



Request for Proposal “RFQ” For Senior Housing Development Bid #2024-09

Prepared for Town of Berlin
143 Percival Avenue
Berlin, CT 06037

Prepared by Design Build Modular, Inc
4 Stony Hill Road
Bethel, CT 06801
By Paul Scalzo, President

April 22, 2024



Design Build Modular, Inc is a Connecticut Corporation, with an address at 4 Stony Hill Road, Bethel, CT 06801.

Design Build Modular Inc is owned by Scalzo Group, LLC which is solely operated by Paul Scalzo, its Managing Member.

Paul Scalzo, as Owner and Managing Member is authorized to execute documents and proposals on behalf of Design Build Modular, Inc

Paul Scalzo
4 Stony Hill Road
Bethel, CT 06801
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pscalzo@scalzo.com

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Project Approach

Design Build Modular, Inc (DBM) is a full-service new home construction contractor which is licensed and insured to build in the State of CT. DBM is Submitting this proposal under the following guidelines:

Design: DBM has an onsite licensed, Architect, with the capability of designing new structures to fit the individual needs of our clients. The design approach that DBM is using for this project is one that will both be efficient for building, and both complement and improve the surrounding neighborhood area. Our smart scale designs provide energy efficient and attractive **solar powered** units that embrace accessibility and promote neighborhood inclusion through our community centric layout and focus on common spaces. Our design is meant to offer a small neighborhood quality vs a large apartment block layout.

The current proposal has been laid out with 32 individual small homes or cluster housing, connected via breezeway or garage. Our designer has laid out the units to accommodate required parking; however with the addition of some units with garages, we have the option to add additional homes on the plan. Our expectation is to achieve space for 32-40 homes on the site. While this is less than the approved number of units, we feel strongly that the quality of life of the residents would be greatly improved by this community centered concept.

Finance: DBM has experience funding larger scale affordable housing projects. We work with a trusted network of “local” banks with knowledge of the community. DBM enjoys an excellent credit rating and lending worthiness. Through our network of local banks, we have the opportunity to qualify for a community grant with the addition of an onsite Community Life Coordinator. The CLC provides a service to the community by serving in the role of community improvements, resident support services and organizational activities to benefit the residents. Therefore, DBM will not require the Town to provide project financing at this time.

Construction & Management: DBM is an authorized builder of Westchester Modular Homes (WMH). WMH is well known for its quality construction and ecofriendly products. The homes are constructed in our factory in Wingdale, New York, in a temperature and quality-controlled facility. WMH offers sustainable construction, and building modular remains the most viable option. Modular manufacturing by its very nature is green building by recycling materials, reducing material waste, and having a low environmental impact on the job sites. A modular home reduces energy costs as well as our carbon footprint.

All our jobsites are managed by an experienced team of licensed contractors, site supervisors and administrative overseers to ensure funding and construction objectives are met on a timely basis and that work is being conducted continuously. Our staff will be in

frequent coordination with the Town of Berlin from the design planning and permit stages throughout the Certificate of Occupancy. We feel that the Town's input and collaboration is imperative for a successful project. Weekly and biweekly meetings will be held with the town to provide updates on the project as well as to receive feedback.

Project Experience

Orchard Place, Brookfield CT: Affordable, townhome style rental units. 60/80 Affordability with six ranch style accessible units, ideal for senior occupants.

Financed through Orix Real Estate Capital

Approximate Cost \$6,000,000

Constructed and Managed by DBM owner and family Scalzo Property Management

<https://www.scalzoproperty.com/index.php/properties/orchard-place/>

Overlook Fort Hill Apartments, New Milford CT: 72 modular apartment units built with The Davis Bacon Act state funding providing local jobs at prevailing wages.

Financed through Federal Grant/Davis Bacon

Approximate Cost \$14,000,000

Constructed and Managed by DBM owner.

<https://www.apartments.com/overlook-at-fort-hill-apartments-new-milford-ct/eebkffq/>

Hawley Place (new project) 2 Phase smart scale construction, community centered. This project is still most similar to the proposed Berlin project in scope and affordability requirements. Utilizing an efficient and accessible 1 story floorplan and Community Life Coordinator. 24 modular home units.

Financed through Union Savings Bank

Approximate Cost \$5,900,000

Under Construction and Managed by DBM owner

Greenway Crossing, Brookfield CT: 6 Duplex Homes in the revitalized town center.

