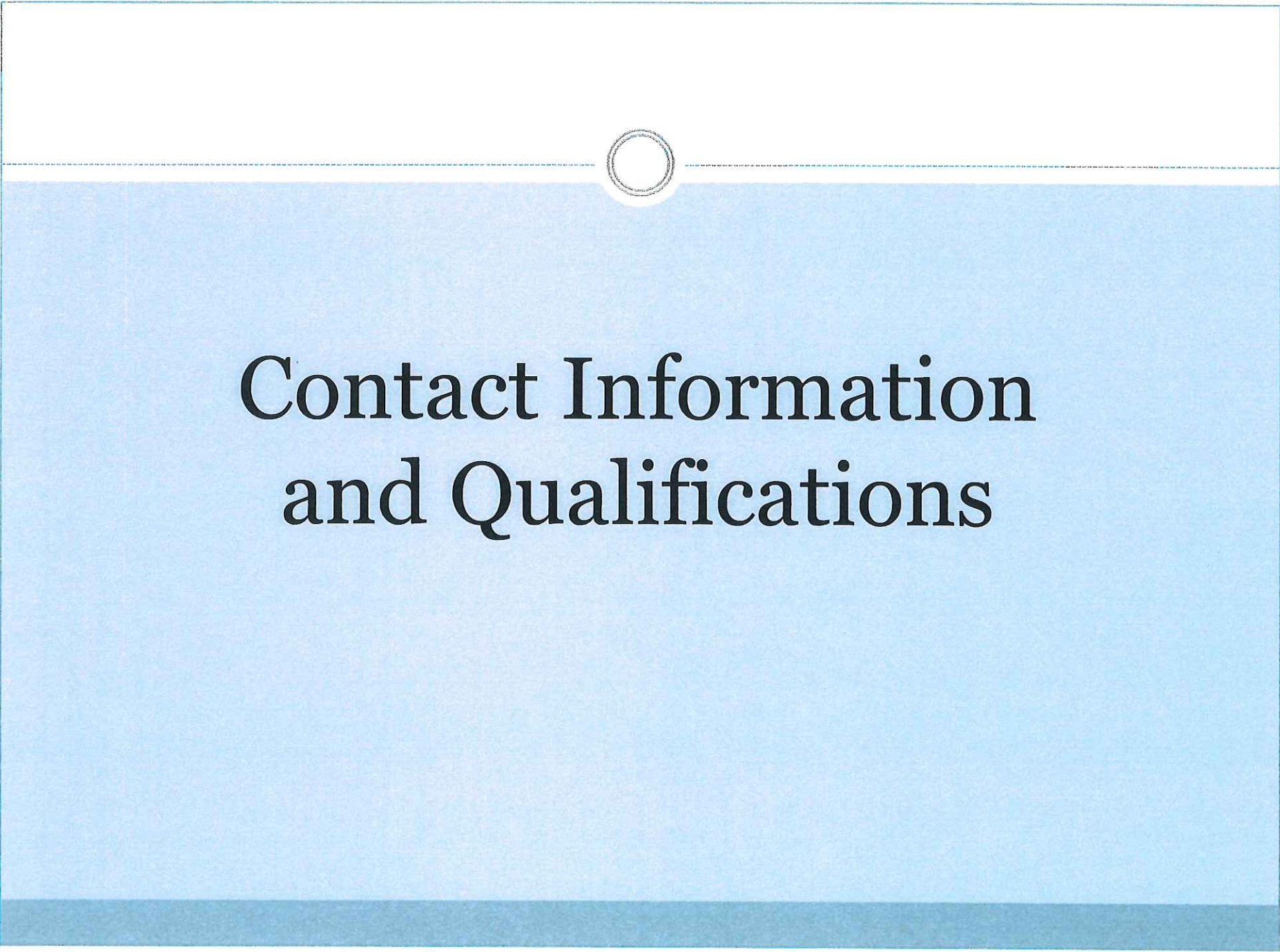
George A. Loos



Stephen Motto



Mary F. Loos



Contact Information and Qualifications

Contact Information



STEPHEN J. MOTTO
PRINCIPAL, EDGEWATER HILL PROPERTIES, LLC.
OFFICE – (860)267-6822
MOBILE – (860)398-0325
FAX – (860)267-7322
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LISA M. MOTTO
PRINCIPAL, EDGEWATER HILL PROPERTIES, LLC.
OFFICE – (860)267-6822
MOBILE – (860)918-6784
FAX – (860)267-7322
EMAIL – LISAMOTTO3@AOL.COM

