



David Grishman, Chair  
Catherine Phelan, Vice Chair  
MaryEllen Fletcher  
Peter A. Spellios  
Douglas Thompson

*Select Board Regular Session Minutes  
Swampscott High School  
200 Essex Street, Room B129  
January 30, 2024, 6:00 PM*

Sean R. Fitzgerald  
Town Administrator  
Tel: (781) 596-8850

Email: [sfitzgerald@swampscottma.gov](mailto:sfitzgerald@swampscottma.gov)

Received by Town Clerk  
MARCH 28, 2024 10:49am

**SELECT BOARD MEMBERS PRESENT:** MARY ELLEN FLETCHER, DAVID GRISHMAN, KATIE PHELAN, PETER SPELLIOS, DOUGLAS THOMPSON

**MEMBERS ABSENT:** NONE

**OTHER TOWN OFFICIALS PRESENT:** SEAN FITZGERALD, TOWN ADMINISTRATOR, PETE KANE, ASSISTANT TOWN ADMINISTRATOR/DIRECTOR OF PLANNING, MARZIE GALAZKA (ONLINE), DIRECTOR OF COMMUNITY & ECONOMIC DEVELOPMENT

**OTHER:** REPRESENTATIVES FROM THE NOANNET GROUP, THE DREW COMPANY & CLEARVIEW INVESTMENT AS LISTED BELOW.

MEETING CALLED TO ORDER AT 6:05 P.M.

**A. NEW AND OLD BUSINESS:** IN NOVEMBER 2020 THE HADLEY REUSE COMMITTEE WAS FORMED. IN AUGUST 2021 THE HADLEY REUSE REPORT WAS PUBLISHED LISTING OPTIONS TO REUSE THE PROPERTY. IN MAY 2023, TOWN MEETING AUTHORIZED USE OF THE HADLEY AS A HOTEL. PROPOSALS WERE SUBMITTED IN DECEMBER 2023. THE SELECTION COMMITTEE REVIEWED EACH PROPOSAL AND CHOSE THE THREE THEY DEEMED THE BEST. EACH PRESENTER WAS GIVEN 15 MINUTES FOLLOWED BY 15 MINUTES OF QUESTIONS BY THE SELECT BOARD AND 15 MINUTES OF PUBLIC QUESTIONS. THE PUBLIC WILL BE GIVEN ONE MINUTE EACH TO ASK THEIR QUESTION. FEEDBACK AND COMMENTS WILL BE TAKEN UP AT THE FEBRUARY 7<sup>TH</sup> SELECT BOARD MEETING.

**1. HADLEY SCHOOL PRESENTATIONS:**

i. THE NOANNET GROUP/CAMBRIDGESEVEN: JORDAN WARSHAW, GARY JOHNSON, YONGJOO KIM

PUBLIC COMMENTS/QUESTIONS: BOB POWELL: RANGE OF FUNDING, SOURCE & CONFIDENCE OF FUNDING, OCCUPANCY RATES PROJECTIONS (FUNDED WITH GENERAL PARTNER LEVEL, EQUITY, INSTITUTIONAL PARTNER FOR INSTITUTIONAL FUNDING, OCCUPANCY RATES NOT DISSIMILAR FROM PINNACLE'S NUMBERS).

MAURA LAU: FINDS SCALE DISCONCERTING, BUILT TO SIDEWALK, WILL STILL BE VIABLE IF SCALED DOWN? ASKED ABOUT GREEN INITIATIVES & WORK IN TURNS OF BUILD OUT, WILL THEY USE UNION EMPLOYEES (SHOW CONCEPTUAL PROJECTS, SAW THREE OPTIONS, 100% GREEN, NOT TYPICAL FOR UNION CONSTRUCTION, HOTELS HAVE SOME UNION POSITIONS).

LOUIS STRAZZULLO, 48 FARRAGUT RD: ASKED ABOUT TENANTS IN BUILDING THEY ARE LOOKING AT TAKING OVER (PREMATURE); PARKING (TRAFFIC ENGINEER WILL WORK WITH THE TOWN FOR PARKING & TRAFFIC MANAGEMENT).

JER JURMA: ASKED HOW THE TOWN WILL BE ENGAGED & THE PROCESS (VERY COLLABORATIVE, SMALL BUSINESS, FRONT OF HADLEY WON'T CHANGE, NEW PART OF BUILDING WILL BE DECIDED AFTER PUBLIC MEETINGS).

RUPERT DEESE, 26 LEWIS RD.: ANY CONSTRAINTS REGARDING THE LOT THAT WAS CHALLENGING TO WORK WITH (NO CONSTRAINTS, WAS EASY TO WORK WITH).

IAN HOLLAND, ELMWOOD RD.: # OF PARKING SPACES REQUIRED (PARKING THAT FITS ON SITE IS A LITTLE SHORT, UNDERGROUND PARKING WOULD BE A PROJECT KILLER, CONSIDERED WORKING WITH THE CHURCH, HIRING A VALET COMPANY).

SELECT BOARD COMMENTS/QUESTIONS: MR. SPELLIOS: THIS WON'T BE A FORMAL PARTNERSHIP, HOW HAS NOANNET ENGAGED WITH SIMILARLY SIZED COMMUNITIES IN WORKING THROUGH ISSUES THAT HAVE TO BE DEALT WITH (ALL OF THEIR PROJECTS HAVE HAD INTENSE, EXTENSIVE COMMUNITY INVOLVEMENT INCLUDING SPENDING MANY NIGHTS SOLVING ISSUES).

MS. FLETCHER IS FOCUSED ON FINANCIAL IMPACT, WILL WAIT.

MR. THOMPSON: ASKED WHY THEY PROPOSED THE THIRD OPTION — USING THE HAWTHORNE (A QUESTION WAS ASKED ABOUT THE HAWTHORNE SITE, IF HOTEL ON WATER ECONOMICS IMPROVE BETTER, IT WILL OPEN UP TO A NEW BEAUTIFUL PARK ON THE WATER); WILL HOTEL ON WATER IMPROVE FINANCIALS (SUBJECTIVE QUESTION BUT THINK IF ON WATER, WILL BE A MORE EXPENSIVE BUILD).

MR. GRISHMAN: WOULD YOU BE INTERESTED IN DOING SOMETHING ELSE IF NOT SELECTED (YES).

MS. PHELAN: HOW DO WE TRANSITION FROM DEVELOPMENT TO OPERATION (HOTELS OPEN SLOWLY, WON'T GET FULL OCCUPANCY FOR 2 YEARS BUT FOOD/BEVERAGE, AMENITIES OPEN IMMEDIATELY).

TA FITZGERALD: NO QUESTIONS, APPRECIATES ENERGY, ENTHUSIASM & THEIR TIME.

ii. THE DREW COMPANY/CBT: JOHN E. DREW, JOHN P. DREW, THEONIE ALICANDRO, PHIL CASEY, VICKIE ALAN, ADAM CUOMO

PUBLIC COMMENTS/QUESTIONS: MARTHA SCHMITT: ASKED ABOUT USING SUSTAINABLE BUILDING PRACTICES, MAKE IT A GREEN BUILDING & FOLLOW SPECIALIZED DESIGN CODE (EVERY BUILDING THEY BUILD IS GREEN, EXPECT TO UTILIZE EXISTING MATERIALS FOR SUSTAINABILITY, ON CUTTING EDGE OF HEALTHY MATERIALS, COMMITTED TO BEING ON CUTTING EDGE).

MAURA LAU: ASKED ABOUT ANCHORING AND SUPPORTING DOWNTOWN BUSINESSES, UNION CONSTRUCTION & EMPLOYEES (PRICED CONSTRUCTION BOTH WAYS, HAVE USED BOTH, WILL CHOOSE WHOEVER CAN DO WHAT NEEDS TO BE DONE; SEAPORT HAS SOME UNION EMPLOYEES); IS TOP STRUCTURE 2-TIER (1 STORY); WILL YOU USE THERMAL (WILL EVALUATE WHEN TIME COMES).

CHRIS MANCINI, WALKER RD.: ARE YOU ENVISIONING THIS AS A SMALLER PROJECT IN A SMALLER TOWN THAN SOME OF YOUR EXAMPLES (THE GROUND FLOOR WILL BE PUBLIC, MEANT TO BRING PEOPLE IN, CAFÉ, LIBRARY AS WELL AS THE SYNERGIE WITH THE HAWTHORNE SITE).

ERIK SCHNEIDER: IS THERE ENOUGH PARKING (ENOUGH PARKING ON SITE, ONE SPACE/KEY, EXCEPT DURING HIGH DEMAND, WILL TALK TO CHURCH ABOUT OVERFLOW PARKING); ANY DEALBREAKERS (NO).

BOB POWELL: DISCUSSED THE NEED FOR OVERFLOW PARKING (WILL TALK TO CHURCHES ABOUT USING THEIR LOTS WHEN THEY DON'T NEED THEM FOR SERVICES); THE PINNACLE REPORT LISTS 40 UNITS BUT THIS CALLS FOR 60 (YES).

ANNE P.: NOISE CONTROL DURING ROOF TOP EVENTS (WILL FOLLOW TOWN'S NOISE ORDINANCE DURING PERMITTING); USE OF SURFACES/LANDSCAPING FOR NOISE MEDIATION (STRONG RELATIONSHIPS BETWEEN HOTEL MANAGEMENT GROUP AND NEIGHBORHOOD).

SELECT BOARD COMMENTS/QUESTIONS: MS. PHELAN: HOW WILL THEY USE LINSOTT (WILL PRESERVE TREES, MAKE IT A PLACE PEOPLE WANT TO SPREAD OUT TO, USE FOR EVENTS; WILL WORK WITH TOWN TO GET EASEMENT TO CREATE A WAY TO ACTIVATE LINSOTT TERRACE, INCLUDING A GATEWAY EXPERIENCE).

MR. GRISHMAN: MENTIONED CATALYST FOR ECONOMIC GROWTH, ANY IDEA FOR NUMBER OF JOBS (UNKNOWN AS OF YET, ON-SITE WILL BE APPROXIMATELY 120 JOBS, INCLUDING RESTAURANTS. THE ACTIVITY ENVISIONED WILL BUILD OFF OF TOWN EVENTS WHICH MAY PRESERVE OR ADD JOBS).

MR. THOMPSON: COMMUNITY ENGAGEMENT IN THE DESIGN PROCESS — DO YOU EXPECT IT TO BE GIVE & TAKE (WILL TAKE INTO ACCOUNT WHAT THE COMMUNITY WANTS, WILL PRESENT A DESIGN & ASK FOR COMMENTS); BETWEEN PROPOSAL & PINNACLE'S RECOMMENDATION FOR THE # OF ROOMS (THERE'S SOME POTENTIAL TO INCREASING TO 60 ROOMS BECAUSE THERE'S NO OTHER HOTEL IN TOWN).

MS. FLETCHER: WENT WITH 60 ROOMS, CAN THEY ADD ADDITIONAL ROOMS IF THERE WAS AN ANNEX (WANT TO COLLABORATE WITH TOWN ON HAWTHORNE SITE); IS THERE A MARKET ABOVE 60 (WILL HAVE TO LOOK AT IT, ALWAYS ROOM FOR GROWTH, THERE MIGHT BE A TIMING ISSUE); HOW LONG WILL DUE DILIGENCE (60-90 DAYS); HOW LONG TO CONSTRUCT/OCCUPANCY (36 MONTHS).

MR. SPELLIOS: WILL TALK TO COUNTERPARTIES FROM PAST PROJECTS, WHAT WILL FEEDBACK BE FROM SCITUATE NEIGHBORS OR SELECT BOARD (THEY'LL SAY THEY WERE VERY COLLABORATIVE, HUGE PROJECT FOR THE TOWN, HAD 6+ MEETINGS TO BE RESPONSIVE TO COMMUNITY CONCERNS INCLUDING STORM WATER MANAGEMENT, ADDRESSED ANY ISSUES IMMEDIATELY, PROJECT HELPED THE TOWN GET A MASSWORKS GRANT. WORKED WITH DESIGN TEAM).