Designed to complement the area architecture and provide conveniently located housing for Brookfield residents.

Financed through Savings Bank of Danbury

Approximate Cost \$6,100,000

Constructed and Managed by DBM owner in partnership with Empire Development, a company owned construction entity.

<https://www.smartscalecommunities.com/sales>

Emporium Plaza, Brookfield CT:

Large Retail Project in the Four Corners Revitalization Plan anchored by Food Emporium Grocery Store. The project consists of Three Buildings with Five Commercial units and one Commercial Pad with an approved Drive Thru. Includes 40 Market rate Luxury one-bedroom apartments. Partnership with Town supplied tax incentives.

Financed through Washington Trust
Approximate Cost \$16,000,000
Constructed in partnership with 731TPA, LLC
<https://www.loopnet.com/Listing/731-Federal-Brookfield-CT/23796080/>



About Us

Paul Scalzo, Owner

Beginning in 1987, Paul Scalzo opened his first office in his father's Danbury appliance building. From the beginning, we have always had the enterprising spirit. Soon after opening, Paul was joined by his wife Andrea, who started Scalzo Property Management. Taught by his father, Peter Scalzo, Paul learned the value of hard work and persistence. At only 30 years of age, Paul purchased his own building, his "flagship" known today as "The Scalzo Building" along I-84. Shortly thereafter, Paul acquired leading franchise brands, in construction residential and commercial real estate.

During this time, Paul had built up a successful construction/development company, Design Build Modular, Inc. Through an alliance with Westchester Modular Homes, Scalzo constructed thousands of homes throughout the state of CT and NY. "We have built a reputation based on honesty and integrity," says Paul. "The key to our success is our people. At Scalzo Group we are like one big family. We believe in fairness and family values. People come to us because they want to work in a friendly environment with people they can trust and depend on." We have remained a family-owned company because we want to serve Main Street, Not Wall Street."

Scalzo is now in its 30th Year and still growing. Among its many accomplishments, Scalzo has earned the distinction of the *"Previdi Business Award"*, the *"Good Neighbor Award"*, *Harris Poll's "Real Estate Brand of the Year"*, *"Platinum Circle of Distinction Award"*, the *"Family-Owned Business Award"*, and recently *"The Best Places to Work"* Award. Scalzo Group and its subsidiaries have been featured in National News such as *The Wall Street Journal*, *Fox News*, *ABCNews*, *CBS News* and many others.

Scalzo enjoys being a part of the surrounding community and giving back to local businesses and non-profits. Scalzo is known for its leadership in "Project Restoration" in which we fix homes for low-income families and elderly in our community. Other contributions include our support for Ability Beyond and The Jericho Foundation, as well as contributions to local schools, churches, and community organizations. We welcome you to visit us at any time and see the Culture at Scalzo Group. Our door is always open!

About the Design Build Modular



Engineered to be the best, designed to be different. We collectively have over a century of design and building experience. We are passionate about what we do. This is not our job; this is our way of life. We understand how important your space is to every aspect of your health and wellbeing, we are committed to building the healthiest, greenest, best built structures for you to enjoy today and for generations to come. We hand craft every structure with a design that is the highest quality. We are so confident in our product we provide a 10-year structural warranty. Servicing the New England region, we have built over 700 homes to date, including schools, churches, and apartment complexes.

In addition to our comprehensive construction experience, Scalzo Group, our parent company, has been serving the local community for over 30 years by providing Property Management, Residential and Commercial Real Estate services. Scalzo Property Management is our full-service management company, serving over 6,000 housing units and commercial property. Our real estate department has been successfully leasing homes and apartments throughout Newtown, including the new Covered Bridge Apartment complex, located just down the street from the subject project.

This unique combination of knowledge and service makes our company ideally suited to construct and manage the Hawley Place community.

Key Team Members

Paul Scalzo, Owner/Developer

Responsible for highest level of oversight, development, and quality control of all company functions.

