



CITY COUNCIL WORKSHOP
MEETING TO BE HELD REMOTELY

DATE: November 5, 2020

TIME: 5:30 PM

ZOOM INFORMATION:

The Portland City Council will hold a workshop on Thursday, November 5, 2020 at 5:30 PM. This meeting will take place remotely using Zoom.

Virtual meetings are allowed using emergency legislation approved by LD 2167; 1 M.R.S. §403-A, that authorizes cities and towns to conduct meetings online.

Allow your computer to install the free Zoom app to get the best meeting experience. If you are not able to attend live, a recording will be uploaded to portlandmaine.gov/livestream the next day.

For public comment, you will need to use the "raise your hand" feature. To raise your hand via the telephone, please hit *9. You will be un-muted by the host when it is time for public comment.

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**US: +13126266799,,86371185410#,,,,,0#,,177545# or
+19292056099,,86371185410#,,,,,0#,,177545#**

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AGENDA ITEMS:

Review the affordable housing development team from the RFP submitted to develop housing on the City-owned property located at 43 and 91 Douglass Street

Presentation by Department of Housing and Economic Development (5 minutes)

Presentations by developers (10 minutes each)

Council Questions

MEMORANDUM
City Council Agenda Item

FROM: Mary Davis, Division Director

DATE: October 19, 2020

SUBJECT: Review the affordable housing development team from the RFP submitted to develop housing on the City-owned property located at 43 and 91 Douglass Street

SPONSOR: Councilor Justin Costa, Chair Economic Development Committee
(If sponsored by a Council committee, include the date the committee met and the results of the vote.)

COUNCIL MEETING DATE ACTION IS REQUESTED:

1st Reading **Final Action**

Can action be taken at a later date: No (If no why not?)

PRESENTATION: (List the presenter(s), type and length of presentation) Mary Davis and Greg Mitchell

I. SUMMARY

The City Council will review and select the affordable housing development team from the RFP submitted to develop housing on the City-owned property located at 43 and 91 Douglass Street and delegate to the Economic and Development Committee to negotiate the Purchase and Sale Agreement.

II. AGENDA DESCRIPTION

City Council approval is needed to select the affordable housing development team from the RFP submitted to develop housing on the City-owned property located at 43 and 91 Douglass Street and delegate to the Economic and Development Committee to negotiate the Purchase and Sale Agreement. During their August 18, 2020 meeting, the Economic Development Committee voted 3-1 (Chong) to authorize staff to move forward with negotiations for a Purchase and Sale Agreement with Jack Soley, Avesta Housing, and Hebert Construction.

On November 13, 2019, the Housing Committee voted to recommend to the City Council the disposition of City-owned property located 43 & 91 Douglass Street. On December 16, 2019, the City Council authorized staff to move forward with the disposition of these parcels and, to investigate options to maximize housing development potential and recommend preferred disposition approaches through the Economic Development and Housing Committees. At a joint Economic Development and Housing Committee meeting held on March 4, committee members passed motions authorizing staff to issue RFPs for the properties. The RFPs were issued on April 7 with an opening date of June 16. Two development proposals were received. The Housing Committee reviewed the proposals during their July 8th meeting. The Housing Committee did not take a formal vote on the proposals; however, committee members did express a preference for the proposal from the Szanton Company and Maine Cooperative Development Partners. During their August 18, 2020 meeting, the Economic Development Committee voted 3-1 (Chong) to authorize staff to move forward with negotiations for a Purchase and Sale Agreement with Jack Soley, Avesta Housing, and Hebert Construction.

Two proposals were received for the disposition and development of 43 & 91 Douglass Street. The Douglass Yards (Soley/Avesta/Hebert) proposal is for a 40-unit rental building, a 30-unit condominium building, and the development of 10 single-family homes with accessory dwelling units. The Douglass Commons (The Szanton Company & Maine Cooperative Development Partners) proposal is for a 4-story 56 unit apartment building

and 52 Limited Equity Cooperative units (i.e. Co-op) in three 3-story buildings with 12 units each and four 2-story buildings with 4 units each. A copy of each proposal is included in the backup attachments.

III. BACKGROUND

Two proposals were received for the disposition and development of 43 & 91 Douglass Street. A review of the proposals by Jack Soley, Hebert Development and Avesta Housing, and The Szanton Company follow.

Douglass Yards (Soley/Avesta/Hebert) is requesting a contract zone or zone change to allow for density and use of space requirements as set forth in the R-5A Zone. The proposal is for a 40-unit rental building, a 30-unit condominium building, and the development of 10 single-family homes. The rental and condo structures would be 3-story, elevator buildings. The 10 family homes would include garages and 450 sf of accessory dwelling units for additional housing options. Per the developer, “the site concept, with rental units, condominiums, and single-family homes with ADU’s allows residents who start as renters to move on to condominium or homeownership. Lower income residents, many of them recent immigrants to this country, may receive housing assistance in order to afford their apartments. As these tenants gain greater financial stability, there will be opportunities for accessible home ownership within their same familiar neighborhood. For residents that continue to attain upward mobility, the single-family homes may present a viable option with their attached Accessory Dwelling Units (ADUs).” Avesta Housing HomeOwnership Center may provide home buyer classes and free credit, financial and budgeting capabilities counseling to individuals and/or families. These services would be offered to future Douglass Yards residents whether they may be buying a condo or may be an existing resident transitioning from the rental housing into home ownership. For individuals that meet the criteria, the home buyer classes have the added benefit of providing a \$3,500 MaineHousing Advantage grant upon completion to be used towards a down payment or closing costs.

An Affordable Housing TIF and 9% LIHTC from MaineHousing will be requested for the 40-unit rental housing portion of the proposed project. The building would remain affordable for at least 45 years as enforced by an extended use agreement with Maine State Housing Authority. However, it is Avesta’s intent and mission to keep the building affordable and restricted to serve people of need beyond the required 45 years. Per the developer, the small size of the 30 condominium units would assure accessible prices in perpetuity.

As noted by the developer, the 10 single-family homes would be efficient in size and design to facilitate affordability. Each home would include an Accessory Dwelling Unit to help buyers afford the high costs of home ownership.

The source of funding for the 30-unit condominium and 10 single-family homes are developer equity and bank financing only.

Douglass Commons (The Szanton Company & Maine Cooperative Development Partners) is requesting a zone change to allow for density and use of space requirements as set forth in the R-6 Zone. The proposal is for a 4-story 56 unit apartment building and 52 Limited Equity Ownership homes (i.e. Co-op) in three 3-story buildings with 12 units each and four 2-story buildings with 4 units each.

Affordability restrictions on Limited Equity Co-op units would be permanent, and for the apartments, the longest period allowed by law, secured by covenants. The Co-op ownership structure is a Limited Equity Cooperative as defined in Maine State Law, meaning that residents rent from an entity that they co-own. This type of cooperative is democratically owned and operated similar to a condo structure, but allows for a wider

range of income affordability, as residents do not have to qualify for a mortgage. Resident-owners pay a share price similar to a small down payment, then have a monthly payment similar to rent or mortgage. The Co-op itself holds the mortgage for the property, and over time, the homes become more affordable as expenses increase only with actual expenses - there is no profit motive. New residents must meet income requirements, and monthly costs must not exceed 30% of the Area Median Income (AMI) income bands. These rules continue in perpetuity.