TA FITZGERALD: THANKED THEM FOR SUBMITTING A PROPOSAL.

**iii. CLEARVIEW INVESTMENT MANAGEMENT, INC.: CHARLES MALLORY, DIXON MALLORY, CHARLIE DRAGO**

PUBLIC COMMENTS/QUESTIONS: MARK: AREA HAS A LOT OF CHALLENGES, WITH ADDITION OF EMPLOYEES, HOW DO YOU HANDLE PARKING, OTHER INFRASTRUCTURE (58 ROOMS, 83 SPACES, WILL WORK WITH TOWN, INCLUDING HAVING VALET PARKING, WORKING WITH ARCHITECTS, ENGINEERS, TOWN OFFICIALS TO MAKE SURE ALL INFRASTRUCTURE IS APPROPRIATE FOR THE SIZE).

MAURA LAU: DISCUSSED USING GREEN MATERIALS SO AS TO NOT EXPOSE STAFF TO HARMFUL MATERIALS AND GASES (WILL BE MINDFUL OF MATERIALS); HOW MANY PEOPLE WILL BE EMPLOYED (ENVISION 125 PEOPLE BEING EMPLOYED FULL TIME WHICH SHOULD DRIVE OTHER EMPLOYMENT IN TOWN, ASSUMING RESTAURANT IS SUCCESSFUL).

JONATHAN LEAMON, HISTORICAL COMMISSION: PROPOSAL PAYS ATTENTION TO HISTORICAL PRESERVATION, THE ANNEX MATCHES THE ORIGINAL BUILDING (DROVE AROUND OLNSTEAD DISTRICT).

ANDREA AMOUR: HOW WILL GUESTS INTERACT WITH KING'S BEACH (INTERACTING MEANS WALKING, GETTING OUTSIDE).

JER JERMIN: IS THERE A SPECIFIC ARCHITECTURAL FIRM YOU PLAN ON WORKING WITH AND HOW WILL THIS GO WITH COMMUNITY ENGAGEMENT (WORK WITH AN ARCHITECT FROM GREENWICH BUT ARE OPEN TO TALKING TO FIRMS IN TOWN OR IN BOSTON).

LAURIE LEVIN: HOW WILL PROJECT ACTIVATE TOWN CENTER & CREATE COMMUNITY ENGAGEMENT (ACTIVE IN COMMUNITY, SUPPORT EVENTS IN LINSKOTT PARK, CREATE EXPERIENCES WITH GUESTS); ARE THERE SPACES ACCESSIBLE TO GENERAL PUBLIC (RESTAURANT, LOBBY & SPA OPEN TO PUBLIC, DISCUSSED TURNING 2 GUEST ROOMS INTO A LOBBY BAR).

RUPERT DEESE: DID YOU CONSIDER ANY MODIFICATIONS (NO, EXPLORED BRIDGE BETWEEN MAIN BUILDING & ANNEX, CURRENTLY SHOWING CONNECTION ON FIRST FLOOR, ROOFTOP STILL TO BE DETERMINED).

TED DOOLEY, PLANNING BOARD: ASKED ABOUT EVENTS (FUNCTIONS INCLUDE WEDDINGS, CORPORATE EVENTS); DISCUSSED LONG STAYS (IN HARTFORD HAVE APARTMENTS ABOVE TO CREATE A COMMUNITY WITHIN A COMMUNITY).

SELECT BOARD COMMENTS/QUESTIONS: MR. THOMPSON: LEED GOLD, SUSTAINABILITY — HOW FAR WILL YOU GO (DOESN'T THINK A NET ZERO BUILDING WILL WORK HERE. WILL USE TOP OF LINE WINDOWS, GEO THERMAL).

MS. FLETCHER: HOW CONFIDENT ARE YOU WITH THE AMOUNT OF TIME YOU'VE BEEN ABLE TO LOOK AT THE BUILDING THAT YOU'RE GOING TO BE ABLE TO DO DUE DILIGENCE AND NOT HAVING TO MAKE TOO MANY CHANGES (PRETTY CONFIDENT BECAUSE IT'S BEEN A SCHOOL UP UNTIL NOW & THEY DON'T THINK PEOPLE WOULD WANT THEIR CHILDREN IN AN UNSAFE SCHOOL. THE BUILDING IS A GREAT STARTING POINT, THERE'S WORK THAT NEEDS TO BE DONE BUT IT HASN'T SAT ABANDONED FOR YEARS. THEY FEEL IT IS A GREAT STARTING POINT.).

MR. SPELLIOS: ARE THERE THINGS IN GROUND LEASES IN OTHER COMMUNITIES THAT YOU WOULD NOT WANT TO AGREE TO IN SWAMPSCOTT (NO, HAD SMOOTH GROUND LEASE NEGOTIATIONS WITH WEST HARTFORD); HAVE YOU WALKED AWAY FROM A TRANSACTION AFTER NEGOTIATIONS (NO).

MR. GRISHMAN: ASKED ABOUT THE TIMELINE (SIMILAR TO NAONNETT GROUP 36 MONTHS).

MS. PHELAN: WHAT WILL YOUR RELATIONSHIP TO THE WATER BE (WANT TO USE THE WATER AS MUCH AS POSSIBLE, INCLUDING USE OF A BOAT, USE OF BEACH, IF HOTEL IS SUCCESSFUL, THERE WILL BE ROOM FOR ANOTHER HOTEL).

TA FITZGERALD: EXPRESSED GRATITUDE.

MR. KANE: TONIGHT WAS FIRST PUBLIC PRESENTATION, THE SELECT BOARD WILL HOLD DISCUSSIONS AND REVIEW AT THEIR FEB 7 AND FEB 12 MEETINGS, INCLUDING TAKING PUBLIC QUESTIONS & COMMENTS. THE RECORDING WILL BE POSTED ALONG WITH PRESENTATION MATERIALS ON THE WEBSITE.

UPON **MOTION**, DULY MADE BY PETER SPELLIOS, SECONDED BY MARYELLEN FLETCHER, IT WAS UNANIMOUSLY **VOTED** TO ADJOURN AT 8:23 P.M.: ANY FOR: ALL. ANY AGAINST: NONE. MOTION CARRIES.

TRUE ATTEST,

*Dianne Marchese*

DIANNE MARCHESE, ADMINISTRATIVE ASSISTANT TO THE TOWN ADMINISTRATOR & SELECT BOARD

MINUTES APPROVED BY THE SELECT BOARD ON FEBRUARY 7, 2024

ATTACHMENTS:

HADLEY HOTEL PRESENTATIONS





# Hadley Elementary School

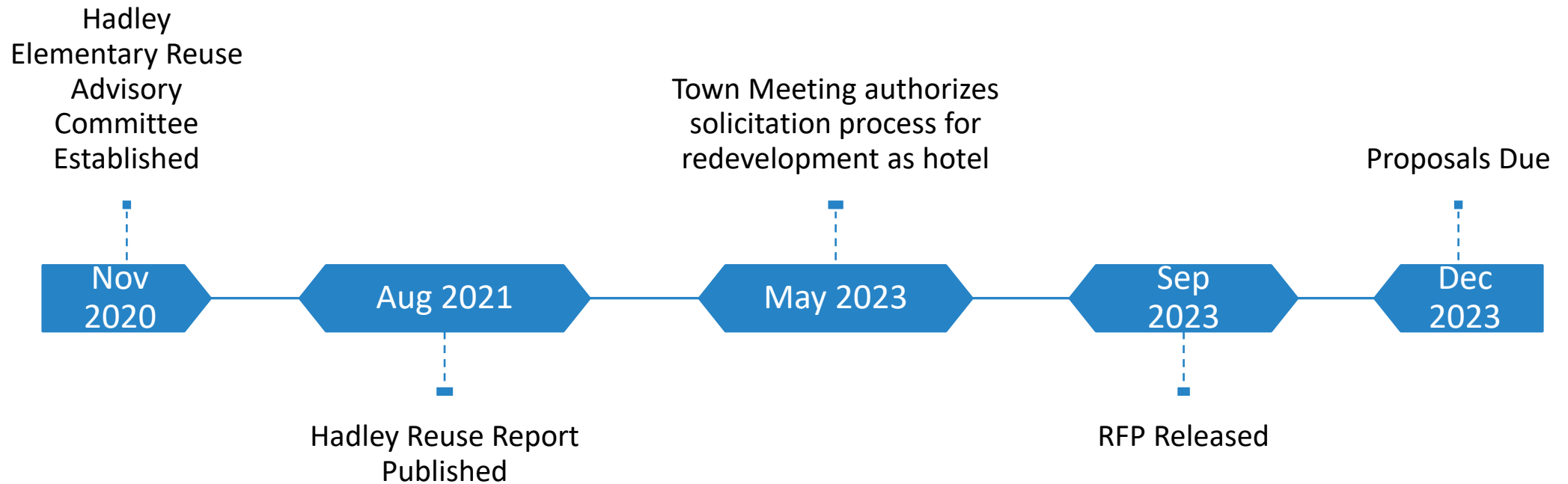
## BOUTIQUE HOTEL PROPOSAL PRESENTATIONS

JANUARY 2024



# Timeline

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# Tonight's Presentations

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## PRESENTERS

- The Noannet Group – 6:00p
- The Drew Company – 6:45p
- Clearview Investment Management – 7:30p

## PRESENTATION SEQUENCE

- Presentation  
15 minutes
- Questions from Community Members  
15 minutes
- Questions from Select Board members  
15 minutes

## PRESENTATION FORMAT

- Presentations and questions tonight will focus on the project plans, vision, and team
- Feedback and comments from community members will be taken at the Feb 7 Select Board meeting
- Financial items will be taken up by the Select Board in the next steps of the selection process