Joseph Enright, Licensed Contractor/Manager

Oversite of all construction projects, budgets, proposals, Deadlines, construction schedule, and daily reporting, planning and implementation, staff director

Paul Walters , Architect/Design

Architectural design, engineering, zoning, layouts, code compliance

Freya Lombardo, Bookkeeper

Accounting, invoices/payables, expense tracking, budgets, and receivables

Don O'Brien, Senior Site Supervisor

On-site manager supervises all on-site personnel, contractors, and materials. Ordering, compliance, site safety, insurance compliance, site conditions, daily schedules, activity logs. Reports directly to Joseph Enright. Direct Liaison to Client

Jorge Gomez, Labor coordinator

Coordinates all labor parties for onsite carpentry, site clean-up and accountability. Performs various high level labor tasks with site team

Jessica Ganser, Administrative Manager

Coordinates construction files, acquire local/municipal permits, site plans and contracts. Insurance requirements and Lender/Bank liaison

Paul Scalzo Jr, Project Manager

Job quotes, competitive bidding, vendor/trades coordination, onsite reporting, and daily activity logs

Lending/Finance

DBM has an in-house capital markets team with over 30 years in banking and finance. DBM has depth of experience funding larger scale affordable housing projects.

We work with a trusted network of “local” banks with knowledge of the community. DBM enjoys an excellent credit rating and lending worthiness. Additionally on similar Statewide projects, DBM will potentially create additional affordable units through low interest financing similar to the **“Build4CT” program**. Overall, this will allow local communities such as Berlin to attract first responders, police, fire, medical professionals or retired first responders who faithfully served the community that may be priced out of the market.

Banking/Credit References (proof of funds available upon request)

Union Savings Bank
Joanne Smith, Regional Manager, Commercial Lending
203-830-4258 jsmith@unionsavings.com

Emerald Real Estate Advisors
Tim Mulhall, Regional Director, Financial Intermediary
203-612-0792 tim.mulhall@emeraldrea.com

Savings Bank of Danbury
Stephanie Hayes, VP Commercial Lending
203-575-3358 shayes@sbdanbury.com

A Community Life Coordinator typically has a multifaceted role, with the focus on well-being and emotional support, financial margin, and community appearance. Their primary responsibilities usually include:

1. Resident Support and Community Development: They provide support to residents, addressing concerns and fostering a sense of community. This involves organizing workshops, and meetings to encourage knowledge of financial stability such as health insurance, a budget and building a supportive living environment.
2. Conflict Resolution and Crisis Management: They are responsible for mediating conflicts between residents and handling crises that may arise. This includes being available for emergency situations and ensuring the well-being of all residents including pet resolutions and noise complaints in and outside the community.
3. Administrative Duties: The role involves managing housing assignments and overseeing the budget for any community events.
4. Policy Enforcement: Enforcing community and housing policies. This involves ensuring residents comply with rules and regulations, and taking appropriate actions when violations occur, especially with pets, noise, and parking.
5. Emotional care - Being there for emotional support upon deaths, emergencies and creating a relationship. A list of needs is to be created which will be prayed over weekly.
6. Community Maintenance and Appearance – report any type of maintenance, landscape or disturbance item that needs to be corrected to maintain the appearance and operation of the community.
7. Feedback and Improvement: Collecting feedback from residents about their living experience and suggesting improvements to housing policies and facilities based on this feedback.

The specific duties can vary depending on the setting and the specific needs of the residential community they serve. The role requires strong interpersonal skills, problem-solving abilities, and community membership.

Project Marketing & Management

Design Build Modular Inc is owned by Paul Scalzo, who along with his wife Andrea, operates a large property and project management company, Scalzo Property Management <https://www.scalzoproperty.com/index.php/community-association/>

Scalzo Property Management, Inc. (SPM) is a majority woman owned, Bethel, Connecticut based company specializing in all areas of real estate management including Community Association, Residential, and Commercial properties serving Connecticut and New York. SPM uses an all-inclusive approach to meet your residential and commercial property needs. Since 1987 SPM has been providing professional property management, inspections, property preservation, construction, and real estate services to owners of commercial, residential homes, apartments, and condominium complexes throughout the area. Currently managing over 6,000 units, SPM has the experience necessary to oversee even the most challenging properties. Combining the personal service of a small firm with the expertise of a larger one, our property managers, real estate consultants and construction personnel are exceptionally qualified to oversee the intricate details associated with asset management. In addition, we have a separate inspection, maintenance, construction and remodeling department, Design Build Modular Homes, Inc, responsible for the construction of over 800 homes and buildings in the last 20 years. Through our residential real estate services, we have a team of top area realtors highly qualified and experienced in property marketing, sales, and Leasing for any project.

