
A Request for Proposals for
The College/Court Block
Middletown, Connecticut

Offered by:
The Economic Development Task Force
Middletown, Connecticut



Prepared by:
Halcyon Ltd.
Development Consultants
Hartford, Connecticut

Buckhurst Fish Hutton Katz
Planning Consultants
New York, New York

Cahn, Inc.
Engineering Consultants
Wallingford, Connecticut

March 1983

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HALCYON LTD.
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WALLINGFORD, CONNECTICUT

March, 1983



OFFICE OF THE MAYOR
City of Middletown
CONNECTICUT 06457

MICHAEL J. CUBETA, JR.
Mayor

CITY OF MIDDLETOWN

deKOVEN DRIVE, MIDDLETOWN, CONNECTICUT 06457

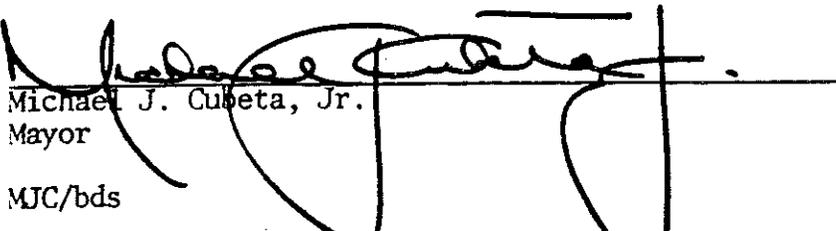
MARCH, 1983

COLLEGE/COURT BLOCK DEVELOPMENT

This package of information about the guidelines for developers' submissions and the sample development schemes provides an in-depth analysis of the site, the City's objectives for the site and potential concepts acceptable to the Economic Development Task Force. Key to reviewing the potential of the site are the following considerations:

- . The College/Court Block has insufficient land area to accommodate the preservation of the existing structures, proposed new structures and the required parking allotment at grade for both, as required by present zoning. A solution to this problem must be addressed in all developer proposals; structured parking will be required in all schemes. The City of Middletown stands ready to explore potential solutions with the developer.
- . The development of the College/Court Block will require sensitive attention to site planning and architectural design. The City of Middletown is in the process of becoming certified by the U.S. Department of Housing and Urban Development for Urban Development Action Grants. The final allocation of UDAG funds will be a subject of negotiation with the selected developer.
- . Contained herein are several development concepts that have been prepared for the Economic Development Task Force's benefit in its review of proposals. The schemes are examples of mixed-use development suitable for this block, but they are merely examples. It is essential, however, that the developer consider the style, quality and sensitivity of the concepts presented as necessary ingredients of any proposal.

Please feel free to call Mr. William M. Kuehn, Jr. Municipal Development Coordinator, should you have any questions. A prompt response regarding your interest will be appreciated.


Michael J. Cubeta, Jr.
Mayor

MJC/bds

INTRODUCTION

As stated in the advertisement for this project, the Economic Development Task Force is seeking proposals from creative, qualified developers for the College/Court Block site.

In reviewing proposals, the Economic Development Task Force will evaluate the submissions from a number of standpoints, the most significant of which will be the developer's ability to provide a financially viable undertaking that will make substantial contributions to the physical, social and economic vitality of Middletown. With this in mind, proposals should be carefully considered from the following project objectives:

- o Proposals for the project should embody sound planning and design principles for structures, site development, and vehicular and pedestrian movement.
- o Where new construction is proposed, the structures should be sensitive to the character, scale and materials of the buildings included within the area designated.
- o Uses proposed for the structures on the site should complement, and be compatible with activities presently found in the area.
- o Proposed development should provide potential employment opportunities (construction, office, retail, etc.) for the local labor force.

While these objectives are of a general nature, they establish at the outset a tone for proposal submission.

All proposals must endeavor to establish both economic and physical feasibility. Areas of negotiation may include parking requirements and zoning, although in the latter case, the existing business zone is, in all likelihood, sufficiently broad in scope to permit a reasonable range of development opportunities.

The exact content and format of the material to be submitted is specified in Section 4.0. The following areas of consideration are offered, however, as a check list of items that would prove useful in facilitating evaluation of proposals by the Economic Development Task Force.

GRAPHIC MATERIAL

- o Site description-plans, illustrative details, etc. to describe proposed uses, vehicular and pedestrian flows, parking disposition, site amenities, planting, major materials and colors, relationships to the surrounding areas and other drawings which the developer deems appropriate.

- o Building description-plans, section, elevations, perspectives as required to convey the function, scale, material and color of any proposed structures and their relationship to surrounding facilities.
- o Support material-graphics that describe relevant work previously done by the preparer of the proposal establishing a record of performance.

WRITTEN MATERIAL

- o General description-text as required to support and elaborate upon the graphic materials and to convey the intent of the proposal.
- o Financing strategy-description of the proposed financing for the project including anticipated federal, state and/or local monies. Financial commitments must be fully detailed, and proposals should bear in mind that the onus for securing funds rests with the developer.

It is recognized that preparation of a thorough proposal is a lengthy, demanding task. The Economic Development Task Force and the City of Middletown have compiled and provided the enclosed information to assist the interested developers in any way appropriate to the nature of the undertaking. Inquiries should be sent to:

Mr. William M. Kuehn, Jr.
Municipal Development Coordinator
City of Middletown
deKoven Drive
Middletown, Ct. 06457
Telephone: (203) 344-3419

Submissions should be sent or delivered to the above address by 12:00 noon, May 2, 1983.

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SECTION 1.0 SITE DESCRIPTION

INTRODUCTION

The property described as the College/Court Block development site is bounded by Main Street to the east, College to the south, Broad Street to the west, and Court Street to the north.

The parcel consists of approximately 222,632 square feet or 5.11 acres. The site slopes 17 feet over the 550-foot distance between Broad Street and Main Street. Three existing buildings fronting on Main Street include Farmers and Mechanics Savings Bank, Connecticut Bank and Trust Company, and Liberty Bank for Savings, Liberty Service Corporation (vacant former U.S. Post Office). Two existing buildings fronting on Court Street include Middlesex Mutual Assurance Company and Polish Falcons of Middletown, Inc. Three existing buildings fronting on College Street include two buildings owned by George R. Brown, Jr., and one building owned by Sebastian Mazzotta.

SITE ZONING

The College/Court Block parcel is zoned for commercial/high-density residential use with a B-1 Central Business designation. Although the City of Middletown zoning code regulations do not require off-street parking and off-street loading within a B-1 sector (except for residential use), it is required that off-street parking and off-street loading be provided in accordance with zoning use/quantity requirements. In addition to satisfying planned use off-street parking, it is required that an additional 100 off-street parking spaces be provided. These additional spaces are programmed for use by the Plaza Middlesex located on College Street and Main Street south of College/Court Block, The Russell Library, located on the northwest corner intersection of Broad Street and Court Street, and the offices (converted residences) located on the west side of Broad Street from Court Street to College Street.

SITE ACCESS

The College/Court Block development parcel, fronting on Main Street, is centrally located within the City of Middletown's CBD and is within a short walking distance from several city-owned parking facilities (approximate total capacity: 800 spaces). These facilities presently provide two hours' validated free parking with moderate hourly rates thereafter and experience an estimated four-time turnover per space per day. Additionally, metered parking is allowed on Main Street.

College Street and Court Street are active pedestrian spines linking Wesleyan University and adjacent residential areas with Middletown's CBD.

Vehicular access to Middletown's CBD is extremely good via Route 9 from the north and south, Route 66 from the west and the Arrigoni Bridge from the east.

Both State (Connecticut Transit) and City (Middletown Area Transit) mass transit systems provide service to Middletown's CBD.

Connecticut Transit provides access to Middletown's CBD from Hartford, Wethersfield, Rocky Hill and Cromwell.

The Middletown Area Transit system, with its recently completed terminal on Main Street, aids intra-city commuting, keeping the CBD an accessible part of the city.

SITE VEHICULAR/SERVICE ACCESS

The City of Middletown defines a vehicular/service access loop for the CBD via de Koven Drive to the east, Broad Street and Pearl Street to the west, Grand Street and Rapallo Avenue to the north and Union Street to the south.

With respect to the College/Court Block, it is recommended that vehicular/service access be located off Broad Street and/or down College Street and Court Street no further east than County Lane, eliminating Main Street curb cuts, if possible.

It is further recommended that College/Court Block access points be aligned with existing access points of adjacent sites, i.e. College Street access should be aligned with Plaza Middlesex access to the south.

A one-way right turn pattern is recommended for structuring vehicular/service access and movement to and within the site.

There are obvious advantages provided by a perimeter service loop, including an upgraded pedestrian ambiance on Main Street.

SITE COVERAGE (by owner)

Square Feet
(approximate)

o Liberty Bank for Savings Liberty Service Corporation	14,930	
o Connecticut Bank and Trust Company	23,930	} 27,970
o Connecticut Bank and Trust Company	4,040	
o Farmers and Mechanics Savings Bank	31,230	} 48,246
o Farmers and Mechanics Savings Bank	17,016	
o Middlesex Mutual Assurance Company	43,813	} 50,063
o Middlesex Mutual Assurance Company	6,250	
o Polish Falcons of Middletown, Inc.	7,500	
o George R. Brown, Jr.	9,522	
o Sebastian Mazzotta	8,790	
o Middletown Parking Authority	22,260	} 55,611
o City of Middletown	14,130	
o City of Middletown	9,630	
o City of Middletown	2,010	
o City of Middletown	720	
o County Lane	6,861	
	<u>222,632</u>	
Total Square Footage		
Total Acreage		5.11

EXISTING BUILDINGS (by owner)

Square Feet
(approximate)

o Liberty Bank for Savings Liberty Service Corporation	<u>9,100</u>
o Connecticut Bank and Trust Company	<u>11,000</u>
o Farmers and Mechanics Savings Bank	<u>22,800</u>
o Middlesex Mutual Assurance	<u>26,900</u>
o Polish Falcons of Middletown, Inc.	<u>15,000</u>
o George R. Brown, Jr.	<u>3,000*</u>
o Sebastian Mazzotta	<u>6,000</u>

*Does not include garage.

UTILITY SERVICE

The following is an inventory of the utilities available in the streets surrounding the site.

Main Street

- 8" D. sanitary sewer adjacent to westerly curblineline; gravity flow from Court Street towards College Street.
- 12" and 15" storm sewers on east curblineline draining towards Court Street and College Street; storm system consists of inlet collection, not a major system.
- 10" D. gas system (CL & P) in easterly half of street ROW.
- 6 - 4" electric ducts (HELCO) in easterly sidewalk; 8 - 4" electric ducts adjacent to westerly curblineline.
- 12" D. watermain in westerly half of street ROW; 6" (future 8") watermain adjacent to easterly curblineline.
- 3 - 3" telephone ducts (SNET) in easterly half of street ROW.
- Miscellaneous overhead electric (HELCO) (lighting) telephone alarms and CATV along polelines at each curblineline.

College Street

- 10" D. sanitary sewer along centerline of street. Gravity flow from Broad Street to Main Street.
- 42" D. storm drain in northerly side of street ROW. Gravity flow from Broad Street to Main Street; existing catch basin at streetline behind Farmers & Mechanics Savings Bank connected to 42" D. storm with a 15" D. storm.
- 8" D. gas system (C.L. & P.) adjacent to northerly curblineline.
- 8" D. watermain in southerly half of street ROW.
- 3-2" telephone ducts (SNET) adjacent to southerly curblineline.
- Overhead electric, alarms, CATV on poleline at south curblineline plus miscellaneous underground electric services.

Broad Street

- 2-10" D. sanitary sewer system; from mid-block one each drains towards Court Street and College Street. Both systems along centerline of street ROW.

- o 2-15" D. storm sewer systems; both systems along centerline of street ROW with one draining to Court Street and one to College Street.
- o 6" D. gas system (C.L. & P.) along westerly curbline.
- o 12" D. watermain in westerly half of street ROW. 1-6" D. water service to Middlesex Mutual Assurance adjacent to City of Middletown parking area.
- o 22-3 1/2" D. telephone ducts (SNET) adjacent to easterly curbline.
- o Overhead electric, alarms, CATV on poleline at easterly curbline.

Court Street

- o 18" D. sanitary sewer in southerly half of street ROW; gravity flow from Broad Street towards Main Street.
- o 30" D. storm sewer in northerly half of street ROW; gravity flow from Broad Street towards Main Street.
- o 4" D. gas system (C.L. & P.) in southerly half of street ROW.
- o 8" D. watermain in northerly half of street ROW.
- o Overhead electric, telephone, alarms, CATV on poleline and telephone near intersections at Broad and Main Streets.

Summary

- o Sanitary sewers typically have ten feet of cover; not less than 5 feet.
- o Storm drains typically have four feet to six feet of cover; not less than 3 feet.
- o Watermains have four and one half feet of cover.
- o Gas systems typically are 1.5-2.0 feet deep.
- o Electric and telephone ducts have typically 1.5-2.0 feet of cover.
- o Additional fire, domestic water and sanitary service laterals have been installed and stubbed as part of the Metro South Redevelopment Project on College and Broad Streets and are available for the College/Court Block Site Development.

SOILS

Introduction

The project is bounded on the north by Court and the south by College. On the east is Main Street and west is Broad Street. Topography varies from Elevation 50+/- along Main Street to Elevation 67+/- along Broad Street.

Subsurface Investigation

Five borings were drilled for the Metro South Urban Renewal Project along College and Broad Street. They were drilled in January of 1973 by General Borings. Average depth of the boring was 20' to 25'.

The general soils profile of the five borings is as follows:

<u>Stratum</u> <u>Thickness</u>	<u>Stratum Description</u>
A) 0' to 1.0'	Topsoil or blacktop with roadfill
B) 0' to 2.0'	Loose-brown silt, some fine-medium sand trace roots
C) 3.5' to 11.5'	Medium dense - Red brown silt and fine- medium sand, trace clay, trace fine- medium gravel
D) Below Stratum "C"	Very dense silt and fine-medium sand, trace fine-medium gravel-(glacial till)

Groundwater between January 8, 1973 to January 23, 1973 was approximately 6 to 9' below the surface.

Foundation Recommendation

- 1) It is feasible to construct a 10 story building on the undisturbed soil of Stratum "D" using conventional spread footings. Boring logs and boring locations are available from Cahn, Inc.
- 2) Proper foundation drains should be designed to control groundwater.

