

TITLE: "Technical Proposal for Management of Camp Sewataro"

FROM: Scott Brody
K&E Camp Corporation
239 Moose Hill Street
Sharon, MA 02067

TO: Town of Sudbury
Chief Procurement Officer
Flynn Building
278 Old Sudbury Road
Sudbury, MA 01776

TECHNICAL PROPOSAL FOR MANAGEMENT OF CAMP SEWATARO

Table of Contents

MINIMUM CRITERIA.....	3
TECHNICAL PROPOSAL – COMPARATIVE EVALUATION CRITERIA	7
Exhibit A: DESCRIPTION OF INTENDED USE	15
EXHIBIT B: STATEMENT OF QUALIFICATIONS.....	25
EXHIBIT C: CERTIFICATE OF NON-COLLUSION	34
EXHIBIT D: TAX COMPLIANCE CERTIFICATION	35
EXHIBIT E: CERTIFICATE BY CORPORATE AUTHORITY TO SIGN CONTRACT.....	36
EXHIBIT F: RFP ADDENDA RECEIPT PAGE.....	37
EXHIBIT G: CORP RECORDS OF K&E CAMP CORP AND EVERWOOD CAMP PARTNERS LLC.....	38
EXHIBIT H: RECENT EVERWOOD PROGRAM REFERENCES	40
EXHIBIT I: LETTERS OF REFERENCE	41
EXHIBIT J: YOUTH CAMP LICENSES	45
EXHIBIT K: W-9 FORMS.....	46
EXHIBIT L: K&E CAMP CORP FINANCIAL INFORMATION.....	47

TECHNICAL PROPOSAL

MINIMUM CRITERIA

1. *Contractor must be a Massachusetts company/corporation (a 'C' corporation, LLC entity unto itself) or a foreign corporation with ownership that has been in place for at least five (5) years.*

K&E Camp Corporation is New Hampshire corporation (D/B/A Camps Kenwood & Evergreen), that was organized in 1996. K&E Camp Corporation owns and operates Camps Kenwood & Evergreen in Wilmot, New Hampshire. Scott Brody is the sole owner of K&E Camp Corporation. He is also the founder and principal owner of Everwood Camp Partners LLC, a Massachusetts limited liability company that was organized in 2009 (D/B/A Everwood Day Camp), located in Sharon MA. Should this proposal be accepted and should the Proposer be selected as the designated Contractor, his intention is to create a new corporation or limited liability company to serve as the operating company for this venture with Scott serving as the President and CEO of the new company and owning and controlling the new company. (See Corporate Records attached hereto as Exhibit G)

2. *Contractor has a minimum of five (5) years' favorable experience providing camp management services for public school districts, cities, towns, or community education organizations, and must have at least three (3) references from comparably-sized programs.*

Scott Brody, the principal owner and manager of the Proposer, has been a camp owner and director for 23 years. He owns and operates Everwood Day Camp and Camps Kenwood & Evergreen, and is a partner of IDEAS Education, which owns and operates 12+ camp programs in China. Scott is the current National Board Chair of the American Camp Association (ACA), the leading professional camp organization in the world, which accredits US camps and provides professional development opportunities for camp counselors, managers, directors and owners. Scott also serves on the Board of Directors of the ACA New York/New Jersey affiliate, the Foundation for Jewish Camp, and served as an Executive Board Member of the Partnership for 21st Century Learning in Washington DC until its recent merger with Battelle for Kids, which is a national not-for-profit organization committed to collaborating with school systems and communities to realize the power and promise of 21st century learning. Scott has won numerous awards in the camping profession, including the ACA National Service Award, the ACA National

Honor Award, and in March, he received the ACA Special Recognition Award for Outstanding Service to Organized Camping for his advocacy work in Washington DC, where he represents the Camp industry in lobbying efforts on Capitol Hill and at the White House.

The Kenwood & Evergreen and Everwood Day Camp programs were designed around Scott's work and research in the area of 21st Century Learning and college and career readiness. Both programs have been recognized by the Partnership for 21st Century Learning as "Exemplary 21st Century Learning Environments" after site review by independent observer teams of researchers, child development experts and Education Leaders. Both camps were the very first in the field to undergo this rigorous examination of program design, staff training and management, and research and evaluation to validate the learning and developmental outcomes that are central to their missions.

Everwood Day Camp (Everwood) has provided high quality day camp, leadership development, teambuilding and other educational and developmental experiences for members of the public since its founding ten years ago. During the summer, Everwood serves up to 900 children per week for its 9 to 10-week season with a staff of approximately 200. Since its founding, Everwood has grown rapidly, from 0 to its current population, becoming one of the largest summer camp programs in New England.

In addition to its summer camp programming for children aged 4 to 14, Everwood operates a teen leadership development program called "LEAD" and a Counselor-In-Training program for young staff. Everwood also provides programming for many school groups for teambuilding, leadership development, organized play and school transition purposes. Program partners include the Town of Sharon Public Schools (all schools in district), and the Towns of Foxborough Public Schools, Stoughton Public Schools, Millis Public Schools and Norwood Public Schools.

Everwood has close partnerships with many community organizations, including the Sharon Education Foundation (SEF), with which we co-sponsor an annual Child Development speaker series for all parents in Sharon on topics including early child development, children and their social relationships, bullying and social cruelty, technology addiction, and the like. Everwood partners with all Sharon Public School PTO's, the Girl Scouts, local clubs and sports teams and religious organizations including Temple Sinai of Sharon, with which we operate "Camp HiHo", an annual program for young children of the Jewish faith. (see program references attached hereto as Exhibit H)

Everwood also has two cornerstone partnerships, with the Town of Sharon and with the Elizabeth Peabody House in Somerville. Everwood operates on two adjacent sites, each of which has been leased under long-term ground leases to Everwood Camp Partners LLC pursuant to separate arrangements. Everwood has a long-term ground lease with the Town of Sharon (see Letter from Sharon Board of Selectmen, attached as Exhibit I). Everwood also operates of the site of the former "Camp Gannett", which it leases from the Elizabeth Peabody House, a "settlement house" located in Somerville MA that primarily serves the families and children of recent immigrants from Haiti and Central America.

Everwood provides camping services to the children served by the Elizabeth Peabody House and fully includes these children in the wider Everwood program. Everwood's unique arrangement with the Elizabeth Peabody House removes economic barriers for Elizabeth Peabody House's disadvantaged community so that these children can access a high quality experiential educational and developmental program while enriching the entire Everwood community with greater economic and cultural diversity. Both partnerships have been very successful for Everwood and our partners, and both are long-term relationships that will span decades to come.

Camps Kenwood & Evergreen (K&E) is a residential camp which serves approximately 335 children per week for 7 weeks each summer with a staff of approximately 200. It was founded in 1930, and Scott purchased the camp in 1996. 93-95% of eligible campers return year after year, one of the highest return rates in the industry. Over the years, K&E has worked in partnership with the Town of Wilmot, NH, the Wilmot Fire Department, New London (New Hampshire) Hospital, the NH Children's Trust and community and nonprofit organizations to run special events, fundraisers, programs, and more for these organizations. In addition, for several years, K&E partnered with the Anti-Defamation League of New England to operate "Camp IF", an interfaith camp experience for children of Christian, Muslim and Jewish faith traditions, designed to build understanding among the children as well as help facilitate community action and social justice work in their local communities throughout New England.

3. *Approved license to run a camp as issued by the local Board of Health. Commonwealth of Massachusetts preferred.*

See 2019 Permit to Operate issued by the Town of Sharon Board of Health and 2019 Youth Camp License issued by the State of New Hampshire, attached hereto as Exhibit J.

4. *Bidders Qualifications and References Form*

See executed Exhibit B, attached hereto.

5. *Executed Certificate of Non-Collusion*

See executed Exhibit C, attached hereto.

6. *Executed Attestation - Certificate of Compliance with State Tax Laws, M.G.L. c. 62C, §49*

See executed Exhibit D, attached hereto.

7. *IRS W-9 Form*

See W-9 form for K&E Camp Corporation, attached hereto as Exhibit K.