NOANNET

CambridgeSeven

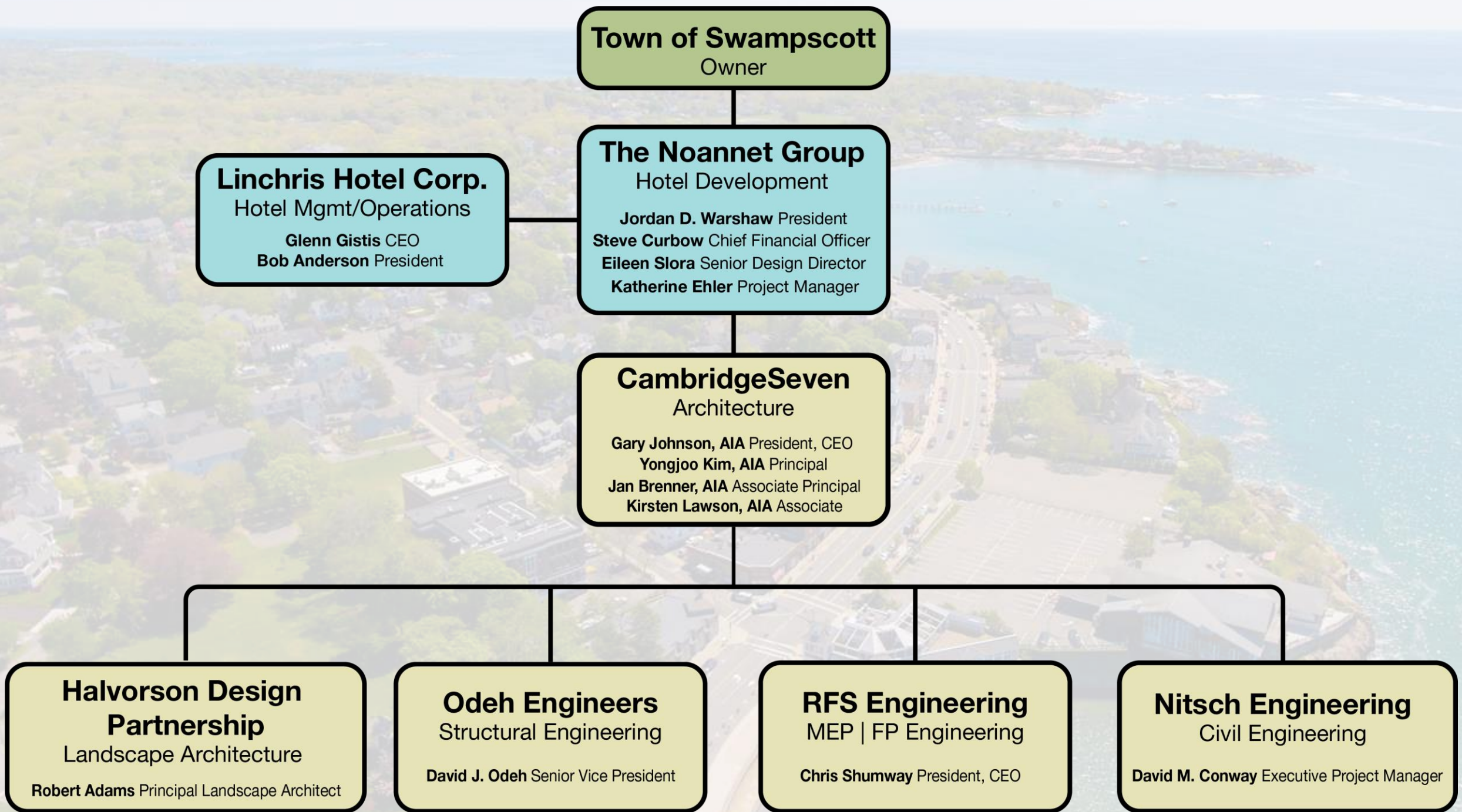
# Redevelopment of Hadley School

Town of Swampscott, MA

January 30, 2024



# Team Introduction



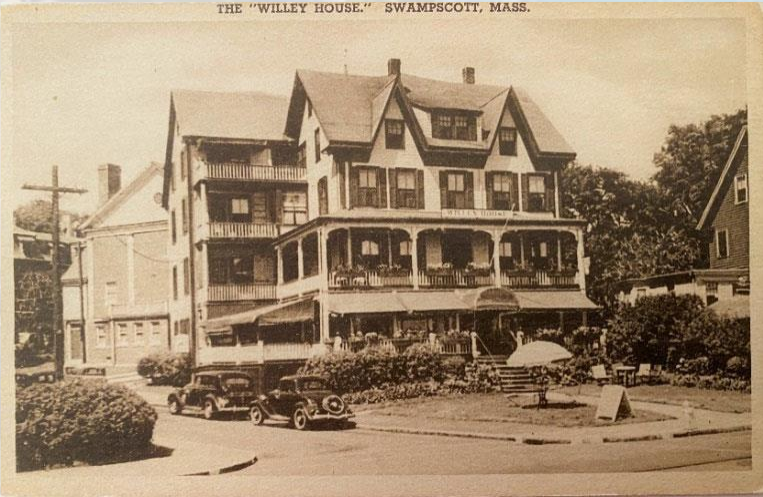


An aerial photograph of a coastal town. A road curves along the shoreline, separating a residential area with many houses and trees from a large, modern building complex situated on a rocky point. The ocean is visible on the right side of the image. The word "Vision" is overlaid in the upper right corner.

# Vision



# What was once Boston's summer retreat...





**...will soon welcome a new, vibrant year-round retreat**



**Dramatic function space with dedicated outdoor terrace**



**Restaurant with rooftop bar**



**Full-service spa with rooftop pool, hot tub**



**Warm, friendly public spaces**



**Speakeasy lounge**



**Lodge-style game room**



An aerial photograph of a coastal town. A winding road runs along the coastline, separating a residential area with many houses and trees from a large, modern building complex situated on a cliff overlooking the ocean. The building complex includes a large, multi-story building with a glass facade and a smaller building next to it. The ocean is visible on the right side of the image, with waves breaking against the shore. The sky is clear and blue.

# 3 Planning Approaches



# 1) Base Plan: Garden Option – Building Massing Diagram





# 1) Base Plan: Garden Option – Program Summary

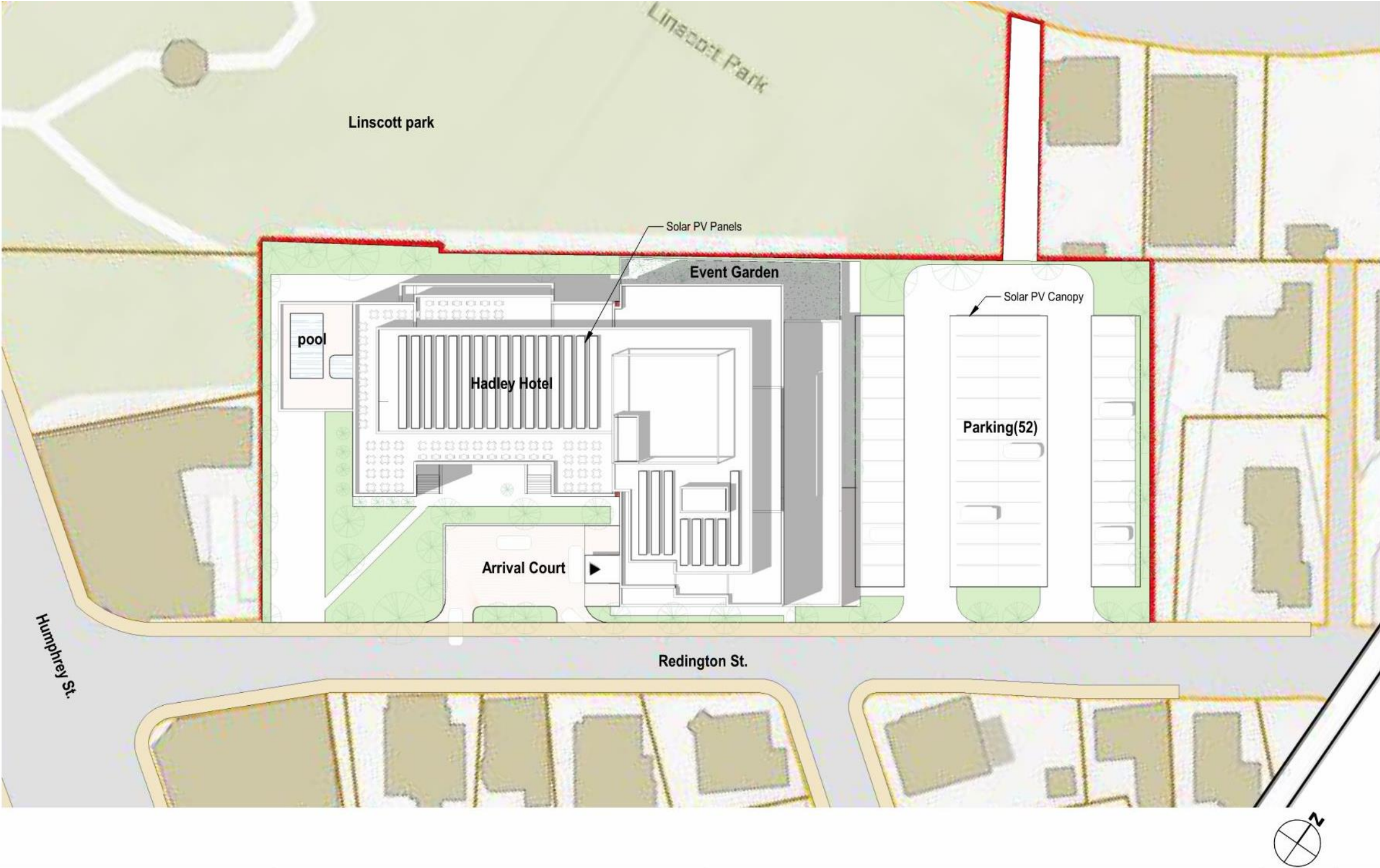
	Existing	New	Guestroom
Basement Level	9,252	8,399	
1st Level	9,252	11,330	
2nd Level	9,252	9,072	27
3rd Level	8,026	9,932	27
Roof Level		10,907	8
Subtotal	35,782	49,640	62
Total Area		85,422	
Meeting Space*		5,545	
Restaurant/Kitchen		4,194	
Spa-Fitness		2,902	
Amenity		4,311	
BOH		13,962	

\*includes Pre-function





# 1) Base Plan: Garden Option – Site Plan



# 1) Base Plan: Garden Option – Lower Floor Plan





# 1) Base Plan: Garden Option – First Floor Plan



# 1) Base Plan: Garden Option – Second Floor Plan

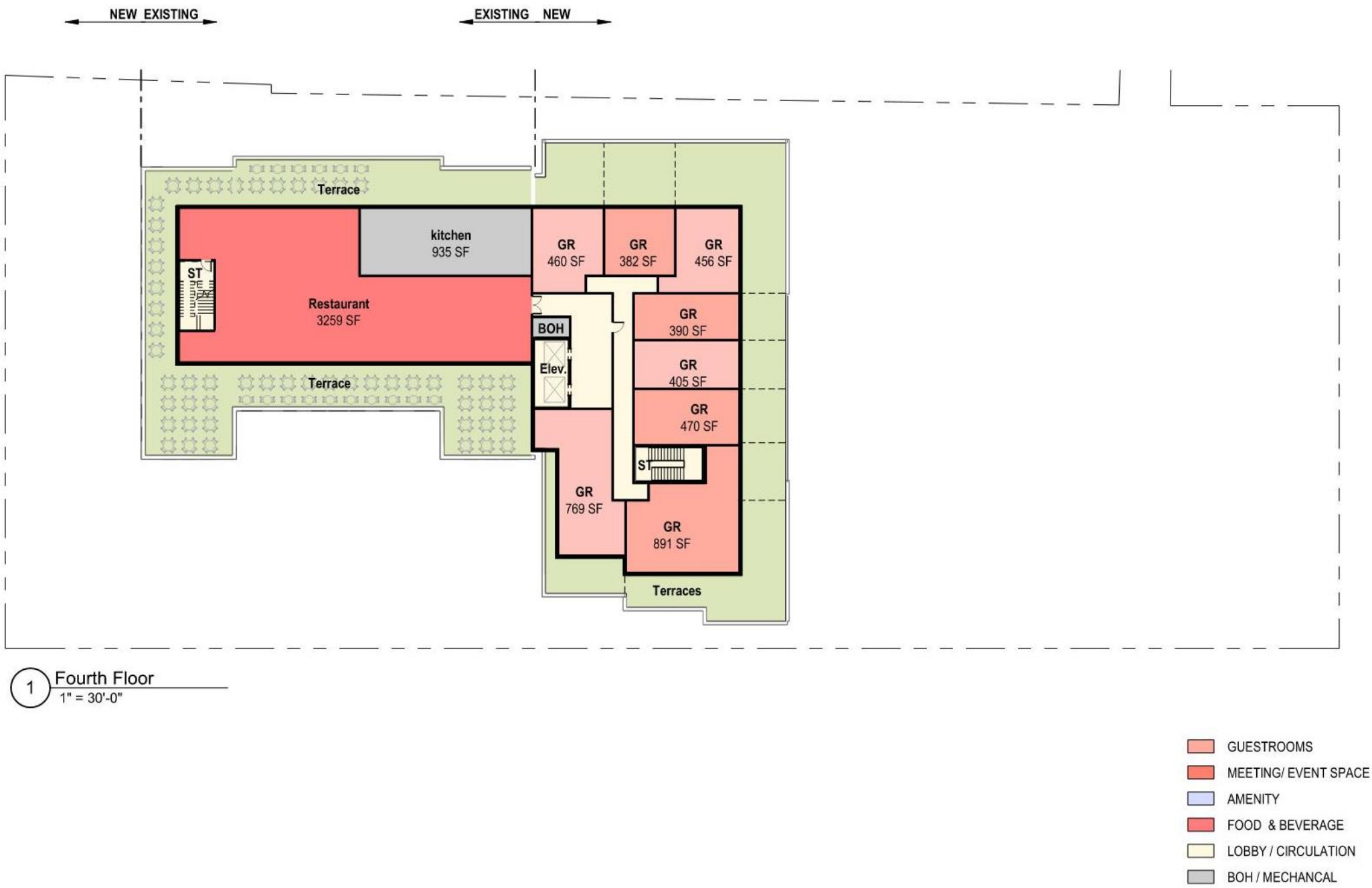


# 1) Base Plan: Garden Option – Third Floor Plan





# 1) Base Plan: Garden Option – Fourth Floor Plan





## 2) Alternate Plan: Seaside Option – Building Massing Diagram





## 2) Alternate Plan: Garden Option – Program Summary

	Existing	New	Guestroom
Basement Level	9,252	17,281	
1st Level	9,252	18,742	23
2nd Level	9,252	9,072	16
3rd Level	8,026	9,932	26
Roof Level		4,896	5
Subtotal	35,782	59,923	70
Total Area		95,705	
Meeting Space*		6,725	
Restaurant/Kitchen		5,135	
Terrace Bar		1,322	
Spa-Fitness		3,041	
Amenity		3,756	
BOH		14,046	

