

June 2, 2021

Pursuant to the following section located on page 6 of the Edmund Q. Sylvester School Request for Proposals (RFP) dated April 5, 2021, Exhibit A of the following proposal has been redacted as it was clearly marked “Proprietary/Confidential Information”

IX. General

- Proprietary/Confidential Information – All proprietary/confidential information must be clearly marked as “Proprietary/Confidential”.

Town Counsel has been contacted for guidance regarding the confidentiality of the aforementioned portion of the Proposal.

PROPOSAL

This proposal is submitted on behalf of Melsi Xhengo of 3 Xhengo Way, Hanover, MA 02339; Anton Cela of 9 School Street, Quincy, MA 02169; and Zihni Zera of 9 School Street, Quincy, MA 02169 (hereinafter collectively referred to as the “Developers”). If this proposal is selected by the Board of Selectmen, the Developers would intend to form a business entity, such as a corporation, LLC, or partnership (hereinafter, “business entity”) and would expect to enter into all related contracts in the name of the business entity.¹ The proposal is being submitted in response to the “Request For Proposals (RFP) The Edmund Q. Sylvester School Issued by the Hanover Board of Selectmen April 6, 2021” (hereinafter, the “RFP”).

The proposal is for the purchase of the Edmund Q. Sylvester School, and for a ninety-nine (99) year lease of the land with a total area of approximately 1.70 acres, which building and land is more fully described in the RFP. The proposed purchase price and lease price are submitted herewith on the “Purchase Price Proposal Form and Lease Proposal Form (F1)”. The proposed closing date would be within thirty (30) days of issuance of all necessary permits and approvals for the project and the expiration of any related appeals period.

The Developers propose to utilize the Sylvester School as an apartment complex. The proposed project would involve the renovation of the interior spaces of the building and the creation of thirty-four apartments. The basement level would contain a total of nine (9) apartments, including five (5) two-bedroom units; two (2) one-bedroom units; and two (2) studio apartments. The first floor would contain a total of twelve (12) apartments, including four (4) two-bedroom units and eight (8) one-bedroom units. The second floor would contain thirteen (13) apartments, including six (6) two-bedroom units and seven (7) one-bedroom units. Preliminary floor plans are attached hereto as Exhibit A. The floor plans are “proprietary/confidential information”. The Developers propose that twenty-five percent of the apartment units would be characterized as affordable housing units, and would be open to a reasonable adjustment to that number.

Construction of the apartment units would be completed with high-quality fixtures, appliances and construction materials, consistent with industry standards for projects of this nature. The Developers would like to maintain the schoolhouse character of the building, and therefore are open to designing and decorating common areas in a manner consistent with that historical character and use.

The project would create a unique housing opportunity for those interested in renting an apartment in Town and would not have any negative impact on property values in Town as it would not be competing with house sales. The expectation of the Developers is that the project would generate real estate tax revenues for the Town of between \$75,000 and \$80,000 annually.

The Developers would intend to serve as the general contractor for the project and anticipate that the renovation work could be substantially completed within fifteen (15) to eighteen (18) months

¹ Melsi Xhengo currently serves as a member of the Board of Assessors for the Town of Hanover and is a “Special Municipal Employee” within the meaning of Mass. G.L. c. 268A, and as such, he would intend to file the necessary disclosure forms with the Town Clerk pursuant to Mass. G.L. c. 268A if the proposal by the Developers is selected by the Board of Selectmen and a contract is awarded.

of final approval and issuance of the necessary permits. Anticipated renovation and construction costs are between \$7,000,000 and \$8,000,000, and would be financed through conventional lending institutions. The Developers are prepared to invest approximately thirty percent (30%) of the construction costs by way of their own capital investment in the project. Purchase of the building would be a cash purchase with no lender involvement.

The Developers would not intend to alter in any substantial way the exterior of the Sylvester School but instead would intend to maintain its rich historical character in the heart of the Hanover Center Historic District. Any modifications of the exterior of the building would be limited to those minimally necessary in order to achieve the planned design. The objective of the proposal is to maintain the historic appearance and identity of this notable building in the center of Town. Upgraded landscaping will be installed throughout the leased land and a planned area with benches would encourage building residents, neighbors and other residents of the Town of Hanover to continue to enjoy athletic events and other town events at the adjacent Sylvester Field. Appropriate exterior lighting would be installed to optimize safety and security and access to the building will be through secured entries utilizing fobs or other similar means.