SECTION 2.0 DEVELOPMENT SCHEMES

POTENTIALS

The success of any plan rests ultimately on the feasibility and marketability of the development proposals. This market overview is a statement of the development proposal's components. Its purpose is to identify the potential for development in those areas of economic activity appropriate for the central business district, in particular, and the College/Court Block site. This ensures that the specific development projects subsequently incorporated into the plan will neither be too large for the forecasted market potential, nor will any significant development opportunities be overlooked.

Office Space Potential

The private office function is one of the strengths of downtown Middletown. The continuing demand for office space will be a central component of a successful downtown revitalization program.

The expanding population and economic growth forecast for the Middletown area will ensure continuing demand for new office space in the city. Technological and economic advances throughout the nation are such that the amount of space per office employee generally increases with new construction. Furthermore, commercial office employment is gradually accounting for a higher and higher proportion of total employment. Both of these trends are present in Middletown.

The downtown's ability to compete with the suburbs will determine how much of this demand it can capture. Suburban locations are attractive to firms that wish to own and occupy their own buildings, to firms requiring large amounts of inexpensive space, and to businesses needing outlying locations to serve their markets. Nevertheless, a central downtown location offers three business advantages—opportunity for face-to-face contact with clients and colleagues, availability of employees who prefer a central place of employment, and proximity to the business services necessary to most firms.

Despite expanding suburban competition, the commercial office sector of the downtown area has expanded and remains strong. The moderately expanding population and economic growth will ensure a continuing demand for new office space in the Middletown area. If an effective and investment-sensitive design and plan is developed, there is potential for immediate and sustained expansion of commercial office construction in the CBD.

Downtown also offers the opportunity to share in the many amenities of the urban experience: restaurants, entertainment and shopping in near proximity.

The office space forecasts for the downtown assume that these advantages will be complemented by other components—availability of adequately large land parcels, development on a scale sufficient to create new investment and support the cost of associated public facilities, and a revitalized downtown image. Under these assumptions, it is estimated that demand for office space in the downtown will increase.

Retailing Potential

The following market overview will act as a gauge for the vitality of Middletown's economic activity in regards to population, income and buying trends of Middletown and its primary trade area. There are five primary commercial areas in Middletown, they being the Central Business District (Main Street), the Washington Plaza, the Bradlees-Stop & Shop Plaza, the Middletown Plaza, and the Cromwell Plaza. Because of the CBD's importance to the community, as it houses major public buildings, the financial institutions and places of worship, it has the greatest daytime concentration of people and offers the widest variety of retail space.

The retail function of downtown Middletown has advanced in recent years. Although there has been decentralization of the population and accompanying development of suburban shopping centers, the downtown still has the largest single group of retail facilities in the metropolitan area. Retail stores fall into four general types:

- o Shoppers goods stores—general merchandise, apparel, and furnishings—are the most important components of downtown retail activity.
- o Convenience goods stores—groceries, restaurants, drugstores, and liquor stores—are also important but are related more to downtown employment and residential population than to metropolitan and regional shopping patterns.
- o Retail services—laundries, barber and beauty shops, and other personal service activities—are a necessary adjunct to any major shopping or employment area.
- o Other stores—automotive sales and service, building materials, and miscellaneous outlets—are not generally appropriate functions for the central business district.

Middletown's regionwide advantages include:

- 1) The CBD occupies a central position with respect to the major population concentrations in Middlesex County, and access is provided by a good systems of local streets and expressway arteries.

- 2) Downtown still offers the largest single group of retail facilities in Middlesex County. Only Meriden Square has the breadth or depth offered by Downtown for comparison shopping demanded by a majority of shoppers. The attraction is strengthened by proximity to other Downtown functions that are patronized by the potential shoppers—business offices, medical facilities, government agencies, and other services.
- 3) Downtown employees comprise a captive market that no other competitive location can offer. Our surveys indicate that much of downtown's support comes from noontime and after work shopping by this important sector of the market.
- 4) Middlesex County retail sales are expected to expand significantly thus providing sales support for well-located, well-merchandised and well-promoted retail facilities. By location alone, Middletown's Central Business District should dominate the region's retailing growth.
- 5) The suburban strip centers are catering more to the convenience, daily consumed products which hints that their market is, for the most part, neighborhood families. Generally speaking, comparison goods stores attract people from greater distances as they are a destination in themselves. This destination retail, present in the CBD, is important for it shows that the CBD acts as a hub for regional shoppers.
- 6) In addition to reinforcing the existing retail with similar conventional operations, consideration should be given to the possibility of a retail co-operative as presented in Appendix C.

Housing Potentials

New residential development is a necessary ingredient in the continuing revitalization of the downtown. New housing and other downtown activities benefit each other. Residential construction will provide a captive market for retailers, increase the housing alternatives for downtown employees, and improve the general physical setting.

Although most of the new housing built to satisfy this demand will be outside the downtown area, for some segments of population, however, in-city housing is more appropriate. These groups include the elderly, Wesleyan faculty and students, the downtown employees who prefer short commuting distances and the young singles and couples that new economic growth can be expected to bring into the area. The proposed College/Court housing development would result in the creation of a pleasant and active environment, one that might ultimately attract higher density residential units.

DESCRIPTION

The following is a description of each of the two schemes including building areas and uses, parking requirements and parking provided.

SCHEME 1

Scheme 1 provides a total of 68,000 square feet of new building floor area in two new buildings. One building, along Broad Street, includes 32,000 square feet on three floors above grade and a basement level devoted to parking for 40 cars. For the purpose of determining parking requirements, it is assumed that the building is for residential use and contains 36 units averaging 850 square feet. The parking need, based on 1.5 spaces per unit, would then be 54 spaces.

A second building, fronting on College Street, would include 36,000 square feet of office and/or retail space, also on three floors. For clarity and to maximize frontage on College Street, the building presently owned by George M. Brown, Jr., is assumed to be removed (Option A)—this building is the only one on the block not designated to be of historic or architectural significance. This building could, however, be retained (Option B) and still allow a 36,000 square foot building to be constructed, but on four levels rather than three. In either case, based on a requirement of 1.0 parking space for each 300 square feet of floor space, the parking need for this building would be 120 spaces.

Finally, the central portion of the site is indicated to be structured parking on an area of approximately 40,000 square feet. It is assumed that approximately 120 cars could be accommodated on each level of the structured parking as well as at grade. In addition, the schematic site plan includes up to 105 parking spaces, at grade, in several lots on the block.

SCHEME 1 - SUMMARY

Building Area

32,000 sq. ft. residential (Broad Street)
36,000 sq. ft. office/retail (College Street)
68,000 sq. ft. Total

Parking Requirements

54 spaces for residential @ 1.5 spaces/unit
120 spaces for office/retail @ 1.0 spaces/300 sq. ft.
291 spaces existing
100 spaces for off-site uses - Russell Library, etc.
565 spaces Total

Parking Provided

40 spaces at basement level on Broad Street
480 spaces in structured parking (one level at grade, three levels above grade; $4 \times 120 = 480$)
105 spaces miscellaneous at grade
625 spaces Total

SCHEME 2

Scheme 2 indicates that the buildings owned by George M. Brown, Jr. on College Street and by Sebastian Mazzotta, at the corner of Broad and College Streets, could be removed and replaced by a high-rise office building of approximately 9,000 square feet per floor. An eight to ten story building would then add 72,000 to 90,000 square feet of office space and would require an additional 240 to 300 parking spaces. Total parking needs would then be 805 to 865 spaces and would require six levels of structured parking (one at grade, five levels above grade).

The plan of Scheme 1 allows the development of Scheme 2 as an option.

SCHEME 2 - SUMMARY

Building Area

32,000 sq. ft. residential (Broad Street)
36,000 sq. ft. office/retail (College Street)
72,000 - 90,000 office (Broad/College Streets)
140,000 - 158,000 sq. ft. Total

Parking Requirements

54 spaces - residential
120 spaces - office/retail
240-300 spaces - high rise office
291 spaces existing
100 spaces for off-site uses
805 - 865 spaces Total

Parking Provided

40 spaces at basement level
720 spaces in structured parking (one level at grade, 5 levels above grade; 6 x 120 = 720)
105 spaces miscellaneous at grade
865 spaces Total

While no legal binding commitment has been secured, land owners have mutually agreed to subordinate their interests and participate in good faith.

College / Court

Middletown Ct

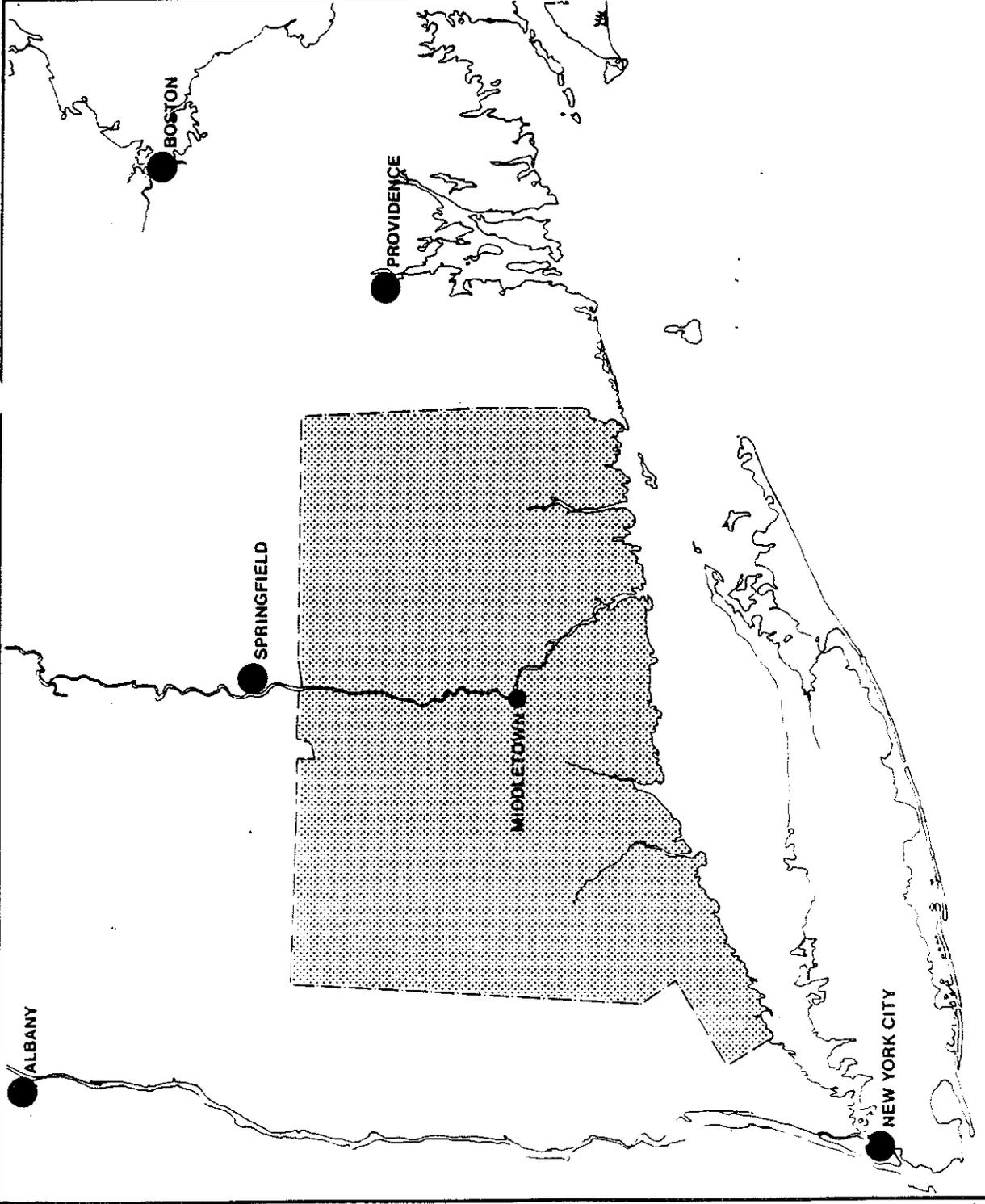
Halcyon Ltd
Development Consultants

Buckhurst Fish Hutton Katz
Planners and Architects

1 Regional Location

24 MI

0



1

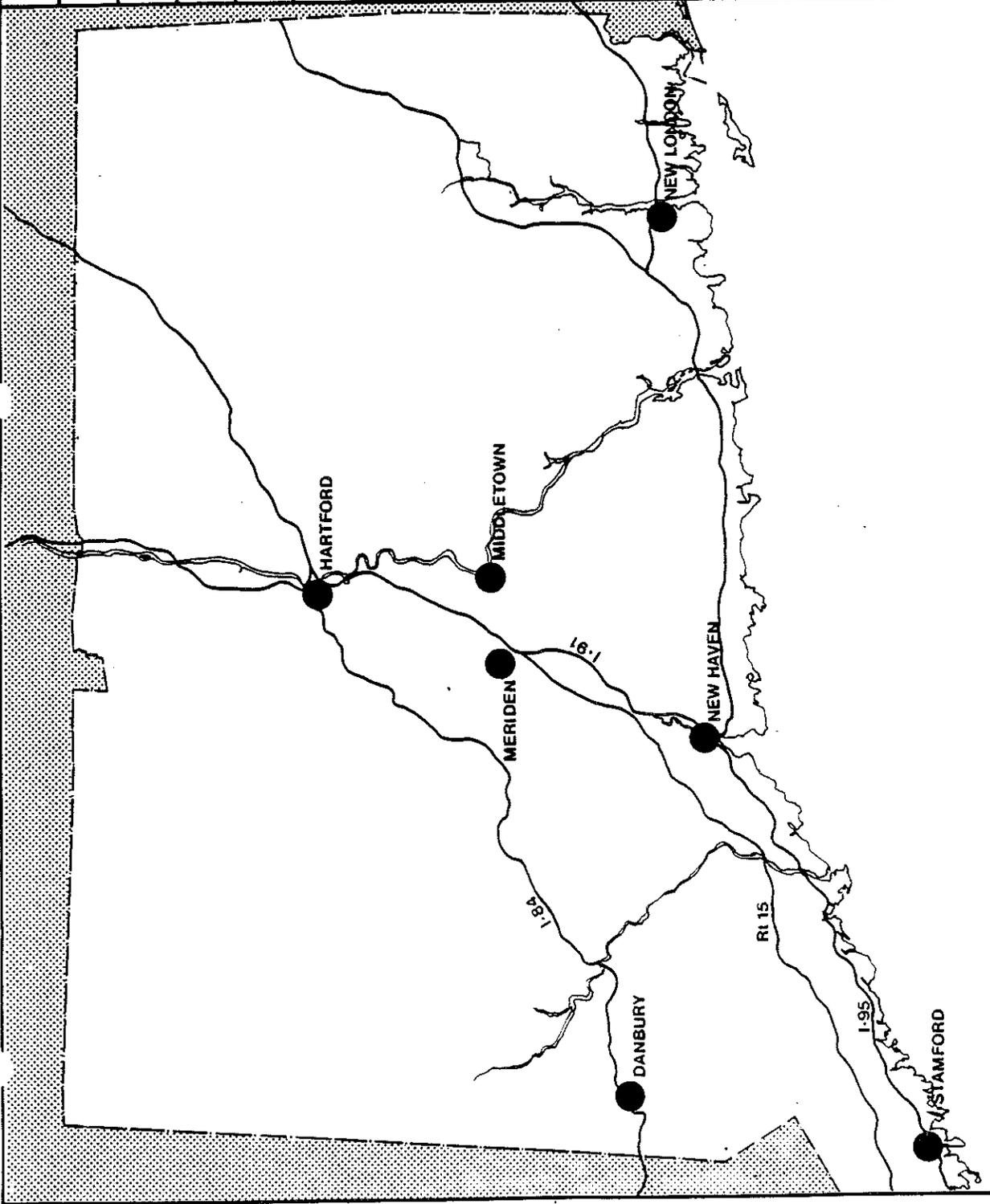


College/Court
Middletown Ct

Halcyon Ltd
Development Consultants
Buckhurst Fish Hutton Katz
Planners and Architects