\*includes Pre-function & Pantry





## 2) Alternate Plan: Seaside Option – Site Plan



# 2) Alternate Plan: Seaside Option – Lower Floor Plan





# 2) Alternate Plan: Seaside Option – First Floor Plan



# 2) Alternate Plan: Seaside Option – Second Floor Plan



## 2) Alternate Plan: Seaside Option – Third Floor Plan

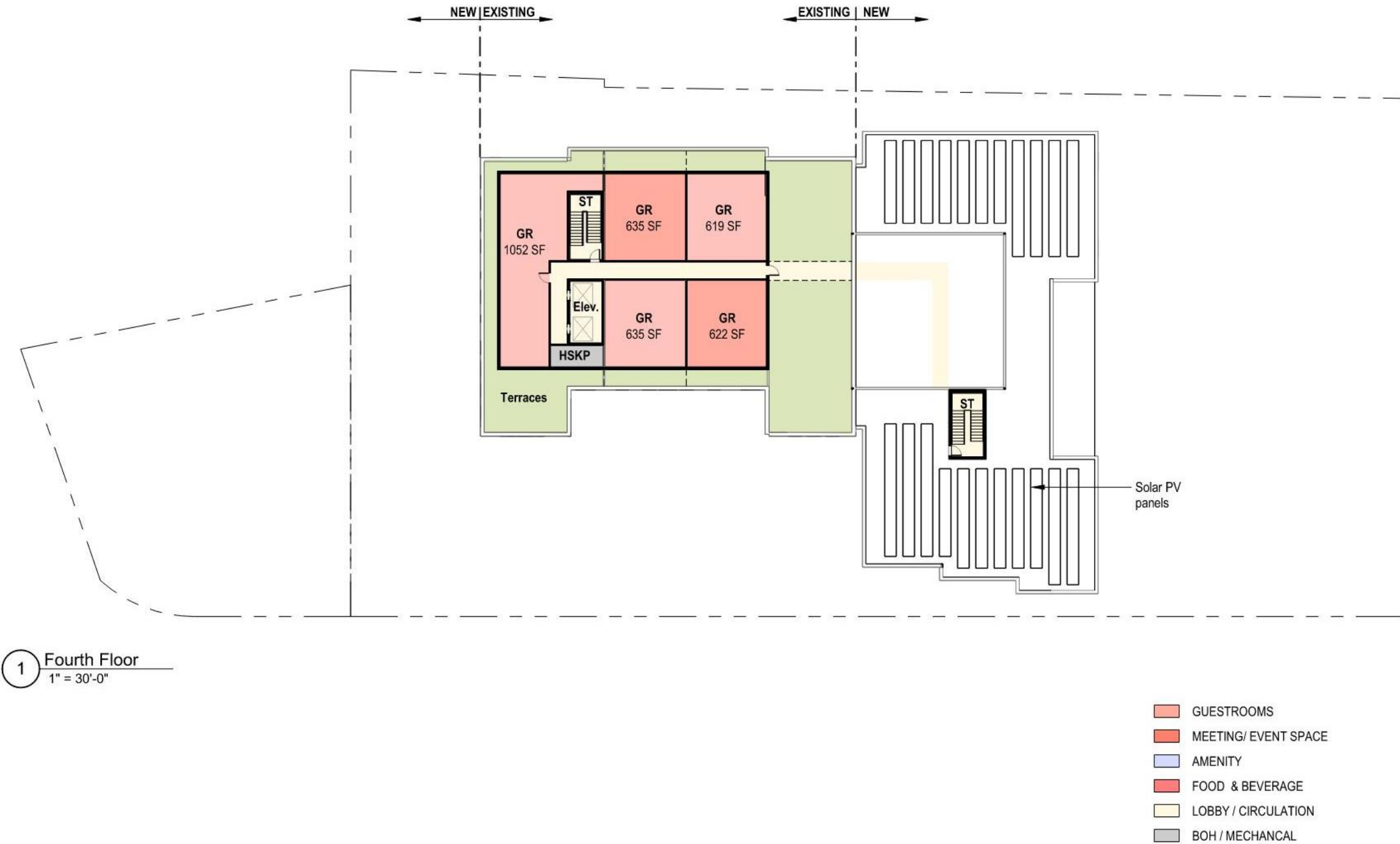


1 Third Floor  
1" = 30'-0"

-  GUESTROOMS
-  MEETING/ EVENT SPACE
-  AMENITY
-  FOOD & BEVERAGE
-  LOBBY / CIRCULATION
-  BOH / MECHANICAL



# 2) Alternate Plan: Seaside Option – Fourth Floor Plan



3) Hawthorne-by-the-Sea Option – Based on *Revisioning Hawthorne* Option 2: Swampscott Town Square





# Contextually Designed Projects





# A Welcoming Oasis – Raffles Boston Hotel & Residences, Boston, MA



*“One of the best places I’ve ever stayed”*  
Travel and Leisure Magazine





# Urban Sophistication – Four Seasons - One Dalton Street, Boston, MA

CambridgeSeven



American Architecture Award  
Chicago Athenaeum





# Hospitality Influenced Streetscape – Cambria Hotel, Somerville, MA



*Top 100 Places to Stay – Yelp  
#2 hotel in the United States*



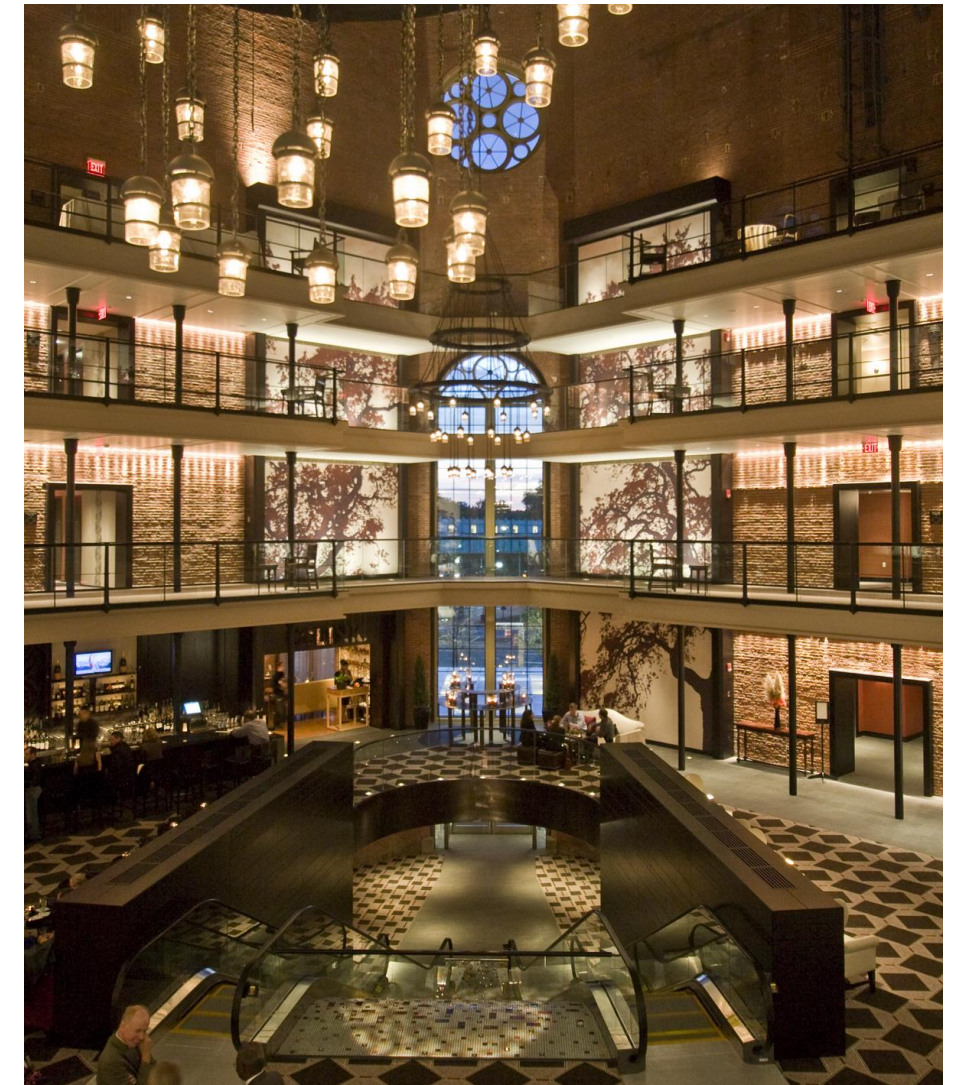


# Hospitality Adaptive Reuse – Liberty Hotel, Boston, MA

CambridgeSeven



Best Firm – Renovation  
LOOP Design Awards  
Gold Key - Excellence in Hospitality Design  
HOTELS Magazine  
2008 Preservation Award  
Massachusetts Historical Commission





# Historically Modern – Belclare Wellesley, Wellesley, MA





# Townscape Compatibility – Williams Inn, Williamstown, MA

CambridgeSeven



Hospitality Design Award  
Boston Society for Architecture  
Honorable Mention in Mountain Destination  
LIV Hospitality Design Awards





# Bridging the Old and New – Gatehouse 75, Charlestown, MA





# Neighborhood Integrated Hospitality – The Charles Hotel, Cambridge, MA

CambridgeSeven





# Neighborhood Icon – Atelier 505, Boston, MA



*Winner of industry’s top award: ULI  
Award for Excellence*





# Historic Charm – Hanover Inn, Hanover, NH





# Masterful Integration of Disciplines – Lubin-O'Donnell Center, Boston, MA



American Architecture Award  
Chicago Athenaeum  
National Education Facility Design Merit Award  
AIA-CAE  
BSA Design Excellence Citation





# Thank You



Creating landmark buildings that enhance their communities

**CambridgeSeven** Improving lives through thoughtful design









cbt

# HADLEY HOTEL DEVELOPMENT PROJECT

January 30, 2024





# Team Member Introductions



John E. Drew  
Chairman – Drew Company



John P. Drew,  
President/Chief Executive Officer  
– Drew Company



Theonie Alicandro,  
Chief Operating Officer/  
General Counsel – Drew Company



Phil Casey  
Senior Principal – cbt



Vickie Alani  
Senior Principal – cbt



Adam Cuomo  
Associate Principal – cbt



# Why the Drew Team



**Experience with Public Private Partnerships**

**Proven Success in Hospitality Development and Management**

**Feasible Development Program with Exceptional Design**



# Drew Company Overview



**Drew Company has a particular niche in public-private partnerships with opportunities for bold transformation.**



Visionary and highly-respected developer of complex hospitality projects which have transformed underutilized areas



Eatonton Hotel, Eatonton, GA





Expertise and Proven  
Success in Public/Private  
Partnerships

Seaport Place, Boston, MA



# Uniquely Versed in Development and Management of Upscale Hospitality Venues

Ronald Reagan Building and  
International Trade Center,  
Washington, D.C.







