

# **TOWN OF WAREHAM**

# INVITATION FOR BIDS FOR DISPOSITION OF REAL PROPERTY FOR THE DEVELOPMENT OF CEDA-OWNED "BAY POINTE" PROPERTY, WAREHAM, MA

# February, 2017

Bidders Conference and Site Visit:

Wednesday March 1, 2017 10:00 AM

[Non-mandatory]

Proposals Due: Thursday March 16, 2017 10:00 AM



#### INVITATION FOR BIDS

For Bay Pointe Property, Wareham, MA

Bidders Conference and Site Visit: Wednesday March 1, 2017 10:00 AM

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# I. Invitation to Bid

Pursuant to M.G.L. c. 30B, §16, the Town of Wareham ("Town"), acting through the Wareham Community and Economic Development Authority Board ("CEDA"), with Town and CEDA hereinafter referred to as the "Offeror," requests proposals to enter for the sale of approximately 7.49 acres of land and improvements located at 0 Bay Pointe Drive and 19 Bay Pointe Drive, Wareham, Massachusetts, shown in Exhibit A and as further described in the Exhibits attached hereto, (hereinafter referred to as the "Premises"). Offeror seeks proposals from qualified bidders in accordance with the terms and conditions of this Invitation for Bids (IFB).

The applicable terms, conditions, and restrictions are more fully set forth below. For purposes of this IFB, the Proposer or Bidder that is ultimately awarded the Premises shall hereinafter be called the "Bidder."

The purpose of this IFB is to facilitate the selection of a Bidder who is responsive and responsible and best meets the Evaluation Criteria set forth in this IFB.

While Offeror believes that the information provided in this IFB (including all Exhibits and supplements hereinafter referred to as the "Premises Information") is accurate, the Town and Offeror make no representation or warranty, express or implied, as to the accuracy and completeness of the Premises Information. The Offeror assume no liability for the inaccuracy or incompleteness of the Premises Information. Each Bidder assumes all risk in connection with the use of the Premises Information and releases the Offeror from any liability in connection with the use of the Premises Information by the Bidder.

In addition, the Offeror make no representation or warranty with respect to the Premises, including without limitation, the value, quality or character of the Premises or it fitness or suitability for any particular use and/or the physical and environmental condition of the Premises.

The Offeror assumes the right to waive information if it is in the Offeror's best interest to do so.

# II. <u>Description of the Premises</u>

#### 1. Location

The address of the property is 0 and 19 Bay Pointe Drive, Onset, as depicted on Assessors Map 9, Parcel 1004B [see Exhibits].

The property is located adjacent to one of the premier golf courses in the region, the Bay Pointe Golf Club.

#### 2. Town Water and Sewer

There is public water available. The Onset Water Department will provide specifications for connections to the water main, depending on the proposed use.

There is an existing private sewer pump station near the Premises connected to the public wastewater facility. The Wareham Board of Sewer Commissioners has approved an expansion to the existing sewer service connection for the adjacent mixed-use development. The Board of Sewer Commissioners will provide specifications for connections to the sewer system, depending on the proposed use.

## 3. Improvements

The property is currently improved with parking lots and a club house building, with pro shop and restaurant, associated with the Bay Pointe golf course.

# 4. Property Value

The land and improvements are currently assessed by the Town Assessors at \$467,300 [see Exhibits].

#### 5. Current Use

The Premises are currently used for the golf clubhouse and as an overflow parking area for the new Club House. The golf clubhouse is a one-story, wood frame building, which is leased to the Bay Pointe Country Club. The lease is available upon request.

# III. <u>Use and Design Objectives</u>

The premises are envisioned to be uses and improvements associated with the predominant zoning as a Conference Recreational district. Prospective Bidders are encouraged to propose uses which advance the goals of the district which are "to promote conference and recreational facility uses that will contribute to the town's economic development and preservation of open space."

# IV. Zoning and Other Approvals

Portions of the Premises are currently zoned as Multiple Residence 30, "MR-30," a multifamily residential district, and Conference Recreational "CNF," a mixed use district. The location of the zoning districts are described in the Zoning By-Laws.