Andrea Scalzo, Founder and President

In 1987, Andrea founded Scalzo Property Management, Inc. and SPM Maintenance & Construction, LLC that now manages over 6,000 condominium units, in addition to rental and commercial properties within Connecticut and New York.

Andrea's property management career began in 1980 as Vice President of Epic Realty Services Inc. She structured a decentralized nationwide property management program and helped guide the company to over 20,000 managed homes through a network of 27 offices in fourteen cities with 400 employees. Andrea is a Certified Community Association Manager (CMCA). She holds an MBA in International Business and Finance from George Washington University and a BS degree in Marketing from the University of Tennessee at Knoxville.

Current Management Projects include the recent acquisition of Covered Bridge Apartments, Newtown CT, an ongoing affordable housing construction. SPM oversees management, accounting, maintenance, and leasing associated with this large community construction

<https://www.coveredbridgenewtown.com/>

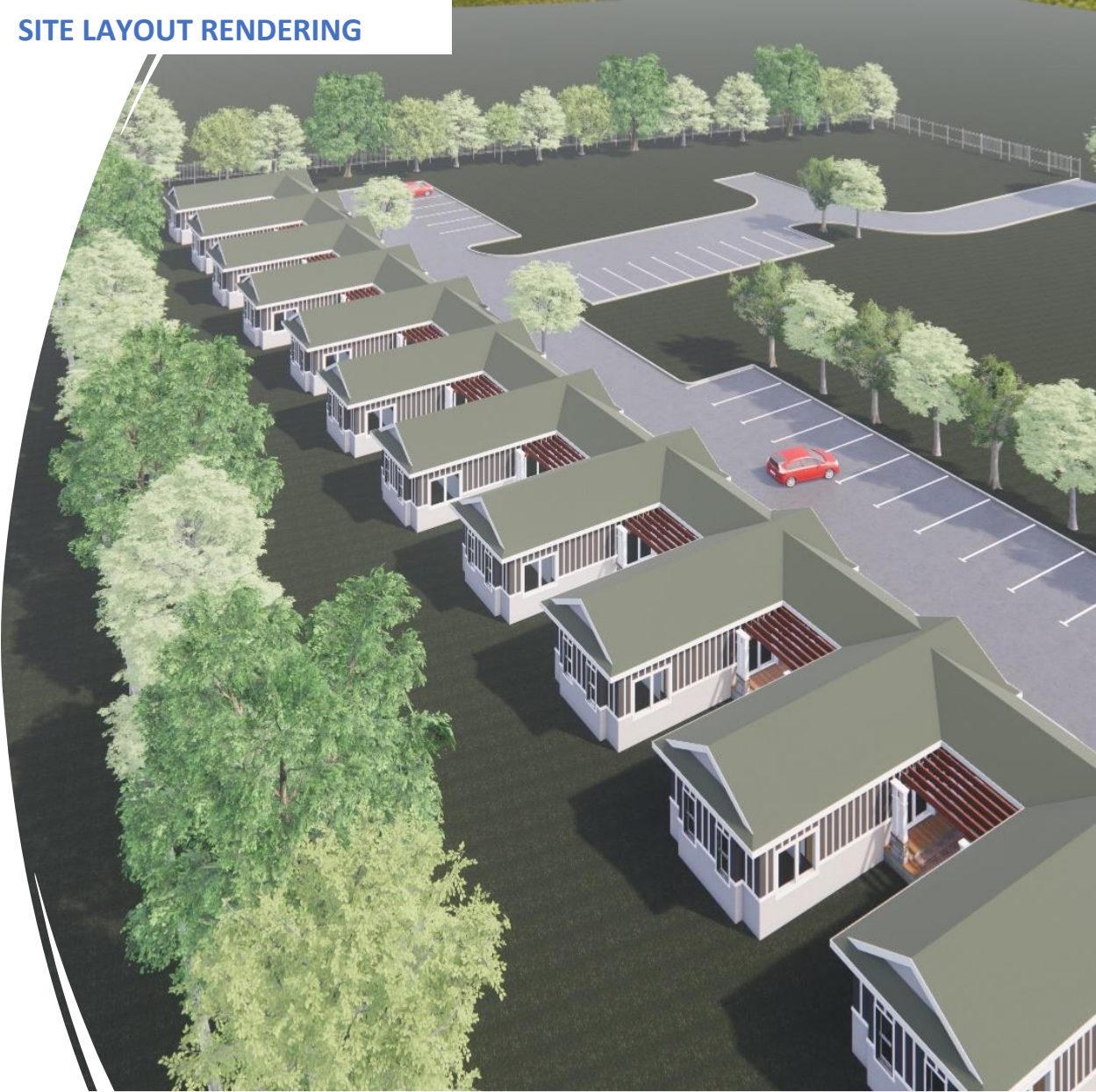
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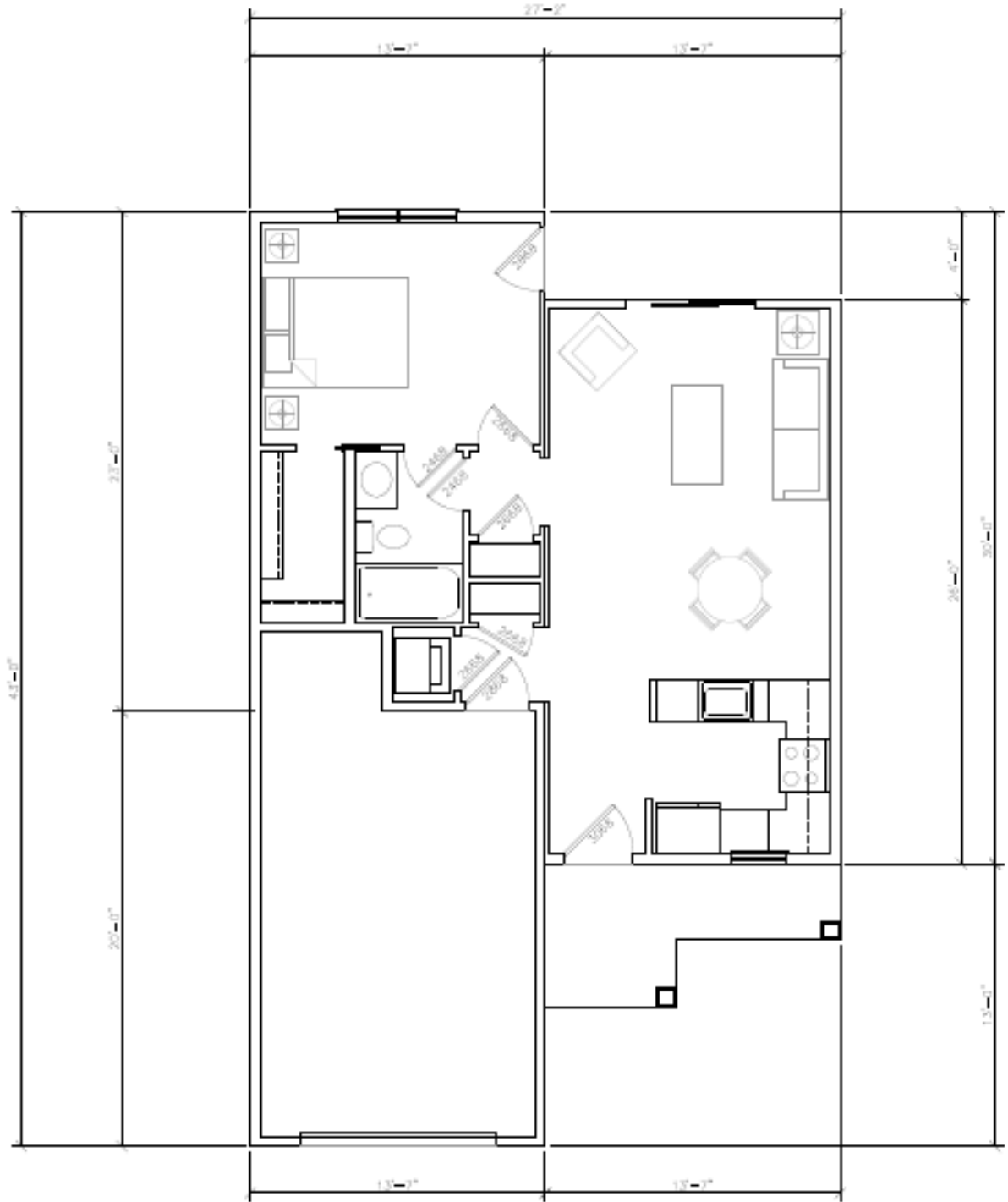
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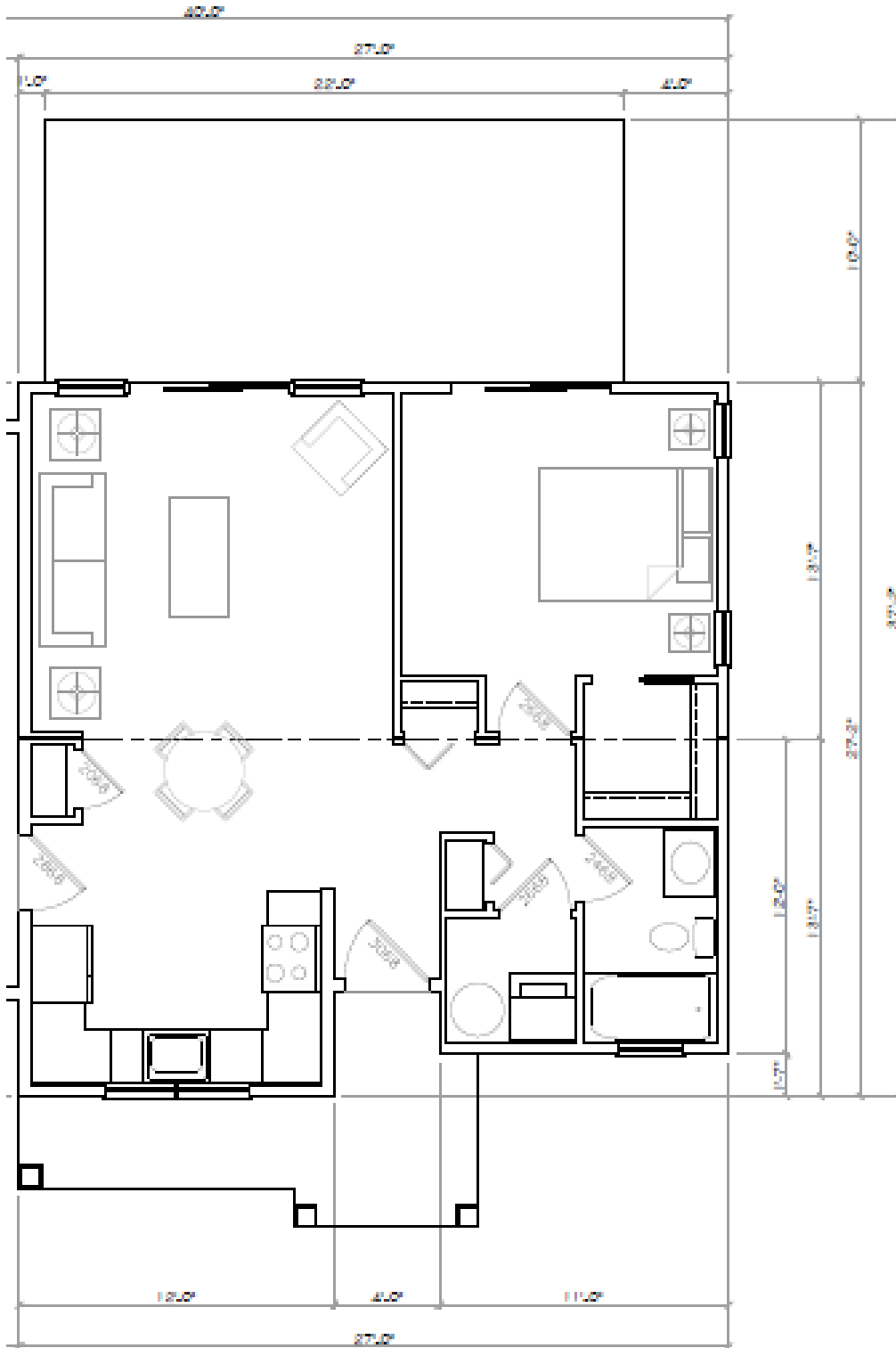
SITE LAYOUT RENDERING