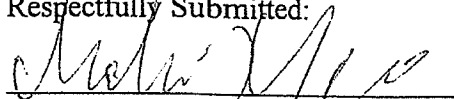
This project would address an identifiable need in the community. At present, elderly homeowners looking to transition from their family homes in Town have few options to remain in Town. Similarly, younger residents who have grown up in the community have difficulty in many cases affording to stay in Town when they move out of their family homes. The availability of apartments, including twenty-five percent affordable housing units, would provide both of these groups of community members the opportunity to remain residents of the Town. It is expected that the relatively small number of options in Town for this type of housing would make full occupancy easily achieved. The Developers will plan to work with realtors from the South Shore in order to market the apartment rentals. This project represents a productive use of this important Town building and at the same time strengthens the Town's economy, while ensuring quality of life for many residents.

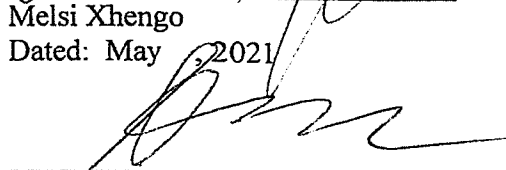
The Developers have extensive experience with these types of projects. Mr. Cela has been the owner and operator in connection with various projects of this nature, including three separate projects in South Boston consisting of sixteen (16) units; twenty-four (24) units; and nine (9) units. He has also overseen a thirty-two unit project in Quincy which is scheduled for completion in the fall of this year. Mr. Zera has spent the past fifteen plus years engaged in the business of kitchen and bathroom construction and remodeling and has thousands of units completed, including many in conjunction with Mr. Cela. Mr. Zera would estimate that he completes between three hundred to four hundred units per year. Finally, Mr. Xhengo is a resident of the Town and has a proven reputation as a responsible member of the Town's business community. He and his brothers are the owners of various restaurants and sandwich/pizza shops, including Brother's Grille on Washington Street in Hanover. Mr. Xhengo served as the general contractor for the construction of the restaurant on Washington Street and has successfully overseen his family's various business enterprises for nearly two decades. This group of Developers is uniquely qualified to proceed and deliver on this proposal in a timely manner and guarantees a local connection that will ensure that the project is performed in a manner consistent with the high standards of the Town of Hanover.

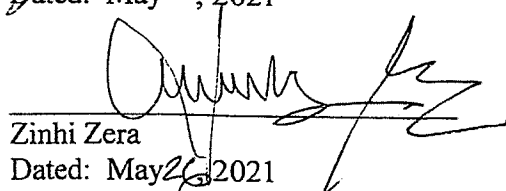
This Proposal is made subject to and contingent upon the Developers, acting through their chosen Business Entity, and the Town entering into a mutually agreeable Purchase and Sale Agreement, Lease Agreement and such other contracts as are necessary to effectuate the completion of the proposed project. Such documents will be subject to review and approval by counsel for the Developers and for the Town. Although the Developers do not plan to assign the rights to the building and/or the lease in the immediate future, the length of the proposed lease warrants inclusion of language in the operative documents allowing for the Developers to assign their rights to the lease and to convey their ownership interest in the building to a different business entity, which may include different holders of beneficial interests.

The Developers would welcome the opportunity to work with the Town on this important project and would make a representative available for an interview with the Town as part of the selection process.

Respectfully Submitted:


Melsi Xhengo
Dated: May 26, 2021


Anton Cela
Dated: May 26, 2021


Zinhi Zera
Dated: May 26, 2021



TOWN OF HANOVER
550 HANOVER STREET, SUITE 29
HANOVER, MASSACHUSETTS 02339
781-826-5000 ext. 1084

Board of Selectmen

**PURCHASE PRICE PROPOSAL FORM AND LEASE
PROPOSAL FORM (F1)
FOR THE PURCHASE OF THE HISTORIC HANOVER
SYLVESTER SCHOOL AND LEASE OF LAND OF HANOVER,
MA**

SELLER: Board of Selectmen, Town of Hanover Town Hall
550 Hanover St.
Hanover, MA 02339

BUYER: Melsi Xhengo, 3 Xhengo Way, Hanover, MA 02339;
Anton Cela, 9 School Street, Quincy, MA 02169;
Zinhi Zera, 9 School Street, Quincy, MA 02169

PREMISES: Historic Hanover Sylvester School Building
495 Hanover St.
MA 02339

PROPOSED PURCHASE PRICE OF BUILDING: \$325,000.00

PROPOSED LEASE PRICE OF LAND: \$ 100.00 per year

PROPOSED PURCHASE PRICE (IN WORDS): Three Hundred Twenty-Five Thousand Dollars

PROPOSED LEASE PRICE (IN WORDS): One Hundred Dollars per Year

PROPOSED CLOSING DATE: Within thirty (30) days of issuance of all necessary permits and approvals for the project and the expiration of any related appeals period.