The majority of the Premises is within the CNF zoning district while the frontage on Onset Avenue and 150 feet back is covered by the MR-30 district. See Exhibits and online Zoning By-Laws at:

http://www.wareham.ma.us/sites/warehamma/files/uploads/zoning bylaws updated november 2015.pdf

The Bidder is responsible for obtaining zoning approvals and permits that are required for its proposal.

# V. Environmental Considerations

There are no wetland resource areas near the Premises of which the Offeror is aware. Bidder must perform its own due diligence as Offeror does not warranty this information. The Bidder will be responsible for obtaining all required zoning approvals, wastewater connection permits and other approvals necessary for completion of the Project.

# VI. Terms and Conditions

This Invitation for Bids is subject to the specific conditions, terms and limitations stated below that will be incorporated and expanded upon in the Letter of Intent and the Land Disposition Agreement. Counsel for Offeror and the designated Bidder will need to agree to these terms in substantially the same form as written below. Any questions or problems with these terms should be raised through written questions submitted to Offeror or raised at the Pre-Bid Conference.

- 1. The Premises are to be conveyed in its "as is" condition. The Offeror make no representation as to the condition of the site.
- It is the successful bidder's responsibility to determine and verify all title information pertaining to the Premises. The Offeror will deliver the property with good and clear marketable title.
- 3. The Offeror make no representation as to the fitness of the property for any proposed use, the suitability of the property for any particular purpose, or as to the ability of the Bidder to obtain any necessary permits or approvals relating to the property.
- 4. Offeror has a copy of a Boundary and Topographic Survey Plan of the property prepared by Waterman Engineering Company, dated 1/15/14, and revised. The Bidder, at its cost, shall be responsible for any new survey, if necessary.
- 5. Any survey, environmental assessments, structural reports and other due diligence materials will be provided through the IFB, only as available. Bidders must undertake their own due diligence.
- 6. Rights, Remedies and Procedures in the event of a breach by Bidder will be incorporated in the contracts.

- 7. The project proposed by the Bidder shall conform to, and be subject to, the provisions of all applicable laws, regulations, and ordinances of Federal, State and Town authorities having jurisdiction, as may be amended from time to time.
- 8. The selection of a Bidder will depend on satisfying all the documentation and review requirements described in this IFB and will be subject to the selection criteria described in this IFB.
- 9. No transaction will be consummated if any principal of any selected Bidder is in arrears or in default upon any debt, lease, contract or obligation to the Offeror, including without limitation, real estate taxes, rents, and any other municipal liens or charges.
- 10. The Offeror are not obligated to pay, nor shall in fact pay, any costs or losses incurred by any applicant at any time including the cost of responding to the IFB.
- 11. This IFB does not represent any obligation or agreement whatsoever on the part of the Offeror.
- 12. Selection of a Bidder's proposal will not create any rights on the Bidder's part, including, without limitation, rights of enforcement, equity or reimbursement, until all related documents are fully executed and approved by the Offeror.
- 13. Offeror reserves the right, in its sole discretion, to reject at any time any or all proposals, to withdraw the IFB, and to negotiate with one or more applicants.
- 14. All determinations as to the completeness or compliance of any proposals, or as to the eligibility or qualification of any applicant, will be within the sole discretion of Offeror.
- 15. This IFB, and any agreement resulting there from, are subject to all applicable laws, rules and regulations promulgated by any Federal, State, or municipal authority having jurisdiction over the subject matter thereof, as the same may be amended from time to time.
- 16. Contract terms will also include provisions for access to the property, insurance requirements, buyer default provisions, and other potential terms and conditions as mutually agreed upon.
- 17. Acceptance of the Proposal shall be subject to votes of Offeror and the Town.
- 18. Offeror will convey the Premises to the selected Bidder upon successful completion of all the following:
  - a. Approval by the Wareham Board of Selectmen.
  - b. Approval by the Wareham Town Meeting of the conveyance.
  - c. Other Bidder Responsibilities, as stipulated in this IFB and any succeeding documents relating to the disposition and conveyance of the Premises.

# VII. Submission Requirements

All submissions must include the following materials:

- 1. Transmittal Letter of Interest signed by the principal(s) of the Bidder who are authorized to submit its IFB response;
- 2. Narrative description of the proposed use of the property.
- 3. Bidder Information:
  - a. Description of the Bidder's prior development experience.