8. *Description of Intended Use*

See Exhibit A, attached hereto.

9. *Certificate by Corporate Authority to Sign Contract, if applicable.*

See executed Exhibit E, attached hereto.

10. *RFP Addenda Receipt Page*

See executed Exhibit F, attached hereto.

TECHNICAL PROPOSAL – COMPARATIVE EVALUATION CRITERIA

1. Interviews

The Evaluation Committee will schedule interviews with all proposers who have met the Minimum Criteria and are responsive to this RFP. At the start of the interview, the proposer will have up to fifteen (15) minutes to present a company background and presentation. The Evaluation Committee will prepare five (5) questions, which will be asked of all proposers after the presentation. The Evaluation Committee may also ask additional questions.

The proposer fully intends to participate in the interview process and stands ready to answer any relevant question that is posed.

2. Experience – Summer Camps

Specify programming plan for Camp. Proposer must have run each of these programs in other municipalities or facilities for a minimum of five (5) years.

Plan must include which programs have been offered and for how many years.

In general, the Proposer intends to operate a day camp on the Sewataro site from June through Labor Day each year that is virtually identical to the day camp program that is currently run by the Taylor family at Camp Sewataro. The current camp is exceptionally successful, with a large alumni base and hundreds of dedicated families that have specifically chosen the current Sewataro program over the many others that are available in the western suburbs of Boston.

It is our belief that any significant shift away from the current program model would undermine our ability to retain the existing client base and would adversely impact the financial viability of the camp, putting the income share of the Town of Sudbury at risk. Furthermore, while other proposers may operate successful programs on other sites in the area, the client base of Camp Sewataro has chosen the camp among many other options due to its strong leadership and the caring camp community they have created summer after summer. To assume that current families would enroll their children in a new camp program run by new management at a similar price point is speculative at best. Camps are much more about the people than the place.

Sewataro has offered a superior programmatic experience with exceptional counselor ratios and steady, detail oriented and highly customer-focused camp leadership, all at a premium price. To maintain the economic model and provide the Town with the income it is seeking, the Proposer believes things must remain the same to the greatest extent

possible, with the addition of a greater number of scholarship recipients to increase community participation in this high quality camp program, as more fully discussed below.

Toward that end, **the Proposer has secured the agreement of the current leadership team of Camp Sewataro, including the Camp Director, Assistant Director, Business Office Manager and the Community & Events Manager to join the Proposer's new organization**, should it be selected pursuant to this process, to continue to run Camp Sewataro. All members of the current management team have made this commitment and are eager for this new venture to be successful for many years to come. We believe that this is critical if we are to maintain Sewataro's existing customer base.

The Proposer has pledged to employ all members of the current Sewataro leadership team, to provide them with uninterrupted salary and benefits at or in excess of their current levels, and to work with them to carry on the traditions of Sewataro, while innovating to meet the changing needs of current and future Sewataro families, and to open up opportunities for additional children from Sudbury to attend through a significant scholarship program, meaningful public site access and use by the Sudbury community. Proposer will partner with the Town of Sudbury to provide for public programming and access, and to facilitate recreational, educational and cultural uses during the other months of the year by the Sudbury Parks & Recreation Department, the Council on Aging, Sudbury Public Schools and other town affiliated organizations.

The Proposer has extensive experience operating traditional high-end co-ed day camp programming of the type that is currently occurring at Sewataro. Everwood has a nearly identical program design to Sewataro, a virtually identical customer base and staffing model, and has been in existence for 10 years. Kenwood and Evergreen have provided almost identical programming to Sewataro under ownership by Scott since 1996 for similarly situated clients. Both Everwood and Kenwood & Evergreen offer scholarships to many children, directly through the camps and also with affiliated non-profit organizations, making camp affordable to families that could not otherwise afford to attend.

Sewataro's current program includes developmentally appropriate group activities in land sports, fine and performing arts, water based activities including swimming and boating, theater, nature and camp craft, adventure activities, and group teambuilding, all within the structure of age/grade defined groups consisting of 12-18 children. Everwood has almost the same design as Sewataro, with the addition of a number of elective activities given Everwood's larger size. Programs that could be imported from Everwood to Sewataro could include STEM/Innovation Lab and Community Service & Conservation Projects. Activity length and activity schedule would remain the same as currently offered.

Both Sewataro and Everwood host short overnight experiences from time to time during the summer, and both run "Special Event" programming throughout the summer designed to make every day at camp unique and exciting. We would continue this approach and bring new themes and special event days to Sewataro during the camp season.

Sewataro has recently ventured into programming to teens, with a focus on leadership development as a pathway to their Counselor In Training program. We would continue this development program, and bring to it elements from Everwood's highly successful LEAD program, which blends camp activities, leadership development through practice, and community service into a highly engaging service/learning experience.

Sewataro's early childhood "Sprouts" program is very similar to Everwood's "Turtle" program, which serves the same age cohort, with developmentally appropriate programs for preschoolers and pre-K campers. Everwood has specially designed activity areas that were purpose-built for serving this camper cohort, including a "high ropes course" that is only a few feet off of the ground but gives the youngest campers the experience and thrill of a mini-zip line. We would continue to develop Sewataro's programming in this area to add to its offerings.

In terms of School Year camp-style programming, Everwood has offered many programs for local elementary, middle and high school students, as discussed above. Program outcomes include teambuilding, leadership development, organized play and smooth and effective school transitions for students. We would be interested in partnering with the Sudbury Public Schools and Lincoln-Sudbury to provide similar experiences for the students of Sudbury using the Ropes Course and other activity areas on the Sewataro site.

We have successfully run dozens of School Year developmental and leadership programs throughout the last ten years, and, if Proposer is selected and this School Year-use is permitted by the Town, Proposer would use its program development insight to develop a customized experience for Sudbury students, including "mini-camps" for different grade cohorts, class retreats, and even professional development "camps" for teachers during staff development days. These programs could help teachers and other youth serving professionals facilitate effective communication, develop stronger classroom management skills, help to build and maintain a positive school climate, and strengthen their project-based learning facilitation skills. Scott and our team have extensive experience providing such training for teachers all over the world for the last six years.

3. Management Expertise

Provides detailed background, experience, and roles of Proposer Owner and Camp Director. Highly Advantageous: proposer has a detailed immediate response back-up staff plan and offers qualified candidate(s) to back-up Director and other staff.

As discussed above, the Management Team associated with this proposal consists of Scott Brody and all of the members of the current Sewataro management team, with the exception of Mark Taylor, who has offered to help with the transition but will not be at camp next summer. We also intend to hire a new Site Manager and Assistant Site Manager, an additional Director and/or Assistant Director, a Community Relations Manager to facilitate community partnerships, community events and public access, and additional administrative support.

In addition, the 16 full-time members of the Everwood Day Camp and Kenwood & Evergreen leadership teams will be available to back up the Sewataro team in the unlikely event the need arises,. Each of those team members has deep expertise in program development and management, staff hiring and training, site management, HR functions, and business and accounting functions. These team members are already highly trained in the *Campminder* CRM system that is currently used at Sewataro to manage all key business functions, as well as enrollment, staff recruitment and management, and program management. Collectively, the 16 members of our K&E and Everwood leadership teams bring 200 years of camp management experience to back up and support the Sewataro team.

A

EXHIBIT A: DESCRIPTION OF INTENDED USE

In general, the Proposer intends to continue operations in the same fashion as the current Sewataro program from June through Labor Day each year, and to facilitate its use for other recreational, educational and cultural uses during the other months of the year by the Sudbury Recreation Department, the Council on Aging, and other town affiliated organizations.

