



Mystic Education Center

RFP Response



We invest in communities.

The Mystic Education Center has had a long and colorful history. From its early founding as a school for the deaf with a novel training approach to its later years as an epicenter for community and civic activities, this property has a rich history with the people of Mystic and deserves to be honored and preserved.



Our team specializes in salvaging and repurposing beautiful historic spaces so they become valuable contributors to their communities once again, instead of forgotten and abandoned relics of the past.

The MEC is a gorgeous property, and we would be honored to have the opportunity to lovingly restore and reinvigorate it to its former glory.

- Restore and repurpose all existing buildings on the property.
- Create 72-100 residential units from existing buildings.
- Facilitate the startup of 10+ small businesses on the campus.
- All planned land development toward parks, farming, and outdoor activities.
- Potential future 4 acres of land development toward condos and office space.
- Pursue green building certifications for all existing buildings.
- Pursue historic registry designation for existing buildings.
- Immediately reopen recreation center to community and public services.
- Develop public parks and outdoor activities available to community.

We love this property and the potential it has for becoming an amazing destination for living, working, visiting, and playing.

Create Experiences.

Provide a roster of activities and amenities for residents, locals, and tourists to enjoy on the property all year round.

Empower Entrepreneurs.

A collection of small businesses will provide the economic viability this property needs, from organic farmers to telecommuters.

Deliver Accessible Luxury.

We believe that you can provide high style without high prices. Bring the sophistication and style of big city living to rural Mystic.

From Brown to Green.

Emphasize the beauty and access to nature that this property provide. Implement green building and sustainable living practices.

Preserve History.

Apply for historic registry status, and create museum spaces to honor the rich legacy of those that came before.

Grow Organically.

Start small, iterate quickly. We want the locals and the town involved at every step to shape the destiny of this project together.

CREATE EXPERIENCES



Organic
Farming



Farm-to-Table
Restaurant



Public
Swimming



Dog
Park



Coworking
Space



Paddle
Boarding



Local
Museum



Community
Theater

EMPOWER ENTREPRENEURS

Our vision for the MEC property is to create a collection of services and amenities that are independently owned and operated businesses under a general stewardship. Each of the experiences we've just described will operate as its own business. Our role will be to recruit, support, and foster the individuals required to plan and run these micro-functions within the greater campus community.

The planned residential spaces on the property will be made available to participating entrepreneurs at discounted rates, allowing them to live and work on the same campus. We believe this will be an attractive proposition to young professionals and families who have always wanted to start a business but were unable to do so without the support of a larger organization, and will attract new talent to relocate to the town of Groton.