2 Regional Context

0 12 MI



College/Court

Middletown Ct

Halcyon Ltd
Development Consultants
Buckhurst Fish Hutton Katz
Planners and Architects

Local Context

SHOPPING CENTER

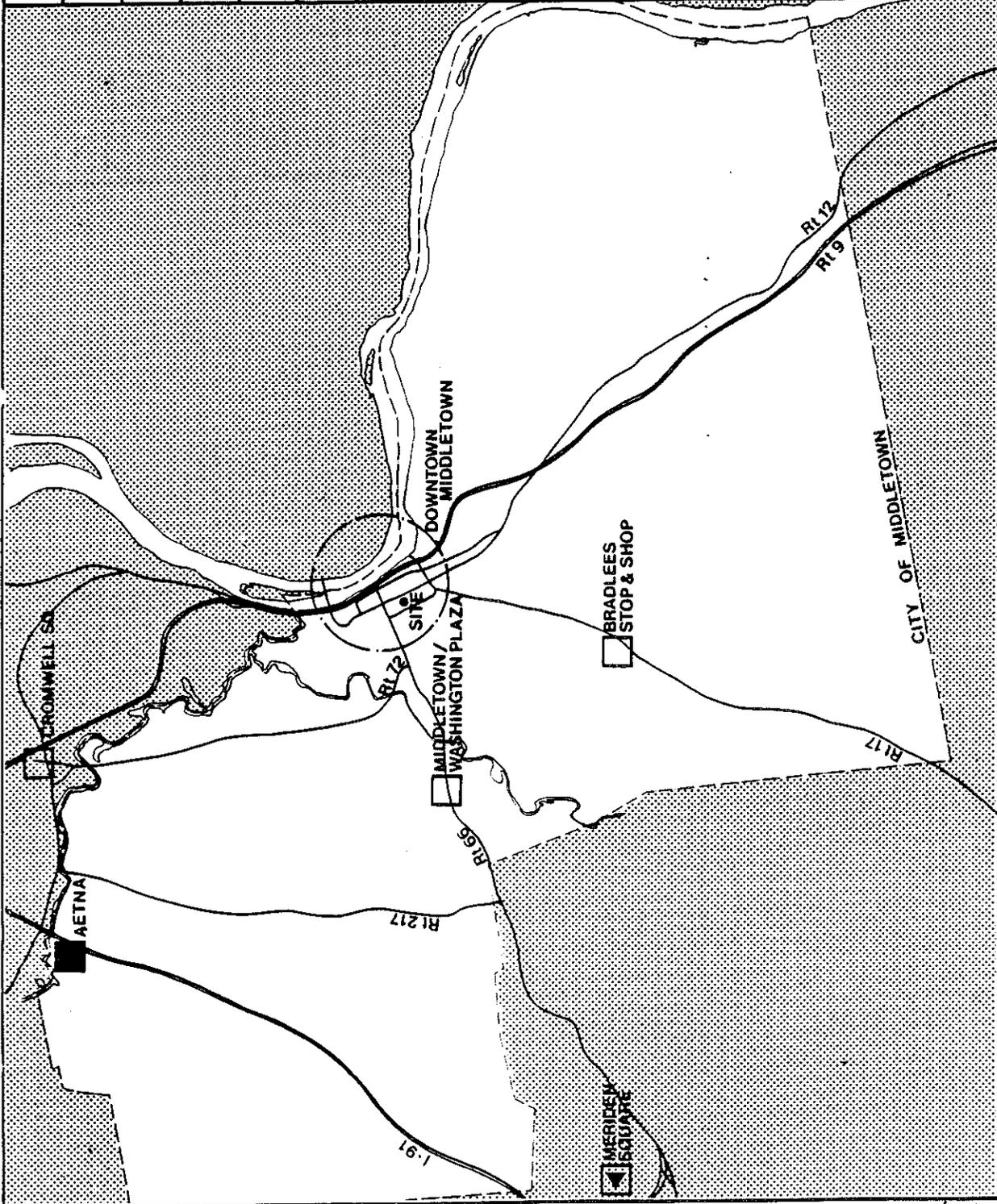
MAJOR EMPLOYMENT CENTER

3



7000 FT

0



College/Court

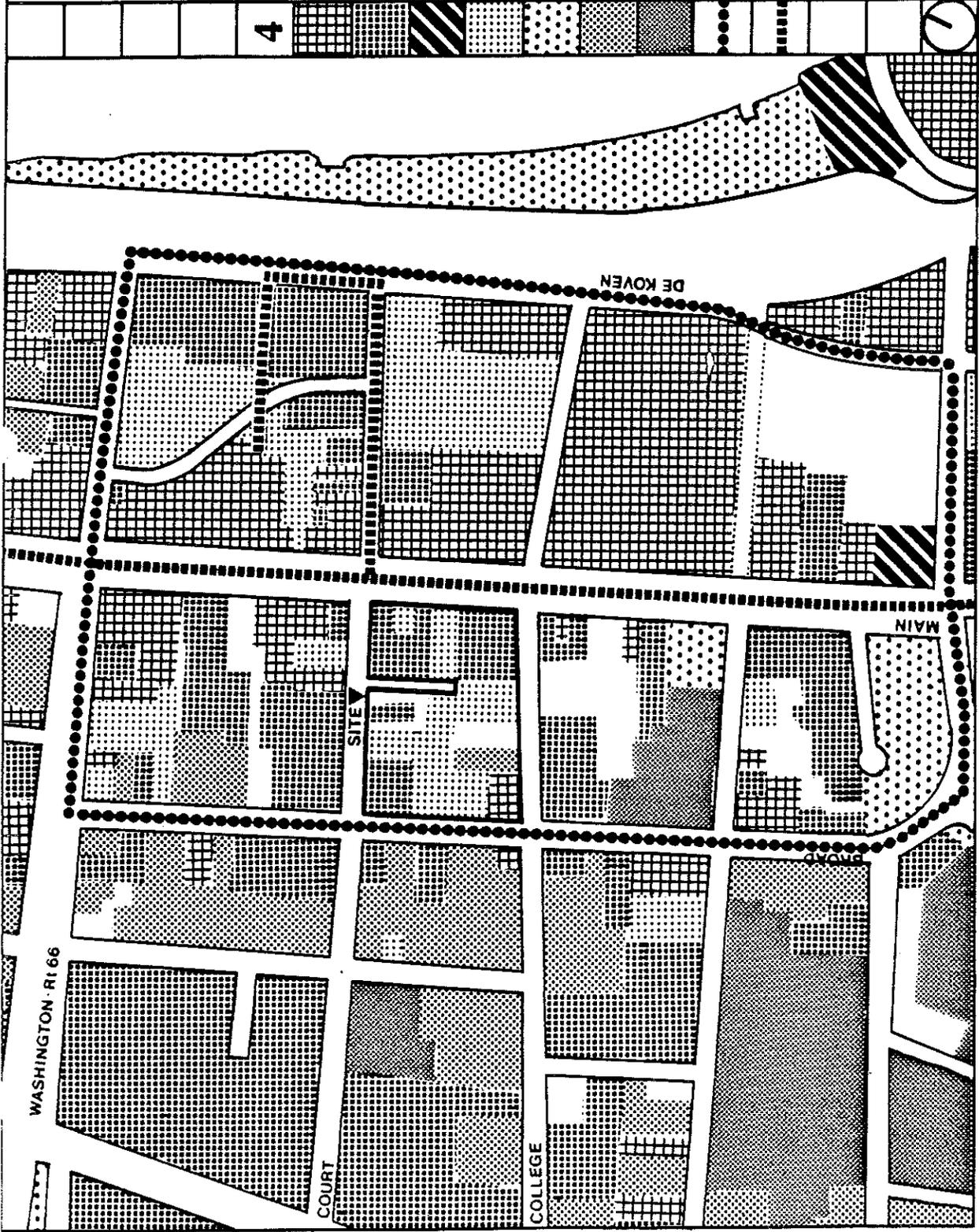
Middletown Ct

Halcyon Ltd
Development Consultants
Buckhurst Fish Hutton Katz
Planners and Architects

4 Site Context

- TRADE
- SERVICE
- INDUSTRY
- PARKING
- OPEN SPACE
- HOUSING
- HOUSING HIGH DENSITY
- PROPOSED TRAFFIC LOOP
- BUS ROUTE

0 200 FT



College/Court

Middletown Ct

Halcyon Ltd
Development Consultants
Buckhurst Fish Hutton Katz
Planners and Architects

5 Historic Structures

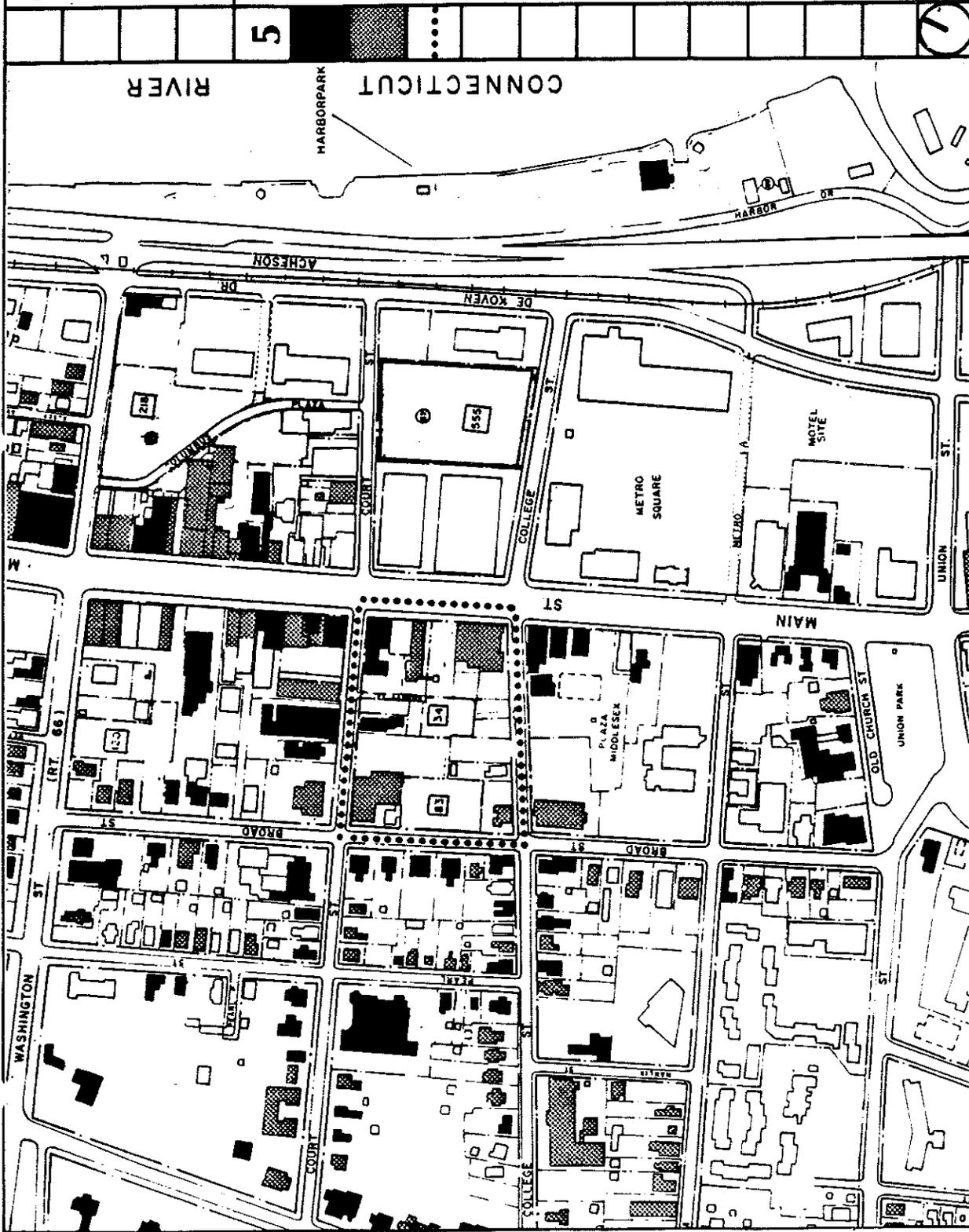
HISTORIC BUILDING

NOTABLE BUILDING

SITE LOCATION

FROM SURVEY CONDUCTED BY THE
GREATER MIDDLETOWN PRESERVATION
TRUST 1979

0 200 FT



College/Court

Middletown Ct

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Development Consultants
Buckhurst Fish Hutton Katz
Planners and Architects