1. Description of the activities to take place on the Site

A. Summer Day Camp Use

During the summer season, the many activities to take place on the site will continue the Camp Sewataro tradition of offering a unique and diverse children's summer camp program based on traditional camp activities, augmented by creative and progressive new programs. Our camp will be led by the current Sewataro operating team with the help of additional leaders, as more fully described above. We have fully secured the commitment of the current full-time leadership team to participate in this venture and intend to rehire as much of the current beloved seasonal counselor, leadership and specialty staff as possible. Stability in leadership and counselor staff will be key to the continued success of the program and to an ongoing revenue stream for the Town of Sudbury. Activities we intend to continue the following:

ADVENTURE CHALLENGE:	Low Ropes, High Ropes, Rock Climbing, Zip Line, Adventure Kingdom
CREATIVE ARTS:	Crafts, Dance/Movement, Drama, Music Studio, Variety, Creative Arts
INDIVIDUAL SPORTS:	Archery, Golf, Target Paintball, Tennis, Kickball, Puff Hockey
JUST FOR FOX!	Adventure Kingdom, Field Sports, Magic Treehouse, Parachute, Sand Kingdom, Creative Arts
TEAM SPORTS:	Basketball, Lacrosse, Soccer, Softball, Street Hockey, Volleyball, Whiffleball
THE GREAT OUTDOORS:	Campcraft, Fishing, Gardening, Horseback Riding, Nature
WATER SPORTS:	Instructional Swim, Free Swim, Canoeing, Kayaking, Paddleboarding

New program areas may include **STEM/Innovation Lab, Outdoor Cooking, Indoor Cooking & Community Service & Conservation Projects.**

B. Year Round Site Use

As described above, while preparation for the Camp season will require constant activity at the site throughout the non-camp months, the Proposer understands that significant site access by the citizens of Sudbury is essential to the success of this partnership and is in the interests of the citizens of Sudbury.

In general, we propose to offer reasonable access to the site's trails and natural landscape at all times of the year when the camp is not in operation for hiking, walking, and winter activities. We will work with the Town to designate reasonable parking areas and facilities to accommodate the public, determine viable visitor capacities, and the like. We will also work with the Town to develop a security plan for the site, and to determine staffing requirements associated with such access and use, associated maintenance and staffing costs, how such costs are allocated between and among the town, user groups, the public and the Proposer, and other considerations that will influence the scope and scale of site access.

Site access during the summer camp operating hours by members of the public could place campers at risk, would violate applicable Massachusetts camp regulations, as well as provide unmanageable challenges to maintaining security of camper and staff belongings and camp equipment. For that reason, access to the site must be restricted from mid-June to late August.

In lieu of public access during this time, the Proposer will offer weekend programming at various times throughout the summer on certain portions of the site for the benefit of the citizens of Sudbury ("Sewataro Saturdays" or "Sewataro Sundays"), including music festivals, family picnics, a 4th of July fireworks and family celebration, a fishing derby (catch & release), concerts for families and seniors, and other family events. The scope of these events and the extent of site and facility access would be subject to discussion and mutual agreement. It would be our intention to continue to offer such events periodically during the school year, with a Fall/Halloween Festival, Christmas Light event, holiday events and other seasonal offerings.

As stated above, we intend to hire a Community Relations Manager to work in close partnership and collaboration with the Board of Selectmen, any advisory committee that may be formed to provide oversight regarding public access and future use of the site, the Recreation Department, Council on Aging, Sudbury Public Schools and other town affiliated organizations seeking to offer programs on the site for the benefit of the citizens of Sudbury.

It is our hope that such partnerships and collaboration will result in the creation of year-round enrichment programming for area youth, providing one-stop shopping for parents seeking to enhance their children's traditional learning through participation in art classes, academic programs, athletic programs, and other events for area families. It is also the Proposer's hope to facilitate programming for Sudbury's senior citizens, including nature and art-based programming on site.

We recognize that as collaborative programming is developed, it will require shared use of the site during the school year. The only buildings that we believe must remain in our exclusive use year-round are those spaces currently utilized by the

Camp Sewataro team as “winter office” space, spaces dedicated to storage of items utilized in the summer camp program, and the four dwellings on the property, which we plan to use for staff housing, as more fully described above. Otherwise, it is our intention to offer flexible use of any remaining buildings or structures to accommodate school-year programming and reasonable public access, as described above. We are eager to enter into discussion with the Town and its agencies and organizations to develop a more detailed plan of shared site use and access.

In terms of our use of the site during the school year, Camp related maintenance and site development activities will continue throughout the non-camp season by staff members and independent contractors, in accordance with applicable MGL c. 30B requirements, with Town input and consent to necessary improvements. Tours will be conducted on a year-round basis, and regular open houses will be hosted for prospective and current camp families, as well as staff applicants throughout the year. The Camp’s administrative team will continue to be headquartered onsite on a year-round basis. In addition, “Vacation Camps” will probably be held throughout the year at appropriate times for area children to attend.

2. Calendar of activities, including typical daily schedule(s)

The 2020 summer schedule would be virtually identical to this year’s schedule, with adjustments for calendar shifts. Here is our current proposed 2020 Sewataro calendar, subject to revision:

Sunday, June 7

Sprouts Open House 1-2pm

Monday, June 15

1st Day of Sprouts

Sprouts Week 1

Sunday, June 21

Open House 1 - 3:30pm

Monday, June 22

1st Day of Camp!

Sprouts Week 2

Thursday, June 25

CIT Overnight

CIT Project Adventure Trip

Monday, June 29

Sprouts Week 3

Tuesday, June 30

Eagle & Senior Camp Overnight

Friday, July 3

Session 2.1 Ends

Camp Closed - Independence Day

Monday, July 6

Sessions 6.2, 4.2 & 2.2 Begin

Sprouts Week 4

Monday, July 13

Sprouts Week 5

Tuesday, July 14

Fox & Bear Overday

Thursday, July 16

CIT Cradles to Crayons Trip

Senior Camp Wachusett Hike

Friday, July 17

Sessions 4.1 & 2.2 End

Monday, July 20

Sessions 4.3, 2.3 & CIT 2 Begin

Sprouts Week 6

Monday, July 27

Sprouts Week 7

Thursday, July 30

CIT Overnight

CIT Project Adventure Trip

Senior Camp Boating Trip

Friday, July 31

Sessions 6.1, 4.2 & 2.3 End

Monday, August 3

Session 2.4 Begins

Sprouts Week 8

Thursday, August 6

Eagle & Senior Camp Overnight

Monday, August 10

Sprouts Week 9

Tuesday, August 11

Fox & Bear Overday

Friday, August 14

Last Day of Camp

The Daily Camper Schedule during the Camp season would resemble the sample below:

	Monday	Tuesday	Wednesday	Thursday	Friday
8:45-9:00	OPENING EXERCISES				
<i>1st Period</i> 9:00-9:45	Tennis	Volleyball	Campcraft	Adventure Challenge	Archery
<i>2nd Period</i> 9:45-10:30	Drama	Adventure Challenge	Canoeing/Kayaking/ Paddleboarding	Music & Movement	Fishing
<i>3rd Period</i> 10:30-11:15	FREE SWIM				Instructional Swim
11:15-12:15	LUNCH				
<i>4th Period</i> 12:15-1:05	Softball	Nature	Basketball/Street Hockey	Soccer/Lacrosse	FRIDAY SPECIAL EVENT
<i>5th Period</i> 1:05-1:55	Crafts	Paintball/Golf	Crafts	Music Studio	
<i>6th Period</i> 1:55-2:45	INSTRUCTIONAL SWIM				
2:45-3:15	TRIBE TIME & SNACK				
3:15-3:45	CLOSING EXERCISES				

Hours for the Extended Day Program would be as follows:

Morning: 7:30am - 8:30am

Afternoon: 3:45pm – 6:00pm

3. Approximate number of participants and staff using the facility

The number of participants and staff using the facility is based on the number of Campers enrolled. The approximate ratio of Campers to overall staff will be 4:1, with 2-3 Counselors in every group of 12-18 Campers, plus lifeguards, administrators, maintenance, activity leaders and office staff.

Current camp capacity is limited to 600 campers pursuant to the existing Special Permit. As stated above, it is our desire to expand that number to 650 to provide for 50 scholarship recipients from Sudbury to attend Sewataro for each of our four two-week sessions. The current Sewataro program employs approximately 180 year-round and seasonal staff. We would anticipate a similar number of staff in future

years, with more required if we are permitted to grow enrollment, as described above.