Per the developer, current economic conditions allow the market rate units to be affordable those with incomes at approximately 75-80% of AMI.

Per the developer, there are currently over 20 households of prospective cooperative residents that have been meeting for over a year. The group includes multiple established immigrant families that share a vision of mixed-income ownership housing with shared community facilities and outdoor space. The development team will continue to work with these residents to crystalize their vision for site design, for self-governance, and to recruit more households.

IV. INTENDED RESULT AND/OR COUNCIL GOAL ADDRESSED

The City of Portland is committed to providing housing opportunities and has set a goal to leverage underused properties through the sale of City-owned land for housing development, and to explore new tools that support innovative frameworks for housing creation, stability, and affordability.

V. FINANCIAL IMPACT

Douglass Yards (Soley/Avesta/Hebert) The financial pro forma includes a purchase price for the city-owned property of \$575,000. The developer has indicated that they would submit a request for an Affordable Housing TIF for the LIHTC rental property.

According to the Assessor, the estimated assessment of the 40-unit rental building, would be \$4,100,000 for an estimated tax of \$95,571 at the current millage rate. The projected 30-year total new taxes (using a 2% escalator) are \$3,857,192 or a projected 30 year average of \$129,573.

The annual estimated taxes of the one-bedroom condominium and two-bedroom condominium units would be approximately \$5,300 and \$6,600 respectively. The individual owners of each home would be eligible for the Homestead Exemption, which would reduce their taxes by \$440 per year once enrolled. The projected 30-year total new taxes (using a 2% escalator) are \$7,928,601 or a projected 30 year average of \$264,287.

The single-family homes would have an estimated annual tax of \$8,300. The individual owners of each home would be eligible for the Homestead Exemption, which would reduce their taxes by \$440 per year once enrolled. The projected 30-year total new taxes (using a 2% escalator) are \$4,099,338 or a projected 30-year average of \$136,645.

Douglass Commons (The Szanton Company & Maine Cooperative Development Partners) The financial pro forma includes a purchase price for the city-owned property of \$475,000. The developer's application indicated that they would submit a request for an Affordable Housing TIF as well as possible assistance through the Housing Trust Fund.

Per the Assessor, for the 56-unit apartment building, the estimated assessed value would be \$5,800,000 with a tax estimate of \$135,000. The projected 30-year total new taxes (using a 2% escalator) are \$5,456,516 or a

projected 30-year average of \$181,884.

The Co-Op Housing option has a total assessed value of \$10,000,000 with a total tax estimate of \$233,000. These units would be individually assessed and taxed, but for purposes of this estimate, the Assessor used the rents provided for the 52 units assuming a single ownership of all units by the Co-Op. The projected 30-year total new taxes (using a 2% escalator) are \$9,407,785 or a projected 30-year average of \$313,593.

VI. STAFF ANALYSIS AND BACKGROUND

Staff Analysis and Background that will not appear in the Agenda Description.

During the July 21, 2020 meeting of the Economic Development Committee, members requested additional financial information from the proposers of 21 Randall Street and, 43 and 91 Douglass Street. This memo and its attachments contain information requested by the committee including rent schedules by bedroom count and AMI levels, estimated sale price for home ownership units, assessment, and annual taxes.

Affordability: As outlined in the RFP submission requests, affordable means that the percentage of income a household is charged in rent and other housing expenses including utilities, or must pay in monthly mortgage payments (including real estate taxes, mortgage insurance, condominium/HOA fees, insurance and utilities), does not exceed 30% of a household's gross income, or other amount established in city regulations that does not vary significantly from this amount.

Proposed unit sale price amounts will be determined by estimating the mortgage payment, less property tax, less mortgage insurance, less homeowner association fees, less homeowner's insurance, less utilities. The mortgage payment is based on 30% of gross monthly income for a household earning 110% AMI. Income qualification would be at or below 120% AMI.

Restrictions on the affordability of units must be in place for a minimum of 30 years for homeownership units, and the longest period allowed by law for rental units.

Tax Assessment and Annual Tax Estimates: The estimated taxes provided by the Assessor (and included in the backup attachments) are only estimates based on a limited data set of financial information. There are several unknowns that make estimating a difficult task. First is the unknown increase on the total City valuation from the upcoming revaluation and second the subsequent unknown decrease on the millage rate. As such, these estimates lean towards the higher end of the value and tax spectrum. Once a project is selected and a more thorough pro-forma can be developed for the specific project, a much more accurate estimation would be provided.

Household Size: The Inclusionary Zoning (IZ) Implementation Guidelines set forth standards for determining eligible household size for workforce housing units. Staff utilized these guidelines to determine the size of the household likely to occupy the units proposed in these developments. The IZ guidelines state that household size/composition should be appropriate to the size of the unit as outlined in the chart below. For the qualification of households by unit size, the head of the household and spouse/partner are assumed to share a bedroom. Two children, whose ages are not excessively disparate, may share a bedroom. On average, there will be no fewer than one, nor more than two persons per bedroom.

Impact on Education as a Result of Development: Staff is analyzed data received from each development team

and completed an analysis of the financial impact on the public education system. A detailed analysis is the backup attachments.

Douglass Yards: estimated number of students is 108 with an estimated State of Maine EPS Funding total of \$812,961.

Douglass Commons: estimated number of students is 186 with an estimated State of Maine EPS Funding total of \$1,400,628.

Additional Information: During the July 21, 2020 Economic Development Committee meeting, Council Chong asked for information regarding the number of 3-bedroom units that have been created in the past couple of years. To summarize the data, 27 projects approved by the Planning Board have included three bedroom units with a total of 157 three-bedroom units. Six of the 27 projects are currently under construction with a total of 57 three-bedroom units. Eight of the 27 projects have been completed with a total of 26 three-bedroom units.

VII. RECOMMENDATION

Staff recommends the City Council review and select the affordable housing developer from the RFP submitted to develop housing on the City-owned property located at 43 and 91 Douglass Street and delegate to the Economic and Development Committee to negotiate the Purchase and Sale Agreement.

VIII. LIST ATTACHMENTS

1. Avesta, Hebert, Jack Soley
2. The Szanton Company
3. Douglass Street Proposal Comparison Matrix
4. Ptld TIF Models - Douglass Commons & Douglass Yards 8-14-2020
5. Douglass Street RE Tax Benefits
6. Douglass Yards Developer Follow-up Memo 10302020

Prepared by:

Mary Davis, Division Director

Date: 10/19/2020

PROPERTY DISPOSITION & DEVELOPMENT

43 & 91 DOUGLASS STREET
PORTLAND, ME

SUBMITTED TO:
CITY OF PORTLAND
PURCHASING OFFICE
CITY HALL, ROOM 103
389 CONGRESS STREET
PORTLAND, ME 04101

Jack Soley

HEBERT
DEVELOPMENT


AVESTA
HOUSING

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01

LETTER OF INTEREST

LETTER OF INTEREST

June 16, 2020

City of Portland
City Hall
389 Congress Street
Portland, Maine 04101

To Whom This May Concern:

Jack Soley, Hebert Development, and Avesta Housing are pleased to provide the City of Portland with our proposal to acquire and develop the properties located at 43 and 91 Douglass Street, Portland, Maine. The development proposal presents a mixed-income, age-inclusive community. The community will provide both rental and homeownership opportunities for a diverse population of individuals and families.

