

The Whaling City Golf Course & Advanced Manufacturing Campus

Project Prepared For:

**City of New Bedford
City Council Members**



RND Consultants Background & Project Role

RND Consultants is a multidisciplinary real estate consulting, program management, and transportation services firm. For over 50 years our collective team has partnered with municipal and state agencies to assist with economic development planning, developing execution strategies, and help identify the missing pieces to make a community truly transformative.



Procurement Process Steps

1. RFP Development & Issuance

- City designed and released the RFP to reflect project goals and requirements.
- Publicly advertised to ensure a transparent and competitive process.

2. Proposal Submission & Eligibility Review

- Responsive Developer/s submitted by the deadline.
- Proposal screened for completeness and minimum qualifications.

3. Evaluation & Comparative Analysis

- Evaluation committee reviewed proposal against established criteria
- Ex. Financial capacity, project concept, community and economic benefits
- Objective analysis ensured each proposal was measured consistently.

4. Interview

- Developer team was invited to participate in interview and Q&A.
- Key language was clarified to understand public benefit.

5. Recommendations & Council Decision

- Evaluation committee offering recommendation based on process findings.
- City council reviews recommendation and votes to determine authorization to negotiate

Proposal Scoring

Financial Strength

- Price & Payment
- Total Project Investment
- Financial Capacity
- Tax Revenue Impact

Team Qualification & Experience

- Experience with Large-Scale Development
- Implementation Strategy
- Ability to Negotiate & Partner with the City

Project Feasibility

- Feasibility of Proposed Project
- Extent of Development
- Quality of Development Plan & Design

City & Community Benefits

- Promotion of City's Brand
- Job Creation
- Local Hiring & Workforce Development
- Public Benefits & Amenities

Sustainability & Stewardship

- Environmental Remediation & Stewardship

Scoring Scale

-  Highly Advantageous
-  Advantageous
-  Not Advantageous
-  Unacceptable

New Bedford RFP Requirements

1. Development Vision & site Plan

- Provide a flexible master plan for the full property
- Show how the site supports advanced manufacturing and related uses

2. Qualifications & Experience

- Demonstrated track record with large-scale, complex, environmentally sensitive projects
- Experienced team with proven success navigating multi-stakeholder approvals and delivering projects under Massachusetts public procurement and regulatory frameworks

3. Financial Capacity

- Show ability to fund early site work and vertical development
- Strong understanding of proforma creation and sources/uses

4. Public-Private Partnership & Community Benefits

- Demonstrate willingness to partner with the city through transparent agreements
- Commit to jobs, tax revenue, and alignment with “New Bedford Works!” local hiring policy

5. Sustainability & Long-Term Stewardship

- Ensure environmental remediation and resilient site design (stormwater, wetlands, etc.)
- Incorporate sustainable infrastructure and practices for long-term community benefit