Public Utilities

SANITARY SEWERS

STORM DRAINS

WATERMAINS

SOURCE: CAHN, INC ENGINEERS

PIPE DIAMETERS IN INCHES

100 FT

0

MAIN

6

15

12

12

8

30

18

COURT

8

10

15

12

10

15

12

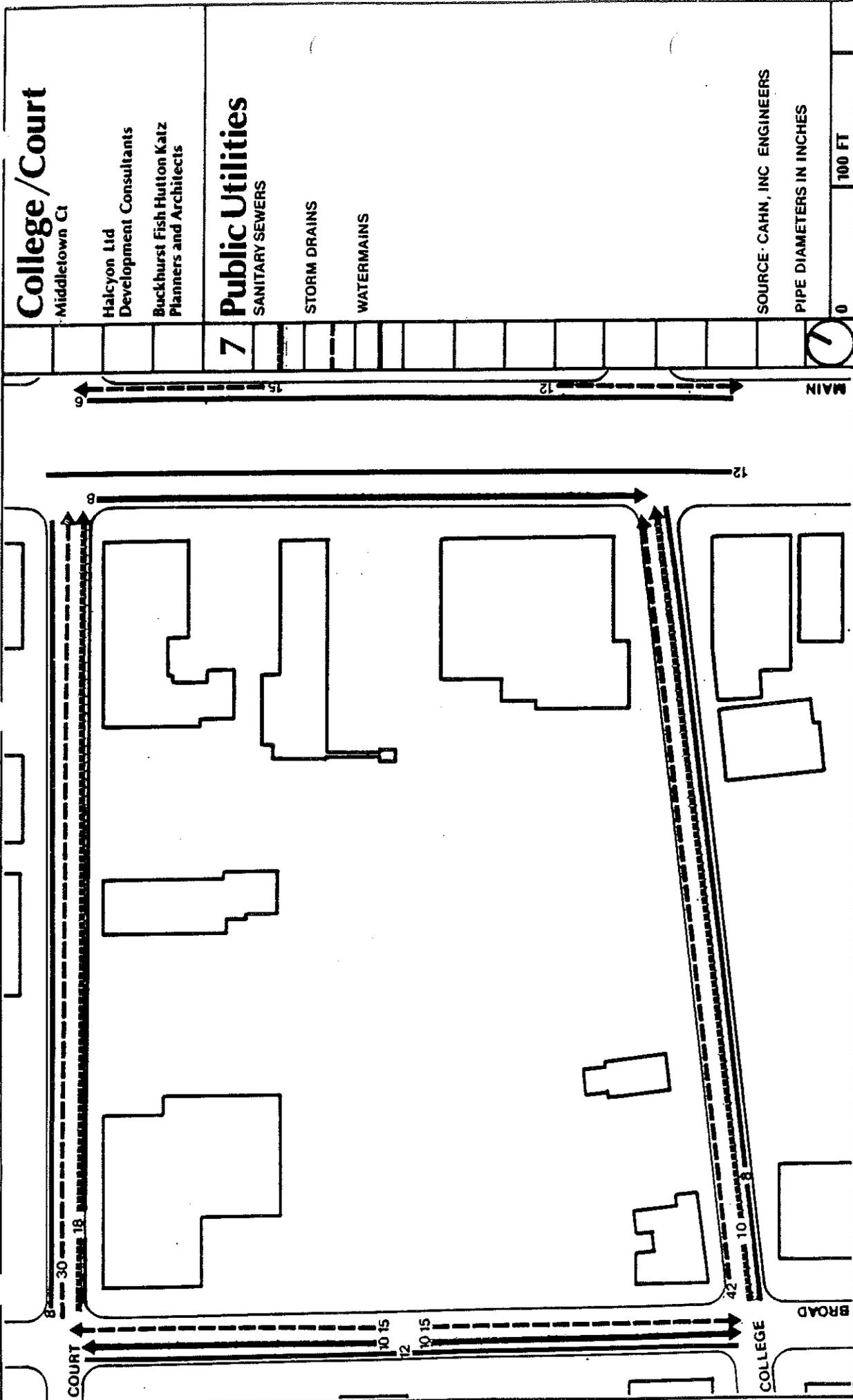
42

10

8

COLLEGE

BROAD



College / Court

Middletown Ct

Halcyon Ltd
Development Consultants
Buckhurst Fish Hutton Katz
Planners and Architects

8 Private Utilities

ELECTRIC · HELOCO

TELEPHONE · SNET

GAS · CL&P

PIPE DIAMETER IN INCHES

SOURCE · CAHN, INC ENGINEERS

100 FT

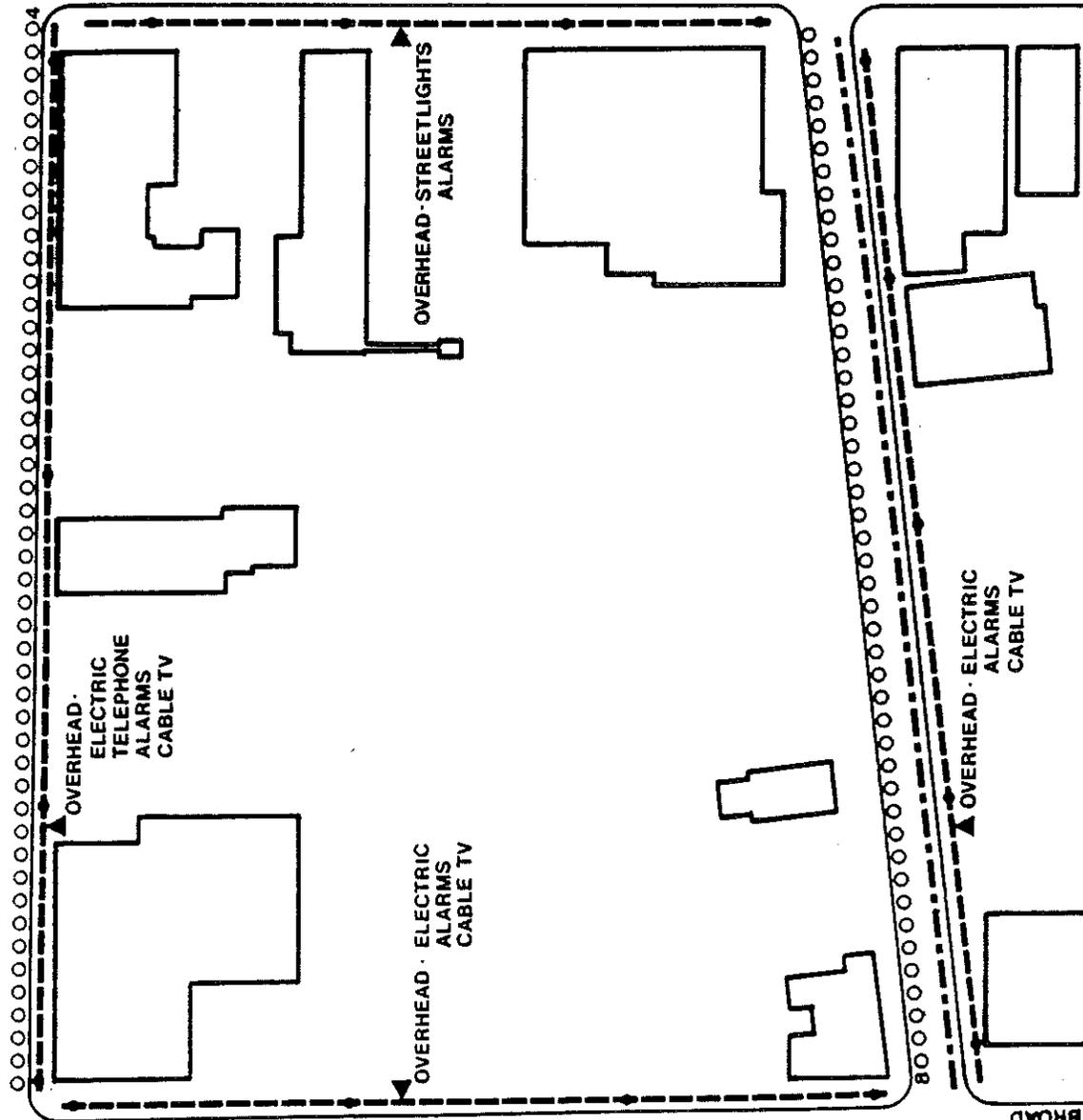
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MAIN