Key highlights of our proposal include:

- A. A team with a proven expertise and ability to execute.
- B. Economically diverse housing meeting the market demand.
- C. Thoughtful sustainable project design elements to complement surrounding neighborhood.
- D. Building features and amenities that will enhance the lives of the residents and community.

Given our team's long history and extensive experience working in and with the City, we understand the importance of the City goals and the future development's impact on the surrounding community. We would welcome the opportunity to collaborate with the City of Portland to acquire this site and make it the future location of a new and exciting development.

Please feel free to reach out to us with any questions. Thank you for your time and consideration.

Sincerely,

Jack Soley
Owner
East Brown Cow Associates

Timothy Hebert
Owner
Hebert Development

Dana Totman
President | CEO
Avesta Housing

The background of the page is a dark, blue-tinted photograph of a construction site. A large tower crane is visible on the right side, and the skeletal steel framework of a multi-story building is in the center. The overall tone is industrial and professional.

02

DEVELOPMENT TEAM CONTACTS

DEVELOPMENT TEAM CONTACTS

JACK SOLEY

100 Commercial Street, Suite 306
Portland, ME 04101
o. (207) 775-2252

Contact:

Jack Soley | Owner
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c. (207) 808-4714

HEBERT DEVELOPMENT

62 India Street, Suite A
Portland, ME 04101
o. (207) 783-2091

Contact:

Timothy Hebert | Owner
thebert@hebertconstruction.com
c. (207) 212-2176

AVESTA HOUSING

307 Cumberland Avenue
Portland, ME 04101
o. (207) 553-7777

Primary Contact:

Rebecca Hatfield | Vice President of Real Estate Development Management
rhatfield@avestahousing.org

Alternative Contact:

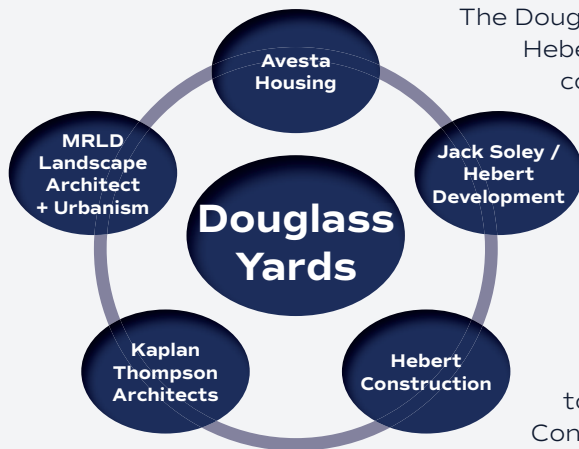
Nate Howes | Development Officer
nhowes@avestahousing.org
c. (207) 245-3374

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03

TEAM CAPACITY & QUALIFICATIONS

TEAM CAPACITY AND QUALIFICATIONS



The Douglass Street development team will comprise of Jack Soley, Hebert Development and Avesta Housing. We will collaborate as co-developers to create a cohesive development that fits the existing context of the neighborhood, meets the needs of future residents and embraces the larger community.

Our team brings significant expertise and experience in the areas of development, construction, design, and management. Collectively, we have successfully completed hundreds of developments. As highlighted in the list below, we have previously partnered in various capacities, which has allowed us to establish strong relationships and confidence in our ability to deliver. The team is also unique in that it includes Hebert Construction, a leading construction contractor in New England.

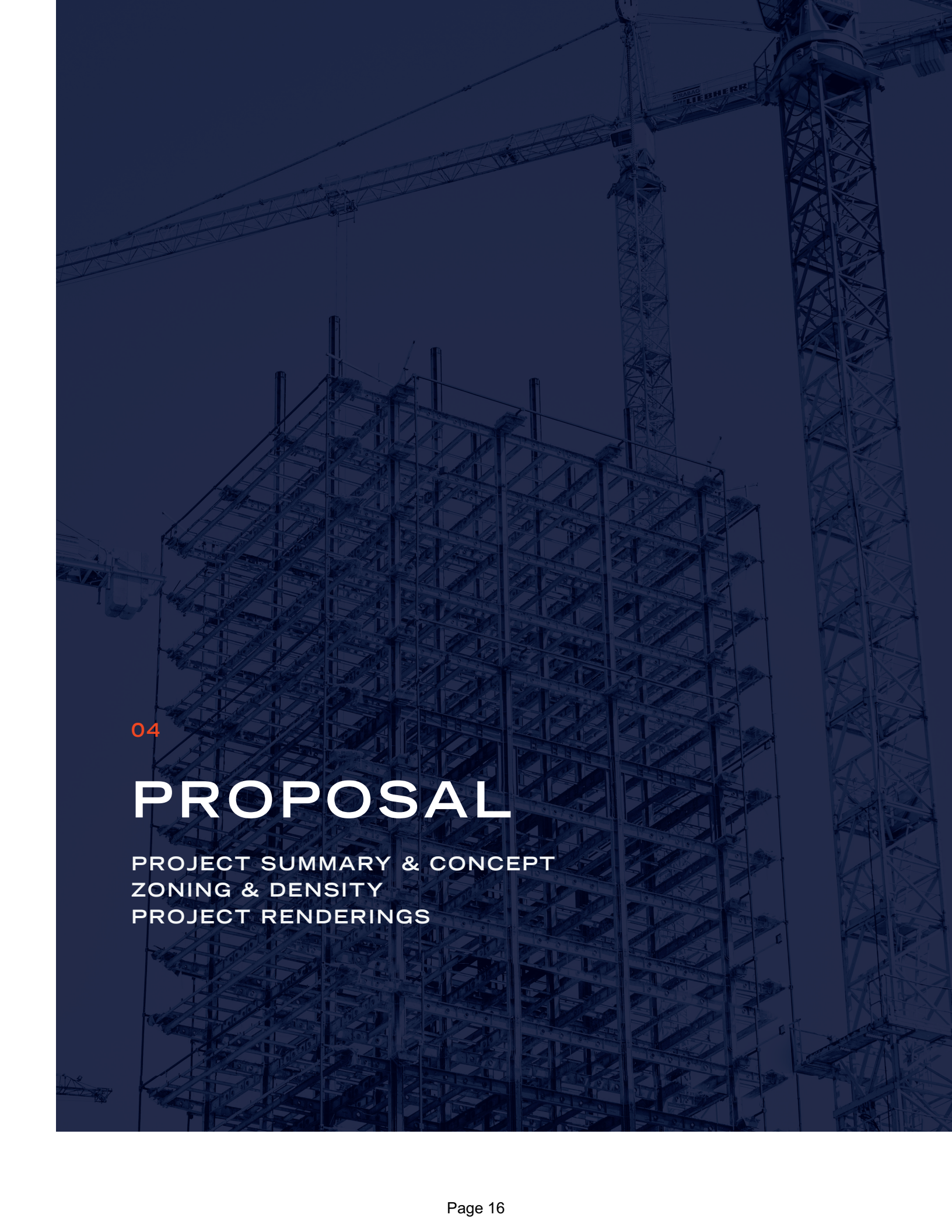
Hebert is a co-developer, but will also serve as the general contractor.

Because of this, the team will have the added benefit of Hebert's construction insight and guidance to make informed decisions from concept inception through completion based on shared knowledge and common goals.

