



NJC FARMING, LLC
SUPPLEMENT TO BID FOR DISPOSITION OF PROPERTY

MELONE PROPERTY PROPOSAL

2018

**CAVICCHIO**
GREENHOUSES INC.
SINCE 1910

A LOW RISK/SUBSTANTIAL GAIN BID

Our Proposal provides for a substantial cash closing price with negligible contingencies

No zoning contingency

No complex permitting contingency.

Minimal, if any, permitting requirements

No financing contingency

No dispute resolution contingency

Our proposal is from a known party with whom the Town has a long-standing, positive and reliable relationship

Our proposal and business is in line with the Town's Mission to protect the welfare, education and safety of its citizens and to protect the environment

Our proposal provides benefit for residents, including students, and the Town through \$500,000 in linkage payments and the Town has a voice in how to spend those funds providing an economic benefit with broad control

Our proposal keeps a large parcel underdeveloped in keeping with Town environmental and conservation objectives and Cavicchio's use of the land will be aesthetically pleasing

Cavicchio's will employ forward thinking and sustainable practices at Melone as it does on Codjer Lane that are in keeping with Town's goals

The Cavicchio proposal does not impose burdens on Town departments, services, schools, roads or traffic

Our proposal will generate very little, if any, disruption within the neighborhood surrounding the parcel or Town

No unnecessary degradation to tree line from street view with exception of the need for ingress and egress

No construction disruption for citizens




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LINKAGE PAYMENT ASPECT OF OUR PROPOSAL

► **Our proposal includes linkage payments totaling \$500,000** to the Town over a ten year period for allocation to and distributions in the areas of education, affordable housing and recreation.

► **Education** The Paul and Louise Cavicchio Scholarship would provide resources to enable worthy Lincoln/Sudbury High School seniors to pursue post-secondary education in agriculture, sustainable environmental studies or landscape design.

In addition, to compliment that education goal which serves as the foundation for the linkage payment, we intend to institute a learning program as an ancillary to the scholarship component. Students could come to the Farm to learn about horticulture farming, sustainable practices and farming history. Modeled on curriculum at other local schools, our goal would be educating students about all of the aspects of our farming process in the hope of inspiring a new generation of local farmers.

► **Affordable Housing** Sudbury has met its initial goal of attaining 10% affordable housing but we understand there is a desire and need for additional, well planned, affordable housing. The linkage payments could be used as seed money in a joint venture or as a stipend for Sudbury to sponsor a family each year with the allocated portion of the \$50,000 annual payment. This part of our proposal gives the Town control in addressing its ongoing commitment in the area of affordable housing with Town control to ensure a well-integrated and thoughtful approach to affordable housing in the community.

► **Recreation** The Community has expressed a clear desire to augment and enhance recreational opportunities for the community. The linkage payments could be used to support the maintenance and preservation of existing recreational areas including parks or trails



304

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ANSWERS TO QUESTIONS RAISED ABOUT OUR BID

► **Impact on Traffic** We estimate that between the months of July through September we will transport two truckloads per day between our Codjer Lane facility and the Melone site. During the other thirty-nine weeks of the year, we estimate that there will be negligible if any truck traffic between the two locations

We are able to control the timing of truck traffic between sites taking into consideration rush hour and other town traffic

We anticipate employee traffic to include between fourteen and sixteen cars per day

► **Water Usage** We designed and built our greenhouses with flood floor irrigation systems, so that every drop of water applied to the crops is collected and filtered, allowing us to recycle it. The same concept holds true in our fields. We have graded our fields to allow excess irrigation water, and potential runoff, to flow back to collection ponds for us to reuse. We will employ the same practices at the Melone site

► **Pest Control** We have been working the land here in Sudbury for generations, so we take our responsibility to care for the environment seriously. This applies to our approach to pest control. Over the last ten years, we have shifted our focus for pest control towards beneficial insects – essentially good bugs that eat the bad bugs. Every year that goes by, we have more and more crops where beneficials account for the entire pest control strategy from start to finish. And for those crops where additional pest control is needed, we pay special attention to using the “softest” products possible that only target the pest in question, thereby allowing the beneficial insect populations to regain control of the pest and reducing or eliminating the need for additional control. It should be noted that a large portion of those products are comprised of naturally occurring substances, further reducing the potential impact to the environment around us. We want the plants that we grow to be produced in the most environmentally friendly way that is safe for our employees, our customers, and our neighbors. This strategy of using beneficials and biologically based control products has allowed us to make great strides in that direction.

WHY US

The Cavicchio Family and its business have a century old record of Commitment

Commitment to Farming and our Business

Commitment to the land and sustainability as part of sound business practice

Commitment to the Town of Sudbury

Unlike any other bidder, Cavicchio can demonstrate a proven track record of reliability, dependability and willingness to work with the Town on any issue

The bid for Melone is part of our ongoing vision to continue to create the most dependable, forward looking and service oriented horticulture farm in New England



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WHO WE ARE



Paul and his daughter Nicola Cavicchio represent third and fourth generations of family farming experience in Sudbury. Their Senior Leadership team is comprised of a Vice President of Sales originating from a military background with 30 years' experience working on the Farm. Our Operation Manager started as intern from University of New Hampshire while obtaining a degree in Horticulture. In 15 years he ascended from intern to his current role. Our Chief Operating Officer and Legal Counsel transitioned to a role on the Farm after 25 years in law and business.

Our Landscape Division Leadership operates under the guidance of an employee who started in transportation and delivery and saw growth potential for the Company in what he learned on the road. He has been with the Farm for more than 30 years. Our lead production and growing team members have combined over 65 years of experience in working the Codjer Lane property in Sudbury evolving from young men to seasoned, horticultural experts.

We are: Experienced and Diverse. **Our combined history makes us both humble and progressive.** Our strength and success comes from the people who work here. Our employees provide the foundation for both. We believe in opportunity for our business, and all of our employees.

- ▶ Entrepreneurial
- ▶ Thoughtful
- ▶ Forward-Thinking

Our vision is to continue to create the most dependable, forward-looking and service-oriented horticultural farm and landscaping supply resource in New England.