BROAD

COLLEGE

COURT
6



OVERHEAD ·
ELECTRIC
TELEPHONE
ALARMS
CABLE TV

OVERHEAD · STREETLIGHTS
ALARMS

OVERHEAD · ELECTRIC
ALARMS
CABLE TV

OVERHEAD · ELECTRIC
ALARMS
CABLE TV

80

College/Court

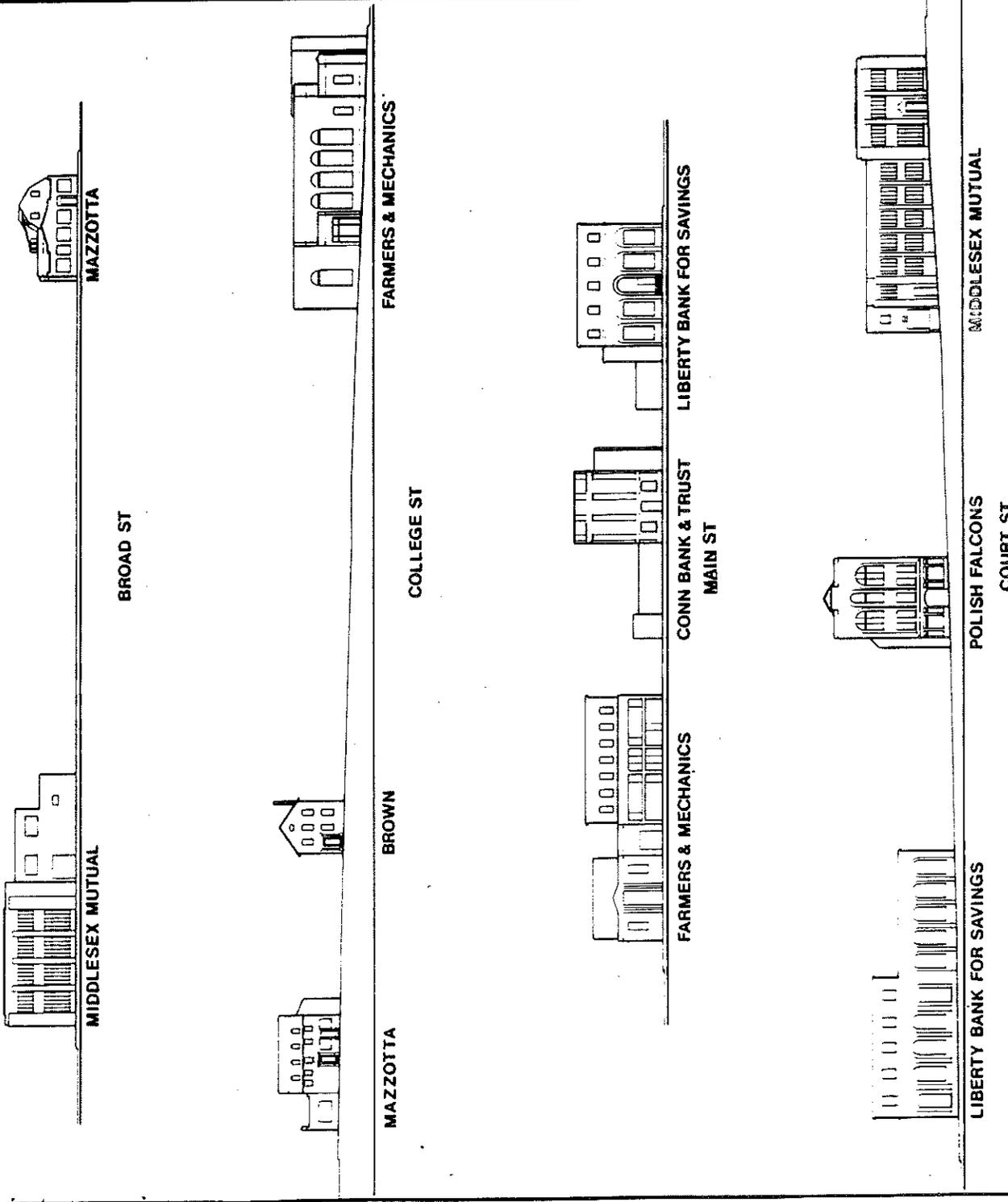
Middletown Ct

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Development Consultants

Buckhurst Fish Hutton Katz
Planners and Architects

9 Elevations - Existing On Site

80 FT



MAZZOTTA

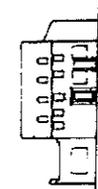
BROAD ST



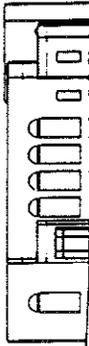
MIDDLESEX MUTUAL



BROWN

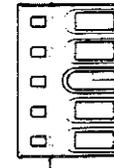


MAZZOTTA



FARMERS & MECHANICS

COLLEGE ST

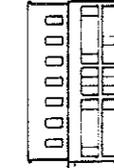


LIBERTY BANK FOR SAVINGS

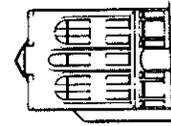


CONN BANK & TRUST

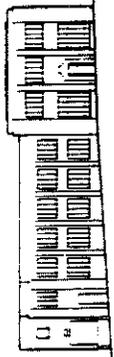
MAIN ST



FARMERS & MECHANICS



POLISH FALCONS



MIDDLESEX MUTUAL



LIBERTY BANK FOR SAVINGS

College / Court

Middletown Ct

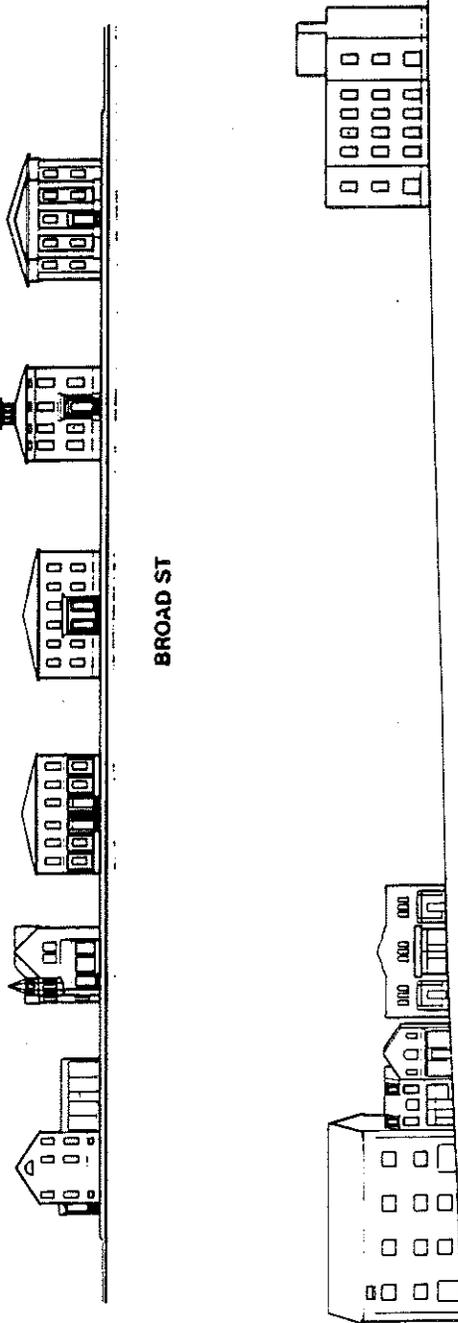
Halcyon Ltd
Development Consultants

Buckhurst Fish Hutton Katz
Planners and Architects

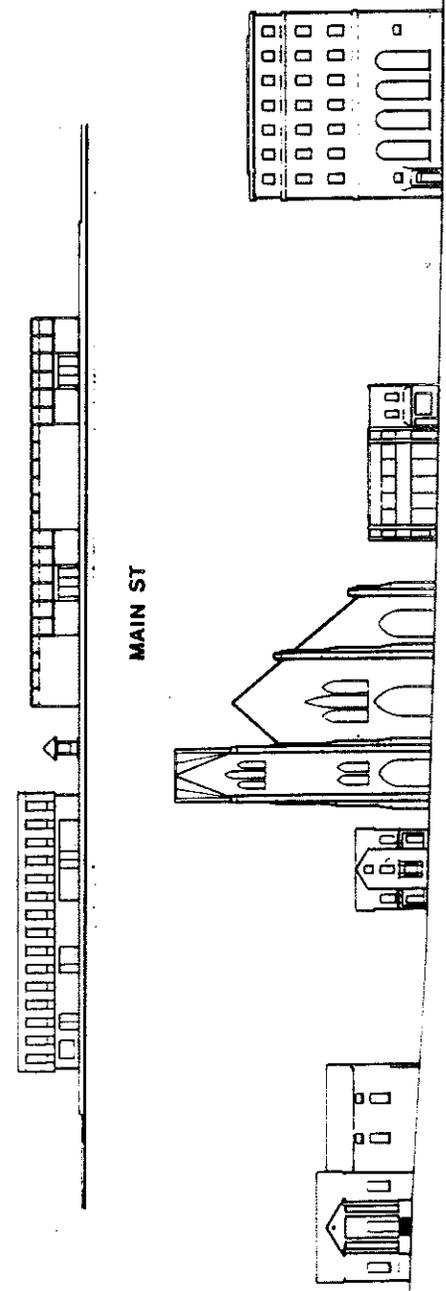
10 Elevations - Existing Off Site

80 FT

0



COLLEGE ST



College/Court

Middletown Ct

Halcyon Ltd
Development Consultants

Buckhurst Fish Hutton Katz
Planners and Architects

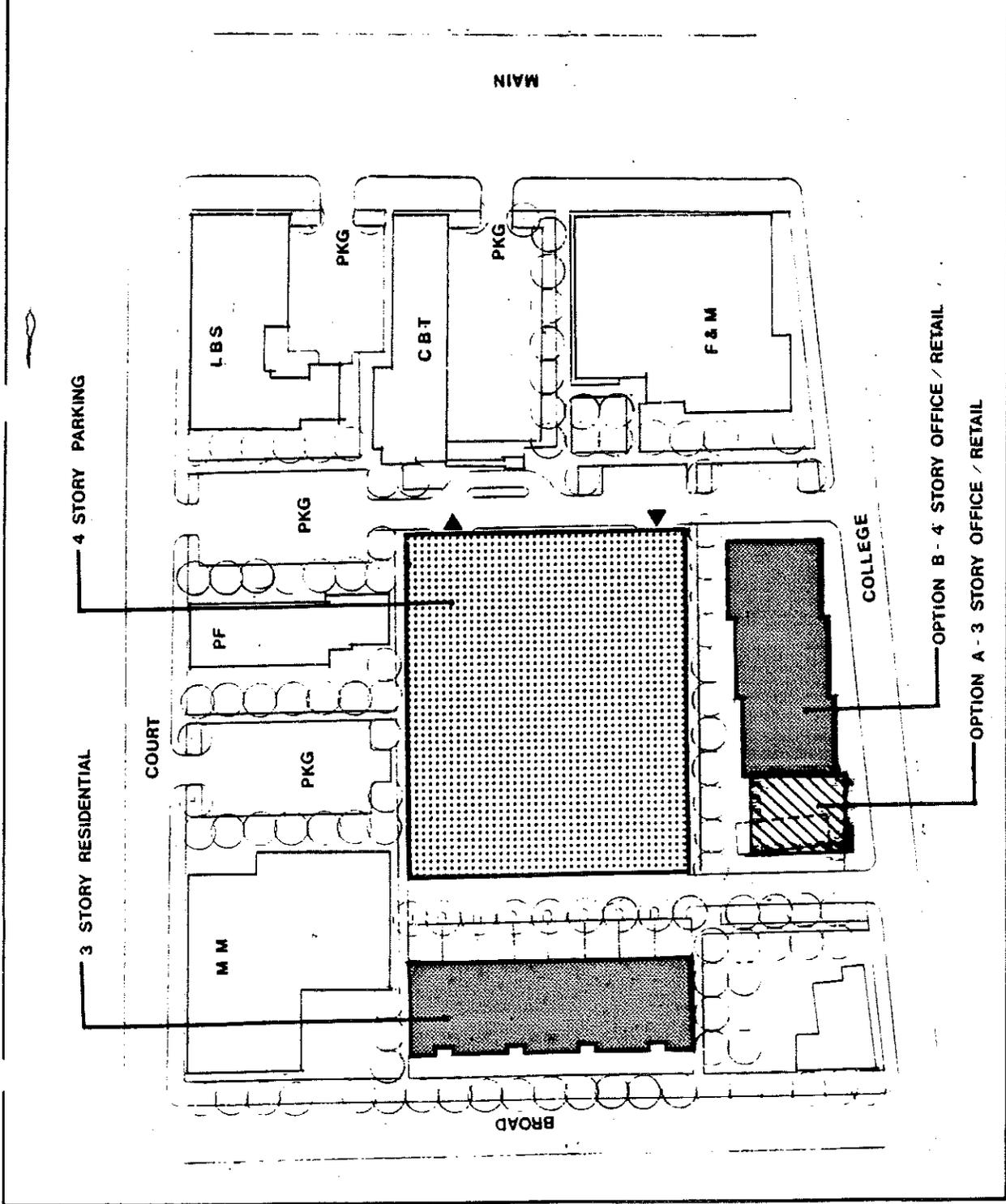
11 Scheme 1 - Plan

NEW BUILDING

PARKING

100 FT

0



College / Court

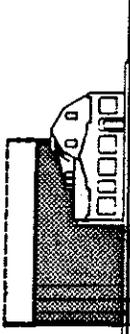
Middletown Ct

Halcyon Ltd
Development Consultants
Buckhurst Fish Hutton Katz
Planners and Architects

12 Scheme 1 - Elev.

0 80 FT

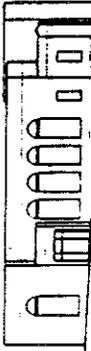
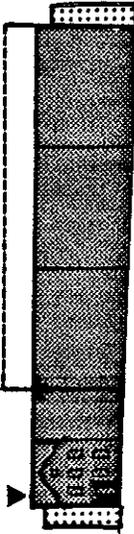
3 STORY
RESIDENTIAL



BROAD

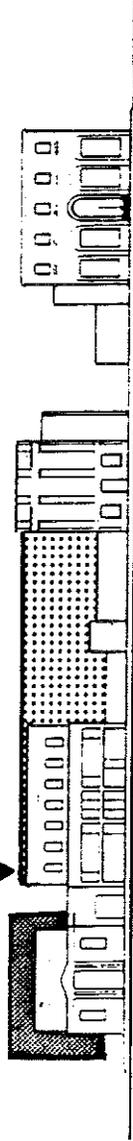
OPTION A
3 STORY
OFFICE · RETAIL

OPTION B
4 STORY
OFFICE · RETAIL



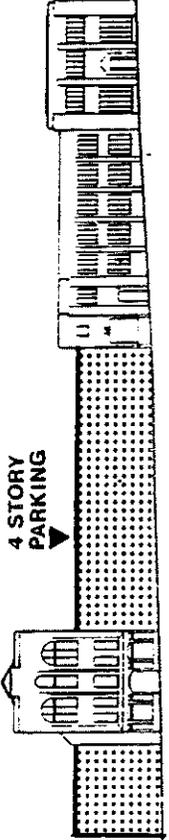
COLLEGE

4 STORY
PARKING



MAIN

4 STORY
PARKING



COURT

College/Court

Middletown Ct

Halcyon Ltd
Development Consultants
Buckhurst Fish Hutton Katz
Planners and Architects

13 Scheme 2 - Plan

NEW BUILDING

PARKING

100 FT

0



MAIN

6 STORY PARKING

3 STORY RESIDENTIAL

COURT

M M

PF

LBS

PKG

PKG

PKG

CBT

PKG

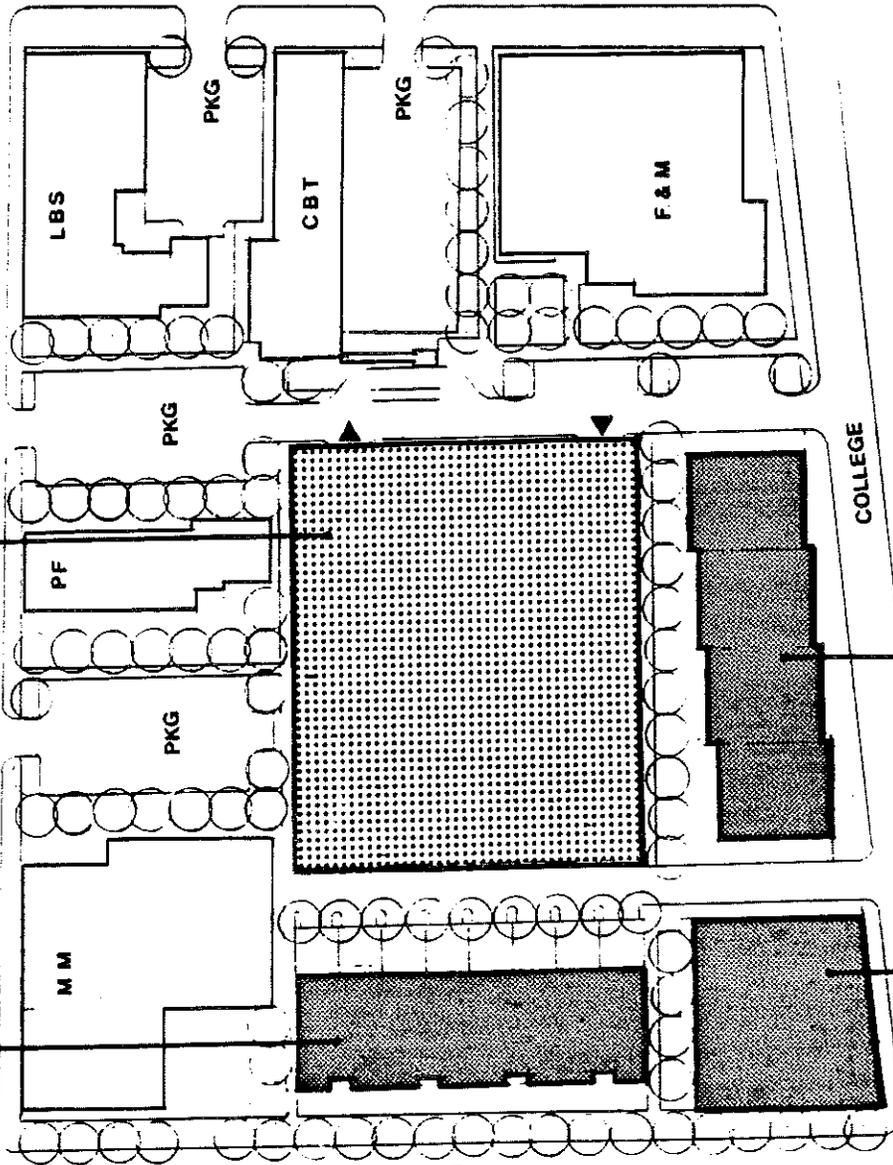
F & M

COLLEGE

3 STORY OFFICE / RETAIL

8-10 STORY OFFICE

BROAD



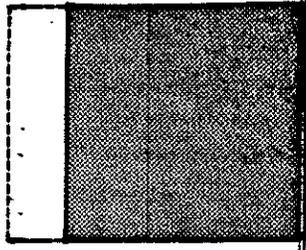
College/Court

Middletown Ct

Halcyon Ltd
Development Consultants
Buckhurst Fish Hutton Katz
Planners and Architects

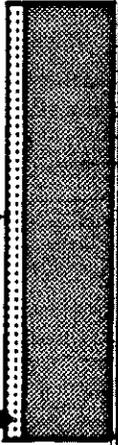
14 Scheme 2 - Elev.

0 80 FT

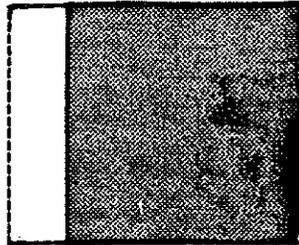


3 STORY
RESIDENTIAL

PARKING BEHIND

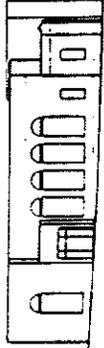
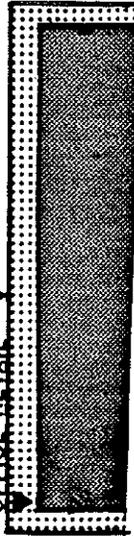


BROAD

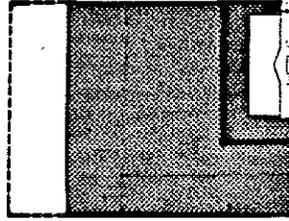


3 STORY
OFFICE-RETAIL

PARKING BEHIND

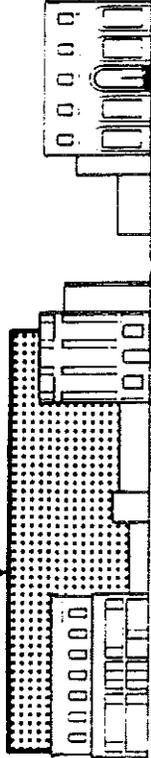


COLLEGE

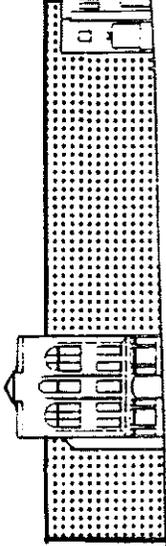
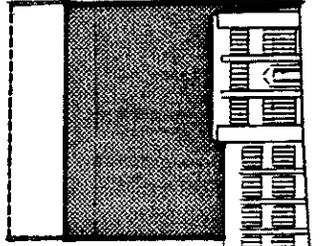


18-10 STORY
OFFICE

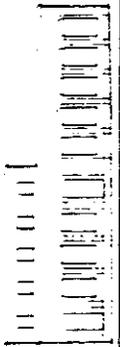
6 STORY
PARKING



MAIN



COURT



SECTION 3.0 FINANCIAL ANALYSIS

MARKET CONSIDERATIONS

Although limited market support can be demonstrated at this time, the growth potential of Middletown and the significant impact that major developments such as the Aetna complex will have on the community, must be recognized.