We will use the same partners on all aspects of the development ensuring an efficient and cohesive execution of the project vision. In addition to Jack Soley, Hebert Construction and Avesta, the team will include Kaplan Thompson Architects, MRLD Landscape Architecture + Urbanism, and Norway Savings Bank. Kaplan Thompson Architects and MRLD Landscape Architecture + Urbanism will complete the design of the site and buildings. Norway Savings Bank will provide the financing to both owners/developers. Kaplan Thompson, MRLD and Norway Savings Bank have long established relationships with the developers and have partnered with them on previous projects.

Team member profiles including bios, qualifications, and relevant project experience highlighting the details of the projects listed below, are provided in the Appendix.

Project / Location	Units	Description	Team Members
Parris Terraces Portland	23	Condominiums	Jack Soley (Developer) Kaplan Thompson (Architect) Hebert Construction (Contractor)
Bayside Anchor Portland	45	Affordable & market (mixed income) rental housing	Avesta Housing (Developer) Kaplan Thompson (Architect)
Thomas Heights Portland	18	Affordable rental housing for veterans	Avesta Housing (Developer) Hebert Construction (Contractor)
Blackstone Apts. Falmouth	39	Affordable rental housing for seniors	Avesta Housing (Developer) Kaplan Thompson (Architect)
West End Apts I & II South Portland	116	Affordable & market (mixed income) rental housing	Avesta Housing (Developer) Kaplan Thompson (Architect)
Blake & Pine Apts.	35	Affordable & market (mixed income) rental housing	Avesta Housing (Developer) Hebert Construction (Contractor) Norway Savings Bank (Lender)

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04

PROPOSAL

PROJECT SUMMARY & CONCEPT
ZONING & DENSITY
PROJECT RENDERINGS

PROPOSAL

PROJECT SUMMARY & CONCEPT

Our proposed concept, Douglass Yards, will be a community that promotes equality and inclusiveness by providing both rental and homeownership options for a diverse population. Unlike other developments which typically are targeted to a specific demographic, Douglass Yards will embrace the idea of a democratic campus where residents of different ages, ethnicities and economic status will share the same community.

Douglass Yards will comprise of a 40-unit rental development, a 30-unit condominium, and 10 single family homes. The 40-unit multifamily rental housing will have efficiencies, one-bedrooms, two-bedrooms and three-bedrooms ranging from 375 to 950 square feet to accommodate households of all sizes. There will be six ADA compliant rental units, beyond the minimum account required by federal law, to promote and enhance accessibility for disabled and/or older residents. All rental units will be affordable to low and very-low income households through income and rent restrictions. The 30-unit condo building will include modest one- and two-bedroom condos ranging from approximately 475 to 600 square feet. The small size of the units will assure accessible prices in perpetuity. Twenty-four of the thirty condos will be priced to be affordable to households of moderate income (120% AMI), and 6 condo units will be sold at market rate. Details of affordability, including rent, income and condo price determination, is described further in the Occupancy and Management Plan section. The 10 single family homes will be made up of 950 sf single family home with 450 sf garage and 450 sf accessory dwelling unit. BrightBuilt Home will provide homes with efficient envelopes, net zero design, sustainable materials and a GREEN construction and delivery method where materials are locally sourced and transported from a factory within 50-miles of the site. Each home will be affordable in town living for a multitude of generations. These provide income for seniors who want to age at home, middle class families, young professionals and everyone in between seeking in-town home ownership.

Lower income residents, many of them recent immigrants to this country, may receive housing assistance in order to afford their apartments. As these tenants gain greater financial stability, there will be opportunities for accessible home ownership within their same familiar neighborhood. For residents that continue to attain upward mobility, our single-family homes may present a viable option with their attached Accessory Dwelling Units (ADUs).

Lower income residents, many of them recent immigrants to this country, may receive housing assistance in order to afford their apartments. As these tenants gain greater financial stability, there will be opportunities for accessible home ownership within their same familiar neighborhood. For residents that continue to attain upward mobility, our single-family homes may present a viable option with their attached Accessory Dwelling Units (ADUs).

Avesta Housing HomeOwnership Center provides home buyer classes and free credit, financial and budgeting capabilities counseling to individuals and/or families. These services will be offered to future Douglass Yards residents whether they may be buying a condo as the entry into home ownership or may be an existing resident who has the desire

PROPOSAL (CONT.)

to transition from the rental housing into home ownership. For those individuals that meet the criteria, the home buyer classes have the added benefit of providing a \$3,500 MaineHousing Advantage grant upon completion to be used towards a down payment or closing costs.

Building and Campus Features

Avesta Housing, Jack Soley, and Hebert Construction are committed to efficient and sustainable design that supports the goals of the City, the climate control efforts at the State level, and creates a healthy living environment for residents. Both structures will be 3-story, elevator buildings that are complementary to each other and incorporate similar materials and design features. The community, including the single-family homes, will aim to embrace the aesthetic of surrounding neighborhood while remaining consistent with City's planning objectives.

The campus will include a several features that will benefit and enhance the lives of the residents and surrounding community. There will be a large community room that may be used by residents, local community groups, or organizations. The site will provide sufficient parking, bike storage and is within close proximity of a bus stop facilitating various transportation options. Perhaps most importantly, given the sites proximity to existing high-trafficked outdoor areas of recreation, the proposed landscaping will be extensive. It's our intent to create a campus that not only serves as a continuation of the existing Libbytown neighborhood aesthetics but also acts as a nature-intensive gateway to the existing fields.

The landscape for Douglass Yards recalls great urban neighborhoods by making the streets civic spaces where people are safe and welcome. These shared space streets are activated urban open spaces defined by trees, narrow travel lanes, sidewalks, on-street parking, and biodiverse plantings. By using the street as framework for redevelopment, Douglass Yards integrates architecture and site into a seamless expression of place. As with many Portland neighborhoods, Douglass Yards includes open spaces that work with the scale and pattern of development providing opportunities for community gardens, gathering areas, urban rewilding, rain gardens, and connectivity. While the new homes are thoughtfully buffered from the existing neighborhood with trees and understory plantings, the site is a crossroads. Sidewalks, shared space streets, trails, and a boardwalk create connections to Douglass Street, Dougherty Field, and Dougherty Field Path allowing people of all ages to benefit from and identify with this new neighborhood.

As responsible stewards of the environment and community, we strive to not only create equitable and diverse housing but energy and water efficient housing that exceeds code and leverages green technology. To this end, we frequently incorporate numerous design features that reduce energy and water consumption and therefore at least partially offset our developments' carbon footprint. Our most frequently utilized green design features are as follows:

- Use of recycled-content building materials that are composed of at least 25% post-consumer or post-industrial material. Such materials include gypsum board (wall and ceiling), countertops, flooring (carpeting & resilient flooring) and acoustical panel ceilings.

PROPOSAL (CONT.)

- Building materials from regional manufacturers thus reducing the carbon producing transportation process while also supporting regional and local business.
- Better insulation, in conjunction with efficient air exchange vehicles, that result in lower energy usage and better internal air quality. We therefore typically install large R-value insulation, well in excess of currently building code requirements.
- Water-conserving fixtures – i.e. toilets, showerheads, kitchen faucets, and bathroom faucets. We find that these features, in conjunction with resident educational materials, can reduce water consumption at our properties.
- High performance appliances and lighting such as energy-star rated appliances, kitchen and bathroom fans, and LED lighting in interior, exterior and common areas.
- Extensive solar array. Our goal is to provide a significant portion of the energy consumption using an on-site PV system. We are exploring the possibility of creating a Solar Power Purchase Agreement (SPPA) which would provide a discounted electricity rate to the residents of Douglass Yards. We believe that by incorporating an economically viable solar framework during the design and planning process, this project can become a model for future developments.