Signature

Print Name

ANTON CELA

Title

Date Signed

MAY 26 2021

ZINHI ZERA
[Signature]

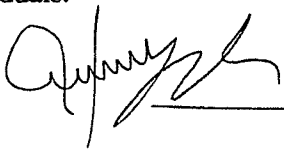


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**CERTIFICATE OF NON-COLLUSION
FORM (F2)**

The undersigned certifies under penalties of perjury that this bid has been made and submitted in good faith and without collusion or fraud with any other person. As used in this certification, the word "person" shall mean any natural person, business, partnership, corporation, union, committee, club, or other organization, entity, or group of individuals.



Signature of individual submitting bid

Name of business

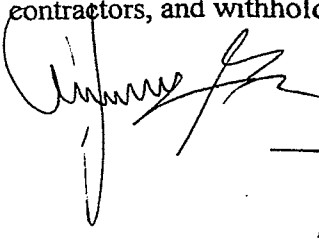
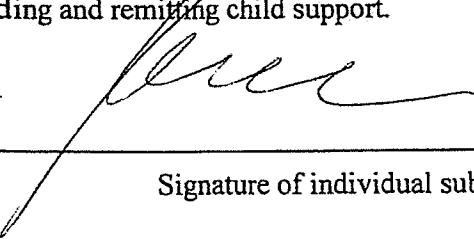
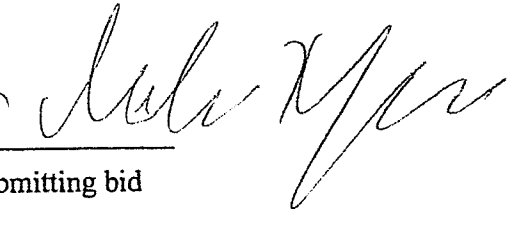


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**TAX COMPLIANCE CERTIFICATION
FORM (F3)**

Pursuant to M.G.L. c. 62C, §49A, I certify under the penalties of perjury that, to the best of my knowledge and belief, I am in compliance with all laws of the Commonwealth relating to taxes, reporting of employees and contractors, and withholding and remitting child support.

Signature of individual submitting bid

Name of business



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STATEMENT REQUIRED UNDER CH. 60, M.G.L.
FORM (F4)

I/we certify that I/we have never been convicted of a crime involving the willful and malicious setting of a fire or of a crime involving the aiding, counseling or procuring of a willful and malicious setting of a fire, or of a crime involving the fraudulent filing of a claim for fire insurance; and I am not delinquent in the payment of real estate taxes to the TOWN OF HANOVER.

Signed under the penalties of perjury on this 26 day of May, 2021.

BY:

WITNESS

BUYER, or on behalf of BUYER



TOWN OF HANOVER
550 HANOVER STREET, SUITE 29
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781-826-5000 ext. 1084

Board of Selectmen

**CERTIFICATION REGARDING DISCLOSURE STATEMENT UNDER M.G.L., CH. 7C, SEC. 38
FORM (F5)**

PROPERTY: Edmund O. Sylvester School, 495 Hanover Street, Hanover, MA 02339

SELLER: Town of Hanover

BUYER & ADDRESS: Melsi Xhengo, 3 Xhengo Lane, Hanover, MA 02339; Anton Cela, 9 School Street, Quincy, MA 02169; and Zihni Zera, 9 School Street, Quincy, MA 02169

DATE OF SALE: To Be Determined

The undersigned BUYER, or on behalf of BUYER, hereby acknowledges receipt of a copy of Massachusetts General Laws Chapter 7c, Section 38 (attached) and has complied with the previous thereof.

Signed under the penalties of perjury this 7th day of May, 2021.

By: *Melsi Xhengo*
WITNESS

[Signature]
BUYER, or on behalf of BUYER