Charter Value Add

Development Vision

1.1 M SF advance manufacturing campus, master-planned for flexibility

6-8 large parcels suited for advanced industries

Campus-style design includes potential amenity buildings

Long-term phasing allows for steady job growth and sustainable tax base

Qualifications & Experience

27 + years of successful brownfield redevelopment

Top 30 environmental services firm with recognized expertise

Delivered projects across MA: Everett, Lynn HarborPark, Route 44 Industrial Park

Team includes VHB, CBRE, Dain Torpy – All proven leaders in their fields

Financial Capacity

Independently capitalized with ability to deploy \$5-50M Internally

Proven track record in securing MassWorks and state/federal funding

\$77.6M in revenue (2023), ranked #83 largest privately held company in MA

Patient capital strategy

Public Benefit & Partnership

At full buildout: 800-1,000 permanent jobs and \$2.5M in annual tax revenue

650-800 construction jobs created in the first phase

Commitment to “New Bedford Works!” local hiring and workforce development

Transparent partnership approach

Sustainability

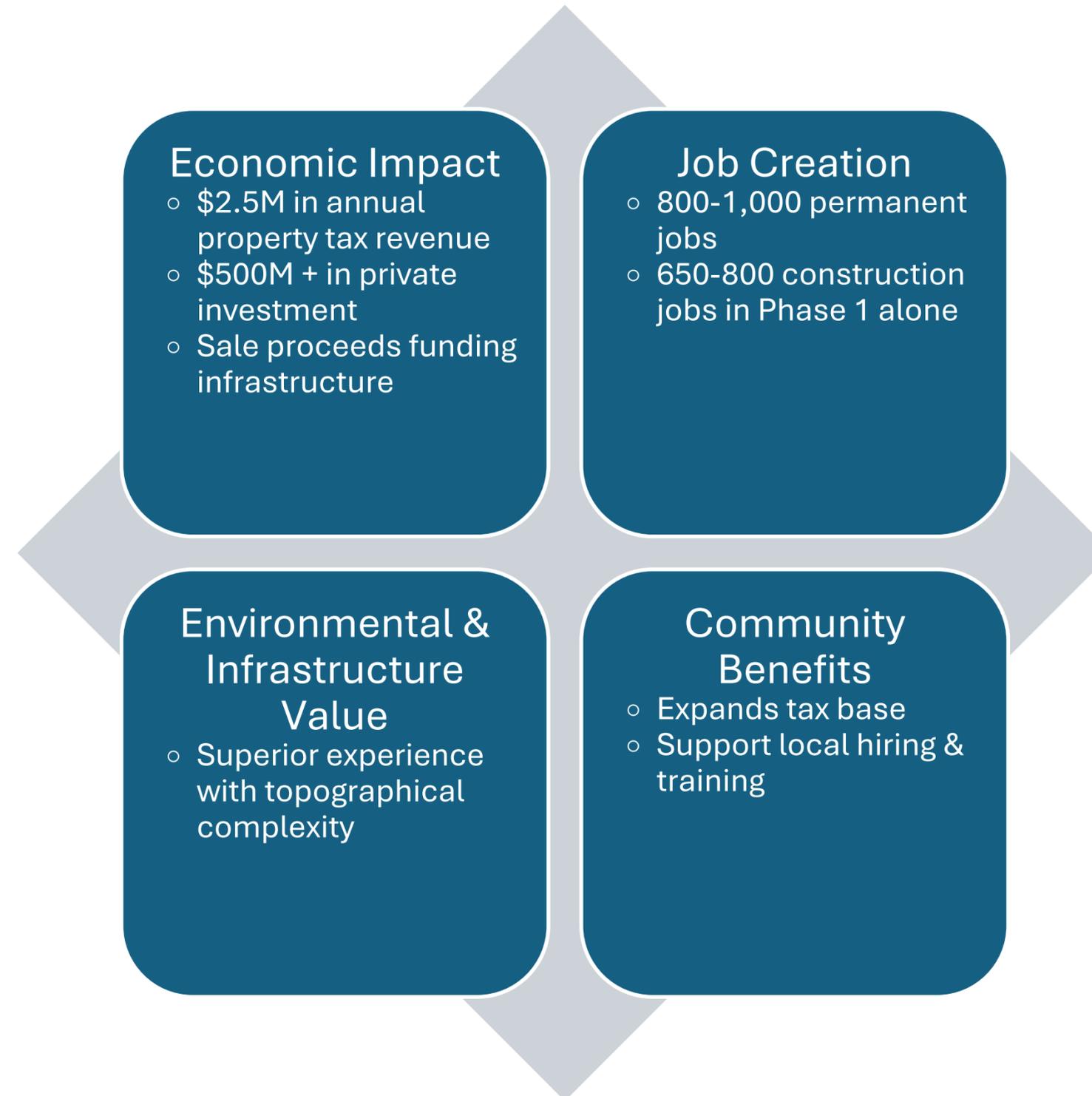
Commitment to low-impact development practices

Environmental engineering capacity in house

Sustainable infrastructure design for resiliency against climate impacts

Long term operations aligned with “New Bedford Works!” policy and community benefits