Our Douglass Street development would incorporate many, if not all, of these features. Part of the impetus of choosing Kaplan Thompson Architects was their reputation as leaders in the field of sustainable building design. Their Bayside Anchor development, a certified energy efficient Passive House, has become a symbol of sustainable building practices in the greater Portland metro and beyond. With the assistance of architects on the forefront of sustainability, the design of the Douglass Street buildings and campus will incorporate many of these energy efficient design elements.

Neighborhood Context

A site's history and neighborhood context should inform any new campus' layout, site, and building aesthetics. To that end we plan to incorporate streetscape features that will allow for residents and the community at large to enjoy the new campus. First, we would construct sidewalks throughout the development so that residents of the Libbytown community can easily walk through the site on their way to the playing fields. Second, we would incorporate vehicle speed reducing features to ensure that traffic entering the campus would not travel in excess of posted limits; our sidewalks would remain safe. Third, to the extent that the City of Portland is willing and able to assist, we will advocate for increased transportation options along the Douglass Street section of Congress Street. Finally, we commit to the long-term maintenance of our facilities and site improvements. We have a proven track record of ensuring that our developments remain pristine. Our direct supervision of snow removal and other landscaping activities helps us ensure that our residents and properties are well cared for even when it snows. We are committed to ensuring everyone's ability to use our sidewalks, even in the dead of winter.

As stewards of the environment and as potential neighbors to the existing Libbytown community, we are committed to ensuring the complete remediation of environmental concerns related to the site's prior uses. Therefore, we plan to remove problematic soils and materials and replace them with lush indigenous landscaping including grass and local flora. Furthermore, we recognize that remediation of the existing conditions and subsequent

PROPOSAL (CONT.)

replacement with vegetation is not enough. We must also plan for the future and the site's impact post-completion. With the future in mind, we have designed a robust stormwater system that will slow, collect, and mitigate the effects of heavy rain events. Our design will therefore ensure that the local neighborhood will not be adversely impacted by the addition of our buildings and pavement. Excess water will be directed away from the neighborhood and our buildings thus allowing our extensive landscaping and green space to thrive. It will remain intact for resident and neighborhood use for decades to come.

Project Readiness

The 30 unit condominium building is not subject to the timeframes of federal financing. Therefore, it is expected that construction could begin within nine to twelve months of selection under the RFP or approximately the summer of 2021. The timeframe between selection and construction start would only be dependent on design development and the City/State permitting processes. The condominiums would be ready for occupancy in the summer of 2022.

The 40 unit building would use MaineHousing financing which is cyclical in nature; financing would be secured within approximately one year of selection. Construction would then start approximately nine to twelve months from the date financing is secured, anticipated summer of 2022. The apartment building would be ready for occupancy in the summer of 2023.

ZONING & DENSITY - Dynamic Rental and Homeownership Campus

The parcels on Douglass Street are currently in the R-5 zone. Under this ordinance, a PRUD development would allow for a maximum of 47 units in approximately four buildings based on the per building max of 12 units and the per square foot minimum of 3000 per dwelling unit. If the site was in the R-5A zone, the maximum of 12 units per building would not apply and there could be a total of approximately 90 units based on a minimum square footage of 1600 per dwelling unit. It is our contention that the size of parcels, and their location in central Portland, just off congress street in the Libbytown Neighborhood, makes the site ideal for a higher density development. This area of congress street is within .25 miles of the Portland Transportation Center with bus and rail service to Boston and beyond. In addition, the parcels are only .4 miles from the Union Station Plaza and .5 miles from the Maine Medical Center Campus. The proximity of these parcels to transportation, retail, and healthcare services make the Douglass Street campus an ideal location for a higher density development. In addition, the Douglass street parcels are within .25 miles of the nearest R-5A zone, which allows for the higher density noted above.

The enclosed proposal details a two-building and ten single family home development with approximately 80 units and abundant greenspace for resident and neighbor recreation. This scale of development would fit within the R-5A zone and existing neighborhood aesthetic, but it is not accommodated by the existing R-5 zone. Given the presence of other three-story buildings in the area, including two existing apartment buildings at 49-53 Douglass Street, the Douglass Street Campus fits seamlessly within the neighborhood context and aesthetic. The new campus would be an extension of the existing Libbeytown Neighborhood, it would not be an aberration.

PROPOSAL (CONT.)

We contend that a PRUD development is not the highest and best use of the site given its size and central location. Given the characteristics of the site, its central location, and the limited required zoning changes for this proposal's feasibility, we request zoning relief from the City Council. The form of such relief will be at the council's discretion as either a contract zone or a zoning change to R-5A. Such relief will allow for the addition of these affordable units to the City's housing stock. Furthermore, this proposal is unique in its aim to create a pathway from sustainable renting to homeownership on a single campus; providing a variety of avenues for housing stability and long-term financial success.

Homeownership remains the primary means for the American middle class to accumulate wealth and achieve long-term financial stability. The site concept, with rental units, condominiums, and single-family homes with ADU's allows residents who start as renters to move on to condominium or homeownership. The National Low-Income Housing Coalition's 2019 "Out of Reach" dataset indicates that a renter earning the State's minimum wage of \$11.00 an hour would need to work 58 hours per week to pay for the average one-bedroom apartment (\$823 monthly rent). This "minimum hours worked" statistic would be much more pronounced in Portland where one-bedroom apartments are frequently rented at \$1400 and two-bedroom units often reach \$1800-\$2000. Portland's rental landscape not only makes it difficult to live paycheck-to-paycheck, but the market makes it nearly impossible for low-income Mainers to save for a home. This predicament, the inability of Portland renters to save for an affordable home, is what we hope to resolve with this campus. A renter will enter the campus and pay rent that is below the Portland market standard. The resident can then remain in their unit as their savings and income increase preparing them to eventually buy one of the single family homes with ADU's on site.

ATTACHMENTS

Please see the following pages for:

- Site Plan and Project Renderings
- BrightBuilt Home Information & Energy Comparisons
- BrightBuilt Home Portfolio Photos





NET ZERO ENERGY HOMES

BRIGHTBUILT

●●●HOME



"The team at BrightBuilt turned my desire for a greener way of life into a national award-winning showcase for sustainable building. They far exceeded my expectations, and were a constant pleasure to work with."

—Keith Collins, Owner - BrightBuilt Barn

BRIGHTBUILT HOMES ARE BETTER BECAUSE...

- they are very **cozy and comfortable**;
- they are **sunnier, warmer, and quieter**;
- they can have **the same monthly cost** as traditional homes;
- they require **less maintenance**;
- they are **healthier** for you and your family;
- they are **energy efficient**; and
- they can **cut your utility bills in half...** or eliminate them entirely with our **Net Zero** option.

WHAT MAKES BRIGHTBUILT A HIGH-PERFORMANCE HOME?