Qualifications



Stephen J. Motto:

Stephen J. Motto is currently the president of Dream Developers of Connecticut, LLC and Edgewater Hill Properties, LLC and is in the process of constructing Edgewater Hill, a 79 acre mixed use traditional walkable community in East Hampton, CT. Stephen's experience varies greatly. His most recent projects with Dream Developers include the construction of a 16,000 square foot commercial building / daycare facility, a 7500 square foot medical office building, forty garden apartments and the reconstruction of Saint Mary's Ukrainian Catholic Church in Colchester, Connecticut. Dream Developers was also the construction management firm for the development of Lantern Lane, a 30 unit Active Adult Community in Vernon, Connecticut, and Stephen also previously completed the successful development of Laurel Ridge, an 88 home active adult community located here in East Hampton. Prior to acquiring Dream Developers, Stephen worked as a Senior Project Manager for LCM Construction, a division of The Daylar Group of Middletown, Connecticut. While with LCM, Stephen worked on the Hamilton Farm project located in Gladstone, New Jersey, The River Highlands in Cromwell, Connecticut and the Lake of Isles in North Stonington, Connecticut. In addition to the projects for LCM Construction, Stephen also project managed the construction of school facilities PS119, IS114 and PS130 for the New York School Construction Authority in Brooklyn and Queens, New York. He has over 25 years of experience in the commercial and residential construction industry and has worked with conventionally framed, pre-engineered and modular buildings systems.

Qualifications



Lisa M. Motto

Experience:

August 2003 – Present: Dream Developers of Connecticut, LLC & Edgewater Hill Properties, LLC, East Hampton, CT

- **Treasurer, Member**
- Design and create new developments and subdivisions.
- Work alongside experienced architects, project engineers and marketing firms.
- Coordinate all sales prospects and provide focused approaches to target opportunities.
- Review all pricing, and coordinate all banking and lending requirements.
- Effectively communicate with customer and business associates on a continual basis to ensure needs are being met in a timely manner.
- Maintain a disciplined approach to financial decision making to ensure targeted plans are being met.
- Continuously keep a pulse on the market and the trends and demands within the industry.
- Work alongside accountants and attorneys to ensure that all financial systems are accurate and up to date and that all necessary insurances and licenses are in place and properly maintained.
- Assist with the hiring of all employees and handled the coordination of all benefits.

November 2013 – April 2016: Aetna Inc., Hartford, CT

- **Manager, New Business Underwriting NJ/NY Markets – Key and Select Accounts**
- Manage a team of 8 underwriters
- Coordinate the workflow for all new business submissions for the market segment.
- Participate in hiring process for Northeast Region and assist in training of new hires.
- Coordinate all sales prospect reporting for heads of sales and participate in weekly calls regarding sales pipeline and target opportunities.
- Review all pricing, approve concession requests and submit all escalations as necessary.
- Effectively communicate with Account Executives on a continual basis to ensure needs are being met in a timely manner.
- Strategize with heads of sales and key account executives regarding the market conditions and how best to position Aetna against the competition.

June 2013 – November 2013: Aetna Inc., Hartford, CT

- **Senior Underwriting Consultant – Renewal – St. Louis / Oklahoma Market**
- Managed the renewal process for a set volume of business.
- Regularly participated in broker calls and preliminary renewal discussions.
- Attended trainings and served as subject matter expert on several underwriting related topics.

Qualifications



April 2012 – June 2013: Aetna Inc., Hartford, CT

- **Senior Underwriting Consultant – New Business – Chicago Market**
- Handled the pricing of new business opportunities within the Mid-America region.
- Provided strategic direction to Account Executives.
- Responded to all customer requests in a timely fashion.
- Developed a strong understanding of the Accountable Care Act, its impact on the health insurance industry and how it has affected pricing.
- Multi-tasked on a daily basis and worked continuously to reprioritize work to meet the customer or broker's needs.

