

Sewataro Plan

May 28, 2019

Sewataro Plan, if June 4 Vote Passes

- Sudbury owns and controls property's future
- Lease camp operation and maintenance short-term to qualified operator
- Property accessible to all residents asap
- Self-sustaining revenues cover expenses

Draft RFP Outline for Camp Operator

Terms are notional and negotiable.
Financial example based on
Sewataro actuals.

RFP Section	Anticipated Type of Response
Permitted use	day camp
Premises	entire property or portions
Time frame	3 year term with multiple 5 year extensions
Financials	Annual rent = current tax + percent revenues e.g. \$217K + (10% x \$3.3M) = \$547K
Town/Community Access	Full access: Summer weekends, holidays, evenings; Fall, Winter, Spring Partial access: during camp hours of operation subject to CORI Lessee to provide staff at hourly rate for resident beach access (lifeguards and parking attendant)
Maintenance and Repairs	lessee's responsibility
Fixtures	Town owns everything at end of lease. Lessee may make ADA improvements relevant to camp.
Personal Property	kayaks, equipment, etc. belong to town, lessee maintains and returns
Insurances	lessee required to carry sufficient insurance
Special Permit requirement	Lessee must obtain required permits
Environmental due diligence	water quality year-round
Traffic Plan	Address traffic and safety
Resident Preference	Sudbury residents early camp applications. Limited number of discounted tuition.

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RFP Section	Anticipated Type of Response
Permitted use	day camp
Premises	entire property or portions
Time frame	3 year term with multiple 5 year extensions
Financials	Annual rent = current tax + percent of camp revenues ('tax' portion increases by 2.5% each year)
Town/Community Access	Partial access proposal: e.g. \$217K + (10% x \$3.3M) = \$547K Full access proposal: e.g. \$217K + (8% x \$1.65M) = \$349K (less revenue, but daytime access)
Maintenance and Repairs	lessee's responsibility
Fixtures	Town owns everything at end of lease. Lessee may make ADA improvements relevant to camp.
Personal Property	kayaks, equipment, etc. belong to town, lessee maintains and returns
Insurances	lessee required to carry sufficient insurance
Special Permit requirement	Lessee must obtain required permits
Environmental due diligence	water quality year-round
Traffic Plan	Address traffic and safety
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Leasing Camp Operation – Notional Schedule

- June 17 release RFP
- August 2 submission deadline (6 weeks)
- *August 5, Sewataro Accepts 2020 Camper Applications (per usual)*
- Sept 10 Award Lease to Most Advantageous Proposal
- October Closing, Town Receives Camp Assets and 2020 Applications
- October Lease Signing, Town Conveys Camp Assets, 2020 Applications To Camp Operator
- October Town Meeting Setup Sewataro Enterprise Fund, Deposit Lease Payments

Future, other

- Master Plan Committee gather input on future use
- Resident use stickers may be issued as we do for Transfer Station
- Lessee encouraged to make ADA accessibility improvements
- Town-wide ADA accessibility study to qualify Sudbury for state grants
- Town can accept donations and use to contract work at competitive rates
- \$1.1M available in existing Melone Stabilization Fund
- CPA funds exist for open space preservation and outdoor recreational facilities
- Approved 2020 Budget already included additional police officer to have two patrols on north side of town 24 hours (just like south side)

Conclusion: A Feasible Plan for Sewataro

- Short term plan involves Lease arrangement with Camp operator
- Other municipalities do this successfully
 - Sharon's Camp Everwood started from scratch after old camp had ceased
 - Sewatarois in excellent condition and sells out 600 camper slots
- Several potential bidders have already expressed interest
- It is anticipated that lease revenue arrangement will fully cover expenses
 - Maintenance of property and facilities responsibility of Lessee
 - Lease revenue to town will exceed current \$217K property tax revenue
 - Excess revenue can reduce taxpayers debt obligations or other investments
- The property may be used by residents as a Community Park
 - Partial access option: during days and hours not used by the Camp (higher rent)
 - Full access option: residents allowed on property during day camp (lower rent)

Sewataro: Answers to Four Questions

Are we overpaying for Sewataro?

NO

\$11.3M is the property's value. Camp assets are also being donated to town.

Is there a plan for Sewataro?

YES

Yes, purchase and lease short-term to experienced camp operator. Negotiate full year-round community access.

How will we pay for Sewataro?

Lease arrangement

Lessee responsible for year-round maintenance, town receives rent in excess of current \$200K property tax revenue.

Will the Property be Developed Otherwise? **YES**

Stated unequivocally by seller who is retiring. See <http://bit.ly/taylor-may8>