- **Bigger, Better Windows.** They are specially engineered to capture the sun's heat without letting it escape, brightening and heating the house.
- **No Furnace.** Furnaces break down, chug oil, and leave you vulnerable to the unpredictability of changing fuel costs. BrightBuilt Homes feature triple-efficient heat pumps instead, which provide A/C as an added bonus.
- **Twice the Insulation.** This keeps you warmer in the winter and cooler in the summer.
- **Draft-Free, Toxin-Free, Leak-Tested.** Fresh, clean air is circulated year-round and safe, non-toxic materials are used throughout.
- **Efficient, High-Quality.** BrightBuilt Homes are precision-engineered and constructed primarily off-site to increase quality, efficiency, speed, and to extend the building season in colder climates.
- **Durable & Quiet.** Superior wall construction is nearly twice as thick as that of a traditional home, significantly reducing noise from outside.

WHICH BRIGHTBUILT IS THE BEST FIT?

3 LEVELS OF CUSTOMIZATION

READY HOME

One of our standard, high-performance home designs, with a simplified selection process and a speedier timeline.

CHOICE HOME

Our high-performance home with an option to customize windows, walls, porches, even whole room sizes & locations, to fit your unique building site and lifestyle.

CUSTOM HOME

A high performance home that uses the BrightBuilt construction system, but has a completely unique design — or we can adapt your existing design to the BrightBuilt system.

	READY HOME	CHOICE HOME	CUSTOM HOME
CUSTOMIZATION AVAILABLE	A LITTLE	A LOT	ALL OF IT!

12 CHOICE HOME & READY HOME STYLES TO CHOOSE FROM



ENERGY SPECIFICATION COMPARISONS

		CONVENTIONALLY BUILT HOME	BRIGHTBUILT HOME WITH SOLAR
WINDOWS	MANUFACTURERS	ANDERSEN OR JELD-WEN (TYP)	PARADIGM, MATHEWS BROTHERS, LOGIC
	R-VALUES	R-2.8 TO 3.7	R-4.8 TO R-5.6
INSULATION R-VALUES	FOUNDATION SUB-SLAB	R-10	R-20
	FOUNDATION WALLS	R-10 TO 19	R-20
	EXTERIOR WALLS	R-19	R-40
	ROOF	R-38 TO 49	R-60
INSULATION TYPE		FIBERGLASS	CELLULOSE AND RIGID FOAM
HEATING		OIL OR GAS FURNACE	ZERO FOSSIL FUEL MINI-SPLITS
COOLING		NONE	INCLUDED WITH MINI-SPLITS
FILTERED FRESH AIR EXCHANGE		NONE	ERV FRESH AIR SYSTEM
OPTION FOR WOOD STOVE		YES	YES
SOURCE OF ENERGY		UTILITY COMPANIES	ON-HOME SOLAR



The background of the page is a dark, blue-tinted photograph of a construction site. A large tower crane is visible on the right side, and the skeletal steel framework of a multi-story building is in the center. The overall mood is industrial and modern.

05

FINANCIAL FEASIBILITY

LAND ACQUISITION & PURCHASE PRICE
SOURCES & BUDGETS

FINANCIAL FEASIBILITY

LAND ACQUISITION AND PURCHASE PRICE

In an effort to determine a fair purchase price for the parcels at 43 and 91 Douglass St., we commissioned Malone Commercial Brokers to present us with a Broker Opinion of Value (BOV) to use as a guideline (attached). The parcels are very attractive given their proximity to City athletic fields as well as a commercial center and transportation hub. However, there are also well documented environmental issues with the site that must be addressed before a residential development could take place. In addition, the current zoning allows for a maximum of forty-seven units in the form of single family, two family, and Planned Residential Urban Developments (PRUDs). These types of projects are typically more costly to build and therefore more expensive to the consumer than larger multi-tenanted building. Our goal is to offer housing across the socioeconomic strata, with a strong emphasis on entry level home ownership and subsidized housing.

Based on the current zoning, the maximum build-out of forty-seven units at a land cost of \$10,000 per unit, Malone Commercial Brokers estimates the value of the property (before discounting due to environmental issues) to be \$470,000. Though a Phase 2 Environmental Study has been completed, the full extent of present issues and the cost of their remediation will not be fully known until a comprehensive survey of the site is complete. It is our professional opinion that given the current lack of affordable housing in the City of Portland, we feel that the highest and best use of the parcel is for a denser development. With zoning changes to reflect this density, and a discount to address the environmental expenses, we feel that the land has a value of \$575,000.

FINANCIAL FEASIBILITY (CONT.)

SOURCES AND BUDGETS

30-UNIT CONDO DEVELOPMENT

Sources:		Budgets:	
Investor Equity	1,035,491	Construction	5,224,760
Bank Financing	5,867,782	Soft Costs	261,238
		Financing	129,350
		Closing Costs	121,950
		Acquisition	215,625
		Permits & Fees	575,350
		Fees & Reserves	375,000
Total	\$6,903,273	Total	\$6,903,273

1. Investor Equity

Owners, Jack Soley and Tim Hebert will be investing the first 15% of the project costs as equity into the project.

2. Construction Loan

Jack & Tim will seek a construction loan from Norway Savings Bank. Norway Savings has a strong and established relationship with both Jack and Tim. Norway has partnered with Jack individually as the lender on another workforce housing development in addition to many other commercial lending situations. Norway has partnered with Tim Hebert in both business relationships and lending. Furthermore, Hebert Construction has partnered with Norway to build most of their newer facilities in Central and Southern Maine. Norway Savings Bank will issue a commitment upon review of the final underwriting.

FINANCIAL FEASIBILITY

SOURCES AND BUDGETS (CONT.)

10 SINGLE-FAMILY HOMES W/ ADU DEVELOPMENT

Sources:		Budgets:	
Investor Equity	756,623	Construction	4,387,500
Bank Financing	4,287,527	Soft Costs	105,650
		Financing	60,000
		Closing Costs	52,750
		Acquisition	71,875
		Permits & Fees	145,875
		Fees & Reserves	220,500
Total	\$5,044,150	Total	\$5,044,150

The 10 Single-family home development will be funded via the following sources:

1. Investor Equity

Owners, Jack Soley and Tim Hebert will be investing the first 15% of the project costs as equity into the project.

2. Construction Loan

Jack & Tim will seek a construction loan from Norway Savings Bank. Norway Savings has a strong and established relationship with both Jack and Tim. Norway has partnered with Jack individually as the lender on another workforce housing development in addition to many other commercial lending situations. Norway has partnered with Tim Hebert in both business relationships and lending. Furthermore, Hebert Construction has partnered with Norway to build most of their newer facilities in Central and Southern Maine. Norway Savings Bank will issue a commitment upon review of the final underwriting.

FINANCIAL FEASIBILITY

SOURCES AND BUDGETS (CONT.)

40-UNIT LIHTC DEVELOPMENT

Sources:		Budgets:	
MaineHousing Subsidy	800,000	Construction	7,947,574
MaineHousing Debt	3,400,000	Soft Costs	1,018,100
UHTC Equity	6,830,517	Financing	430,000
		Misc. Costs	172,500
		Acquisition	287,500
		Fees & Reserves	1,174,843
Total	\$11,030,517	Total	\$11,030,517

The 40-unit development will be funded via the following sources:

1. Low-Income Housing Tax Credit Capital (LIHTC)

Avesta will generate equity through the syndication of Low-Income Housing Tax Credits ("LIHTC"). Avesta has a proven track record of successful LIHTC applications. The timing of LIHTC commitment is as follows:

- Application Submission: July 2021
- Anticipated award date: October 2021

2. MaineHousing Debt and Subsidy

As a part of our LIHTC application, we will also request permanent debt through MaineHousing and MaineHousing subsidy. Avesta is in good standing with MaineHousing and has successfully secured both of these sources for several LIHTC developments.