- b. Description of how the acquisition will be financed, with information on the sources of money.
- c. Disclosure of beneficial interest (M.G.L. c. 7 § 40J) (attached as Exhibit F).
- d. Certification of tax compliance (M.G.L. c. 62C § 49A) (attached as Exhibit G).
- e. Certificate of non-collusion (attached as Exhibit H).
- 4. Price offered for Premises on the Bid Price Form.

#### VIII. Criteria

- 1. All submissions must meet the following <u>Minimum Threshold Criteria</u> to be deemed responsive and responsible:
  - a. Complete conformance with all submission requirements,
  - b. Certification of compliance for all state and local taxes,
  - c. Statement of intention to purchase the Premises,
  - d. Evidence of ability to obtain financing from public or private lenders, sufficient to finance the acquisition of the property, and
  - e. Price proposal that equals or exceeds \$600,000 [Six Hundred Thousand dollars].
- 2. Proposals meeting the minimum threshold criteria will also be judged on the following Evaluation Criteria:
  - a. The highest price offered for acquisition above the minimum threshold, by a responsive and responsible Bidder.

## IX. Process and Schedule of Events

1. Obtaining Information and Updates to the IFB

The IFB will be posted on the Town of Wareham's web site. Copies of the IFB and updates issued by the Town and Offeror may be obtained from the website at <a href="http://www.wareham.ma.us/bids-rfps">http://www.wareham.ma.us/bids-rfps</a>. Modifications, changes or updates to the IFB will be sent to all parties that register by sending an Email to:

jcampos@wareham.ma.us

Please include the following information in the email:

Firm name and address

Contact person, telephone number and email address

You will receive a confirmation that you are registered to receive updates to the IFB within in two business days. If you receive a confirmation that you are registered to receive updates or if you do not receive a confirmation that you have been registered to receive updates, you are responsible to check the website for updates issued by the Town.

# 2. Optional Briefing, Site Visit

Offeror will conduct an optional, non-mandatory Bidders briefing and tour of the Premises on March 1, 2017. Interested Bidders should meet at 10:00 AM at the Wareham

Town Hall and then proceed to the site at 0 Bay Pointe Drive, Wareham, MA after the Bidders' conference. A representative of Offeror will be available to answer questions and tour the site. Bidders are advised to do their own due diligence, and that neither the Town nor any of its agents or representatives is responsible for representations made regarding the condition of the Site.

#### 3. Written Questions

Bidders will have an opportunity to submit written questions to Offeror. All questions and requests for clarification or interpretation of the meaning of the IFB, and any other correspondence or communication concerning the IFB, shall be submitted in writing, to:

Kenneth Buckland, Director of Planning and Community Development Memorial Town Hall 54 Marion Road Wareham, MA 02571

email: kbuckland@wareham.ma.us

All questions must be submitted in writing on or before 4:00 PM, February 28, 2017.

#### 4. Communication with the Town

Bidders are strongly encouraged to read the materials carefully and submit all questions in writing. Responses, clarifications or interpretations and any supplemental instructions or forms, if issued, will be verbally issued at the optional bidder's conference on February 23, 2017 and in the form of written addenda by March 1, 2017, and all such responses will be on file with Offeror at that time.

Any document, facsimile or e-mail submitted on behalf of a Bidder is presumed to be on record. Likewise, all questions submitted and the corresponding answers will be distributed to all Bidders who have formally requested this IFB, without attribution. All direct contact concerning this IFB, including written and email communications to:

Kenneth Buckland, Director of Planning and Community Development Memorial Town Hall 54 Marion Road Wareham, MA 02571

email: kbuckland@wareham.ma.us

The Offeror will not be responsible for, and Bidders may not rely upon, any information, explanation or interpretation of the IFB rendered in any fashion except as provided in accordance with this IFB. Any communication concerning the content of the IFB by any Bidder, or anyone on its behalf, with any Town member, official or employee other than the designated Town employee in the manner specified above may result in the rejection of that Bidder's proposal unless, in the sole judgment of Offeror the communication could not reasonably be believed to have given the Bidder a competitive advantage or to have impaired the fair and even competitive environment on this IFB.