In considering rental rates for the various uses, competitive ranges appropriate for occupancy in 1985 were considered.

<u>Residential</u>	<u>Low</u>	<u>High</u>
1 bedroom units avg. 850 sf including parking	\$400/month	\$475/month
Office/Retail	\$14/sf	\$16/sf

Parking average annual income \$240/space.

It is difficult to assess parking income because of the variety of options now available to users; i.e., validated free downtown parking for short term users, low charge meter parking.

With the anticipated increase in demand the revenue opportunities will increase but these preliminary figures are conservative.

The pro forma analysis shows that because of high development costs the maximum revenues for both residential and office must be achieved.

FINANCING CONSIDERATIONS

The need to develop parking facilities far in excess of new user needs, places a considerable financial burden on any development.

- o Revenue bond financing for the parking facilities has not been considered at this time as it's doubtful that sufficient revenue can be substantiated. Further discussion on this possibility may be warranted.

- o UDAG financing is included in our pro forma analysis but this should not be considered as an automatic source of funds.

-UDAG funding is "project specific" and it may be difficult to establish a case for building such large parking facilities.

-Housing alone is not an appropriate development for UDAG funding.

-It will be difficult to establish an acceptable level of "new jobs created" which is one of many important criteria in seeking UDAG funding.

-Even if some tax-free financing is available to the project, the shortfall is still likely to dictate UDAG funding close to the minimum ratio of 2 1/2 private investment dollars to each dollar of UDAG funds. This may not prove to be competitive when seeking funding.

- o Some tax free bond financing has been included in our pro forma but is subject to new legislation which came into effect on January 1, 1983 and which could disallow a development limited to the uses proposed for this site.

DEVELOPMENT PRO FORMA

Table 1 displays development costs for two development proposals and the options within proposal 1.

The development options were reviewed and, based on cost/revenue potential, proposal 1 (Option B) and proposal 2 were selected for further analysis.

Table 2 displays the Income projections for two alternative proposals.

Table 3 displays the potential funding sources and the associated amounts.

Having reviewed Table 3:

- o proposal 2 was eliminated as the present market may not be able to support this amount of speculative office space.
- o proposal 1 (option B) was selected as being potentially feasible and worthy of further consideration.

Table 4 displays a 5-year cash flow based on proposal 1 (option B) and demonstrates potential return to a developer.

Table 5 demonstrates the impact of converting the rental units (proposal 1 option B) to condominiums in year 3.

The figures displayed in the Development Pro Forma are based on conceptual estimates and assumptions which may or may not prove to be valid over time. Halcyon Ltd. cannot accept responsibility for any conclusions being drawn from this data.

COLLEGE/ COURT BLOCK
MIDDLETOWN, CONNECTICUT

PROPOSAL 1	OPTION A			OPTION B		
	UNIT	\$/UNIT	\$ AMOUNT	UNIT	\$/UNIT	\$ AMOUNT
SITE DEVELOPMENT						
& SURFACE PARKING	105		365000	105		365000
PARKING STRUCTURE	480	6000	2880000	480	6000	2880000
NEW CONSTRUCTION						
RESIDENT. 36 UNITS	32000	45.00	1440000	32000	45.00	1440000
40 PARKING SPACES	40	3000	120000	40	3000	120000
OFFICE/ RETAIL	36000	45.00	1620000	36000	45.00	1620000
TOTAL HARD CONSTRUCTION			6425000			
CONTINGENCY @	0.10		642500			642500
A & E @	0.08		514000			514000
INTERIM INTEREST			305000			305000
L,A & LEASING			150000			150000
DEVELOPER FEES @	0.03		236595			236595
TOTAL SOFT COSTS			1848095			
BUILDING ACQUISITION			133000	0		
RELOCATION COSTS			10000	0		
TOTAL ACQUISITION COSTS			143000	0		
TOTAL COSTS- PROPOSAL 1			\$ 8416095	\$ 8273095		
PROPOSAL 2						
SITE DEVELOPMENT						
& SURFACE PARKING	105		374000			
PARKING STRUCTURE	720	6000	4320000			
NEW CONSTRUCTION						
RESIDENT. 36 UNITS	32000	45.00	1440000			
40 PARKING SPACES	40	3000	120000			
OFFICE/ RETAIL	36000	45.00	1620000			
OFFICE	90000	60.00	5400000			
TOTAL HARD CONSTRUCTION			13274000			
CONTINGENCY @	0.07		929180			
A & E @	0.07		929180			
INTERIM INTEREST			1255000			
L,A & LEASING			200000			
DEVELOPER FEES @	0.03		491621			
TOTAL SOFT COSTS			3804981			
BUILDING ACQUISITION			273000			
RELOCATION COSTS			25000			
TOTAL ACQUISITION COSTS			298000			
TOTAL COSTS- PROPOSAL 2			\$ 17376981			

TABLE 1(a)

SITE DEVELOPMENT COSTS

PROPOSAL 1 (OPTIONS A&B)

o Sanitary	13,000
o Storm	43,500
o Water	6,500
*o Sidewalks	101,000
o Bituminous Concrete Paving	50,000
o Concrete Curbing	50,000
o General Site Preparation	15,000
o Landscaping	66,000
o Street Furniture	<u>20,000</u>
Total	365,000

PROPOSAL 2

o Scheme 1 Total	365,000
o Additional Sanitary	1,500
o Additional Water	2,500
o Additional Sidewalks	<u>5,000</u>
Total	374,000

*Includes \$45,000 (50% participation) for construction of Main Street sidewalks.

TABLE 2
 COLLEGE/COURT BLOCK
 MIDDLETOWN, CONNECTICUT
 CASH FLOW PROJECTIONS- FIRST STABILIZED YEAR

	PROPOSAL 1- OPTION "B"			PROPOSAL 2		
	UNIT	\$/UNIT	\$ AMOUNT	UNIT	\$/UNIT	\$ AMOUNT
REVENUES						
			20/MONTH			20/MONTH
PARKING (350' PER)	280	240	67200	520	240	124800
			475/MONTH			475/MONTH
RESIDENTIAL (95%) (INC. PARKING)	36	5700	205200	36	5700	205200
OFFICE (90 % OCC.)	16000	16	256000	90000	16	1440000
RETAIL (90 % OCC.)	20000	16	320000	36000	16	576000
TOTAL REVENUES			848400			2346000
OPERATING COSTS						
PARKING	480		86400	720		129600
			160/MONTH			160/MONTH
RESIDENTIAL	36	1920	69120	36	1920	69120
OFFICE	16000	5	80000	90000	5	450000
RETAIL	20000	1	20000	36000	1	36000
TOTAL OPERATING COSTS			255520			684720
NET CASH FLOW BEFORE DEBT SERVICE			592880			1661280

TABLE 4
COLLEGE/ COURT BLOCK
MIDDLETOWN, CONNECTICUT
FIVE YEAR CASH FLOW PROJECTION
PROPOSAL 1- OPTION B

3 % ANNUAL REVENUE ESCALATION
3 % ANNUAL EXPENSE ESCALATION

YEAR	1985	1986	1987	1988	1989
REVENUES	848400	873852	900068	927070	954882
OPERATING COSTS	<u>255520</u>	<u>263186</u>	<u>271081</u>	<u>279214</u>	<u>287590</u>
NET CASH FLOW BEFORE DEBT SER.	592880	610666	628986	647856	667292
DEBT SERVICE:					
IRB @ 10.5%-30 YRS	444660	444660	444660	444660	444660
UDAG @ 6% -30 YRS	<u>170900</u>	<u>170900</u>	<u>170900</u>	<u>170900</u>	<u>170900</u>
TOTAL DEBT SERVICE	<u>615560</u>	<u>615560</u>	<u>615560</u>	<u>615560</u>	<u>615560</u>
NET CASH FLOW	-22680	-4894	13426	32296	51732
DEPRECIATION- 15 YRS SL.	<u>510800</u>	<u>510800</u>	<u>510800</u>	<u>510800</u>	<u>510800</u>
TAXABLE GAIN (LOSS)	\$ <u>-533480</u>	<u>-515694</u>	<u>-497374</u>	<u>-478504</u>	<u>-459069</u>
TAX BENEFIT (COST) (BRACKET= 50 %)	266740	257847	248687	239252	229534
CASH BENEFITS (COST)	<u>-22680</u>	<u>-4894</u>	<u>13426</u>	<u>32296</u>	<u>51732</u>
TOTAL BENEFIT	\$ <u>244060</u>	<u>252953</u>	<u>262113</u>	<u>271548</u>	<u>281266</u>
EQUITY INVESTMENT- YEAR 1		1654600			
ANNUAL TAX YIELD (%)	16.12	15.58	15.03	14.46	13.87
ANNUAL CASH YIELD (%)	<u>-1.37</u>	<u>-0.30</u>	<u>0.81</u>	<u>1.95</u>	<u>3.13</u>
TOTAL ANNUAL YIELD (%)	14.75	15.29	15.84	16.41	17.00

The yield to the developer begins to look attractive, although most of the benefits are in future tax offsets rather than cash.

This situation can change if the residential units are converted to condominiums and the project is refinanced in say Year 3 or 4. (See Table 5)

TABLE 5

COLLEGE/COURT BLOCK
MIDDLETOWN, CONNECTICUT
FIVE YEAR CASH FLOW PROJECTION
PROPOSAL 1 - OPTION B
CONVERSION OF RESIDENTIAL UNITS TO CONDOMINIUMS IN 1987
3% ANNUAL REVENUE ESCALATION
3% ANNUAL EXPENSE ESCALATION

<u>Year</u>	<u>1985</u>	<u>1986</u>	<u>1987</u>	<u>1988</u>	<u>1989</u>
Revenues	848,400	873,852	791,218	702,842	723,927
Operating Costs	<u>255,520</u>	<u>263,186</u>	<u>252,752</u>	<u>203,684</u>	<u>209,795</u>
Net Cash Flow Before Debt Ser.	592,880	610,666	538,466	499,158	514,132
Debt Service:					
IRB @ 10.5%-30 years	444,660	444,550	444,660	401,460	401,460
UDAG @ 6% -30 years	<u>170,900</u>	<u>170,900</u>	<u>170,900</u>	<u>96,135</u>	<u>96,135</u>
Total Debt Service	<u>615,560</u>	<u>615,560</u>	<u>615,560</u>	<u>497,595</u>	<u>497,595</u>
Net Cash Flow	-22,680	- 4,894	-77,044	- 1,563	-16,537
Depreciation - 15 years sl	<u>510,800</u>	<u>510,800</u>	<u>449,450</u>	<u>388,100</u>	<u>388,100</u>
Taxable Gain (Loss)	<u>-533,480</u>	<u>-515,694</u>	<u>-526,544</u>	<u>-386,537</u>	<u>-371,563</u>
Tax Benefit (Cost) (Bracket = 50%)	266,740	257,847	263,272	193,268	185,781
Cash Benefits (Cost)	-22,680	- 4,894	-77,094	1,563	16,537
One Time Cash Benefits upon Sale After Tax	_____	_____	463,350	_____	_____
Total Benefit	<u>244,060</u>	<u>252,953</u>	<u>649,528</u>	<u>194,831</u>	<u>202,318</u>
Equity Investment - Year 1	1,654,600	1,654,600	1,654,600	786,600	786,600
Annual Tax Yield (%)	16.12	15.58	15.91	24.57	23.62
Annual Cash Yield (%)	<u>-1.37</u>	<u>-0.29</u>	<u>23.34</u>	<u>0.00</u>	<u>0.02</u>
Total Annual Yield (%)	16.01	15.29	39.25	24.57	23.64

Note: See Assumptions on next page.

Assumptions upon Sale of Residential Units in 1987

Net Proceeds of Sale
(after commissions & costs)
36 units @ \$65,000 = 2,340,000

Capital Gains to Developer Gain = SP - AB
Proceeds of Sale 2,340,000
Original Cost less
3 years depreciation 1,472,000
Net Gain 868,000

Equity Investment
Original 1,654,600
Capital Gain 868,000
New Equity Total 786,600

Refinancing:

	<u>Existing Debt</u>	<u>New Debt</u>	<u>Debt Reduction</u>
IRB	4,234,850	3,565,000	669,850
UDAG	2,350,000	1,270,000	1,080,000
	<u>6,584,850</u>	<u>4,835,000</u>	<u>1,749,850</u>

Cash Distribution

Proceeds of Sale	2,340,000
Reduction of Debt	<u>1,749,850</u>
Balance to Developer	590,150
Capital Gains Tax (50% of 40% of \$868,000)	<u>173,600</u>
Cash to Developer	<u>416,150</u>

Interest Income

Interest from proceeds of sale held in escrow until refinancing @8% average 6 months	93,600
Tax @ 50%	<u>46,800</u>
Cash to developer	<u>46,800</u>

SECTION 4.0 DEVELOPER SUBMISSIONS REQUIREMENTS

The Economic Development Task Force (E.D.T.F.) (Refer to Appendix E Resolution.) recognizes that this site requires an appropriate development process. In that the College/Court Block is an assembly of detached and independent functioning buildings, the selection of the developer becomes complex. Adding to this the ingredients of social, economic and physical values, the difficulty of securing a developer with this same orientation increases. The following outlines several alternative "developer" concepts which the agency will consider.

Prerequisites for the selection of a possible developer are:

- o An experienced developer that can demonstrate the ability to secure financing.
- o Execution at a consistent quality level can be ascertained prior to the designation of the developer.
- o The developer must expedite the development process along the quickest development path possible.