- Application Submission: July 2021
- Anticipated award date: October 2021

3. City of Portland Affordable Housing Tax Increment Financing (AHTIF)

Avesta will apply for affordable housing tax increment financing (AHTIF) for purpose of supporting the development of the 40-unit LIHTC funded building. This funding mechanism is critical to the financial feasibility of the affordable housing development. The AHTIF will allow Avesta to leverage \$3.4 million in MaineHousing permanent financing, approximately \$1 million more than if an AHTIF was not granted.

We will submit the AHTIF application as soon as possible or in accordance with the City's timeline for AHTIFs.

4. Construction Loan

Avesta will seek a construction loan from Norway Savings Bank. Norway Savings has a strong and established relationship with Avesta and has partnered with Avesta as the lender on other affordable housing developments. Norway Savings Bank will issue a commitment upon review of the final underwriting.

The background of the page is a dark, blue-tinted photograph of a construction site. A large tower crane is visible on the right side, and the skeletal steel framework of a multi-story building is in the center. The overall tone is industrial and professional.

06

DEVELOPMENT TIMELINE

DEVELOPMENT TIMELINE

Douglass Yards is a unique shovel-ready neighborhood development. Our development approach allows for site buffering to be implemented during the first phase of construction to soften the impacts on the existing neighborhood. Both our workforce housing condo units along with our BrightBuilt single family homes are market ready, backed by private equity and traditional bank financing. The timeline for the project allows for housing to be available within a year.

Development Timeline	Projected
Site	
RFP Submission	06/16/2020
RFP Decision	07/31/2020
Purchase & Sale	08/10/2020
Acquisition (ready to close within 45 days)	10/01/2020
Municipal Approvals	04/01/2021
30-Unit Condo & 10 Single Family Home Development	
Planning board submission	12/01/2020
100% Construction Plans	02/25/2021
Construction loan closing	03/15/2021
Construction Start	04/01/2021
Substantial Completion	12/20/2021
Occupancy	12/30/2021
40-Unit LIHTC Development	
Financing	
MaineHousing Application	08/26/2021
MaineHousing Selection	10/31/2021
Construction Loan Commitment (CLC)	11/01/2022
Permanent Loan Commitment (CLC)	11/01/2022
Other Sources Committed (CLC)	11/01/2022
Plans and Specifications	
100% Construction Plans	09/30/2022
Construction Loan Closing	11/01/2022
Construction Start	11/02/2022
Substantial Completion	12/01/2023
Completion of Construction	02/01/2024
Lease-Up	
Lease-up Begins	02/2024
Sustained 95% Occupancy	07/2024

Our affordable housing development, the 40 unit Avesta building, takes a bit longer due to MaineHousing required timelines. Our timetable accounts for these various steps required to gain approvals in a realistic and proven sequence. The overall timeline is real, our approach is simple and our team is experienced and ready.

The background of the page is a dark, blue-tinted photograph of a construction site. A large tower crane is visible on the right side, and a building's steel framework is in the center. The overall image has a high-contrast, industrial feel.

07

OCCUPANCY & MANAGEMENT PLAN

OCCUPANCY AND MANAGEMENT PLAN

Avesta Housing, Jack Soley and Hebert Development propose to build an equitable neighborhood where residents of different socio-economic status will live on a single campus. The rents and for sale price points will create housing opportunities for people ranging from below 50% of Area Median Income (“AMI”) to over 120% of AMI per federal income definitions. This approach will create a true economically diverse campus that is representative of demographics and housing need in the City of Portland.

Upon acquisition to the land parcel, the land will either be subdivided, or a land condominium will be formed. The campus will include two or three land units (“Land Unit X”) based on the development proposal selected by the City. Land Unit 1 will be owned by Avesta Housing (“Avesta”) for the purposes of developing a 40-unit affordable rental property. Land Unit 2 and Land Unit 3 will be owned by Jack Soley and Tim Hebert / Hebert Construction. The land associated with Unit 2 will be for purpose of the development of a 30-unit condominium, and Land Unit 3 will be retained for the potential development of single-family homes.

Land Unit 1 – Ownership and Affordability

The development located on Land Unit 1 will be funded by Low Income Housing Tax Credits (“LIHTC”). The LIHTC development will be owned by a single-purpose limited partnership, of which Avesta will serve as the General Partner and tax credit investors will serve as the limited partner. Avesta will also manage the property.

The 40-unit multifamily development will have long term affordability, with all of the units being restricted to households at 60% of AMI or below, and a portion may have deeper targeting restricted to 50% of AMI or below. The area median income and maximum affordable rents are governed by Internal Revenue Service LIHTC guidelines. The building will remain affordable for at least 45 years as enforced by an extended use agreement with Maine State Housing Authority. However, it is Avesta’s intent and mission to keep the building affordable and restricted to serve people of need beyond the required 45 years.

Land Unit 2 and 3 – Ownership and Affordability

Land Unit 2 will comprise a 30-unit condominium building. Twenty-four one- and two-bedroom condominiums will be sold at price points affordable to households and individuals with incomes up to 120% of AMI, based on federal income guidelines as defined by the US Department of Housing and Urban Development. The small size of these units will assure affordability in perpetuity. Using federal income guidelines creates consistency with Low Income Housing Tax Credit property also located on the site and facilitates an opportunity for households to graduate into home ownership. The remaining six modest one-bedroom condos will sell at market rate to folks looking to downsize and simplify their lives. The condominium association and building will be managed by Avesta Housing or another third-party manager.

The ten single family homes located on Land Unit 3 will be efficient in size and design to facilitate affordability as compared to other homeownership options within the City of Portland. The homes will be modest and include Accessory Dwelling Units to help buyers afford the high costs of home ownership.



08

APPENDIX

- A | PROFILE - JACK SOLEY
- B | PROFILE - HEBERT DEVELOPMENT / CONSTRUCTION
- C | PROFILE - AVESTA HOUSING
- D | PROFILE - KAPLAN THOMPSON ARCHITECTS
- E | PROFILE - MRLD LANDSCAPE ARCHITECTURE
+ URBANISM
- F | NEIGHBORHOOD SUPPORT LETTER
- G | BROKER'S OPINION OF VALUE
- H | LENDER INSTITUTION SUPPORT LETTERS

JACK SOLEY

Jack Soley is a founding partner of East Brown Cow, a real estate investment company. Jack has 31 years of experience in acquisition, development, construction, and management of commercial and residential projects. He owns individually and in partnership approximately two million square feet of commercial and hospitality space in the Portland area. For the past ten years, Jack has focused on residential real estate development including rental and home ownership.