DELIVER ACCESSIBLE LUXURY



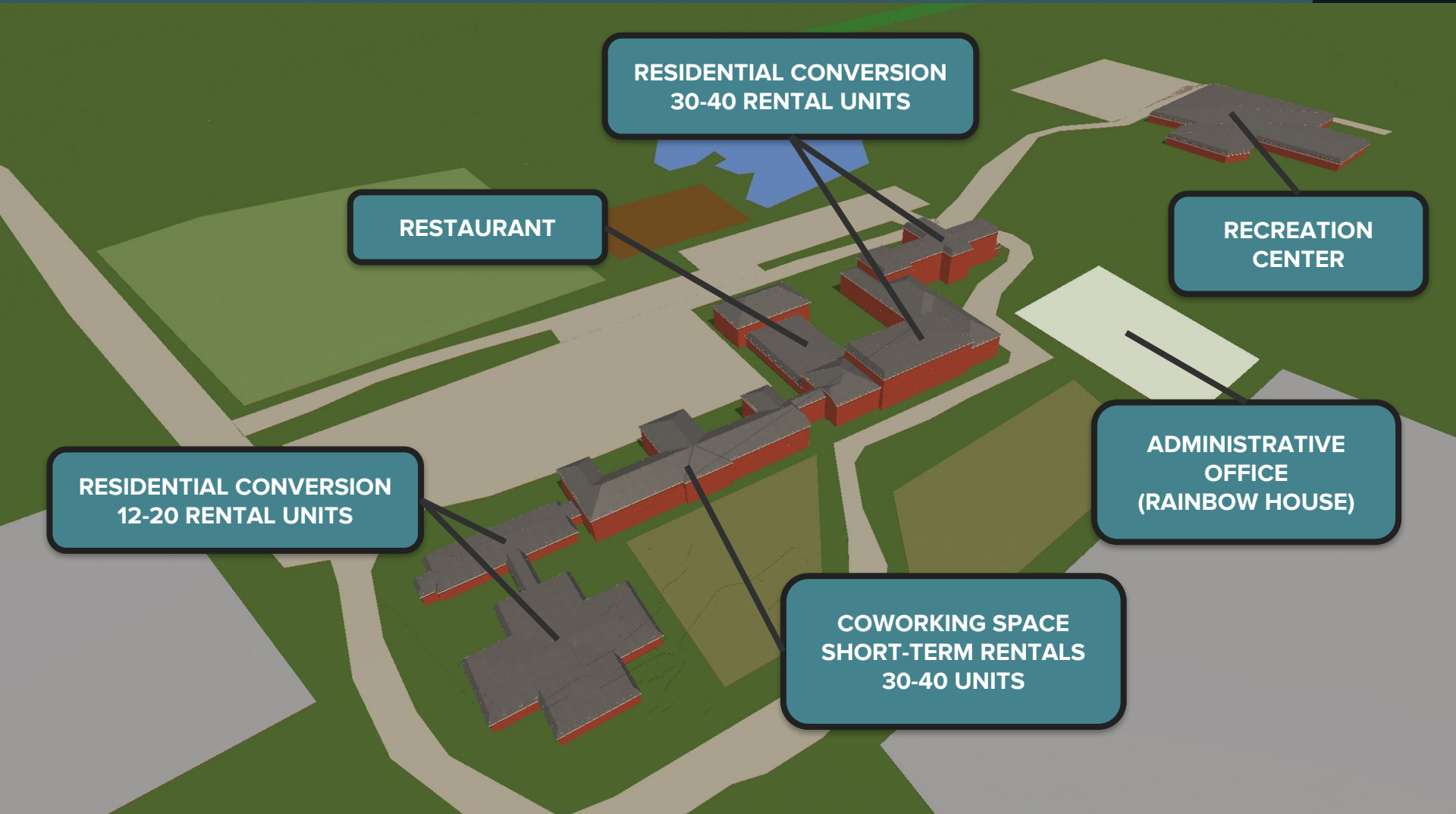
Leverage our experience sourcing high-end products at economy prices to provide affordable luxury lifestyles to young professionals and families living and working in Connecticut.

Create a country club atmosphere for residents and visitors with a wealth of activities and amenities to take advantage of, from delicious cuisine to outdoor activities.

Provide on site services like housekeeping, dog walking, laundry and dry cleaning, business centers, etc.

Implement high tech smart home and smart community features, embracing the best digital innovations and providing a connected lifestyle for residents and visitors.