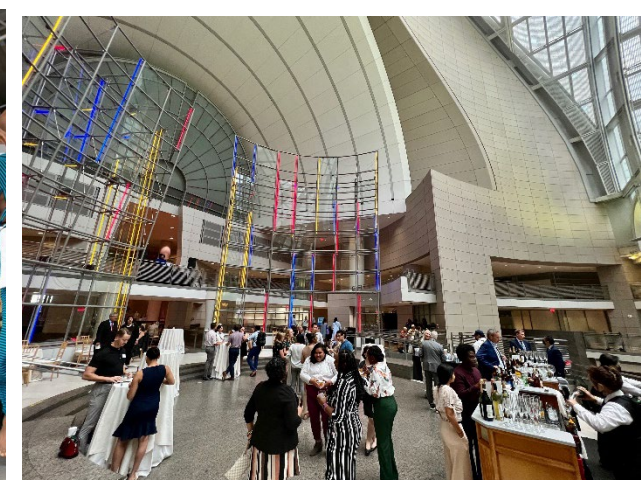
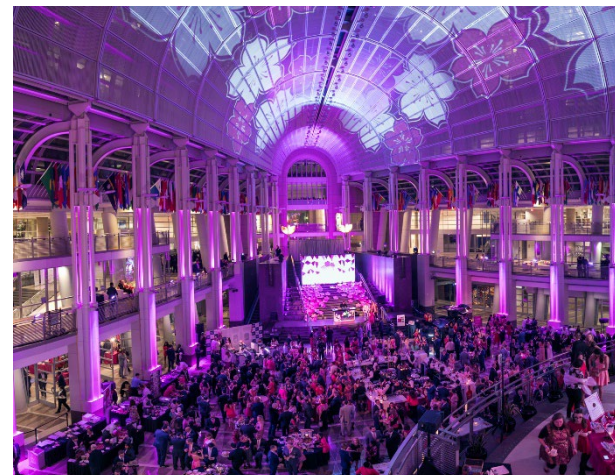
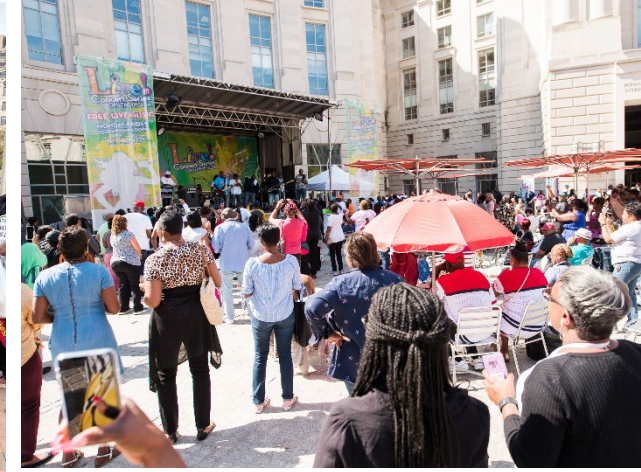
Ronald Reagan Building and  
International Trade Center,  
Washington, D.C.

Past projects  
demonstrate our ability  
to create vibrant centers  
of community activity  
and economic impact



# Connected to Our Community

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# cbt Overview



**cbt channels their collective drive and expertise to create resourceful, imaginative and transformative spaces**



# Overall Project Concept and Vision





# Project Vision

- Leverage Swampscott's **coastal charm and site's amazing vistas**
- Commitment to **preserve character of existing Hadley School** combined with modern elegance
- Outdoor amenity deck **with connectivity to Linscott Park**
- **Vibrant mix of uses** including 60 guestrooms, 2,500 square foot rooftop venue, lobby lounge and ground floor retail
- **Extensive ground floor activation** to attract a diverse and inclusive blend of visitors and guests with pedestrian connection to Hawthorne site





# Context Plan







Publicly Accessible  
Restaurant

Redington ST

Humphrey ST





HADLEY SCHOOL  
• MCMXI •

HADLEY SCHOOL  
• MCMXI •

HUMPHRY & REDINGTON  
BAKERY

BAKERY

CAFE

ENTRY

BAKERY

CAFE

CAFE

THE HADLEY







# Ground Plan









# Guest Room Plan

- Guest Rooms
- Retail
- Circulation / Amenity
- Vertical Transportation
- Hotel / Conferencing
- Support









# Mood Board





# Development Plan and Management Approach

- Evaluate **market analyses**
- Enter into **public-private partnership** to realize goals of Town of Swampscott
- **Community engagement**
- Meet with potential **hotel brands**
- Conduct **diligence, design and preconstruction** services
- Establish **realistic capitalization plan**
- Execute on **financing plan**
- **Commence and complete construction**
- Realize the **goals** of Town of Swampscott and other stakeholders



# Drew Team Advantage



**Public-  
Private  
Partnership  
Track Record**



**Expertise in Hospitality  
Development and  
Management**

**Exceptional Design and  
Program**

**Ability to  
Execute the  
Project**





| Questions?





# DELAMAR

•SWAMPSCOTT•



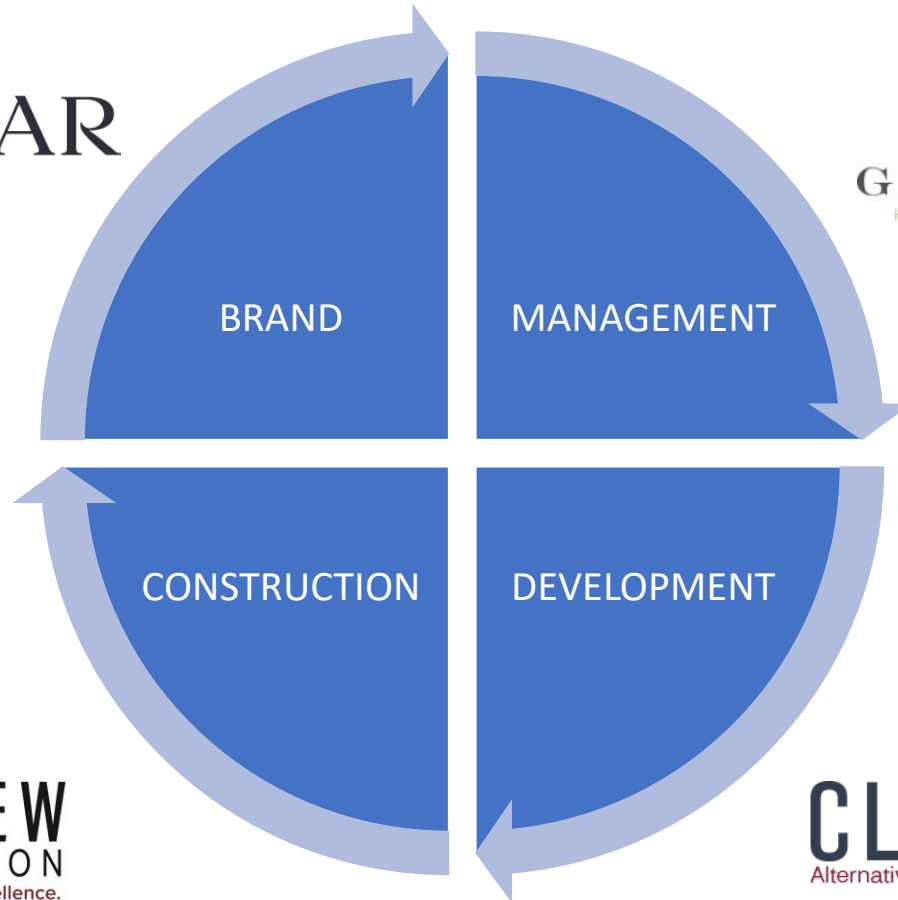
GREENWICH  
HOSPITALITY GROUP





# Organization Overview

DELAMAR



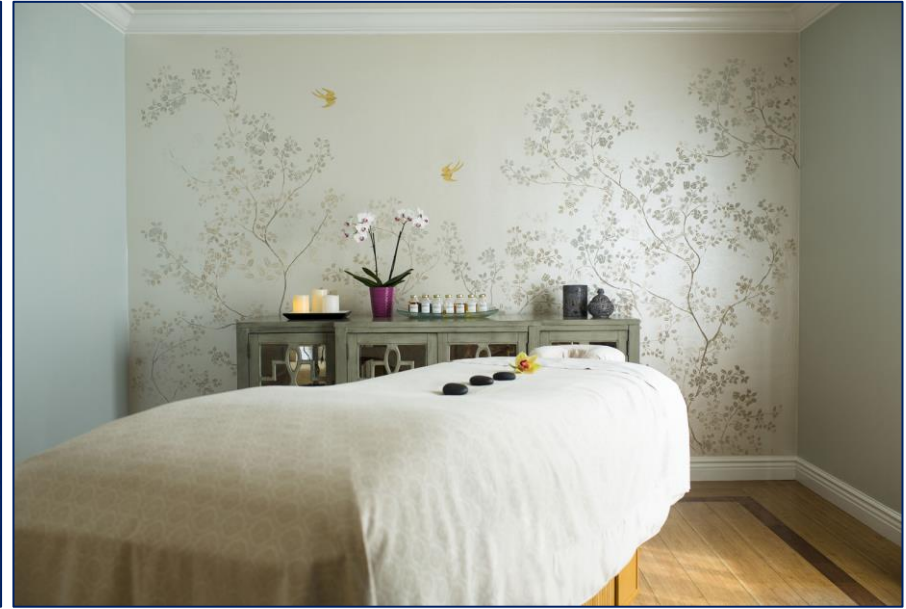
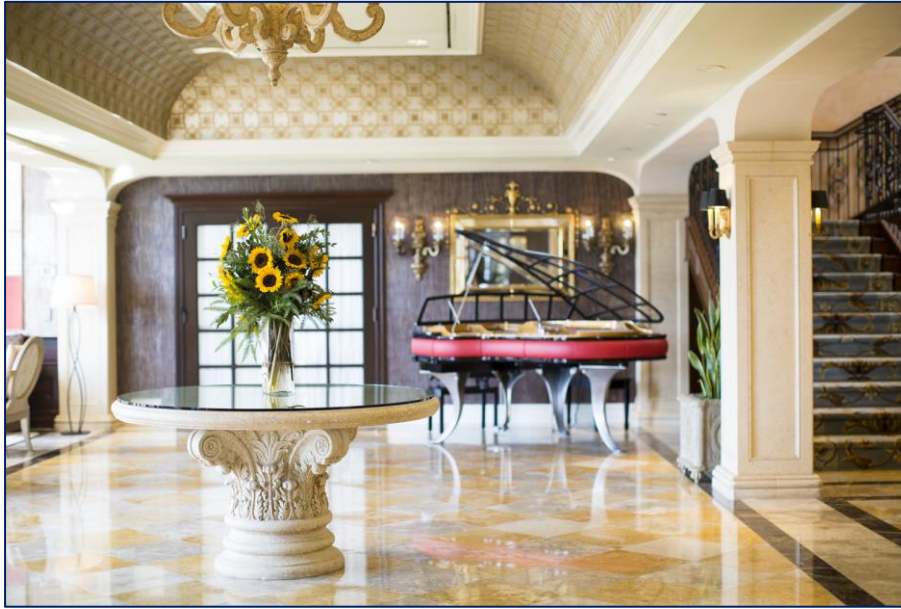
**CLEARVIEW**  
CONSTRUCTION  
Excellent Builders. Building Excellence.