4. List of buildings and areas required for activities

It is our intention to utilize all buildings listed in Appendix B of the RFP for the operation of our day camp program, as all our currently utilized for that purpose and are necessary to deliver the program. The sole exceptions to that are the four private dwellings, which are currently rented to tenants, but which we are prohibited from renting to outside parties pursuant to the terms of the RFP.

It would be our intention to utilize all four of these dwellings for the housing of year-round and seasonal staff, including the Camp Director, Site Manager, and other staff members, with no rent charged or collected. The availability of high-quality on-site housing is critical to our ability to recruit and retain key day camp staff and would allow us to house a limited number of seasonal employees onsite, who could staff the envisioned weekend programming for the citizens of Sudbury that are outlined in this response.

5. Proposed alterations and improvement plan for buildings and grounds

The following is the proposed alterations and improvement plan for the buildings and grounds. It reflects the Applicant's current plan and is subject to change:

The Sewataro buildings and other structures are currently in first-class condition. Therefore, in our first three years of operation, we envision limited additional site development or new construction, beyond that which is required to maintain the site and buildings in good repair and to reasonably accommodate the campers and staff that participate in our summer program, plus any other alterations that are required by federal, state or local laws or regulations.

If we are granted extension terms in future years, we would be willing to explore additional construction and development of new facilities or substantial renovations and improvements of existing facilities, based on the expected life of those improvements and short, medium, and long-term benefit to the camp operations. In essence, the longer we are in place as the operator, the greater our level of investment in site development that benefits the camp program will be. Such possible future projects could include new high ropes elements, new shelter and activity spaces, and the planned phase in of greater universal access to the site pursuant to ADA regulations.

6. Plan for community use of and access to the buildings and grounds

As described above, while preparation for the Camp season will require constant activity at the site throughout the non-camp months, the Proposer understands that significant site access by the citizens of Sudbury is essential to the success of this partnership and is in the interests of the citizens of Sudbury.

In general, we propose to offer reasonable access to the site's trails and natural landscape at all times of the year when the camp is not in operation for pedestrian walking, hiking and for cross-country skiing, snowshoeing and other passive recreation. We will work with the Town to designate reasonable parking areas and facilities to accommodate the public, visitor capacities, and the like. We will also work with the Town to develop a security plan for the site, and to determine staffing requirements associated with such access and use, associated maintenance and staffing costs, how such costs are allocated between and among the town, user groups, the public and the Proposer, and other considerations that will influence the scope and scale of site access.

Site access during the summer camp operating hours by members of the public could place campers at risk, as well as provide unmanageable challenges to maintaining security of camper and staff belongings and camp equipment. For that reason, access to the site must be restricted from mid-June to late August.

In lieu of public access during this time, the Proposer will offer weekend programming at various times throughout the summer on certain portions of the site for the benefit of the citizens of Sudbury including music festivals, family picnics, a 4th of July fireworks and family celebration, a fishing derby (catch & release), concerts for families and seniors, and other family events. The scope of these events and the extent of site and facility access would be subject to discussion and mutual agreement. It would be our intention to continue to offer such events periodically during the school year, with a Fall/Halloween Festival, Christmas Light event, holiday events and other seasonal offerings.

As stated above, we intend to hire a Community Relations Manager to work in close partnership and collaboration with the Board of Selectmen, any advisory committee that may be formed to provide oversight regarding public access and future use of the site, the Recreation Department, Council on Aging, Sudbury Public Schools and other town affiliated organizations seeking to offer programs on the site for the benefit of the citizens of Sudbury.

It is our hope that such partnerships and collaboration will result in the creation of year-round enrichment programming for area youth, providing one-stop shopping for parents seeking to enhance their children's traditional learning through participation in art classes, academic programs, athletic programs, and other events for area families. It is also the Proposer's hope to facilitate programming for Sudbury's senior citizens, including nature and art-based programming on site.

We recognize that as collaborative programming is developed, it will require shared use of the site during the school year. The only buildings that we believe must remain in our exclusive use year-round are those spaces currently utilized by the Camp Sewataro team as "winter office" space, spaces dedicated to storage of items utilized in the summer camp program, and the four dwellings on the property, which we plan to use for staff housing, are more fully described above. Otherwise, it is our intention to offer flexible use of any remaining buildings or structures to accommodate school-year programming and reasonable public access, as described

above. We are eager to enter into discussion with the Town and its agencies and organizations to develop a more detailed plan of shared site use and access.

In terms of our use of the site during the school year, Camp related maintenance and site development activities will continue throughout the non-camp season by staff members and independent contractors, in accordance with 30B with Town input and consent to necessary improvements. Tours will be conducted on a year-round basis, and regular open houses will be hosted for prospective and current camp families, as well as staff applicants throughout the year. The Camp's administrative team will continue to be headquartered onsite on a year-round basis. In addition, "Vacation Camps" will probably be held throughout the year at appropriate times for area children to attend.

7. Description of site preservation and conservation intent

The Sewataro site has been home to a thriving Camp program for many years under the dedicated stewardship of the Taylor family. It is our intention to preserve the natural beauty of the site and to open it up to significantly greater public use as more fully described above. Given the natural beauty of the site, the preservation of the natural surroundings and habitat are critical to the success of the Camp program and to the enjoyment of the site by the citizens of Sudbury, and we intend to enhance access to the property by following good stewardship practices in maintaining and expanding the existing trail network, creating study areas for local flora and fauna, and protecting local species.

8. Maintenance and custodial plan for buildings and grounds

It is our intention to maintain the buildings and grounds in good repair in the same manner of care that they have received under the current camp operator, using the same maintenance and custodial plan. Here is an outline of our typical maintenance care schedule, which is subject to change and revision as we learn more about the procedures now in place at Sewataro:

- **Camp Season**
 - 6:30 AM- Two Maintenance Staff arrive to unlock buildings and equipment and prepare program areas for the Extended Day Campers who will be arriving at 7:30am.
 - 7-8 AM- Additional Staff arrive to begin daily list of items to complete, and weekly list of areas to maintain.
 - 8:30 AM- Final Staff arrive.
 - 4-4:15 PM- The early crew departs; end of day housekeeping underway.
 - 7 PM the final maintenance staff depart.

- Items on the Daily list include:
 - Filling of water jugs
 - Set up of equipment (and putting away in afternoon)
 - Minor repairs (e.g., broken doors and windows, light plumbing, lighting)
 - Preparing for Special Events on Fridays

- Items on Weekly list include:
 - Mowing of lawns and trimming/pulling weeds, etc.
 - Tending to other landscaping
 - Raking the beach, cleaning the docks
 - Preparing for the next week
 - Fixing boats
 - Painting
 - Rubbish removal; recycling; inspect buildings and grounds for trash

- Off Season
 - Opening & Closing access to the site and parking areas pursuant to use and access schedule.
 - Grounds work- grass, bushes, weeds, etc.
 - Rubbish removal
 - Charging and draining/disconnecting all systems as needed and reconnecting as needed
 - Any necessary snow removal (plow and hand work to maintain access to buildings that will be accessed during the winter)
 - Maintaining all buildings
 - Maintaining current systems in utilized buildings
 - Building new activity areas, structures as planned
 - Field Maintenance
 - Maintaining nature trails
 - Ropes course maintenance and development
 - Working with Community Groups & public pursuant to plan.

8. Additional information describing the benefits available to the Town of Sudbury and its citizens as a result of our tenancy.

- Facility will be available for public use and access as more fully described above.
- Nature Trails will be maintained throughout the year, utilized by local citizens when Camp is not in session.
- Ropes course will be one of the greatest in the area and will become a leadership and team-building destination for local schools, community and youth groups, and town organizations.
- Camp will provide vital childcare for working families during school vacation time each summer and throughout the year.