# 5. Summary of IFB Schedule

Set and expected dates for major actions are as follows:
Non-mandatory Bidders Conference and Site Visit 10:00 AM
Issue Responses and Amendment to IFB (if necessary)
Response to IFB Due at Town Hall Thursday at 10:00 AM
Letter of Intent executed
Tentative date for Wareham Special Town Meeting
Land Disposition Agreement executed
Due Diligence (90 days)
Closing

March 1, 2017 March 2, 2017 March 16, 2017 April 13, 2017 April 24, 2017 May 15, 2017 August 15, 2017 September 15, 2017

#### 6. Selection Process

- a. All submissions submitted by the proposal filing deadline set forth above ("Proposal Process") will be opened in public and recorded. All information contained in the proposals is public. Offeror will review and evaluate all proposals received by the Proposal Filing Deadline.
- b. Following the opening of submissions, Offeror may request additional information, either in writing or in person, solely for the purpose of clarifying statements made by the bidder in its submission.

# 7. <u>Disposition Process</u>

Offeror will review proposals and select a Bidder with whom to negotiate a Land Disposition Agreement. After an initial review of submissions, the Town may ask for additional information and request interviews with candidates before making its selection.

The following steps for designating the Bidder and completing the disposition process will be followed:

- a. Letter of Intent: A Letter of Intent will be signed upon the selection of a Designated Bidder. This will be a simple document reflecting price and terms of the deal.
- b. Land Disposition Agreement: This document will be signed after all parties agree on the terms of the sale.
- c. Deed: This will be finalized after the financing of the acquisition is closed. This will be the document that will survive the closing and contain ongoing historic, maintenance and other obligations.

# 8. Deposits

The following summarizes fees/deposits and terms that will be required of the Designated Bidder:

Action	Deposit Due	Terms
Signing of Letter of Intent	\$30,000	May be applied to purchase
		price

# X. Instructions to Bidders

1. Each Bidder shall submit one original submission and twelve (12) paper copies and one (1) electronic file copy of the submission on or before 10:00 AM, Thursday, March 16, 2017 to:

Derek Sullivan, Town Administrator Memorial Town Hall 54 Marion Road Wareham, MA 02571

- 2. The submissions will be opened and recorded at that time. No submissions received after this time will be accepted. Proposals must be submitted in writing in a sealed envelope clearly marked "Bay Pointe Land Sale/Offeror". Responses to the IFB must include all required documents, completed, and signed per the instructions and attached forms included in this IFB package.
- 3. Offeror reserves the right to reject any or all submissions or to cancel this IFB, if it is in the best interest of the Town. Offeror makes no representations or warranties, express or implied, as to the accuracy and/or completeness of the information provided in this IFB. This IFB (including all attachments and supplements) is made subject to errors, omissions, prior sale, or financing, withdrawal without prior notice, and changes to, additions to, and different interpretations of laws and regulations.
- 4. If any changes are made to this IFB, an addendum will be issued. Each addendum will be mailed or faxed to all persons on record as having requested the IFB.

# XI. Exhibits

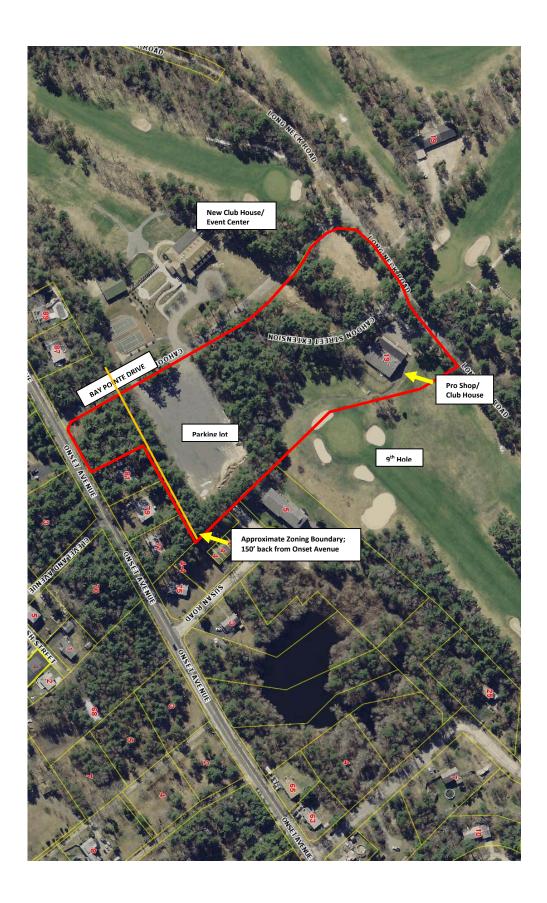
<u>Exhibit</u>	<u>Description</u>
A	Location of Premises for Disposition
В	Premises for Disposition [including Assessors' cards]
С	Zoning Map
D	Town Water and Sewer
E.	Bid Price Form
F	Disclosure of Beneficial Interest
G	Certificate of Tax Compliance
Н	Certificate of Non-Collusion
I	Recent Property Survey
J	Clubhouse Lease Document
Notes:	Maps not to scale