July 2002 – July 2004: Aetna Inc. Middletown, CT

- **North Central Team Leader – Key Account New Business Underwriting**
- Helped to coordinate the transition of the Ohio, Kentucky and Illinois books of business for Aetna from the Chicago office to Middletown.
- Managed a team of underwriters and assisted them in developing their skills in order to advance their careers.
- Handled the hiring and interview process for the North Central New Business Underwriting team
- Had responsibility for making decisions regarding price strategy and ability to provide insurance to various customers in the 300-3,000 employee size market.
- Worked very closely with General Managers and Sales staff to ensure that we would be as aggressive as possible on cases with targeted risk characteristics to meet regional membership and financial plans.

May 2000 – July 2002: Aetna Inc., Middletown, CT

- **Sales Consultant – National Accounts Sales Support**
- Provided direct support to field sales persons in responding to health and bundled product proposal requests for new and growth business.
- Applied project management principles in order to thoroughly execute quality proposals coordinated by top consulting firms.
- Assisted in the sale and successful bid process of numerous cases ranging from 3,000 to 60,000+ eligible employees.
- Responsibility for initial questionnaire responses through finals presentations.
- Coordinated Aetna's effort in responding to the Towers Perrin survey for 2001.
- Experience working with Microsoft Excel, Word, Powerpoint, and Outlook.

Education: 1994-1998 University of Connecticut Storrs, CT

- Bachelors of Science in Business Administration
- Major: Management



Property Location

Property Location



The 5.4 acre parcel that we are proposing to donate to the Town is situated on Route 66 in East Hampton and is part of a larger 59 acre parcel currently considered forestry and located adjacent to the Edgewater Hill mixed use development. See the attached map for more detailed site identification and location.



Assessor's Card & Tax Information

EAST HIGH ST

Location EAST HIGH ST

Mblu 10A/ 85/ 5C/ 1

Acct# R06120

Owner LOOS GEORGE A + MARY F

Assessment \$9,910

Appraisal \$521,290

PID 4839

Building Count 1

Current Value

Appraisal				
Valuation Year	Improvements	Land	Total	
2015	\$0	\$521,290	\$521,290	
Assessment				
Valuation Year	Improvements	Land	Total	
2015	\$0	\$9,910	\$9,910	

Owner of Record

Owner LOOS GEORGE A + MARY F
Co-Owner
Address 126 EAST HIGH ST
EAST HAMPTON, CT 06424

Sale Price \$0
Certificate
Book & Page 256/ 715
Sale Date 02/08/1993
Instrument 29

Ownership History

Ownership History				
Owner	Sale Price	Certificate	Book & Page	Instrument Sale Date
LOOS GEORGE A + MARY F	\$0		256/ 715	29 02/08/1993

Building Information**Building 1 : Section 1**

Year Built: 0
Living Area: 0
Replacement Cost: \$0
Building Percent Good:
Replacement Cost Less Depreciation: \$0

Building Photo

Building Attributes	
Field	Description
Style	Vacant Land
Model	

Grade:	
Story Height	
Foundation	
Exterior Wall 1	
Exterior Wall 2	
Roof Structure:	
Roof Cover	
Interior Wall 1	
Interior Wall 2	
Interior Flr 1	
Interior Flr 2	
Heat Fuel	
Heat Type:	
AC Type:	
Total Bedrooms:	
Total Baths:	
Total Half Baths:	
# Extra Fixtures	
Total Rooms:	
Bath Style:	
Kitchen Style:	
Fireplace	
F in Basement	
Fin Bsmt Quil	
Bsm. Garages	
Gas Fireplace	

<

>

Extra Features

Extra Features	Legend
No Data for Extra Features	

Land

Land Use	Land Line Valuation
Use Code 608	Size (Acres) 59
Description Forest	Frontage
Zone C	Depth
Neighborhood COM	Assessed Value \$9,910
Alt Land Appr No	Appraised Value \$521,290
Category	

Outbuildings

Outbuildings

Legend



(<http://images.vgsi.com/photos/EastHamptonCT/photos/default>)

Building Layout

Building Sub-Areas (sq ft)	Legend
No Data for Building Sub-Areas	

No Data for Outbuildings

Valuation History

Appraisal			
Valuation Year	Improvements	Land	Total
2014	\$0	\$521,290	\$521,290
2012	\$0	\$521,290	\$521,290
2011	\$0	\$521,290	\$521,290
Assessment			
Valuation Year	Improvements	Land	Total
2014	\$0	\$5,370	\$5,370
2012	\$0	\$5,370	\$5,370
2011	\$0	\$5,370	\$5,370