- Site will host enriching new experiences to hundreds of local children each summer through camp program and through on-site school-year programming as more fully described above, with world class experiential educational opportunities for children, youth and adults.
- Camp can provide professional development to Sudbury teachers, youth workers, and early childhood professionals
- Camp will provide significant part-time and full-time jobs for local residents- especially students and teachers on school break. Economic impact will be immediate and substantial.
- Camp will provide business to local bus companies, food vendors and many other local merchants.
- Sudbury will have a high-quality day camp led by the National Board Chair of the American Camp Association.
- A scholarship program to be created in which "Camperships" are awarded to qualified applicants from the Town of Sudbury, to be jointly administered by Proposer and the Town as more fully described above. If allowed by Special Permit, up to 200 additional Sudbury children will be able to participate in this high-quality day camp program for two weeks each summer, substantially expanding access by area youth.

B

EXHIBIT B: STATEMENT OF QUALIFICATIONS

Applicant Background Statement:

Firm Name: K&E CAMP CORPORATION

Contact Info:

September to May: 239 Moose Hill Street

Sharon, MA 02067

Phone: 781-793-0091

Fax: 781-793-0606

June to August: 114 Eagle Pond Road

Wilmot, NH 03287

Phone: 603-735-5189

Fax: 603-735-5780

Year Round Cell #: 617-571-6743

Email Address: scott@kenwood-evergreen.com

Structure of Firm: K&E CAMP CORPORATION is a NH corporation that was organized in 1996 and is solely owned by Scott Brody.

Size of Firm: Full time employees: 12 Seasonal Employees: 180+

Years in Business: K&E Camp Corporation was incorporated in 1996 and owns and manages a children's residential summer camp in New Hampshire known as Camp Kenwood & Evergreen. This Camp was founded in 1930 and has been in continuous operation since that time. It currently has annual revenues in excess of \$3.9 million and is able to meet all of its financial obligations.

Financial information:

See 2018 Financial Statement & Balance Sheet of K&E Camp Corporation attached as Exhibit L.

See also Letter from Gary Beilman, President of Dime Bank, attached as Exhibit I.

Information about the experience of the applicant:

The President of K&E Camp Corporation is Scott Brody. Scott will also be the Executive Director of the proposed Day Camp and the CEO of the new company that is formed to operate the camp pursuant to this proposal, as more fully discussed above.

Scott Brody, the principal owner and manager of the proposing Contractor, has been a full-time camp professional for 23 years. He owns and operates Everwood Day Camp and Camps Kenwood & Evergreen, and is a partner of IDEAS Education, which owns and operates 12+ camp programs in China. Scott is the current National Board Chair of the American Camp Association (ACA), the leading professional camp organization in the world, which accredits US camps and provides professional development opportunities for camp counselors, managers, directors and owners. Scott has served on the ACA National Board for many years and is the former Government Affairs Chair for ACA and the current Government Affairs Chair for the Massachusetts Camp Association.

Scott also serves on the Board of Directors of the ACA New York/New Jersey affiliate, the Foundation for Jewish Camp, the Massachusetts Camp Association, and served as an Executive Board Member of the Partnership for 21st Century Learning in Washington DC until its recent merger with Battelle for Kids. In that capacity, he led P21's work in "Out of School Time". Scott has won numerous camp industry awards, including the ACA National Service Award, the ACA National Honor Award, and in March, he received the ACA Special Recognition Award for Outstanding Service to Organized Camping for his advocacy work in Washington DC, where he represents the Camp industry on Capitol Hill and at the White House. He is author of the award-winning article "Teaching the Skills that Children Need to Succeed" in Camping Magazine and has testified on behalf of the camp field on Capitol Hill many times.

Scott will be the senior team manager and will be available to the management team throughout the year. He is a mentor, problem-solver, parent-facing communicator, and expert in child development,

workforce development, college and career readiness, program design and staff management. He has created a staff management system called "E21" (www.e21.org) that is in use at more than a dozen camps, and is currently "the buzz" of the camp world, with more prospective clients than they can currently serve. It aligns staff management with camper outcomes and provides independent staff certification and credentialing in critical workforce development areas. Scott intends to implement the E21 program at Sewataro next summer, should the Proposer be selected in this process, so that current and future Sewataro staff can benefit from this unique approach to management and credentialing and to maximize camper learning and developmental outcomes. Staff recruitment and retention at participating camps have increased by more than 20%. This is a critical achievement in an economy in which low unemployment, reduced teen participation in employment, and the desire for high value internships among high school and college aged staff has resulted in critical staffing shortages at many camps across the country.

Scott is a resident of Sharon, Massachusetts. Most importantly, Scott is the father of A.J., who is 13 years old.

Names of Principals:

The only principal of K&E Camp Corporation is **Scott Brody**. [Should the Applicant's proposal be selected, and a new operating company formed, the group of principals would be expanded to include **Nathan Latta**, the current Director of Camp Sewataro, **Emmy Niinimaki**, the current Assistant Director of Camp Sewataro, **Cheryl Percuoco**, the current Business Office Manager of Camp Sewataro, and **Amy Podolsky**, the current Community Engagement & Event Manager at Sewataro.

Background of Principals:

Scott Brody—BA with honors, UC Berkeley; JD, Boston College Law School. Years spent as a camp staff member: 35. Years spent as a camp director: 23. Grew enrollment at Camp Kenwood & Evergreen from 200 to 330 campers and increased sales by 400%.

Qualifications for operation of proposed use:

(See information provided above)

Similar activities managed or operated by Applicant:

Camp Kenwood & Evergreen—a 330 camper resident summer camp for boys and girls located in Wilmot, NH.

Everwood Day Camp—a 900 camper traditional day camp program based on a site leased by the Town of Sharon to Everwood Camp Partners, LLC.

IDEAS Education Camps—based in Beijing, China, this cutting-edge education company owns and operates 12+ day, resident, school-based and travel camp programs in China, Japan and in an ever-growing list of overseas locations. Scott is a strategic partner in this venture.

Listing of any actions (within the last 10 years) taken by any regulatory agency involving the firm or its agents or employees with respect to any work performed:

K&E Camp Corporation is a NH corporation in good standing with the New Hampshire Secretary of State that operates Camp Kenwood & Evergreen. At all times during the last twenty three years, K&E Camp Corporation has been subject to only positive regulatory action by the State of New Hampshire, including the granting of 23 consecutive Camp licenses by the NH agency that regulates Camps, and 23 “excellent” inspection reports based upon annual site visits by the NH state inspector. Camp Kenwood & Evergreen has always received state and local regulatory approvals when sought for septic systems, water supply improvements, and construction within the protected shoreline area of its site. To the extent that the American Camp Association is considered a regulatory agency as an accrediting body, Camp Kenwood & Evergreen has maintained continuous accreditation by ACA since its initial accreditation many decades ago, and always receives the highest of marks during ACA site visits every three years.

Listing of any litigation (within the last 10 years) involving the firm or its agents or employees with respect to any work performed:

NONE

Name of persons who can be contacted as references:

Henry Skier, President, AM Skier Insurance (see letter from Henry, Jeffrey and Aimee Skier attached as Exhibit I)

Gary Beilman, CEO, Dime Bank (see letter attached as Exhibit I)

William Heitin, Sharon Board of Selectmen (see letter attached as Exhibit I)

Demonstration of ability to obtain all appropriate casualty/liability insurance coverage applicable to the proposal:

See letter from Henry, Jeffrey & Aimee Skier, attached hereto as Exhibit I)

List of Board of Health contacts and list of town/organizations contractor has worked with:

Board of Health/Camp Regulator Contacts:

New Hampshire Department of Environmental Services

Barbara Davis

Drinking Water and Groundwater Bureau

Youth Camp Program

29 Hazen Drive, Concord NH 03302

Phone 271-2542 Fax 271-3490

Email: Barbara.davis@des.nh.gov

Town of Sharon, Massachusetts

Board of Health

Sheila Miller, RN Public Health Nurse

(781) 784-1500 x1141

Board of Health

Sheila Miller, RN Public Health Nurse

(781) 784-1500 x1141

Massachusetts Department of Public Health

Community Sanitation Program

Steven Hughes, Director

Steven.Hughes@state.ma.us

(617) 624-5757

Towns that Camps Kenwood & Evergreen and Everwood Day Camp have worked with:

Wilmot, NH; Sharon, MA; Foxborough, MA;

Stoughton, MA; Millis, MA; Norwood, MA.