**CLEARVIEW**  
Alternative investments. Exceptional returns.



# DELAMAR

• GREENWICH HARBOR •





# Redevelopment Case Study



DELAMAR  
• GREENWICH HARBOR •





# DELAMAR

• TRAVERSE CITY •





# Redevelopment Case Study



## DELAMAR

• TRAVERSE CITY •





# DELAMAR

• SOUTHPORT •





# DELAMAR

• WEST HARTFORD •





## COMING SOON...



### WESTPORT

Delamar Westport, planned to open Fall of 2024, will be conveniently located minutes from downtown Westport, poised to become the preferred destination for those seeking a boutique experience. The hotel will offer 86 appointed guest rooms and suites, outdoor dining, indoor pool, fitness center and private event space.

1595 Post Rd. East | Westport, CT 06880  
[westport@thedelamar.com](mailto:westport@thedelamar.com)



### MYSTIC

Delamar Mystic, opening Fall of 2024 will offer 31 distinctive guest rooms and suites with floor-to-ceiling windows, showcasing the breathtaking views of the Mystic River and Mystic Seaport. The hotel will feature unique, flexible event spaces, a waterfront restaurant and guest only outdoor pool.

105 Greenmanville Ave. | Mystic, CT 06355  
[mystic@thedelamar.com](mailto:mystic@thedelamar.com)



# Management & Operations Overview





# Recent Accolades



Delamar Greenwich Harbor  
Voted #3 Best Hotel  
in the Northeast



All Delamar Hotels recognized by  
Tripadvisor as a 2023 Travelers'  
Choice Winner & ranked in the  
top 10% of hotels worldwide



All Delamar hotels  
recognized & nominated  
for Travel+Leisure's  
World's Best Awards

## DELAMAR IN THE PRESS



**Erin Kenning Spiegel**,  
our Director of PR  
and Communications,  
shapes our media and  
influencer relations,  
devises communication  
strategies across

Delamar's portfolio, and executes dynamic  
PR initiatives to enhance the brand image.  
With expertise in the luxury lifestyle sector,  
she fosters strong relationships with  
prominent editors and influential relationships  
within celebrity/VIP circles. She has made  
over 125+ key press placements since her  
hire in April 2023.

Condé Nast  
**Traveler**

Top 25 Hotels In The  
Northeast: Readers' Choice  
Awards 2023

Condé Nast Traveler | October 2023 | Digital

**VOGUE**

In Search Of Rory Gilmore's  
Connecticut

Vogue | November 2023 | Magazine

**Forbes**

How One Entrepreneur Is  
Redefining Luxury In An  
Unlikely Location

Forbes | August 2023 | Digital Magazine

THE WALL STREET JOURNAL

For Summer's Best Beach  
Vacation, Head To...Michigan?

Wall Street Journal | July 2023 | Newspaper

**BAZAAR**

In The Driver's Seat: A Fall  
Weekend In Southport,  
Connecticut

Harper's Bazaar | November 2023 | Magazine

**ELLE DECOR**

50 Luxurious Spas That Are  
Just A Road Trip Away

Elle Decor | April 2023 | Magazine

**10 USA TODAY  
10Best**

10 Of The Most Romantic  
Places To Stay In New England

USA TODAY 10Best | January 2022 | Digital

**NEW YORK POST**

19 Best Romantic Getaways  
For Couples To Escape For  
Valentine's Day

New York Post | December 2023 | Newspaper

**The Boston Globe**

Wit and Wisdom in West Hartford

The Boston Globe | Digital Magazine

**MEN'S JOURNAL**

10 Best Fall Foliage  
Destinations To Avoid The  
Crowds

Men's Journal | October 2023 | Digital Magazine

Condé Nast  
**Traveler**

Delamar West Hartford: Six  
Years In, The Third Delamar  
Property Fortifies The Brand's  
Vision Of Connecticut Luxury  
Hospitality

Condé Nast Traveler | November 2023 | Digital

Condé Nast  
**Traveler**

A Weekend Escape Just 90  
Minutes Outside New York  
And A 15-Minute Stroll  
From Southport Harbor

Condé Nast Traveler | December 2023 | Digital



# RESTAURANTS

## DELAMAR'S PORTFOLIO OF AWARD-WINNING RESTAURANTS



l'escale at Greenwich Harbor



Artisan Southport



Artisan West Hartford



Artisan Traverse City



La Plage Mystic  
Coming 2024



Dandelion Westport  
Coming 2024

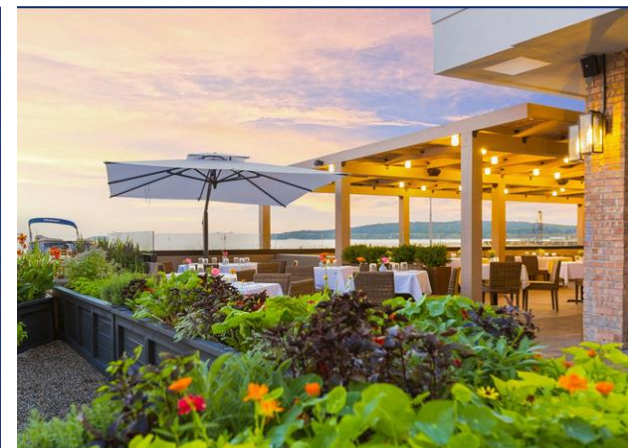


Frederic Kieffer, Executive Chef

l'escale  
restaurant bar



ARTISAN  
restaurant bar





# DELAMAR

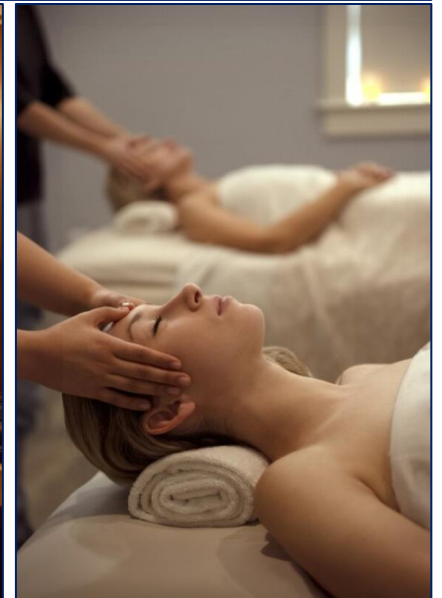
## » SPA «





# DELAMAR

• SOUTHPORT •





# DELAMAR

•SWAMPSCOTT•



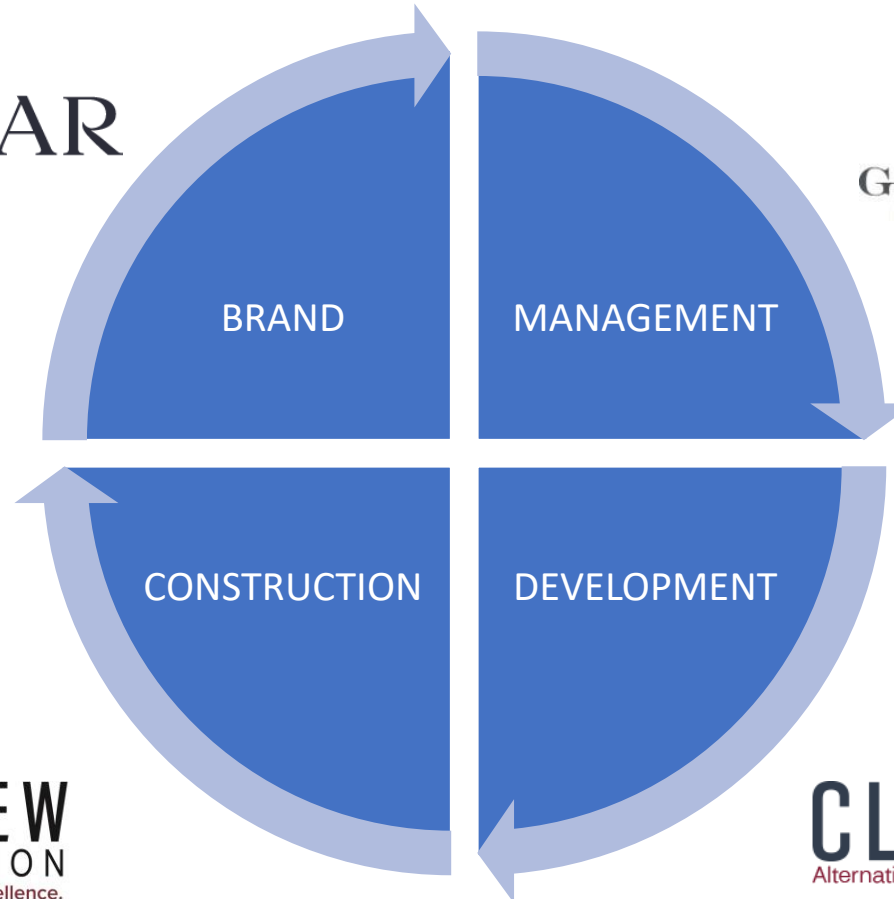
GREENWICH  
HOSPITALITY GROUP





# Organization Overview

DELAMAR



**CLEARVIEW**  
CONSTRUCTION  
Excellent Builders. Building Excellence.

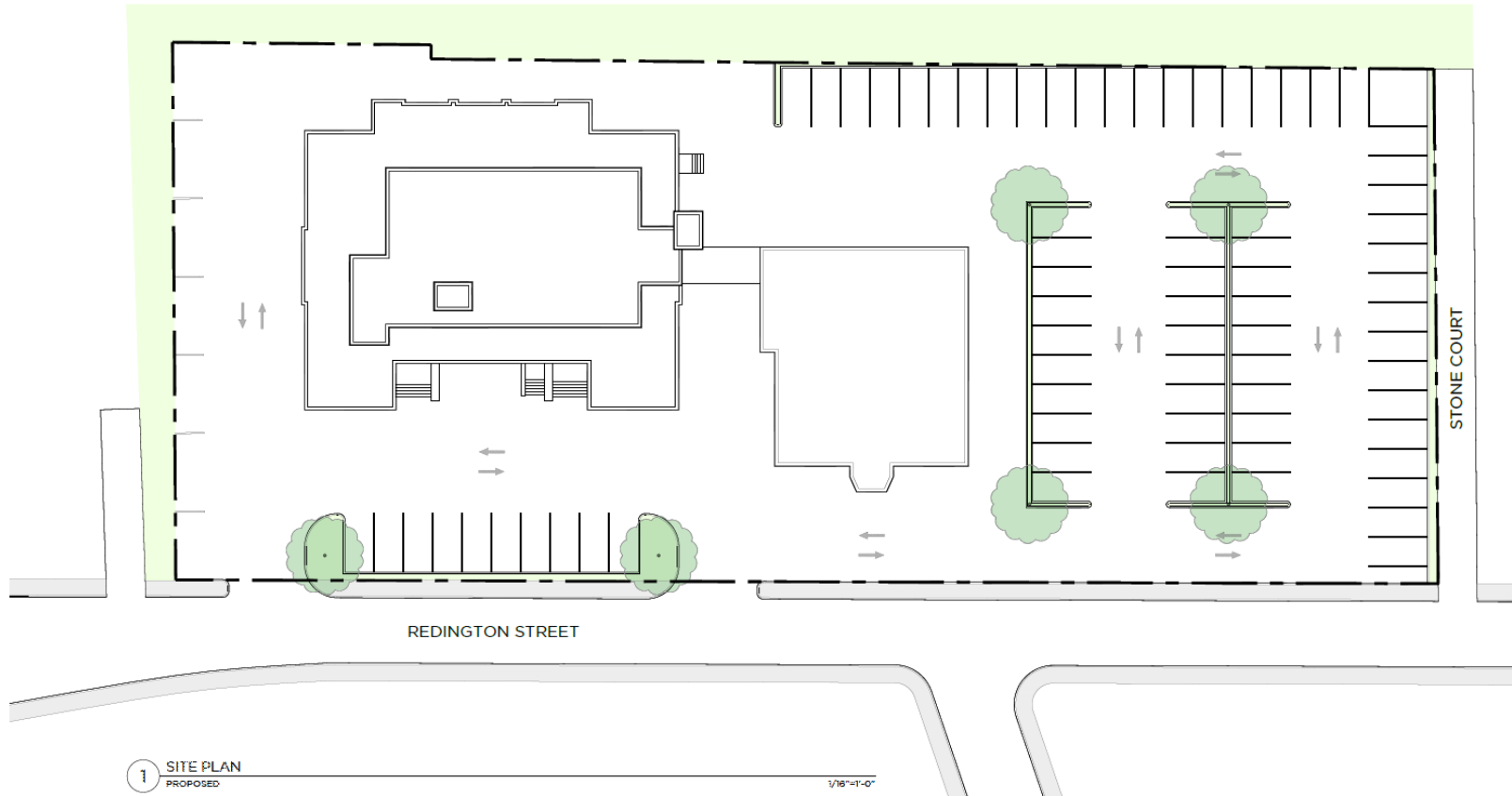
**CLEARVIEW**  
Alternative investments. Exceptional returns.