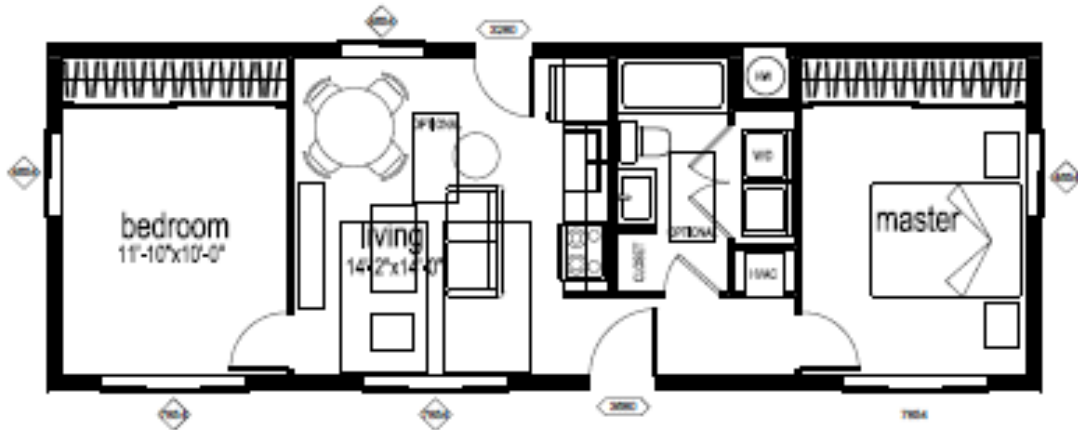
1 BEDROOM W/GARAGE



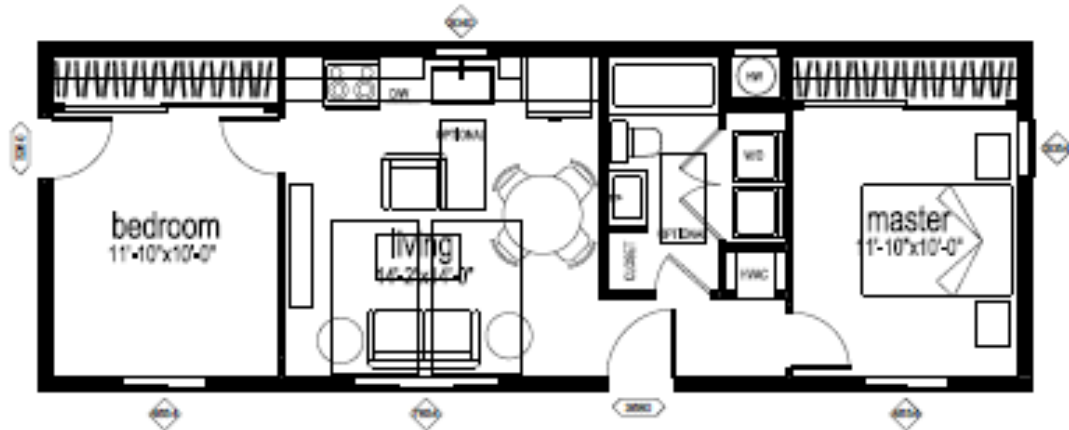
1 BEDROOM WITH BREEZEWAY



2 BEDROOM LAYOUTS



OPTIONAL LARGER WDWS.



OPTIONAL KITCHEN



OPTIONAL SLIDERS

ACCESSIBLE INTERIORS



Extra-wide doors will be installed to improve wheelchair, walker or scooter access





Accessible, low entry showers and grab bars will be featured in the bathrooms design



Price: The proposed purchase price for the parcel is \$200,000. Our proposed price is based upon our construction costs. It is the intention of DBM to make the larger investment into the individual units and site improvements. By allocating more funds for the site development vs acquisition, it will contribute to the aesthetics of the immediate area and the enjoyment of its residents and nearby park visitors.

Contingencies: This offer is contingent upon Design Build Modular Inc, receiving project financing approval from Lender within forty-five days of the accepted proposal. A letter of funding approval will be provided to the Town by or before this deadline

Project Scheduling: Construction and site work to begin within ten (10) days of issuance of the building permit. Permit application progress will begin immediately following stamped plans approved by the Town. It is estimated that the first phase of completed units shall have a Certificate of Occupancy within (4) months of permit issuance.

Submitted for your approval by Design Build Modulares, Inc

Paul Scalzo, President

Date