Sharon Town Departments We Have Worked With:

Building Division	217R South Main Street Box 517 Sharon, MA 02067	(781) 784-1525 ext. 2310
Conservation Commission	Sharon Community Center 1 Community Center Drive Mailing Address: 219 Massapoag Ave. Sharon, MA 02067	(781) 784-1511
Department of Public Works	217R South Main Street Box 517 Sharon, MA 02067	(781) 784-1525
Fire Department	211 South Main Street Sharon, MA 02067	(781) 784-1522
Health Department	Town Office Building 90 South Main Street Sharon, MA 02067	(781) 784-1500 ext. 1206
Police Department	213 South Main Street Sharon, MA 02067	(781) 784-1587
Recreation Department	Sharon Community Center	(781) 784-1530

Exhibit B Optional:

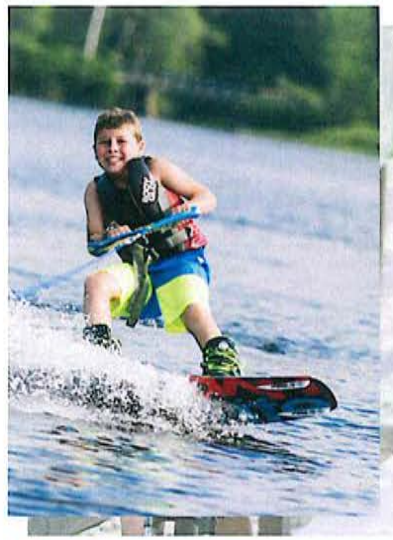
More detailed descriptions, such as photographs or project brochures of specific activities referenced as relevant experiences, may also be included.

Extensive program descriptions and other essential information can be found at www.kenwood-evergreen.com and www.everwooddaycamp.com

Here is a sample:



[Future Families](#) [Enrolled Families](#) [Staff](#) [Alumni](#)



Camp Kenwood

01

The Kenwood and Evergreen Experience

A values-driven community where campers experience being their best selves, turn summer relationships into lifelong friendships, and experience fun and laughter while creating everlasting memories.

Kenwood & Evergreen is a place to become a better athlete, artist, performer and person.

[the camp concierge experience](#) →

[take our virtual tour](#) →





A Day in the Life

Our incredible 70-acre site, on a stunning 350-acre lake, facilitates our dynamic program like no other day camp. It allows for a range of activities that ensure our 4-year-olds are just as engaged, stimulated and challenged as our 15-year-olds (and everyone in between)! All program offerings are adapted for each age group to ensure full and enthusiastic participation. As campers grow, the program grows with them- with more choices (electives) as they return year after year. Teenagers at Everwood are offered continued development in their programming, including leadership opportunities with our L.C.A.D (Leadership, Exploration, And Development) and C.I.T. (Counselor In Training) programs for campers entering a 9th and 10th grade. With over 60 different activities in categories such as Adventure, Nature, and Science, Creative and Performing Arts, Sports, and Aquatics, every day at Everwood are different and sure to keep your child engaged and growing.



Lower Campus
Pre-K – 2nd Grade



Middle Campus
3rd – 4th Grade



Upper Campus
5th – 8th Grade



LEADers
9th Grade



Counselors in Training
10th Grade



Supported Counselor Position
11th – 12th Grade



Situated along the glistening shores of Lake Massapoag in Sharon, MA, Everwood Day Camp offers campers ages 4 to 15 a summer of sports, arts, and outdoor activities, in an environment that's uniquely suited to encourage their growth. Our dynamic camp program grows with our campers and includes a wide variety of activities to keep every child engaged. Our nurturing staff encourages social and emotional skill development throughout each moment of the day. Our 70-acre, the dedicated camp facility includes over 40 cabin spaces, lodges, fields, courts and two incredible waterfronts. At Everwood Day Camp, campers experience all the fun and friendship of camp life, plus the support of a community that's committed to providing *skills for life*.

The Everwood Five Star Points

The Five Star Points are the foundation of our camp culture. These points embody 5 characteristics that reflect the social and emotional goals we have for our campers and staff each summer and we've integrated them into everything we do. From staff training and evaluations, daily activities, special events, even our bus rides to and from camp, our campers and staff members know that our 5 Star Points are what is valued most. By letting the Five Star Point be their guide all summer long, our campers and staff turn actions into skills they'll use to contribute to the world beyond campus.

★ Independence

Independence at Everwood comes in a variety of forms. For younger campers it starts with learning to take care of their belongings, and by being away from Mom and Dad during the camp day. It also happens through physical skill development, like down at the lake, where our instructors and lifeguards support them as they learn to swim. As our kids get a bit older, independence becomes more nuanced, because we loosen the reins and allow them to focus on their individual passions and interests through our elective program.

★ Integrity

At Everwood we acknowledge when our campers do the right thing, big or small; from playing a game by the rules, to picking up trash even if it wasn't theirs. When we recognize kids performing these simple acts, we help to reinforce a pattern of integrity that'll manifest itself over and over again.

★ Friendship

Everwood is a place that's unlike any our campers will encounter elsewhere, and the adventures they share—on the ropes course, in our performing arts center, out on Lake Massapoag—and the memories they make are the very fabric of tight-knit friendships. Whether or not our campers know someone else before stepping on the bus for the first time, our counselors are experts at acclimating campers to life at camp making connections with others.

★ Teamwork

From canoe races to our playing fields to our Ropes Course—there are endless occasions for teamwork here at Everwood. Our kids also come together to paint murals, run relay races, produce plays, and create original camp songs. Through these activities campers appreciate just how much more they can do (and how much more fun they'll have) by collaborating as a team, and what's more, they learn to compromise to make it happen.

★ Inspiration

You'll find inspiration everywhere you look at Everwood, and that's because our campers are always trying—and thriving—at activities they haven't before. Kayaking, pottery, yoga, the infamous Jello Tug-of-War, and our Zipline that sends kids cruising between hundred foot pine trees—these are but a few of the unforgettable moments that campers will have while they're here with us.



C

EXHIBIT C: CERTIFICATE OF NON-COLLUSION

The undersigned certifies under the pains and penalties of perjury that this bid or proposal has been made and submitted in good faith and without collusion or fraud with any other person. As used in this certification, the word "person" shall mean any natural person, business, partnership, corporation, union, committee, club, or other organization, entity, or group of individuals.

Signature:

A handwritten signature in black ink, appearing to read "Scott Brody". The signature is stylized with large, sweeping loops and a cursive-like flow.

Print Name: Scott Brody

Organization: K&E Camp Corporation

Date: July 26, 2019

D

EXHIBIT D: Tax Compliance Certification

Pursuant to M.G.L. ch. 62C, § 49A, the undersigned certifies under the pains and penalties of perjury that, to the best of their knowledge and belief, the Applicant, , is in compliance with all laws of the Commonwealth relating to taxes, reporting of employees and contractors, and withholding and remitting child support.

A handwritten signature in black ink, appearing to read "Scott Brody". The signature is stylized with large, sweeping loops and a prominent initial "S".

Signature:

Print Name: Scott Brody

Organization: K&E Camp Corporation

Date: July 26, 2019

E

EXHIBIT E: Certificate by Corporate Authority to Sign Contract

At a duly authorized meeting of the Board of Directors of K&E Camp Corporation held on July 26, 2019 at which all Directors were present or waived notice, it was voted that,

Scott D. Brody, President

of this Company, be and hereby is authorized to execute contracts and bonds in the name and behalf of said company, and affix its Corporate Seal thereto, and such execution of any such Contract or obligation in this Company's name on its behalf by such President under seal of this company, shall be valid and binding upon this Company.

