



Lance Grenzeback, Chairman  
Board of Selectmen  
71 Mount Vernon Street 2<sup>nd</sup> Floor  
Winchester MA 01890

December 15, 2015

Dear Chairman Grenzeback and members of the Board,

Thank you again for the opportunity to come before you on the evening of November 30 and to present an Age Qualified Development opportunity to the Town of Winchester on the parcel of land owned by Winning Farm LLC, located off of Thornberry Road. We believe our proposed project represents the highest and best use for the property as well as the optimum revenue opportunity for the town.

As depicted in the highlights of our presentation of November 30, the proposed project should yield the following financial benefits to the Town of Winchester:

- \$435,000 from permit fees and tax revenue during the construction phase.
- \$325,000 in stabilized annual tax receipts as an annuity for the town.
- \$1 Million in Linkage Payment to the town.
- \$9.1 Million of total net present value to the Town from the aforementioned revenue sources.

Throughout our negotiations with Winning Farm, LLC through Richard Salter and his counsel Mr. Murray, they insisted that, notwithstanding the underlying financial merit of the project on the basis of conventional revenue sources to the town, an additional linkage payment would need to be an integral part of our financial presentation. From our perspective as project sponsor, our proposed linkage payment pushes the underwriting to the limit of financial viability. Mr. Salter, of course, contributed to the payment through concessions on his purchase price. In fact, Mr. Salter is not coming close to recouping his investment in the parcel through this proposed transaction. Prior to our meeting with you in Executive Session, we were unconvinced of the necessity for such an additional payment to the town. During the meeting however, each of you raised legitimate financial needs the transaction must address in consideration of the various constituencies impacted by the changes in the project. We acknowledge issues as including: (a) the status of the existing agreements and permits currently in place on the parcel, (b) the need for investment in affordable housing, and (c) the town's goal to continue to increase deeded open space. We recognize that you may well be considering other needs as well.

As Selectmen, you are far better equipped to propose to your constituency how the new revenue from the project may be allocated. For our part, we have endeavored to put our best foot forward in offering sources of revenue to fund some of the needs of the community. While our proposal cannot address all of the needs of the town, we and the seller have collaborated to offer the maximum benefit to the town while maintaining the financial viability of the project. There are no further contributions the project can endure. We recognize that you have an extremely difficult task in making fair judgements for the benefit of your divergent constituencies. Our proposal, however, exhibits a distinct advantage to the

status quo. Existing arrangements and permits for the parcel do not currently appear viable. There is no predictability as to when conditions may change. Our proposal, by contrast, is viable and attainable in today's market, a market that is cyclical, fickle and unsympathetic to the best laid plans. It is therefore of paramount importance that we proceed with deliberate haste towards a goal of a groundbreaking in the autumn of 2016.

Please let us know what additional tools we can provide to assist in advancing this exciting opportunity. We again thank you for allowing us to present before you in your capacity of stewards of your beautiful Town.

Very Truly Yours,

A handwritten signature in blue ink, appearing to read 'Ron Bonvie', written in a cursive style.

Ronald Bonvie, Manager

Cc: RH