SITE PLAN - EXISTING BUILDINGS



SITE PLAN - PLANNED DEVELOPMENT

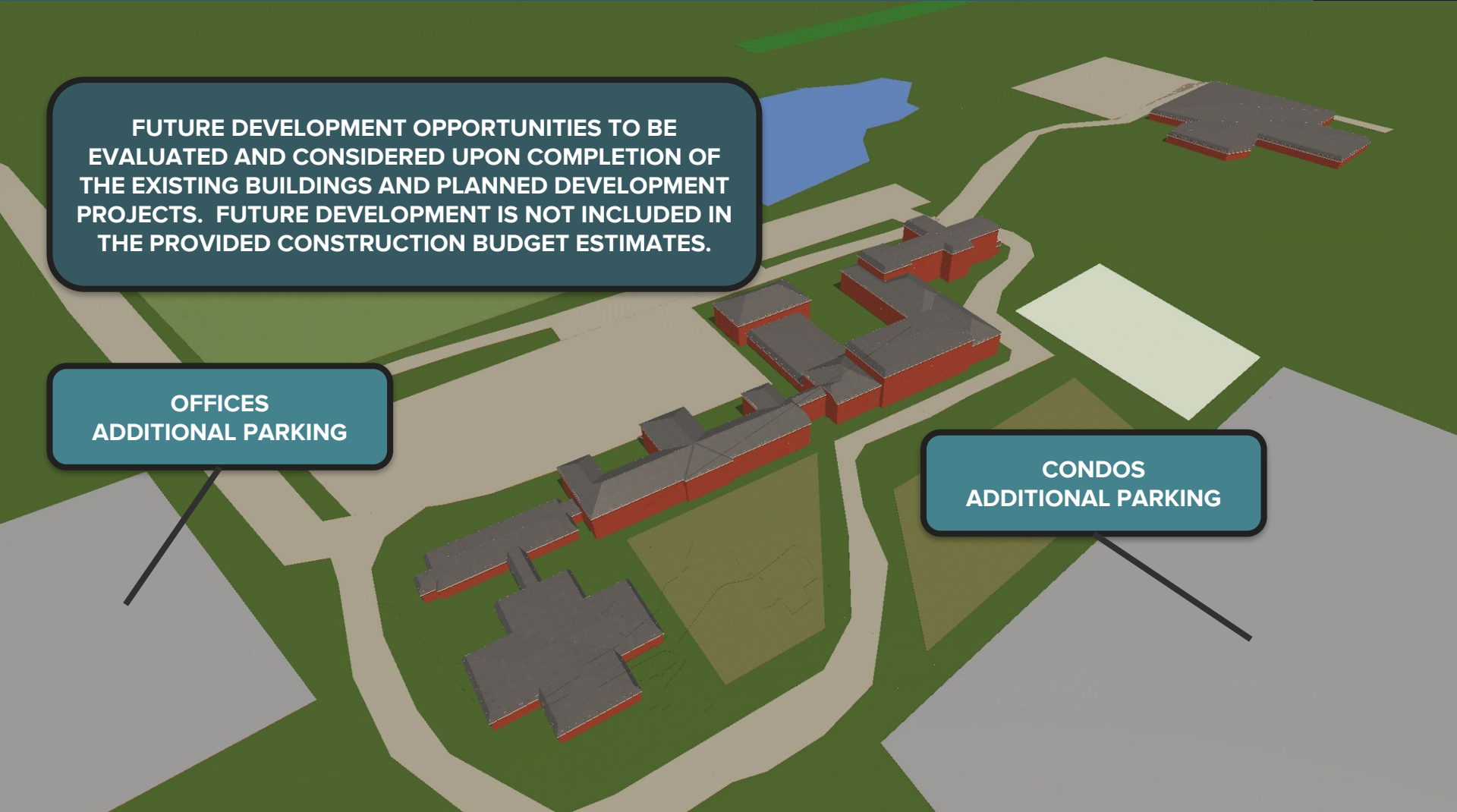


SITE PLAN - FUTURE DEVELOPMENT

FUTURE DEVELOPMENT OPPORTUNITIES TO BE EVALUATED AND CONSIDERED UPON COMPLETION OF THE EXISTING BUILDINGS AND PLANNED DEVELOPMENT PROJECTS. FUTURE DEVELOPMENT IS NOT INCLUDED IN THE PROVIDED CONSTRUCTION BUDGET ESTIMATES.

OFFICES
ADDITIONAL PARKING

CONDOS
ADDITIONAL PARKING



DEVELOPMENT TEAM



THE STACKSTONE GROUP

Smart, passionate, ambitious young real estate professionals with careers in talent development, construction, technology, media, marketing, and law.