Objective Proposal Value



A Flexible Development Path For A Complex Site

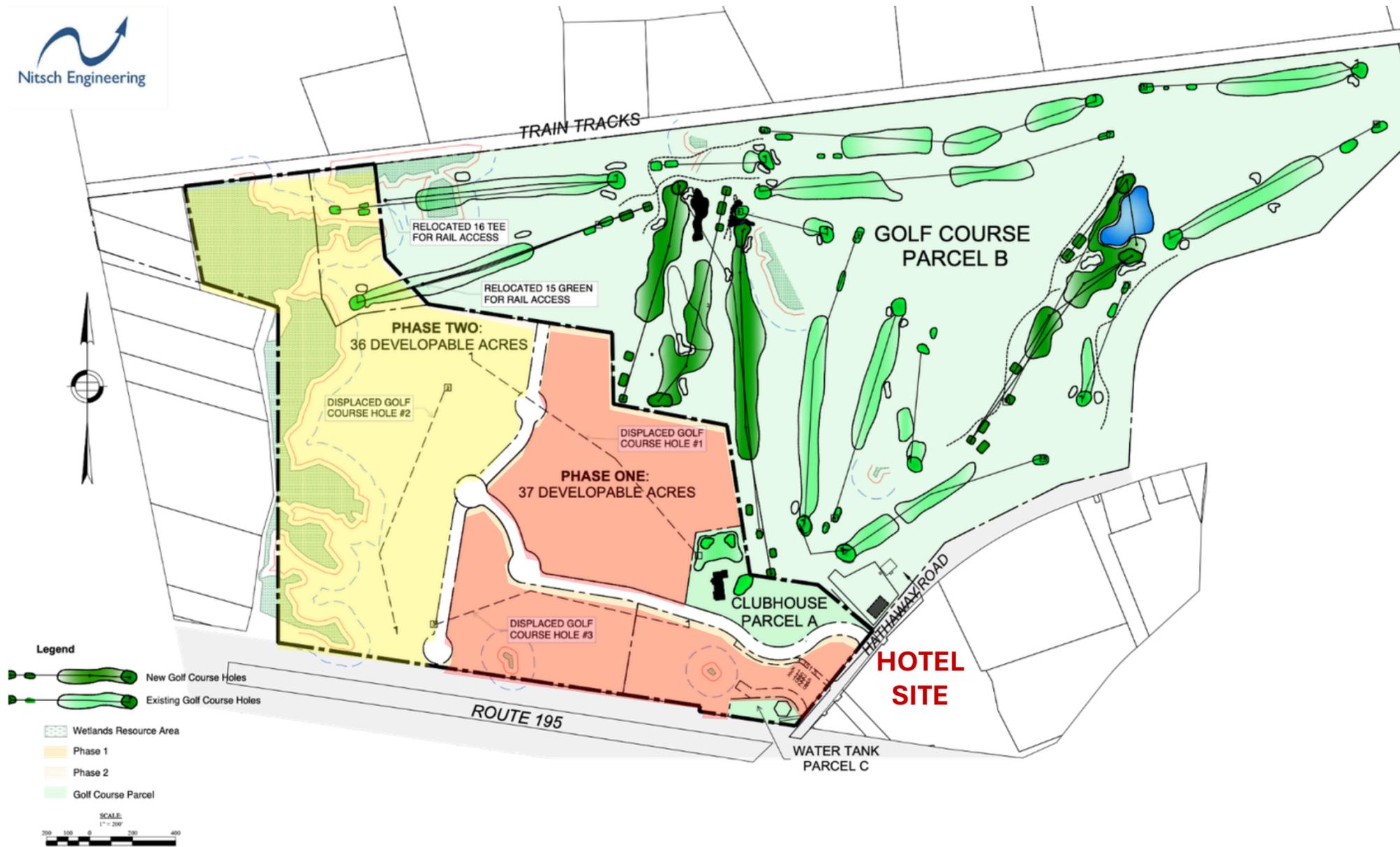


- 100+ acre total site, with 94+ acres for the AMC
- Parcels 1-5 have a base elevation that ranges from 140 ft to 178 ft
- Golf course will be reconfigured to retain existing 18-hole play
- Golf clubhouse stays where it is, but with new entry and parking
- Road designed to accommodate business, golf, and intersection aligned with hotel

● Phase 1 supports 535,000 SF

● Phase 2 supports 460,000 SF

A Flexible Development Path For A Complex Site



- Phase 1: 37 developable acres
- Phase 2: 36 developable acres