THE SELECTION PROCESS

The E.D.T.F. has established the following process to select a developer for the College/Court Block. On or before May 2, 1983 applicants must submit their qualifications, a description of their development program and a proposal letter together with the required \$50 deposit for each submission. Incomplete submissions or submissions made after this date may be considered at the agency's sole discretion.

The E.D.T.F. will evaluate the submission and, if necessary, make inquiries about the developer and other participants named in the submitted materials, inspect projects previously constructed, and interview the developer, his architect and other professionals to be engaged by the developer.

By June 6, 1983, the E.D.T.F. will select developer(s) for the site and grant the developer(s) an exclusive right to negotiate for 90 days, which may be extended at the agency's sole discretion. If, in the sole judgement of the agency, all submissions are unacceptable, the agency may re-offer the site. Deposits will be refunded to all applicants not selected, upon the return of the developer kits.

During the exclusive right period the selected developer(s) will submit an additional \$500 deposit and Schematic Plans. The developer(s) and the E.D.T.F. will agree on a development schedule and negotiate the terms and conditions of the Purchase Agreement(s). Furthermore, if the E.D.T.F. selects

several developers for the site, it will require the developers to coordinate their development plans and reach equitable arrangements on: construction timing, provision for loading and parking; ground floor connections, courts and other shared spaces of facilities; and any other elements necessary for successful development.

Should the negotiations during the exclusive right period prove successful and the Schematic Plans acceptable, within 30 days following the end of the exclusive right period the E.D.T.F. will finalize its selection and designate the selected developer(s).

On or before the end of the exclusive right period, if the developer(s) and the E.D.T.F. cannot reach agreement on a coordinated development program, on the development schedule, or on the terms and conditions of the Purchase Agreement(s), or if the Schematic Plans are unacceptable, the E.D.T.F. will give written notice to the developer(s) that their right to negotiate with the E.D.T.F. is terminated, will state the reasons for the termination and return the deposit upon return of the developer's kits. If at any time prior to final selection the developer(s) should decide not to proceed, they must notify the E.D.T.F. in writing detailing the reasons.

Following final selection, the developer(s) will execute the Purchase Agreement(s) and submit an additional \$5,000 deposit to the E.D.T.F., which will be a credit against future obligations in accordance with the terms of the Purchase Agreement(s). The developer(s) will then follow the schedule set forth for submitting additional plans and commencing construction.

In the event that the E.D.T.F. and the developer(s) terminate their relationship, the E.D.T.F. may elect to negotiate an agreement with any of the applicants who submitted a development proposal for the College/Court Block or it may re-offer the site.

SELECTION CRITERIA

The E.D.T.F. has established the following criteria as the basis for reviewing submissions and selecting one or more developers to whom it will give an exclusive right to submit schematic plans and negotiate a final development schedule and sales agreement. The submission that, in the sole judgement of the E.D.T.F., best satisfies all of the criteria will be chosen.

Development Program

The E.D.T.F. will evaluate each applicant's written description of his development program to determine its responsiveness to the goals and objectives of the agency's plan and the planning and design criteria included in the recommended schemes. It will also welcome any concept plans, architectural drawings or models that the developer may wish to submit to illustrate his development program. Such illustrative material is not required. However, if included, the agency will consider it in evaluating the submission.

The E.D.T.F. has included in this package concepts it has reviewed and accepted for the block. However, other concepts will be considered.

Architectural Design

The E.D.T.F. places great emphasis on the quality of materials and workmanship. The agency is also concerned with the design and treatment of the public spaces within the block. Therefore, the E.D.T.F. will carefully study the qualifications and past performance of the developer, his architect, and other design consultants. It will review and evaluate their past projects to determine their ability to carry out the development of the block.

Development and Financial Capability

The City of Middletown and the E.D.T.F. are eager to see this work begun expeditiously. The capability of a developer to carry out these projects—to have the management skills needed to stay on schedule as well as the resources available to finance the project—is an essential qualifying element. The E.D.T.F. will evaluate information demonstrating the financial capability and the past experience of the developer. It will also consult with other references familiar with the developer and his past performance on projects of comparable scale, quality and character.

DEVELOPER SUBMISSION

Developers responding to this offer are required to include with each submission a proposal letter, a description of the development team's experience and qualifications, a development program, and a \$50 deposit, which the E.D.T.F. will refund upon the return of Developer Kits.

Proposal Letter

The following letter should be reproduced on the developer's letterhead stationery, with parenthetical provisions adjusted to reflect the applicant's proposal.

Mr. Ralph Shaw, II
Chairman
Economic Development Task Force
City of Middletown
de Koven Drive
Middletown, CT 06457

Dear Mr. Shaw:

Enclosed is our deposit in the amount of \$50 together with all materials required in order to be considered for selection as developer for College/Court Block. These materials include:

- A. A development program.
- B. A statement of our experience and qualifications.
- C. A statement of the experience and qualifications of our architects and others participating with us on this project.

If the E.D.T.F. selects our firm for the exclusive right to submit plans and negotiate a final agreement, we will adhere generally to the goals and objectives of the agency's plan and the planning and design criteria included in the enclosed schemes unless other concepts have been reviewed and approved by the agency. Further, we agree to use our best efforts to achieve the quality of planning and design generally indicated by the enclosed schemes.

If we are selected but fail to conform to the provisions stated herein, we understand that the E.D.T.F. will have the sole discretion to refund our deposit. If the E.D.T.F. is unable to proceed, our deposit will be returned. Upon execution of a purchase agreement, the deposit will be credited against our future obligations in accordance with the terms hereof. Interest, if any, on the deposits shall be for our benefit. The E.D.T.F. will be under no obligation to invest or reinvest any deposit.

I grant the E.D.T.F. the authority to collect information (as specified herein) which may be of a personal nature. I understand that the information solicited is necessary and relevant to the performance of these functions by the E.D.T.F.

(Signed)

Title

Date

Development Program

In order to evaluate the ability and willingness of each developer to meet the goals and objectives of the E.D.T.F.'s planning and design criteria and restoration guidelines, the E.D.T.F. requires a written statement describing the applicant's proposed development program in as much detail as is possible. The development program should state as completely as possible how the proposed development will meet the planning and design objectives and criteria.

Experience and Qualifications of the Developer

In order to assess the capability and resources of the developer to carry out the proposed development, the E.D.T.F. requires the following information:

1. The name, address, and telephone number of the developer, and the name of a representative authorized to act in his behalf.
2. If the developer is not an individual doing business under his own name, he must describe the status of the organization (whether a non-profit or charitable institution, a partnership, a business association, or a joint venture) and indicate the jurisdiction under whose laws it is organized and operating.
3. Identification of the known principals, partners, or co-venturers participating in the development, and the nature and the share of each participant's interest in the project.
4. Identification of major developments which the developer has been involved.
5. Material illustrative of projects undertaken by the developer that demonstrate his ability to develop the College/Court Block. The name and address should be given for each project identified as well as the persons familiar with the development who will respond to inquiries from the E.D.T.F. The developer should also identify his specific role in each project.
6. A detailed audited statement of the financial capability of the developer or a detailed statement of financial capability supported by a letter from a certified public accountant. The developer should also consider submitting as much information as he believes will be useful in evaluating his financial reliability and past financing records. To the extent permitted under law, the E.D.T.F. will hold all information in confidence.

7. The names and addresses of at least three credit references. Two of these should be lending institutions from which the developer has previously obtained permanent financing. A letter authorizing each credit reference to respond to inquiries from the E.D.T.F. should be included in the submission.
8. If available, the latest Dun & Bradstreet report for the developer and any relevant related business entity.
9. A statement describing the project costs, the expected equity requirements and sources, and the anticipated sources of permanent and working capital.

Each developer is invited to submit additional information he believes the E.D.T.F. should have in order to judge his current financial capability and past performance on development projects of a similar type and scale.

Should the E.D.T.F. need additional information to evaluate the developer's qualifications and past experience, it will request the developer's representative to submit the necessary material.

Experience and Qualifications of the Architect and other Design Professionals

To meet the planning and design objectives, the E.D.T.F. places great emphasis on the quality of work produced on projects completed or under construction by the design professionals who will be involved with the College/Court Block. To evaluate the capability of these design professionals, the E.D.T.F. needs the following information:

1. The name, address and telephone number of each design firm, the name of a representative authorized to act on its behalf, and the general area of responsibility each design firm will have.
2. The names of the principals who will be directly responsible for work on the College/Court Block.
3. Illustrative material of projects designed by each of the design professionals. The name and address should be given for each project identified as well as persons familiar with the development who would respond to inquiries from the E.D.T.F. Furthermore, for each project identify the firm's role as well as the role of the principal who will be directly responsible for work on the College/Court Block.

Should the E.D.T.F. require additional material from any of the design professionals, it will request the authorized representative to furnish the necessary information.

SCHEDULE

- A. Developer submissions (original and 15 copies) due by May 2, 1983.
- B. By June 6, 1983, the E.D.T.F. will select a developer(s) for an exclusive right to negotiate for a 90-day period.
- C. Following receipt of written notification of this selection, the selected developer(s) will:
 1. Submit to the E.D.T.F. within seven (7) calendar days an additional five hundred dollar (\$500) deposit;
 2. Submit Schematic Plans to the E.D.T.F. within sixty (60) calendar days;
 3. Coordinate the development programs and negotiate the development schedule within sixty (60) calendar days; and,
 4. Negotiate the terms and conditions of the Purchase Agreement within ninety (90) calendar days.
- D. Within thirty (30) days of successfully concluding the negotiations the E.D.T.F. will finalize its selection and designate the developer(s) of the College/Court Block.
- E. Following receipt of written notification of this final selection, the designated developer(s) will:
 1. Submit to the E.D.T.F. within seven (7) calendar days an additional \$5,000 deposit;
 2. Execute the Purchase Agreement within thirty (30) calendar days;
 3. Submit Design Development Plans and Outline Specifications to the E.D.T.F. within ninety (90) calendar days;
 4. Submit Final Plans and Construction Specifications to the E.D.T.F. within ninety (90) calendar days; and,
 5. Accept possession of the property and commence construction within a prompt and expeditious fashion to be agreed upon with the E.D.T.F.

- F. Within sixty (60) calendar days from receipt of written notice that the City of Middletown is prepared to convey title of the property, pursuant to agreement between the developer and the City of Middletown, the developer will take possession of the property and commence construction.

APPENDICES

APPENDIX A

MARKET SURVEY

MAIN STREET

	<u>Square Feet</u> (approximate)
Department Store	72,400
Apparel & Accessory	48,180
Lifestyle/Gifts/Household	95,460
Convenience/Service	37,360
Retail Food	4,300
Miscellaneous Retail	<u>3,200</u>
Subtotal Retail	260,900
Restaurant	17,530
Bank	39,958
Office	68,704
Vacant (First Level)	4,600

OFF MAIN STREET

Department Store	-0-
Apparel & Accessory	9,750
Lifestyle/Gifts/Household	16,300
Convenience/Service	43,350
Retail Food	27,000
Miscellaneous Retail	<u>-0-</u>
Subtotal Retail	96,400
Restaurant	13,900
Bank	3,000
Office	68,340
Vacant (First Level)	9,400

TOTALS

Total Retail	357,300
Total Restaurant	31,430
Total Bank	42,958
Total Office	137,044
Total Vacant (First Level)	<u>14,000</u>
Grand Total	582,732

Vacancy: 2.4%

Source of Information:
Halcyon Ltd.

APPENDIX A

MARKET SURVEY

SUBURBAN SHOPPING PLAZAS

	<u>Square Feet</u> (approximate)
Department Store	209,200
Apparel & Accessory	24,500
Lifestyle/Gifts/Household	45,900
Convenience/Service	57,400
Retail Food	176,200
Miscellaneous Retail	<u>48,000</u>
Total Retail	561,200
Restaurant	51,200
Bank	13,000
Vacant (First Level)	<u>15,200</u>
Grand Total	640,600
Vacancy: 2.4%	

Source of Information:
Halcyon Ltd.

APPENDIX B

HOUSEHOLD INCOME: 1982
MIDDLETOWN, CT

	1970 CENSUS	1982 (EST.)	\$ CHANGE 1970-82
POPULATION	36924	39610	7.3
HOUSEHOLDS	10902	14686	34.7
HOUSEHOLD SIZE	3.05	2.49	
GROUP QUARTERS	3647	3044	-16.5
AGG. INCOME (M) \$	122.97	330.73	169.0
AVE. FAMILY INCOME \$	12112	25994	114.6
PER CAPITA INCOME \$	3330	8350	150.8

HOUSEHOLD INCOME	1970 CENSUS	%	1982 (EST.)	%
LESS THAN \$5000	2184	20.0	1891	12.9
\$ 5000 - \$ 7999	1615	14.8	969	6.6
\$ 8000 - \$ 9999	1428	13.1	653	4.4
\$10000 - \$11999	1608	14.7	658	4.5
\$12000 - \$14999	1734	15.9	1046	7.1
\$15000 - \$19999	1490	13.7	2051	14.0
\$20000 - \$24999	460	4.2	2326	15.8
\$25000 - \$34999	251	2.3	3080	21.0
\$35000 - \$49999	89	0.8	1393	9.5
\$50000 OR MORE	43	0.4	619	4.2
MEDIAN \$	10278		20163	
AVERAGE \$	10705		21373	

AREA CHANGE: 1970-82-87
MIDDLETOWN, CT

COMPONENT	POPULATION			HOUSEHOLDS		QGIN	POPCH	
	1970	1982	1987	1970	1982	1982	70-82	
MIDDLETOWN	36924	39610	40691	10902	14686	16136	3044	7.3%

Source of Information:
Urban Decision Systems, Inc.