**RANDY
PERSAUD**
Executive



**SARA
ROBERTSON**
Operations



**KEVIN
ROMERO**
Revenue



**VICTORIA
ROMERO**
Marketing



**MARC
MARIANI**
Legal

PARTNERS

PATRIQUIN
ARCHITECTS



PRIMARY CONTACT

Sara Robertson

Chief Operating Officer
Stackstone Group

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714-600-1101

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sara@stackstonegroup.com

Address:

212 Betts Ave
Bronx, NY 10473

TEAM CONTACTS

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victoria@stackstonegroup.com

QUALIFICATIONS



STACKSTONE GROUP PROJECT: NORWICH PORTFOLIO



Restoration and repurposing of 3 historic properties in downtown Norwich, with a combined appraised value of over \$5 million. Work began in July 2017 with an estimated completion of June 2018. The first property will open in March, the second in May, and the third in July 2018.

All 3 properties are LEED Certified Gold, Energy Star Certified, and 2 of them are registered historic properties. A combined 23 residential units and 3 commercial units, this project is part of the downtown Norwich revitalization program, and the town is already feeling the benefits of fresh energy in the area.

The Town of Groton and the State of Connecticut are welcome to come and visit the properties and meet the construction team during the evaluation process, to get a better sense of our quality of work and the energy and commitment of our crews.

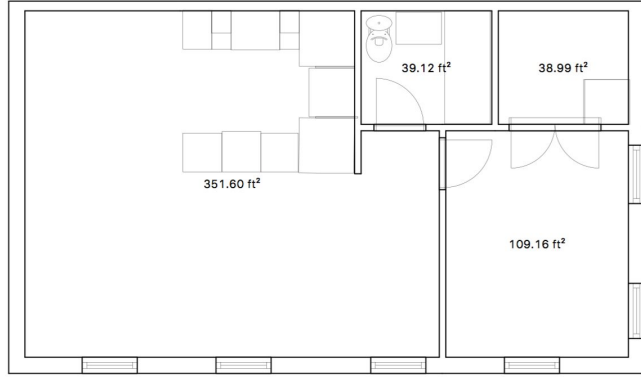
JOB CREATION



Business	Est. Employees	Est. Annual Revenue
Organic Farming	5	\$400,000
Restaurant	25	\$1,368,750
Rec Center	10	\$460,000
Dog Park	2	\$72,000
Coworking Space	30	\$3,088,500
Water Sports	2	\$75,000
Museum	2	\$90,000
Theatre	10	\$390,000
Housekeeping	4	\$136,500
Boutique Hotel	40	\$1,861,500
Residential	5	\$1,433,002
Total	135 permanent jobs	\$9,375,252

SAMPLE UNIT

STACK
STONE



- Technical assistance with expedited local and state permitting
- Local project liaison to assist with project completion
- Tax abatement programming for development and businesses
- State of Connecticut abatement and remediation funding
- Infrastructure assistance with planning and funding
- Local marketing and co-branding efforts to support adoption
- Incentives to help attract entrepreneurs to start small businesses on the property and encourage economic growth
- Help integrating community services into the property
- Contribution of any historic artifacts or documentation to support application for historic registry of the property
- Facilitate direct property access to the river for residents, community, and water sports business.

Ongoing support from the Town of Groton and the State of Connecticut is critical to the success of this project.

PROJECT TIMELINE

Year One

Completion of all environmental cleanup needs.

Restoration and reopening of the Recreation Center and Rainbow House.

Creation of the organic farming solution, including land cultivation and any new structures required.

All demolition, cleanup, preparatory and structural work completed on the main buildings.

Year Two

Completion of East Wing and Center Wing: 30-40 residential units, restaurant, and coworking / short term rental portions of the building.

All infrastructure improvement requirements completed, including roads, utilities, parking, etc.

Year Three

Completion of West Wing: 12-20 residential units. All existing buildings have now been completed restored and repurposed.

Completion of all outdoor projects, including parks, landscaping, hiking, water sports, etc.

Planning and funding for any additional development deemed feasible, including condos or offices.