A TRUE COPY

ATTEST:  President & Clerk

PLACE OF BUSINESS: Wilmot, NH

DATE OF THIS CONTRACT: July 26, 2019

I hereby certify that I am the President & Clerk of K&E Camp Corporation and that Scott Brody is the duly elected President of said company, and that the above vote has not been amended or rescinded and remains in full force and effect as of the date of this Contract.

Name:  Scott Brody, President & Clerk

F

EXHIBIT F: RFP Addenda Receipt Page

The undersigned acknowledges receipt of the following amendments to the RFP for the Sewataro Site, Sudbury, MA, dated July 24, 2019:

(Give number and date of each):

Addendum No. 1 – Date 7/11/219

Addendum No. 2 - Date 7/18/19

Addendum No. 3A - Date 7/18/19

Addendum No. 3B - Date 7/18/19

Addendum No. 4 - Date 7/22/19

Addendum No. 5A - Date 7/24/19

Addendum No. 5B - Date 7/24/19

Addendum No. 6 – Date 7/29/19

No. 7 - Date 7/30/19
No. 8 - Date 8/01/19

Failure to acknowledge receipt of all amendments may cause the submitted proposal to be considered non-responsive to the RFP, which will require rejection of the proposal.



Signature:

Title: President

Print Name: Scott Brody

Organization: K&E Camp Corporation

G

EXHIBIT G: Corp Records of K&E Camp Corp and Everwood Camp Partners LLC

Corporations Division

Business Entity Summary

ID Number: 264667041

[Request certificate](#)

[New search](#)

Summary for: EVERWOOD CAMP PARTNERS LLC

The exact name of the Domestic Limited Liability Company (LLC): EVERWOOD CAMP PARTNERS LLC		
Entity type: Domestic Limited Liability Company (LLC)		
Identification Number: 264667041		Old ID Number: 000999541
Date of Organization in Massachusetts: 04-14-2009		
Last date certain:		
The location or address where the records are maintained (A PO box is not a valid location or address):		
Address: 125 LAKEVIEW STREET		
City or town, State, Zip code, Country: SHARON, MA 02067 USA		
The name and address of the Resident Agent:		
Name: SCOTT BRODY		
Address: 239 MOOSE HILL ST.		
City or town, State, Zip code, Country: SHARON, MA 02067 USA		
The name and business address of each Manager:		
Title	Individual name	Address
MANAGER	SCOTT BRODY	239 MOOSE HILL ST. SHARON, MA 02067 USA
In addition to the manager(s), the name and business address of the person(s) authorized to execute documents to be filed with the Corporations Division:		
Title	Individual name	Address
SOC SIGNATORY	JOSEPH C. MARROW	1601 TRAPELO RD., SUITE 205 WALTHAM, MA 02451 USA
SOC SIGNATORY	SCOTT BRODY	239 MOOSE HILL ST. SHARON, MA 02067 USA
The name and business address of the person(s) authorized to execute, acknowledge, deliver, and record any recordable instrument purporting to affect an interest in real property:		
Title	Individual name	Address
REAL PROPERTY	SCOTT BRODY	239 MOOSE HILL ST. SHARON, MA 02067 USA
<input type="checkbox"/> Consent <input type="checkbox"/> Confidential Data <input type="checkbox"/> Merger Allowed <input type="checkbox"/> Manufacturing		
View filings for this business entity:		



[← Back to Home](#)

Business Information

Business Details

Business Name: K & E CAMP CORPORATION	Business ID: 251029
Business Type: Domestic Profit Corporation	Business Status: Good Standing
Business Creation Date: 05/07/1996	Name in State of Incorporation: Not Available
Date of Formation in Jurisdiction: 05/07/1996	
Principal Office Address: 114 EAGLE POND ROAD, WILMOT, NH, 03287, USA	Mailing Address: 239 Moose Hill Street, Sharon, MA, 02067, USA
Citizenship / State of Incorporation: Domestic/New Hampshire	
	Last Annual Report Year: 2019
	Next Report Year: 2020
Duration: Perpetual	
Business Email: catherine@kenwood-evergreen.com	Phone #: NONE
Notification Email: catherine@kenwood-evergreen.com	Fiscal Year End Date: NONE

Principal Purpose

S.No	NAICS Code	NAICS Subcode
1	OTHER / CHILDRENS' RESIDENTIAL CAMP & RELATED ACTIVITIES	

Page 1 of 1, records 1 to 1 of 1

Principals Information

Name/Title	Business Address
Scott David Brody / President	239 Moose Hill Street, Sharon, MA, 02067, USA
Scott D Brody / Director	239 Moose Hill Street, Sharon, MA, 02067, USA

Page 1 of 1, records 1 to 2 of 2

H

EXHIBIT H: RECENT EVERWOOD PROGRAM REFERENCES



Scott Brody <scott@kenwood-evergreen.com>

reference

Rabbi Joseph Meszler <jmeszler@temple-sinai.com>
To: Scott Brody <scott@kenwood-evergreen.com>

Fri, Jul 26, 2019 at 2:13 PM

To the Town of Sudbury, Sewataro RFP Review Group,

It is my pleasure to affirm the collaborative partnership between Scott Brody and Temple Sinai, a synagogue in Sharon. Under his direction, Mr. Brody has generously given us use Everwood Day Camp for our youth programs on the High Holy Days (which we call "Camp Hi Ho"), taking place on Rosh Hashanah and Yom Kippur. We have used indoor and outdoor facilities with his staff's support. In addition, the Jewish youth groups of our region have also been given use of the camp's facilities when they have had a regional event. Mr. Brody is a very generous host, a good neighbor, and a great partner.

Please feel free to contact me at jmeszler@temple-sinai.com for any elaboration. Thank you.

Rabbi Joseph B. Meszler
[Temple Sinai](http://TempleSinai.org), 25 Canton St Sharon MA 02067
781-784-6081

Mr. Pickles and the Everwood Staff,

The QMS staff would like to thank you for an AMAZING day. The staff was so organized, participatory, knowledgeable, and clearly comfortable with middle school students from the moment we stepped off of the busses. Our students had a great day participating (or not) in all of the activities that you provided for them. The variety of activities managed to capture each child somewhere, from the indoor arts and crafts, to the large group, small group, and individual sports.

Our staff and students had a wonderful day (thank you New England weather for cooperating) and look forward to returning.

Thank you again for providing our students with such a great experience.

Jennifer MacMurray
Qualters Middle School
Mansfield, MA

Hi Dane,

We had a wonderful time at the camp today. The kids had so many choices of activities and the weather was perfect. In fact it started to pour just after the buses pulled out. We had 181 students participate today so I am submitting a check request for \$4,072.50 to our school Treasurer. If it's okay with you she will make it to the camp address.

It was unanimous that we want to book it again for next year at the same time. Please let me know when this can be scheduled.

Again, thanks for your effort in pulling this together. A great way to end our school year.

Mrs. Laurie Norris
7 Gold Math Teacher
Coakley Middle School
Norwood

Dear Scott Brody, Dane Pickles, and Everwood Staff,

We are grateful for your undying commitment to our Sharon Public Schools, most specifically for your dedication to our Middle School PTO's Knowledge Empowers You (KEY) Program which supports the social and emotional well-being of our teachers, students, and their guardians. Offering Camp Everwood as a setting for team-building exercises at the beginning of the school year helps smooth the transition for classmates getting to know one another and staff to grow together. Additionally, the speaker series at your site throughout the school year provides excellent resources and opens the lines of communication on topics relevant to parents today. Sharon Middle School also benefited from your generosity when you donated funds to support the interactive anti-bullying program for our 275+ 7th graders in February. Students valued greatly from this initiative and staff were given educational tools to deal with the serious topic. We feel blessed to have your support, guidance and expertise in our backyard and look forward to sharing in many programs in the years ahead!