# DELAMAR

•SWAMPSCOTT•

## Site plan:

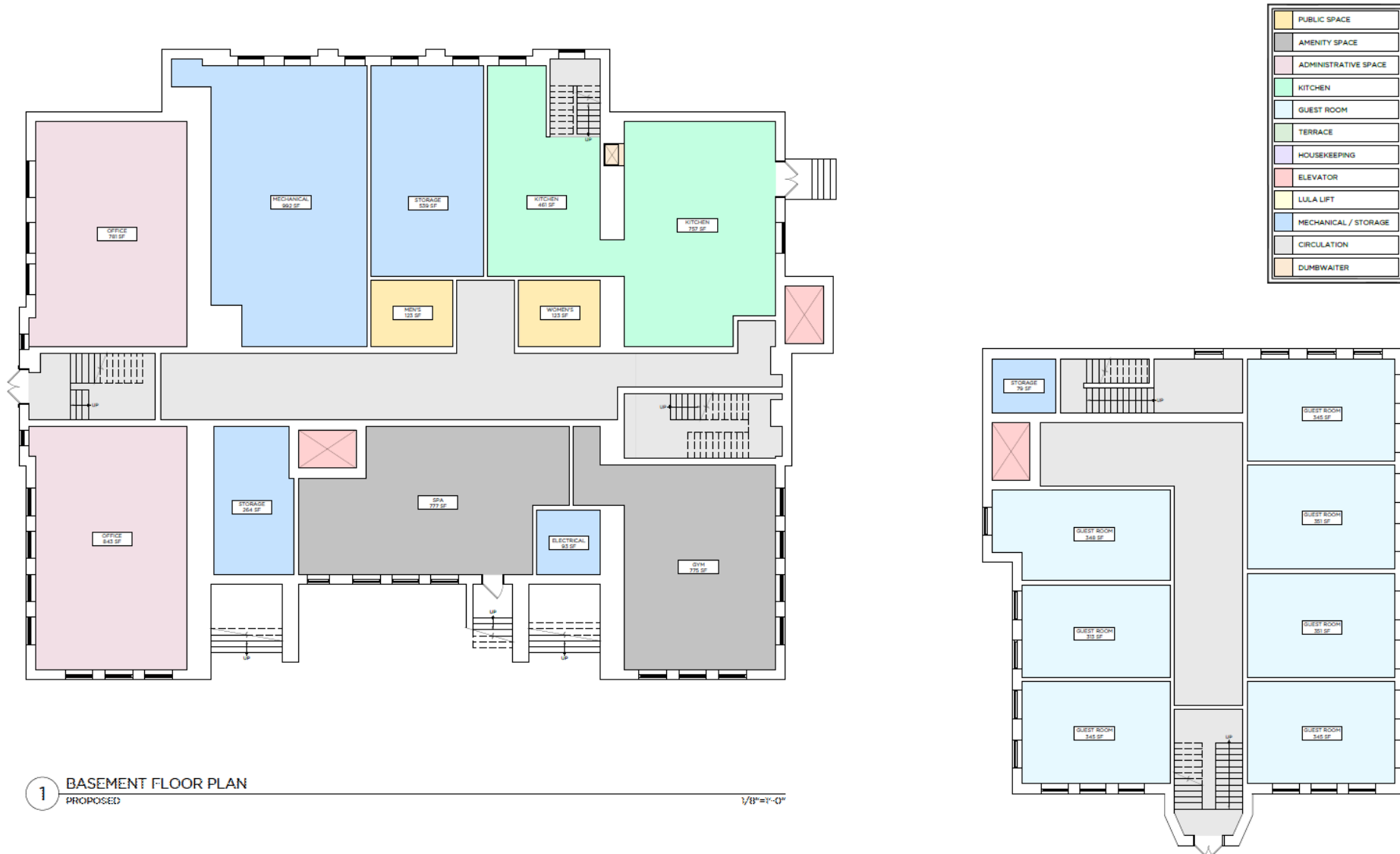




# DELAMAR

•SWAMPSCOTT•

## Basement:



1

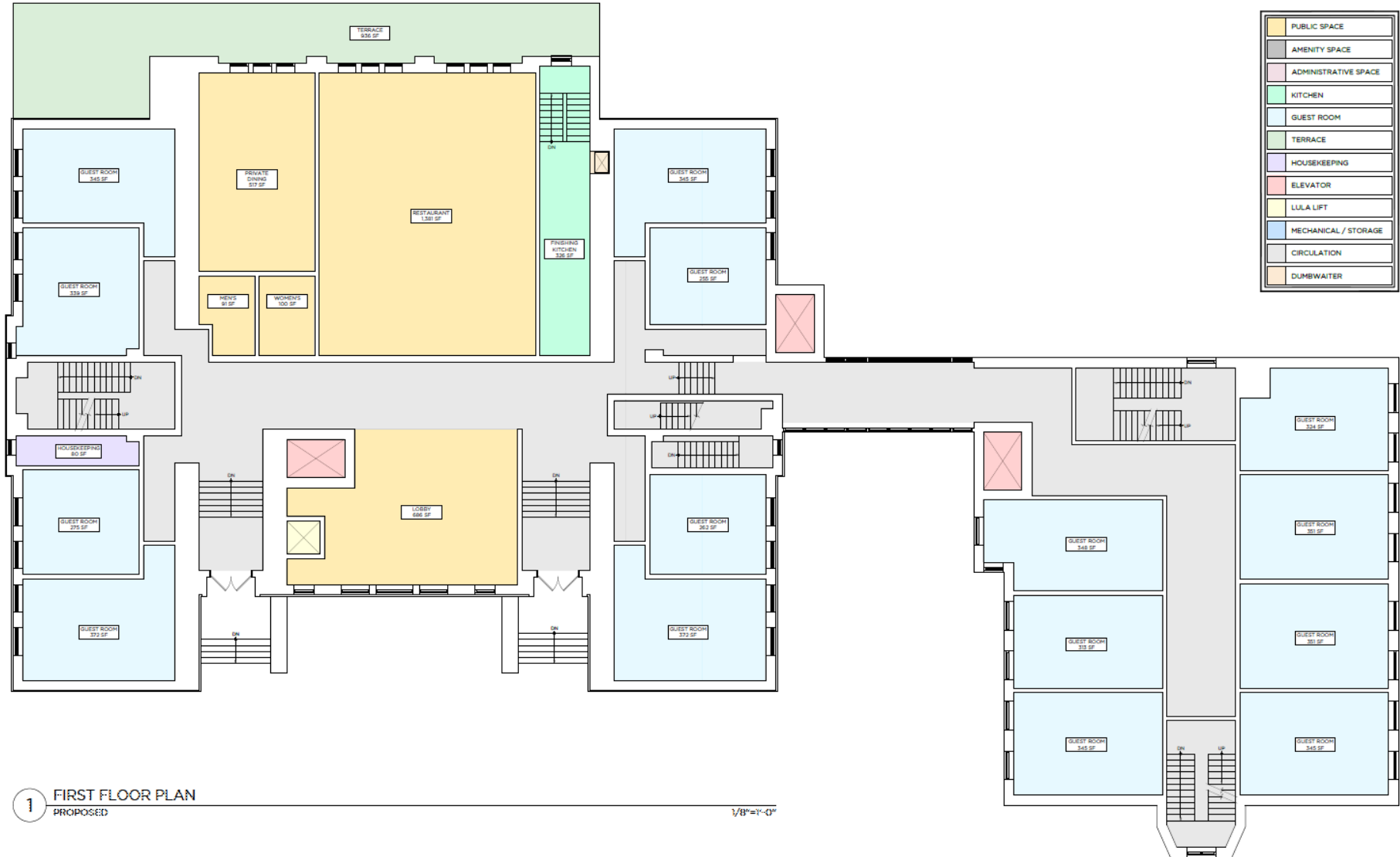
BASEMENT FLOOR PLAN  
PROPOSED



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## Ground Floor:





# DELAMAR

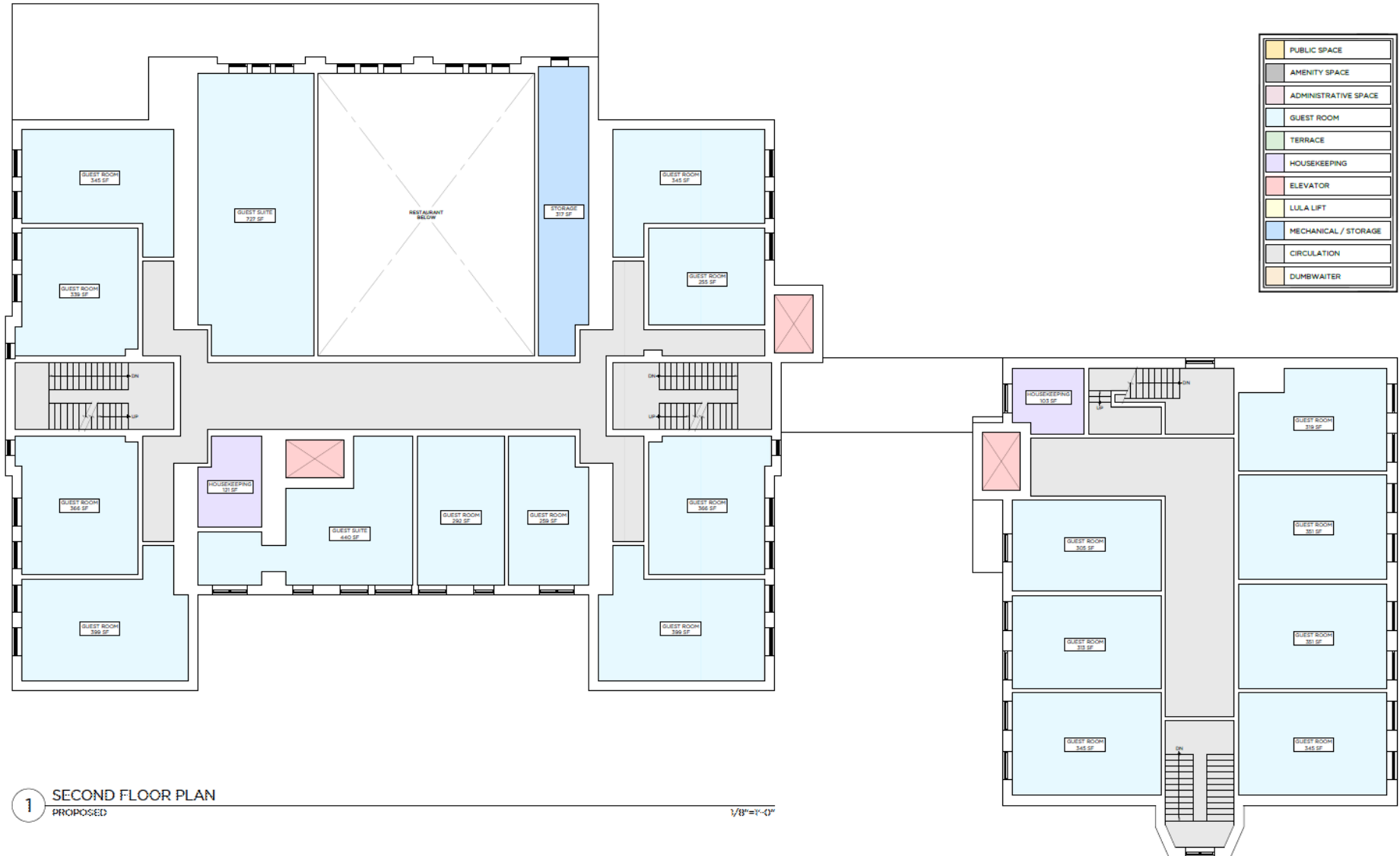
•SWAMPSCOTT•





•SWAMPSCOTT•

## Second Floor:





# DELAMAR

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## Third Floor:

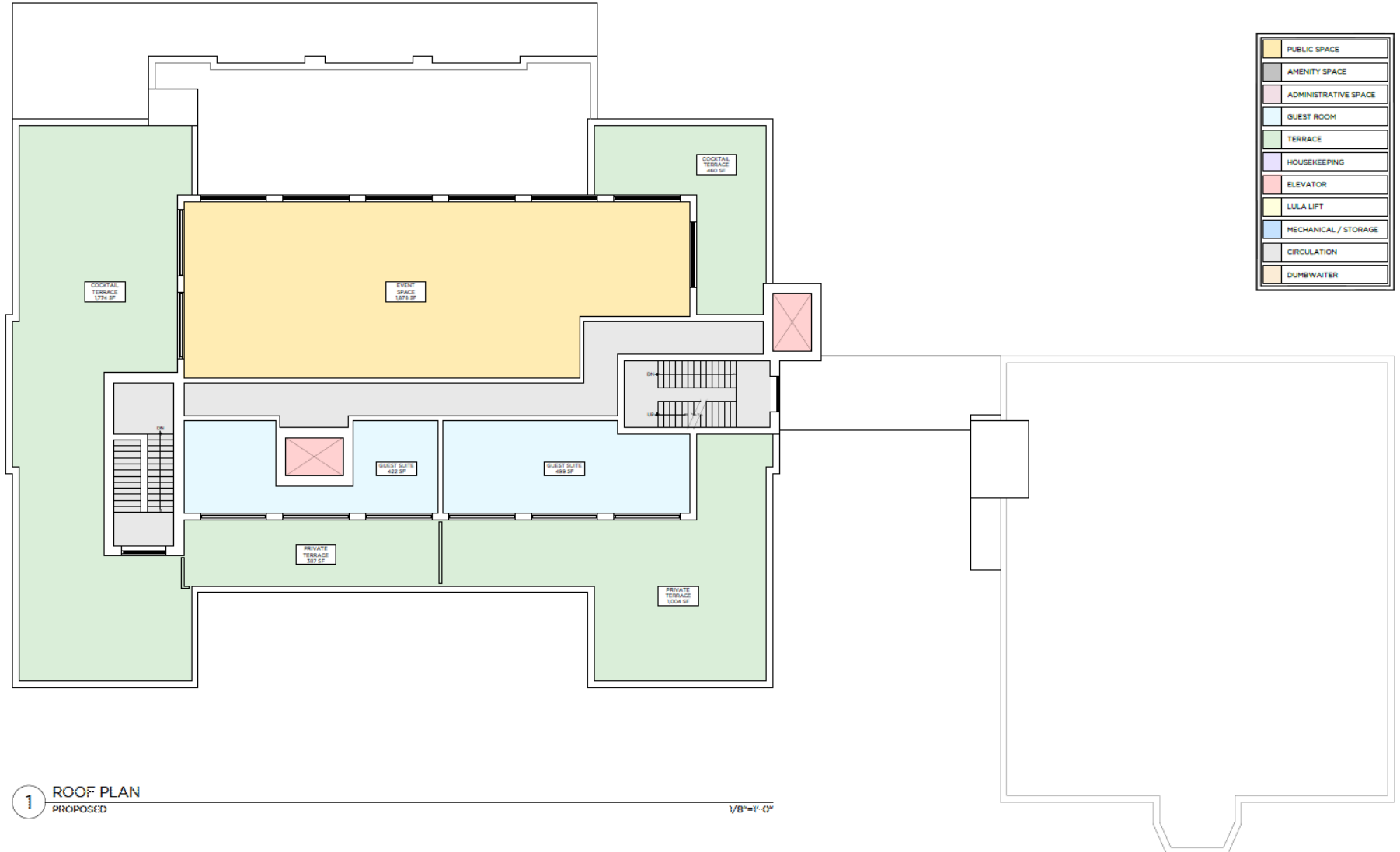




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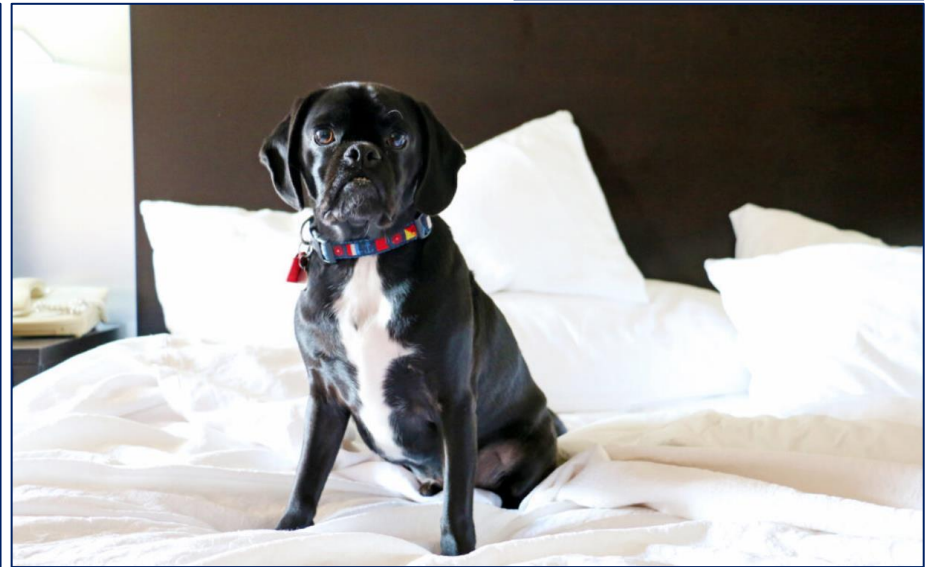
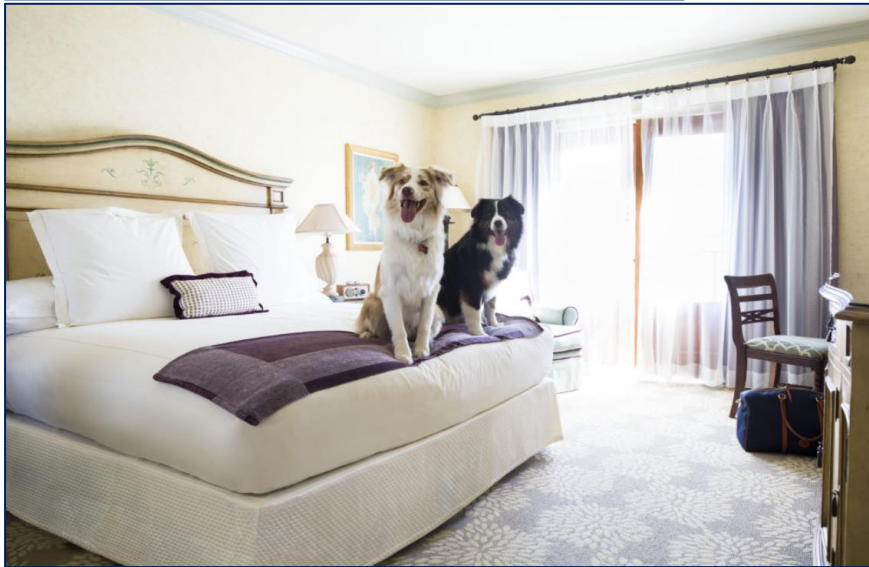
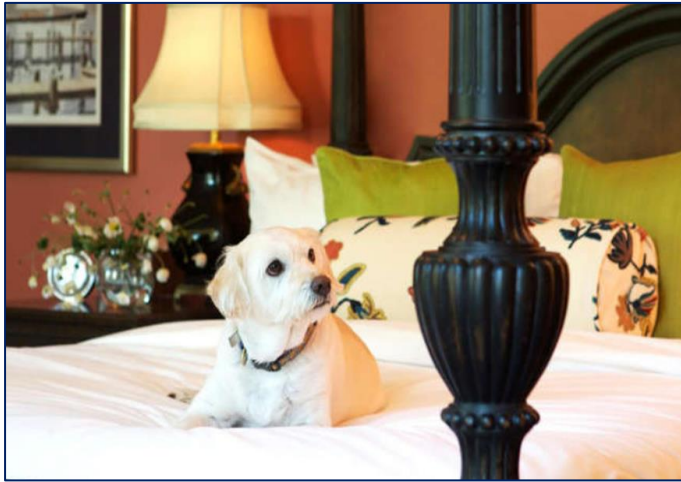
•SWAMPSCOTT•

## Rooftop:





# Dog of the Delamar





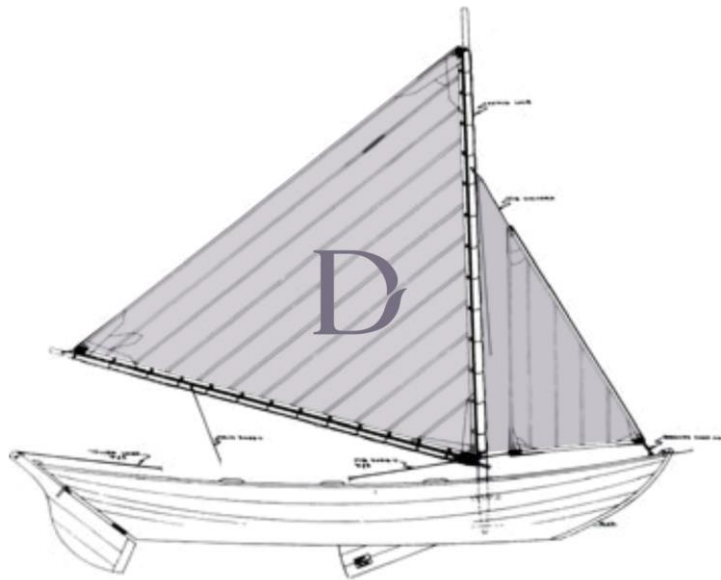
# Why Swampscott?



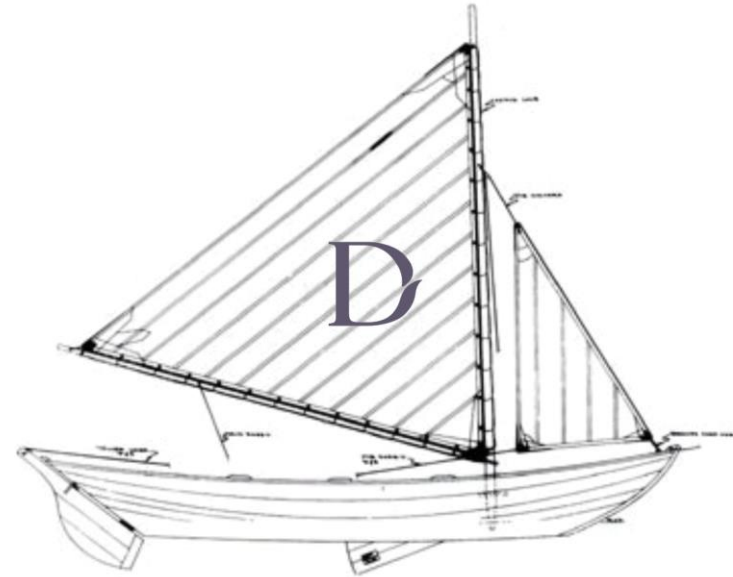


# Swampscott Dory

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