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Town of East Hampton

Town of East Hampton
PO BOX 178
EAST HAMPTON, CT 06424
860-267-2300

Payment Details

Tax Payer Information

Bill #: 2015-1-0006120 (REAL ESTATE)
Unique ID: R06120
District & Flag:
Name: LOOS GEORGE A + MARY F
Address:
Property Location: EAST HIGH ST 10A 85 5C
Volume:
Page:
Town Benefit: 0.00
Elderly Benefit (C): 0.00

Bill Information as of 12/16/2016

Due 1:	07/01/2016	Inst1:	\$145.88	Total Installment:	\$291.76
Due 2:	01/01/2017	Inst2:	\$145.88	Paid:	\$291.76
Due 3:		Inst3:	\$0.00	Tax/Princ/Bint Due:	\$0.00
Due 4:		Inst4:	\$0.00	Interest Due:	\$0.00
Assessment	\$9,910	Total:	\$291.76	Lien Due:	\$0.00
Exempt	\$0	Total	\$0.00	Fee Due:	\$0.00
		Adjustment:			
Net	\$9,910	Mill Rate	29.44	Total Due:	\$0.00
To Pay This Bill in Full:					

Payment History					
Pay Date	Type	Tax/Principal	Interest	Lien	Fee Total
07/11/2016	PAY	\$291.76	\$0.00	\$0.00	\$0.00
					\$291.76

* Total Payments made to taxes in 2015:

\$0.00

* This is not a tax form, contact your financial advisor for information regarding tax reporting.

Date Generated 12/16/2016



List of Personnel

List of Personnel



Main Contacts: Stephen J. Motto & Lisa M. Motto
Edgewater Hill Properties, LLC
138 East High Street,
East Hampton, CT 06424
Office – (860) 267-6822
Fax – (860) 267-7322
Email – SJMotto@aol.com or
Lisamotto3@aol.com

Legal Counsel : Attorney David Glissman
86 Farmington Avenue
Hartford, CT. 06105
Phone – (860) 278-1900
Fax – (860) 547-1191
Email – Dglissman@mrglaw.com



Detailed Proposal

Detailed Proposal: The Property



The centrally located property that we are proposing to donate for the new Town Hall Campus is located in the Edgewater Hill mixed use development situated on Route 66 in East Hampton. It is currently part of a larger 59 acre parcel which is currently considered forestry. A smaller parcel of 5.4 acres would be split off for the Town of East Hampton in order to construct the new Town Hall Campus. Once developed, the location and the adjacent Edgewater Hill development will serve as a distinguished civic and commercial hub. This location not only contains more than enough parking spots for the Town's needs (between 60-100 for the town hall and 27-45 for the police department), but also contains undeveloped acreage upon which the Town can install additional parking and future outbuildings or otherwise utilize the same for ancillary purposes. The location's proximity to Route 66 makes it both accessible for the public and can allow for easy, private access to a main road for police and emergency personnel. Once appropriately designed and sited, the complex will be attractive and pleasing for employees and residents as well as visually stunning from the perspective of drivers along Route 66. Please see the map on the following page for a preliminary site layout.



TOWN HALL
CAMPUS
(±5.4 ACRES)

LAKE VISTA DRIVE

MAIN TOWN
HALL ENTRANCE

PLAY AREA

POLE BUILD
STAFF ENTRANCE

WATERHALL

COMMUNITY
GARDEN

PLAY
AREA

FUTURE
RESTAURANT

DAYCARE

EAST HIGH STREET (ROUTE 66)

LAKE VISTA DRIVE

SCULPTURE
OVERLOOK

Detailed Proposal: The Property



The property already has water, sewer, electric and natural gas availability. Additionally, the Town Hall Campus can be designed so as to allow for expansion over time since there is additional acreage within the parcel.

This location would not only facilitate more efficient private and public access but it would also greatly increase synergies within the various departments of the Town and between the townspeople themselves. The proximity of the mixed use Edgewater Hill development, which includes a first-class childcare center, and upon completion, is designed to include restaurants, shops, offices, single family homes, townhouses, condominiums and apartments, means that employees could live nearby and walk to work, and the public, including visitors coming from Route 66, can easily take advantage of the excellent food and shopping amenities planned for Edgewater Hill during their town hall visits.