With sincere appreciation,

Shari Kalmowitz

Sharon Middle School PTO Programming Chair

I

EXHIBIT I: LETTERS OF REFERENCE



SELECT BOARD
90 SOUTH MAIN STREET
SHARON, MASSACHUSETTS 02067

William A. Heitin, Chair
Emily E. Smith-Lee, Clerk
Walter B. Roach, Jr.
selectmen@townofsharon.org

Frederic E. Turkington, Jr.,
Town Administrator
(781) 784-1500 x1208
Fax: (781) 784-1502
fturkington@townofsharon.org

July 22, 2019

Camp Sewataro RFP Evaluation Committee
Town of Sudbury
Town Manager's Office
278 Old Sudbury Road
Sudbury, MA 01776

Re: Scott Brody, Founder, Everwood Day Camp

Dear Evaluation Committee,

I am writing in my capacity as Chair of the Select Board in the Town of Sharon.

I have known Scott Brody for more than twenty (20) years and he has been an outstanding citizen of Sharon who has been actively involved throughout our community. A few years ago, Mr. Brody was chosen as a Sharon "Ordinary Hero" award recipient and I have personally had the pleasure of working with him on several Town boards and committees. He has been a member of the Sharon Public Schools Strategic Planning Committee, School Climate Committee, new High School planning group and was asked to be on the Town of Sharon Recreation Director screening committee. As a camp professional he serves as the National Board Chair of the American Camp Association, is on the National Board of the Foundation for Jewish Camp, serves as the Government Affairs Chair for the Massachusetts Camping Association, and regularly represents the camp profession in Washington, D.C. in meetings with Congress and other federal departments.

Mr. Brody and his team of professionals were instrumental in converting an old and dilapidated camp site located on the shores of Lake Massapoag into one of the Town's greatest assets. Since taking control of the Town owned site, Everwood Day Camp went from a true start up needing huge financial investment to become the largest camp program in New England all in just a few years. Everwood Day Camp is a multi-year winner of Boston Parents Magazine's Best Day Camp awards and is the only day camp in the US to be designated as an "Exemplary Learning Community" by the Partnership for 21st Century Learning in Washington, D.C.

Every promise Mr. Brody made has been fulfilled and more. His performance as a partner and lessee has been great. He has a history of cooperation and collaboration with the Town, including running programs for the benefit of the Town, such as a Child Development Speaker Series, an annual Halloween Family Festival and coordinating nature hikes throughout the property, just to name a few. He has allowed residents access to the property during the non-camp season and provided the Town

Camp Sewataro RFP Evaluation Committee

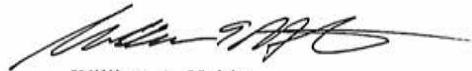
July 22, 2019

Page 2

additional programming options for both children and adults. Finally, the camp has given both scholarships to dozens of Sharon families and has been a sponsor for virtually town- related need involving kids and families. We are currently working with him and his team on a potential swimming pool site location to help solve a problem obtaining pool time for the many swimmers in Town.

I only wish that all the Town's relationships were as strong as they are with Mr. Brody and the Everwood Day Camp team. If you need any additional information or have any questions, please feel free to contact me directly at 781-784-1500 x1208.

Sincerely,



William A. Heitin
Chair

cc: Mr. Scott Brody

Henry M. Skier President
Jeffrey M. Skier Vice President
Aimee M. Skier Vice President
570.226.4571 fax: 570.226.1105
amskier@amskier.com

Thursday, July 25th, 2019

To whom it may concern:

AMSkier Agency was founded in 1920 as an independent insurance agency. Since 1920, we've worked to serve the summer camp industry all over the country and the world. Presently, we are the largest direct insurer of camps in the country.

AMSkier has had an insurance relationship with Scott Brody and his camps for almost twenty-five years. During that time, we have developed an incredibly close and trusting business relationship and extremely valued friendship with Scott.

Scott has always been thoughtful and intentional as a consumer of insurance, both in terms of asking for and purchasing the most comprehensive coverage and wanting to understand ways to be safer and better as a camp operator.

We've come to know that Scott takes his job as a camp director in the most professional way, always demonstrating integrity and responsibility for the businesses he operates.

We've also had the opportunity to get to know Scott as a leader in the summer camp industry. Scott is one of the most respected camp professionals in the country. We currently serve on two boards of directors with Scott and he is a valued member and leader of those boards. Scott has become one of the great visionaries the camp industry has ever known taking the lead on so many important initiatives to ensure that the summer camp industry continues to thrive and grow in the future.

It is truly a privilege for our family to work with Scott and his camps. We are so grateful for the special friendship we have developed together. We look forward to continuing that work with him in future opportunities.

Please feel free to contact us if you want to discuss this in more detail.

Sincerely,

Henry, Jeffrey, Aimee



AMSkier 209 Main Avenue Hawley, PA 18428 800.245.2666 fax: 570.226.1105 email: amskier@amskier.com www.amskier.com



820 CHURCH STREET, PO BOX 509
HONESDALE, PA 17143 • 570-253-2502

July 17, 2019

To Whom It May Concern
The Town of Sudbury, MA

RE: LETTER OF REFERENCE FOR SCOTT BRODY

It is with great pleasure and confidence that I write this recommendation of Scott Brody.

Scott, a resident of Sharon, MA., and The Dime Bank, headquartered in Honesdale, PA., have enjoyed a meaningful and mutually-beneficial commercial banking relationship for over twenty years. During that time Scott has always maintained a most professional relationship with us regarding all aspects of his resident children's camp in New Hampshire, and with his day camp in Massachusetts, as well as additional undertakings. Because of his high ethical standards and his entrepreneurial talents, Scott is a highly regarded professional in the children's camp industry.

In addition to our direct association with Scott and his camp businesses, I have witnessed Scott ascend through various levels of leadership in numerous industry associations, including the Tri State Camp Association and the American Camp Association. Scott's passion to do the right thing for kids and to provide them with invaluable life-building experiences, has even led him to testify on Capitol Hill in Washington. In all of his pursuits, Scott has proven to be a caring and effective leader and in doing so, he has garnered the admiration and respect of colleagues across our nation.

On an individual level, what began many years ago as purely a banking transaction, has evolved over time into a true friendship; a unique experience in the world of finance!

Because of our excellent, time-tested relationship, I am confident in any future undertaking that Scott may pursue, and it is with the utmost confidence that I make this positive reference of and for him.

Sincerely,


Gary C. Beilman
President and
Chief Executive Officer



TOLL FREE 888-4MY-DIME FAX 570-253-5845 EMAIL honesdale@thedimebank.com www.thedimebank.com



J

EXHIBIT J: YOUTH CAMP LICENSES



State of New Hampshire
 Department of Environmental Services
 Drinking Water and Groundwater Bureau



Camp License No. 80

This certifies that **SCOTT BRODY** under New Hampshire RSA 485-A:23-26 and Env-Wq 900, is hereby licensed to maintain and operate for vacation or recreational purposes:

2019

CAMP: **KENWOOD & EVERGREEN**
Location: **114 EAGLE POND RD., WILMOT, NH**
Issued: **APRIL 25, 2019**

Valid from **JUNE 29, 2019** to **AUGUST 17, 2019.**
 By Authority of Law.



Sarah Pillsbury, Administrator, DWGB
 Department of Environmental Services
 (This license must be posted at the camp in a visible location)

THIS PERMIT MUST BE PROMINENTLY POSTED IN ESTABLISHMENT

COMMONWEALTH OF MASSACHUSETTS

TOWN OF SHARON
BOARD OF HEALTH

This is to certify that the Board of Health has this day granted a permit to

EVERWOOD DAY CAMP
 125 Lakeview Street
 Sharon, MA 02067

PERMIT TO OPERATE
RECREATIONAL CAMPS, OR OVERNIGHT CAMPS OR CABINS
June 24, 2019 – August 23, 2019

This License is issued in conformity with the authority granted to the Board of Health by Chapter 140, Section 32A, 32B, 32C, 32D and 32E as amended and is subject to the provisions of the Laws of the Commonwealth of Massachusetts relating thereto and upon such terms and conditions and to the rules and regulations in regard to said Camps or Cabins so licensed as adopted by the Board of Health, and expires August 23, 2019, unless sooner suspended or revoked.

Date Issued: 6/24/19
 Permit # Camp 2019-01

Sharon Board of Health