APPENDIX B

CENSUS CHANGE: 1970-1980
MIDDLETOWN, CT: COLLEGE ST & MAIN ST

	1970 CENSUS		1980 CENSUS		1970-1980 DIFF	% CHG
POPULATION	36924		39040		2116	5.7
		% DIS		% DIS		
HOUSEHOLDS	10902		14130		3228	29.6
1 PERSON	1856	17.0	3848	27.2	1992	107.3
2 PERSON	3090	28.3	4325	30.6	1235	40.0
3-4 PERSON	3944	36.2	4515	32.0	571	14.5
5+ PERSON	2012	18.5	1442	10.2	-569	-28.2
AVE.HH.SIZE		3.05		2.55		-16.2
PERSONS IN GRP QTRS	3647		2958		-688	-18.8
RACE: WHITE	34225	92.7	34425	88.2	200	0.6
BLACK	2496	6.8	2748	9.6	1252	50.2
OTHER	203	0.5	867	2.2	664	327.1
SPANISH/HISPANIC	399	1.1	1005	2.6	606	151.9
AGE: 0 - 5	3681	10.0	2588	6.6		
6 - 13	5150	13.9	4105	10.5		
14 - 17	2371	6.4	2633	6.7		
18 - 20	2297	6.2	2935	7.5		
21 - 24	2929	7.9	3661	9.4		
25 - 34	4706	12.7	6833	17.5		
35 - 44	3925	10.6	4114	10.5		
45 - 54	4602	12.5	3666	9.4		
55 - 64	3601	9.8	3943	10.1		
65+	3662	9.9	4562	11.7		
MEDIAN AGE		28.8		29.8		3.5
HOUSING UNITS	11305		14774		3469	30.7
OCCUPIED	10902		14130		3228	29.6
OWNER -OCC	6015	53.2	6933	46.9	918	15.3
RENTER -OCC	4887	43.2	7197	48.7	2310	47.3
VACANT, YR-RND	400	3.5	640	4.3	240	60.0
CONDOMINIUMS	60		474		414	690.0
	1970 CENSUS		1980 CENSUS			
HOUSING VALUE						
AVERAGE	\$ 26606		\$ 61486			
MEDIAN	\$ 24040		\$ 60345			
MONTHLY CONTRACT RENT						
AVERAGE	\$ 98		\$ 206			
MEDIAN	\$ 94		\$ 205			

Source of Information:
Urban Decision Systems, Inc.

APPENDIX B

RETAIL POTENTIAL: SHOPPING CENTERS
MIDDLETOWN, CT

ANNUAL MERCHANDISE EXPENDITURES, 1982 BY STORE TYPE

STORE TYPE	Market Survey Type (Appendix A)	AGGREGATE (\$000)	PER CAPITA
DEPARTMENT STORES		15645	427.86
VARIETY STORES	(Department Stores)	1445	39.53
CATALOG SHOWROOMS	(Miscellaneous Retail)	1202	32.87
GROCERY STORES	(Retail Food)	36332	993.59
CONVENIENCE STORES	(Convenience/Service)	3523	96.34
APPAREL STORES	(Apparel & Accessory)	5750	157.24
SHOE STORES	(Apparel & Accessory)	1203	32.89
JEWELRY STORES	(Apparel & Accessory)	943	25.79
FURNITURE STORES	(Lifestyle/gifts/household)	3254	88.98
APPLIANCE STORES	(Miscellaneous Retail)	954	2610
RESTAURANTS		11110	303.82
DRUG STORES	(Convenience/service)	5919	161.87
LIQUOR STORES	(Retail Food)	4017	109.85

TOTAL EXPENDITURES

90343

Source of Information:
Urban Decision Systems, Inc.

APPENDIX B

RETAIL POTENTIAL: RESTAURANTS
MIDDLETOWN, CT

ANNUAL EXPENDITURES IN RESTAURANTS, 1982

RESTAURANT TYPE	AGGREGATE (\$000)	PER CAPITA
TOTAL FOOD IN RESTAURANTS	11110	303.82
FAST FOOD/TAKE OUTS	4531	123.92
FAMILY/COFFEE SHOPS	3479	95.15
CAFETERIAS	447	12.23
ATMOSPHERE/SPECIALTY	2652	72.52
TOTAL ALCOHOLIC BEVERAGES IN RESTAURANTS	837	22.90

APPENDIX B

HOUSEHOLD INCOME: 1982
 MIDDLETOWN, CT: COLLEGE STREET & MAIN STREET
 10.0 MILE RING

	1970 CENSUS	1982 (EST.)	%CHANGE 1970-82
<u>POPULATION</u>	210669	227797	8.1
HOUSEHOLDS	64861	84248	29.9
HOUSEHOLD SIZE	3.14	2.62	
GROUP QUARTERS	6987	6926	-0.9
AGG. INCOME (M) \$	775.19	2166.34	179.5
AVE. FAMILY INCOME \$	12936	29527	128.3
PERCAPITA INCOME \$	3680	9510	158.4

<u>HOUSEHOLD INCOME</u>	1970 CENSUS	%	1982 (EST.)	%
LESS THAN \$5000	11227	17.3	8024	9.5
\$ 5000 - \$ 7999	8932	13.8	4801	5.7
\$ 8000 - \$ 9999	8457	13.0	3226	3.8
\$10000 - \$11999	8833	13.6	3382	4.0
\$12000 - \$14999	10668	16.4	5237	6.2
\$15000 - \$14999	10202	15.7	9951	11.8
\$20000 - \$24999	3386	5.2	12407	14.7
\$25000 - \$34999	2189	3.4	19813	23.5
\$35000 - \$49999	691	1.1	11705	13.9
\$50000 OR MORE	276	0.4	5701	6.8
MEDIAN \$	10863		23023	
AVERAGE \$	11755		25270	

AREA CHANGE: 1970-82-87
 MIDDLETOWN, CT: COLLEGE ST & MAIN ST

COMPONENT	POPULATION			HOUSEHOLDS			GQIN 1982	POPCH 70-82
	1970	1982	1987	1970	1982	1987		
10 MILE RING	210669	227796	235577	64861	84247	92613	6926	8.1%

Source of Information:
 Urban Decision Systems, Inc.

APPENDIX B

CENSUS CHANGE: 1970-1980
 MIDDLETOWN, CT: COLLEGE ST & MAIN ST
 10.0 MILE RING

	1970 CENSUS		1980 CENSUS		1970-1980 DIFF	% CHG
POPULATION	210669		225031		14362	6.8
		% DIS		% DIS		
HOUSEHOLDS	64861		81304		16443	25.4
1 PERSON	9975	15.4	18288	22.5	8313	83.3
2 PERSON	18641	28.7	26224	32.3	7584	40.7
3-4 PERSON	23044	35.5	27247	33.5	4203	18.2
5+ PERSON	13202	20.4	9544	11.7	-3656	-27.6
AVE.HH.SIZE		3.14		2.68		-14.5
PERSONS IN GRP QTRS	6987		6883		-103	- 1.4
RACE: WHITE	204558	97.1	212759	94.5	8200	4.0
BLACK	5369	2.5	7606	3.4	2237	41.7
OTHER	742	0.4	4666	2.1	3924	528.6
SPANISH/HISPANIC	5779	2.7	7685	3.4	1906	33.0
AGE: 0 - 5	20840	9.9	15302	6.8		
6 - 13	32363	15.4	25377	11.3		
14 - 17	15894	7.5	15982	7.1		
18 - 20	9287	4.4	11347	5.0		
21 - 24	12666	6.0	15937	7.1		
25 - 34	25415	12.1	37805	16.8		
35 - 44	24552	11.7	25936	11.5		
45 - 54	27935	13.3	24409	10.8		
55 - 64	20720	9.8	25535	11.3		
65+	20998	10.0	27401	12.2		
MEDIAN AGE		30.1		32.5		7.8
HOUSING UNITS	67418		85110		17692	26.2
OCCUPIED	64861		81304		16443	25.4
OWNER -OCC	41941	62.2	52010	61.1	10069	24.0
RENTER -OCC	22920	34.0	29294	34.4	6373	27.8
VACANT, YR-RND	1998	3.0	3288	3.9	1290	64.6
CONDOMINIUMS	96		3393		3297	3425.9
		1970 CENSUS		1980 CENSUS		
HOUSING VALUE						
AVERAGE		\$ 26932		\$ 66288		
MEDIAN		\$ 24479		\$ 63987		
MONTHLY CONTRACT RENT						
AVERAGE		\$ 97		\$ 204		
MEDIAN		\$ 91		\$ 193		

Source of Information:
 Urban Decision Systems, Inc.

APPENDIX B

RETAIL POTENTIAL: SHOPPING CENTERS
MIDDLETOWN, CT: COLLEGE ST & MAIN ST
.0.0 MILE RING

ANNUAL MERCHANDISE EXPENDITURES, 1982 BY STORE TYPE

STORE TYPE	Market Survey Type (Appendix A)	AGGREGATE (\$000)	PER CAPITA
DEPARTMENT STORES		100500	455.02
VARIETY STORES	(Department Stores)	9356	42.36
CATALOG SHOWROOMS	(Miscellaneous Retail)	7849	35.54
GROCERY STORES	(Retail Food)	237894	1077.07
CONVENIENCE STORES	(Convenience/Service)	22597	102.31
APPAREL STORES	(Apparel & Accessory)	36814	166.68
SHOE STORES	(Apparel & Accessory)	7611	34.46
JEWELRY STORES	(Apparel & Accessory)	6250	28.30
FURNITURE STORES	(Lifestyle/gifts/household)	20981	94.99
APPLIANCE STORES	(Miscellaneous Retail)	5992	27.13
RESTAURANTS		97613	441.95
DRUG STORES	(Convenience/Service)	36728	166.29
LIQUOR STORES	(Retail Food)	24984	113.12

TOTAL EXPENDITURES

609544

APPENDIX B

DETAIL POTENTIAL: RESTAURANTS
MIDDLETOWN, CT: COLLEGE ST & MAIN ST
10.0 MILE RING

ANNUAL EXPENDITURES IN RESTAURANTS, 1982

RESTAURANT TYPE	AGGREGATE (\$000)	PER CAPITA
TOTAL FOOD IN RESTAURANTS	97613	441.95
FAST FOOD / TAKE OUTS	38627	175.09
FAMILY / COFFEE SHOPS	31099	140.80
CAFETERIAS	3768	17.06
ATMOSPHERE / SPECIALTY	24074	109.00
TOTAL ALCOHOLIC BEVERAGES IN RESTAURANTS	7557	34.21

APPENDIX C

WESLEYAN
CO-OPERATIVE

POSITION PAPER

PREPARED BY
HALCYON LTD.

March 1983

INTRODUCTION

This memorandum was prepared to provoke debate and potentially action which might lead to the creation of a Wesleyan Co-Operative Store. The memorandum describes the Organizational and Financial Arrangements for this store and raises the issues which would be encountered in the concepts formulation.

In addition the Merchandise Concept is described and dimensioned by an "idealized" operating statement and sales projections.

The studious reader will be unrewarded in a search for market data and analytical support. All assumptions and forecasts are solely based on the experienced professional judgement of the author.

The concept is hypothetical. For those who might think that the concept is suspect in its creativity I would argue that each of the assumptions is plausible and might be "proved" with a sufficient degree of analysis. If this memorandum builds an advocacy and consensus, I am confident that the mechanisms exist by which the Wesleyan Co-Operative can be made feasible.

Executive Summary

The Wesleyan Co-Operative Store will be 20,000 square feet of merchandised area. The merchandise concept will be similar to other campus stores which could be found at for example Yale and Harvard. The merchandise focus is "life style" or those products which appeal to a youthful academic community.

The Wesleyan Co-Operative Store will be initially capitalized at \$1,000,000 derived from subscriptions provided by students, faculty, alumni, other surrounding residents and institutions.

The Wesleyan Co-Operative will require \$2.0 million in long and short-term debt which will be used to construct a new building and pay for inventory and initial start-up.

Sales of \$3,600,000 are projected for the first stabilized year.....1985-1986.

Merchandise Concept

The merchandise carried by the Wesleyan Co-Operative will include a broad selection of articles and clothing which appeal to the academic community. It is projected that 60% of the sales generated by the co-operative will be from students, faculty or alumni. 40% of the sales will be generated by the appeal of the merchandise concept in the marketplace and the co-operative will serve as a regional destination for this market segment.

Merchandise lines include:

- o Books; new paperback, textbooks and used (the issue of direct competition with the existing campus bookstore can be resolved by incorporating this use as an "out-lease" to the existing operator).
- o Magazines
- o Music; recordings, records and tapes, sheet music
- o Men and women casual ready-to-wear; preppy styles such as penny loafers, sweaters, blazers.
- o Sports apparel and tennis whites.
- o University related artifacts; jewelry, endorsed mugs, flatware, apparel.
- o Gourmet foods; pate's, crackers, cheeses.
- o Tabletop; pottery, crockery, glassware.
- o Cafe

While many of these merchandise lines may overlap with existing merchants in the Middletown market, the "life-style" merchandise concept will differentiate the retailing notion from that of those merchants who exist on Main Street.

Capital Funding

It is proposed that initial capitalization be achieved through a funding drive which might provide the following levels of support:

o	250 faculty	x 50% participation	x \$1,000	= \$	250,000
o	2,500 students	x 90% participation	x \$100	= \$	200,000
o	13,000 alumni	x 20% participation	x \$200	= \$	480,000
o	30,000 private	x 2% participation	x \$100	= \$	60,000
					<u>990,000</u>
				say	\$1,000,000

Debt requirements are estimated as \$2,000,000 to finance capital investment, inventory and working capital during start-up.

Wesleyan Co-operative
Operating Statement

Gross Sales

o 20,000 x \$180 per sf = \$3.6 million

Cost of Sales

o 50% of the above = \$1.8 million

Operating Expenses

o Payroll: wages, payroll taxes
group insurance = 10.6%

o Occupancy: heat, water, light
power = 3.1%

o Real Estate Taxes = 1.2%

o Depreciation: Building = 2.0%

o Insurance: Building = 1.1%

o Rent = 7.0%

Total Store Operating Expenses = 25.0%

Debt Service = 21.0%

Net-Cash-Flow = 4.0%

APPENDIX D

OTHER REFERENCES

Economic Development Strategies: A report to the mayor and the common council.*

Mainly Middletown: A community in the midst of change and development.*

Basic Information: About Middletown, Connecticut.**

These references, available from the City of Middletown Office of Municipal Development* and Office of Planning and Zoning**, contain information relevant to development interests within the City of Middletown.

APPENDIX E

RESOLUTION

WHEREAS the Economic Development Task Force has been charged with a continuing role to recommend to the Common Council those actions which are necessary and essential to implement the City's Economic Development program; and

WHEREAS the Economic Development Task Force, through Halcyon Ltd., has studied the College/Court Block and has recommended that developer interest be sought.

NOW, THEREFORE, BE IT RESOLVED BY THE COMMON COUNCIL OF THE CITY OF MIDDLETOWN:

That the Economic Development Task Force be and is hereby authorized to represent the City of Middletown in the following activities relative to the College/Court Block: evaluating proposals; negotiating with developers; conducting inquiries relative to developer activities; inspecting of other representative developer projects; interviewing developers; and, the negotiating agreements with and representing the interest of private property owners in the affected block; and,

That it is understood that the authority to confer developer designation and to convey interest and/or property to a developer rests with the Common Council of the City of Middletown.