**EXHIBIT A: LOCATION OF PREMISES FOR DISPOSITION** 

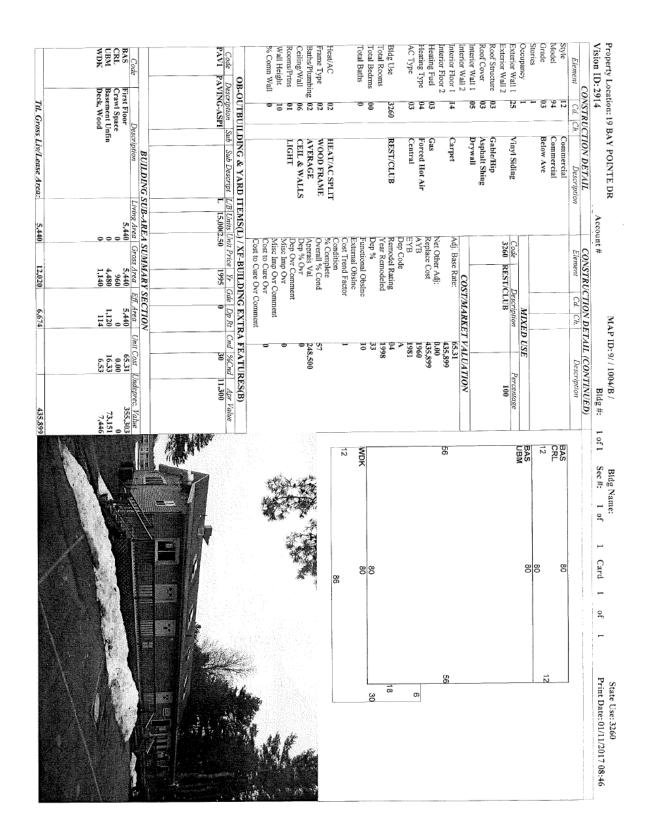


**EXHIBIT B: PREMISES FOR DISPOSITION** 





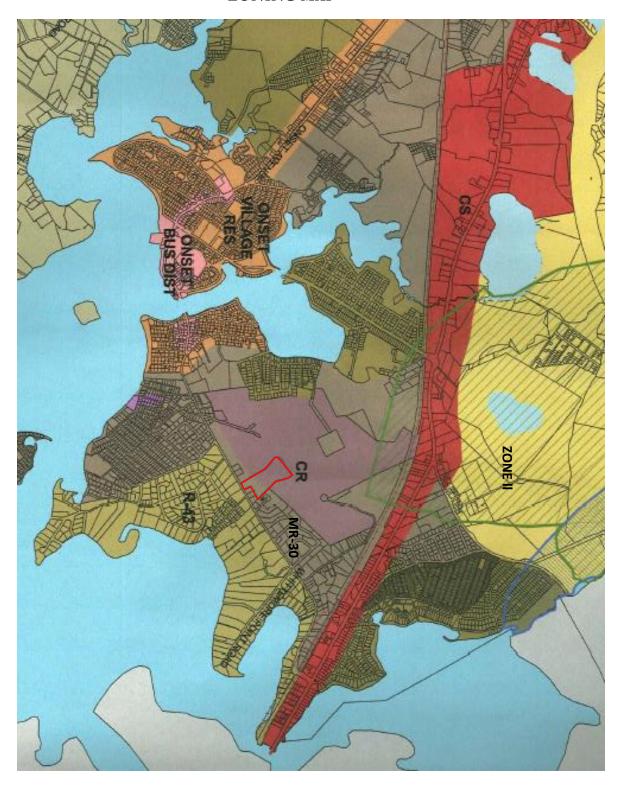
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# EXHIBIT C ZONING MAP