CONSTRUCTION BUDGET



Use	Size	Price/Per	Total
Residential Buildings	78,171 sqft	\$200.00	\$15,634,200
Recreation Center	40,000 sqft	\$75.00	\$3,000,000
Land (Cleanup and Development)	880,000 sqft	\$8.00	\$7,040,000
Purchase (Developable Land)	23.5 acres	\$5,000	\$117,500
Purchase (Buildings)	118,171 sqft	\$4.00	\$651,310
Operating Costs	3 years	\$400,000	\$1,200,000
Contingency		20%	\$5,528,600
Administrative Expenses		5%	\$1,658,580
Total Cost			\$34,830,190

Estimated Project Cost	\$35,000,000
Traditional Debt Financing	\$20,000,000
Private Investor Equity	\$5,000,000
Brownfield Grant	\$4,000,000
Secured Financing Estimated	\$29,000,000
Additional Financing Needed	\$6,000,000

We have commitments from our banking partners and private investors in the amount of \$25m to start work on the MEC. An additional \$4m is available through the State of Connecticut Brownfield cleanup grant program. We would need to secure an additional \$6m in funding through grants, loans, or private investors to complete the project at our \$35m estimated cost. Our hope is that the town of Groton and the state of Connecticut would work with us to secure the Brownfield Grant and any additional grant money that may be available to help us close the remaining \$6m gap in funding.

Finance contact information, referrals, and commitment letters available upon request and expressed interest in our proposal.

There is significant work to be done to bring the buildings up to a usable/habitable state. Additionally, only a fraction of the land included in the parcel is actually developable.

Since our estimates for cleanup and development of the land and buildings is approximately \$34 million, we need to keep our purchase offer at under \$1m. We feel that is fair, especially since the town will start to feel the benefits of community services and increased tax rolls almost immediately.

Our offer is this:

\$5,000 / acre for all developable land in the parcel
\$4.00 / square foot for the existing buildings

This would bring the total purchase price for the property to **\$768,808.00**. If the town and the state agree to move forward with Stackstone Group as the developers of this project, we would put together a formal purchase offer with all necessary contingencies and qualifications.

We are, of course, open to negotiation.

Income Source	Est. Income	Notes
Residential Income	\$1,433,002	Residential income goes directly into the campus management corp.
Business Income	\$2,065,900	Varying percentages and leases to the businesses on campus.
Total	\$3,498,902	

Operating Expense	Est. Expense	Notes
Percent of Residential	\$214,950	15% of residential income toward make-ready and management.
Facilities and Utilities	\$200,000	Estimated reduction in annual utilities due to green building practices.
Debt Repayment	\$2,244,647	15-year fixed rate commercial mortgage.
Total	\$2,659,597	

Estimated Annual Operating Income: \$839,304

Specific details about our financing sources (names of banks or private investors) should remain strictly confidential. If financing sources need to be discussed publicly they can be referred to as “local Connecticut banks” and “New York and Connecticut private investors”.

All of the photos included in this document are provided as visual aids and have not been scrubbed for copyright or publication rights. If a version of the Concept or other content is required with legally publishable imagery, we would be happy to provide an updated version.

The renderings of the property and residential interiors are custom made, but may include some copyright protected elements such as furniture or environmental objects. If for any reason the town or the state would like to publish renderings, we recommend reaching out to us first to verify the copyright status of all included 3D modeling objects.

CLOSING THOUGHTS



- There are many more details, calculations, and plans that exist to support our proposal that we were not able to package and format in time for the RFP deadline. Our hope is that if there is a positive response to the overall concept, we can provide additional detail where its needed and start work on a more comprehensive execution plan.
- If we are chosen to move forward with this proposal we will create a new CT corporation, as well as a fitting brand for the project. We believe that names, designs, and logos are important toward winning the hearts and minds of a community, and we did not want to rush that step for the RFP.
- Due to time constraints and personal commitments we were not able to complete the notarized forms and affidavits requested. Ms. Robertson is currently away on business in London and Mr. Persaud is unfortunately attending a family funeral. If the concept resonates, please reach out and we will complete and send any additional documentation as soon as possible.
- It is important for us to let you know how much we love this property. I don't think you will receive any other responses from teams as passionate about the history and the story behind this location, or anyone who would pour as much love and soul into its restoration. Working on the reinvigoration of the Mystic Oral School would truly be an honor and a privilege.