Detailed Proposal: Sample Rendering



Detailed Proposal: Sample Rendering of Council Chambers



Detailed Proposal: The Advantages of Edgewater Hill



Edgewater Hill is being designed and built to create a sense of togetherness and it will offer the Town of East Hampton the ability to create an authentic sense of place for our town facilities. Like East Hampton in general, it is a community that emphasizes a traditional neighborhood approach to living and is inspired by the era where neighbors knew neighbors and when being a part of the community had a deeper meaning than just owning and living on the land. Once developed, the Town Hall Campus will be a dignified pearl of East Hampton, surrounded by vibrant restaurants, shopping, professional services and homes.

Detailed Proposal: The Advantages of Edgewater Hill



In addition to being able to live and work within the same locations, employees will have the ability to walk during their breaks and grab some lunch as the commercial portion builds out. They will be able to take walks around the development and safely cross the street or take advantage of the abundant parking already available. A day care center only adds to the amenities and services available to town staff.

Detailed Proposal: The Advantages of Edgewater Hill



Because Edgewater Hill is being developed as a Traditional Neighborhood Mixed Use Development, there will be quick access to life's necessities and amenities, making life feel much less complicated and much more relaxed. The emphasis is on people and strolls on wide sidewalks rather than the automobile, despite there being plenty of wide roadways, parking, and access points to Route 66. Like East Hampton, Edgewater Hill is about small town charm and convenience, and we believe our property, with the completed Town Hall Campus, would best display what East Hampton has to offer to its residents and the rest of Connecticut.

Detailed Proposal: Donation to East Hampton



Edgewater Hill Properties, LLC proposes to donate this high visibility, 5.4 acre property to the Town for the express purpose of constructing the Town Hall Campus. In exchange for this donation, Edgewater Hill Properties, LLC requests that they be able to select the architect and work alongside the Town in designing and constructing the new facilities. Because Edgewater Hill is a modern day mixed use development, it is very important that all buildings blend and compliment each other and meet the flavor and style of the community being built.

Detailed Proposal: Donation to East Hampton



Edgewater Hill Properties, LLC will require that, as further consideration for the donation of the land, they be allowed to manage the construction of the new Town Hall Campus. They would do this on a cost-plus basis which would be based upon the market rate of 4%, a cost the Town would likely incur with any other construction manager. The Town of East Hampton would pay all actual competitive bid costs for the contractors and vendors without markup to Edgewater Hill Properties, LLC, as well as the fee for construction management to Edgewater Hill Properties. This keeps the process very simple and orderly for all parties involved, and significantly reduces the immediate costs to the Town since they will not be paying anything for the land itself.

Detailed Proposal: Donation to East Hampton




In order to take advantage of this opportunity, construction of the new Town Hall Campus must commence within 24 months of signing an agreement with Edgewater Hill Properties, LLC and be diligently prosecuted to completion. In the event that construction is not started within this timeframe, the Town of East Hampton would need to contact Edgewater Hill Properties, LLC to develop a mutually acceptable solution.

Detailed Proposal: Alternate Acquisition Option



We understand the desire for the Town of East Hampton to ultimately own their buildings but also recognize some of the financial challenges the Town is currently facing. Because of this, we have prepared a second option for the purchase of the new buildings:

The Town of East Hampton can opt to do a lease to buy arrangement whereby they lease from Edgewater Hill Properties, LLC for an agreed upon period (as much as 10-20+ years if needed) and then purchase the buildings. This will allow the Town the time to plan accordingly and defer some of the long term debt until they are ready to assume it. The land would be factored in at no charge, and the lease rate would be linked to the construction related costs. The option would require construction financing and thus this option is therefor made subject to receipt of the same, which given the quality of the credit behind the lease, is not expected to be an issue.




Consent and Joinder And Required Statements

CONSENT AND JOINDER


This letter, dated January 9, 2017, shall serve as authorization for Edgewater Hill Properties, LLC, and by extension its principals, Stephen and Lisa Motto, to submit a proposal to the Town of East Hampton (the "Proposal") in response to the town's Request For Proposal published November 16, 2016. The Proposal concerns property currently owned by the undersigned George and Mary Loos and located at 126 East High Street, East Hampton (the "Property"). The undersigned represents that Edgewater Hill Properties, LLC, currently holds an option, dated August 15, 2007 and exercisable at any time, to purchase the Property which is the subject of the Proposal. The undersigned further represents and agrees that if the town of East Hampton accepts the aforementioned Proposal, Edgewater Hill Properties, LLC shall have the right and power to exercise their option to purchase the Property from the undersigned and the undersigned shall cooperate with Edgewater Hills Property, LLC and the town of East Hampton in facilitating the consummation of the Closing.