# EXHIBIT D TOWN WATER AND SEWER

Available from: Onset Water Department 15 Sand Pond Rd Onset, MA 02558 (508) 295-0603

Available from: Wareham Sewer Department Tonys Lane Wareham, MA 02571 (508)295-6144

Bidders must perform own due diligence

# **EXHIBIT E**

# **BID PRICE FORM**

For acquisition of the Premises identified in the Invitation for Bids (IFB) for the Bay Pointe CEDA-owned land sale, and in accordance with the terms and conditions of that IFB, the undersigned Bidder will pay the following:

Amount payable upon execution of the Letter of Intent		\$
Amount payable upon Closing		\$
	Total price	\$
Name of Bidder:		
Bidder's address:		
Bidder's email address:		
Telephone Fax		
Signature of Authorized Representative		
Name Printed:		
Title:		

#### **EXHIBIT F**

#### DISCLOSURE OF BENEFICIAL INTEREST FORM

#### TO THE WAREHAM Offeror:

The undersigned also hereby declares that the Bidder makes this Proposal without any connection with any other persons or entities making any other Proposal for the Site; that no person acting for, or employed by, the Town of Wareham or Offeror is directly or indirectly interested or involved in this Proposal, or in any contract which may be made under it, or in expected profits to arise therefrom; that the Proposal is made without directly or indirectly influencing or attempting to influence any other person or corporation to submit or to refrain from submitting a Proposal or to influence the Proposal of any other person or corporation; and that this Proposal is made in good faith. The undersigned declares that this Proposal is based solely on the Bidder's own investigation and research and not in reliance upon any plans, surveys, measurements, dimensions, calculations, estimates or representations of any employee, officer, or agent of the Town or Offeror.

The undersigned certifies on behalf of the Bidder that the terms of the Proposal have been arrived at independently without collusion, consultation, communication or agreement, for the purpose of restricting competition, as to any matter relating to such terms with any other Bidder or with any competitor; the terms of the Proposal have not been and will not be knowingly disclosed, directly or indirectly, by the Bidder prior to the official opening of such Proposal, to any other Bidder or to any competitor; no attempt has been made and none will made by the Bidder to induce any other person, partnership, or corporation to provide or not to provide a submission for the purpose of influencing competition; and that no person or selling agency has been employed or retained by the Bidder to solicit or secure selection under the IFB or award of this development opportunity on the understanding that a commission, percentage, brokerage, contingent or other fee would be paid to such person or selling agency.

Name of Bidder:	
Гуре of entity:	
Bidder's address:	
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Bidder's email address:	
ГelephoneFacsimile	
Signature of Authorized Representative	
Name Printed:	
Title:	

# EXHIBIT G

# CERTIFICATION OF TAX COMPLIANCE

# CERTIFICATION OF TAX COMPLIANCE

individual members of the Te	49A, the undersigned certifies, on behalf of the Team and the eam, under penalties of perjury that it has complied with all laws of The setts related to the payment of taxes.
	Signature of individual submitting this proposal
	Name of Business/Team
SS No. or FID No	
	DRM AS NECESSARY SO THAT IT ACCURATELY DESCRIBES THE ENTITY D SO THAT IT IS SIGNED ON BEHALF OF ALL PARTNERS, MEMBERS, OR JOINT

# **EXHIBIT H**

# CERTIFICATE OF NON-COLLUSION

The undersigned certifies under penalties of perjury that this bid or proposal 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.

Name of Business
Signature of Individual Corporate Name
Signature of Individual Submitting Bid
Social Security or Federal Identification
Number

# **EXHIBIT I**

# RECENT PROPERTY SURVEY

[Not Warranteed]

# EXHIBIT J

# **CLUBHOUSE LEASE**