Thank you for your consideration. Please feel free to reach out with any questions or requests for additional information. We are eagerly awaiting a response and look forward to getting started on this project ASAP.

Yours Truly,
The Stackstone Group

Questions?

Visit stackstonegroup.com

Email team@stackstonegroup.com



Attachment D

NON-COLLUSION AFFIDAVIT

(Prime Respondent) Stackstone Group LLC

State of Connecticut

County of New London

Randy Persaud, being first duly sworn, deposes and says:

That he/she is CEO (partner or officer) of the firm of Stackstone Group LLC, the party making the foregoing proposal, that such proposal is genuine and not collusive or sham, that said respondent has not colluded, conspired, connived or agreed, directly or indirectly with any respondent or person, to put in a sham proposal or to refrain from submitting, and has not in any manner, directly or indirectly, sought by agreement or collusion, or communication or conference, with any person, to fix the proposal or affidavit of any other respondent, or to fix any overhead, profit or cost element of said proposal, or of that of any other respondent, or to secure any advantage against the Town of Groton or State of Connecticut or any person interested in the proposed award; and that all statements in said proposal are true.

Signatures:

Respondent, if the respondent is an individual; _____

Partner, if the respondent is a partnership; _____

Officer, if the respondent is a corporation; Randy Persaud

Subscribed and sworn to before me

This 21st day of February, 2018

Notary: Kathleen A. Strenkowski

Printed Name: Kathleen A. Strenkowski

My Commission expires: My Commission Expires May 31, 2019, 20

Attachment E

ANTI-KICKBACK ACKNOWLEDGMENT

ALL RESPONDENT/OFFERORS MUST ATTEST TO THE FOLLOWING:

The vendor acknowledges, under the pains and penalties of perjury, that he/she has not been offered, paid, or solicited for any contribution or compensation, nor has he/she been granted a gift, gratuity, or other consideration, either directly or indirectly by any officer, employee or member of the governing body of the Town of Groton who exercises any functions or responsibilities in connection with either the award or execution of the project to which this contract pertains.

Further, the vendor acknowledges, under the pains and penalties of perjury, that he/she has not offered, paid, or solicited by way of any contribution or compensation, nor has he/she granted a gift, gratuity or other consideration either directly or indirectly to any officer, employee, or member of the governing body of the Town of Groton who exercises any functions or responsibilities in connection with either the award or execution of the project to which this project or contract pertains.


SIGNATURE OF RESPONDENT/OFFEROR

2/21/18
DATE

CEO
TITLE

Stackstone Group LLC
COMPANY

Title of RFP: Mystic Education Center RFP Response

Attachment F

PROPOSAL TRANSMITTAL SHEET -

240 & 0 Oral School Road

Date: 2/21/18

I/We Randy Persaud the undersigned do hereby submit a proposal to the Town of Groton, Connecticut, for the sale or lease of 240 & 0 Oral School Road, in accordance with all terms and specifications contained within said RFP herein. The undersigned acknowledges that the submittal does not rely on the Town of Groton regarding the condition of the property and will make their own investigation on the condition of the property and its suitability for development.

Stackstone Group LLC
NAME OF FIRM

Randy Persaud
SIGNATURE

CEO
TITLE

SIGNATURE

TITLE

SIGNATURE

TITLE

212 Bells Ave Bronx, NY 10473
ADDRESS, CITY, STATE, ZIP CODE

646-498-1681
TELEPHONE NUMBER

FAX NUMBER

Randy @ stackstonegroup.com
E-MAIL ADDRESS

LISTING OF OFFICERS SHEET

Stackstone Group LLC

Randy Persaud

CEO

Sara Robertson

COO

Title/Officer/Position