By signing below, the undersigned consents to and joins Edgewater Hill Properties, LLC in submitting the Proposal to the town of East Hampton. Additionally, the undersigned and Edgewater Hill Properties, LLC agree to hold the quoted offer price, as stated in the Proposal, firm through the end of April 2017. The undersigned and Edgewater Hill Properties, LLC further agree with the appraisal requirements under Section I.E. of East Hampton's Request For Proposal, to the extent that they are applicable to the terms of the Proposal.



George A. Loos

Edgewater Hill Properties, LLC



Mary F. Loos

By: 

Stephen Motto, its Member



Concluding Statement

Concluding Statement



Edgewater Hill Properties, LLC envisions the new Town Hall Campus and its surrounding areas to be a head-turning civic and commercial hub for East Hampton. Unlike most commercialized areas, the nature of the Town and the proximity to the Edgewater Hill development means that the Town Hall Campus will be able to retain a friendly, tranquil atmosphere while still inviting commercial traffic and opportunities for further development.


The property is in an exceptionally ideal location with easy access to roads and Route 66 for both the public and emergency vehicles. It also contains more than enough parking for the Town's needs. The adjacent Edgewater Hill community provides numerous services and amenities for the Town's employees working on the campus, and would generate further economic activity from people visiting East Hampton.

Concluding Statement



The land would be donated at no cost to the Town provided Edgewater Hill Properties, LLC is able to choose the architect and manage the construction of the Town Hall Campus on a cost-plus basis, and Edgewater Hill Properties, LLC will work with the Town concerning its future acquisition of the buildings.

As residents of East Hampton, we, Stephen and Lisa Motto, are personally invested in the success and revitalization of East Hampton and believe the finished Town Hall Campus would serve as a beautiful, noteworthy and distinguished hub for our community.



Signed Non-Collusion Statement

ATTACHMENT A

TOWN OF EAST HAMPTON
Property for Town Hall & Police Department
PROCUREMENT NOTICE
REQUEST FOR PROPOSAL
RFP #2016-11

NON-COLLUSION STATEMENT

The company/ individual submitting this proposal certifies that it is being submitted without any collusion, communication or agreement as to any matter relating to it with any other respondent or competitor. We understand that this proposal must be signed by an authorized agent to constitute a valid proposal.

Date:

1/9/17

Name of Company:

Edgewater Hill Properties, LLC.

Name and Title of Agent:

Mymee

By (SIGNATURE):

Ed Hill, Chairman

Address:

135 East High Street

East Hampton, CT 06424

Telephone Number:

(860) 267-6822

ATTACHMENT A

TOWN OF EAST HAMPTON
Property for Town Hall & Police Department
PROCUREMENT NOTICE
REQUEST FOR PROPOSAL
RFP #2016-11

NON-COLLUSION STATEMENT

The company/ individual submitting this proposal certifies that it is being submitted without any collusion, communication or agreement as to any matter relating to it with any other respondent or competitor. We understand that this proposal must be signed by an authorized agent to constitute a valid proposal.

Date:

1/9/17

Name of Company:

Name and Title of Agent:

By (SIGNATURE):

Address:

Telephone Number:

Young F. Stovel Corp. A. Stovel
126 East High Street
East Hampton, CT 06424

(860) 267-6213



Legal Qualification

Legal Qualification



The preceding response to the Town of East Hampton's request for proposals is submitted on a non-binding basis for consideration by the Town Council and is not to be construed as an binding offer or the creation, upon acceptance, of any binding agreement by either party. This submission is for preliminary non-binding consideration only and is subject to the negotiation of detailed terms and conditions and the execution of appropriate agreements. Either party may terminate discussions at any time without further obligation to the other. Notwithstanding the preceding qualification, we submit this response with the hope and expectation that a mutually acceptable transaction can be crafted and that within two years, a beautiful new Town Hall complex will be under construction.

Thank you



We appreciate the opportunity to provide you with our proposal and look forward to the opportunity to further explore the possibilities it presents.

Sincerely,
Edgewater Hill Properties, LLC

By: Stephen Motto
Stephen Motto

By: Lisa Motto
Lisa Motto