Jack's most recent project was Parris Terraces, a twenty-three unit condominium development in the Bayside neighborhood. Built on land purchased from the City of Portland through an open RFP process, the project included twenty units sold at 120% of Area Medium Income (AMI). In order to achieve this challenging sales price point without using municipal, state or federal subsidies, the average unit size was kept below 500 square feet. Well-designed contemporary interior spaces and the inclusion of balconies created efficient and useful floor plans. Very high standards of insulation and heating and cooling by mini-split heat pumps holds ongoing costs of ownership down. ***Significantly, the small size of the units will also keep future re-sales at affordable prices, without deed restrictions.***

Jack is a former member of the Portland Planning Board. He is currently an Instructor and Trustee at the Hurricane Island Outward Bound School, a Maine Guide Examiner for the State of Maine, as well as a Board member of the Portland Museum of Art.

APPENDIX B

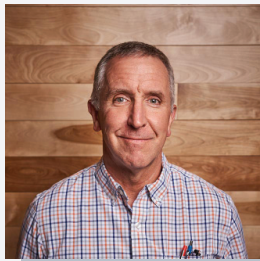
HEBERT DEVELOPMENT / HEBERT CONSTRUCTION

FOUR GENERATIONS OF LEADERSHIP & VALUE

Hebert Construction is a team of problem solvers first and foremost, and we do our best work amidst the most challenging environments and requirements. Our 4th-generation knowledge, engineering expertise, and rigorous field training lend to unrivaled forethought and upfront solutions that save every client time and money. Our unbeatable rate of repeat business and large number of multi-generational clients is a testament to the consistency of our work and our word.

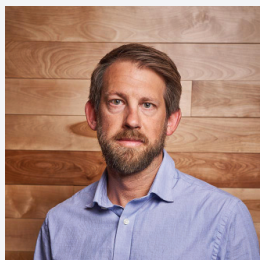
We take great pride in maintaining long-term partnerships thanks to the long-term value we bring to every project.

Current Leadership



MICHAEL HEBERT

Michael started the third generation when he joined the business in 1985 after graduating from Northeastern University. As current owner & managing member of the company, Mike personally manages many of the company's larger projects and continues to grow the company.



TIMOTHY HEBERT

Tim joined the family business in 2002 after graduating from Wentworth Institute of Technology with a degree in Civil Engineering. As a project engineer he gained extensive experience in Healthcare Construction. As an owner of the company, Tim continues the third generation propelling the business to the next level.



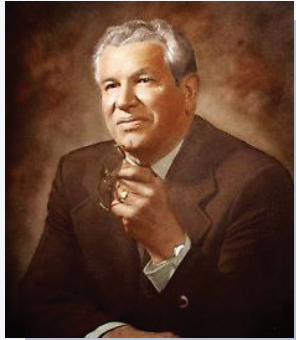
SIMON HEBERT

Simon, son of Michael, joined the family business in 2013 after graduating from Syracuse University with a degree in Civil Engineering, starting the fourth generation. Simon specializes in Healthcare, Institutional, and Commercial Construction.

APPENDIX B

HEBERT DEVELOPMENT / CONSTRUCTION (CONT.)

History



In 1943, Hebert Construction was founded by Edward Hebert of Van Buren, Maine. He began as a self-employed carpenter known simply as Edward Hebert Construction. He believed in the importance of honesty and quality services; Practices which have continued through the generations. In 1954, Richard joined his father's business. Together, they built many prominent homes throughout Lewiston and Auburn; Gaining a reputation for their quality craftsmanship. Edward's youngest son, Daniel, joined the business in 1969. While continuing to grow, the business shifted its focus from residential to commercial construction. Dan retired in June of 2015, leaving the business in the capable hands of the next generation.

WHAT MAKES US DIFFERENT

Consistency in Our Work and Our Word

Commitment to excellence is what sets us apart from other construction companies. We understand that our clients want value, quality and timely building solutions from a firm who has the expertise and experience to deliver successfully. Designing, planning, building and remodeling for over seven decades, we focus on accountability, honesty, superior customer service and delivering projects on time and on budget with maximum value.

We are passionate about what we do, and it shows through the satisfaction of our clients. We do what we say we will do. Senior management is actively involved with all our projects to ensure that our rigorous standards and customer's expectations are met or exceeded.

75 Years of Enduring Value

Value comes from accountability and ownership of each phase of the project. Quality construction not only means delivering a superior product at a competitive price but standing behind it well after the project has been completed.

APPENDIX B

HEBERT DEVELOPMENT / CONSTRUCTION (CONT.)

Unrivaled Forethought & Upfront Solutions

At Hebert Construction, we get involved in a project early. Our clients benefit from our preconstruction services and upfront planning. We establish and maintain cost-effective value engineering procedures and processes through effective and practical techniques to improve the overall performance and outcome of projects. We have a long history of saving costs, maximizing budgets and improving function through our process.

SELF-PERFORMANCE WORK

Hebert is one of the few remaining general contractors within the state of Maine to offer an in-house workforce to perform certain tasks on a job. This resource enables our clients to benefit from a more focused control on quality, cost, timeline, energy performance and safety, adding value to the project. Before Hebert self-performs any work, we collect proposals from other contractors to ensure the best value to the client and we only perform the scopes of work if we are the lowest bidder. This ensures the client is receiving the structure at the best possible price.

Hebert has the capabilities of self-performing the following trades:

- Design-Build Services
- Permitting
- Land Use Consultant
- Feasibility Studies
- Detailed Budgeting
- Project Management
- Scheduling
- Phasing
- Estimating
- Steel Erection
- Drywall
- Wood Framing
- Finish Carpentry
- Concrete
- Doors, Frames & Hardware
- Specialties

WE INTEND TO EARN YOUR BUSINESS

Hebert Construction is a full-service firm with the majority of our work negotiated. We assemble the best Architectural, Engineering, Mechanical, Electrical, Civil/Site and Land Planning Engineers. Our ability to coordinate all services in-house is a tremendous benefit to our clients. It allows us to consider multiple design build options as a tool in building consensus and improving the eventual solution.

Other services include Project Management, Conceptual Estimating, Planning, Scheduling, Value Engineering, Detail Estimating, Contractual Arrangements, Cost Control and Management through project completion.

APPENDIX B

HEBERT DEVELOPMENT / CONSTRUCTION (CONT.)

Quality Control and Assurance

- Ensure that quality of materials meets specifications
- Review the accuracy of installation and quality of workmanship
- Confirm strict adherence to program documents and specifications
- Continually adjust during the project to prevent delays
- Conduct and complete a majority of the punch list before completion
- Test systems prior to turnover to ensure complete working systems

Teamwork

Our policy is to promote openness, fairness and a spirit of teamwork as our essential elements in the administration of a successful construction team. Interaction and continued personal attention are key in developing any project. Having successfully demonstrated this need with both public and private groups, as indicated in our corporate history, we sincerely hope you select us as the Contractor for your next project.

Employment Profile

- | | |
|-------------------------------|--------------------------------|
| • Project Engineers | • Crane & Equipment Operators |
| • Construction Managers | • Draftsmen |
| • Estimators | • Accounting Department |
| • Superintendents | • Administrative Support Staff |
| • Millwork Craftsmen | • Marketing Department |
| • Skilled Carpenters | • Safety Department |
| • Certified Corian Fabricator | • Warehouse Division |

APPENDIX C AVESTA HOUSING

ORGANIZATIONAL SUMMARY

Avesta Housing, founded in 1972, is a Portland-based nonprofit organization with a mission is to improve lives and strengthen communities by promoting and providing quality affordable homes for people in need. Avesta focuses on five areas of affordable housing: advocacy, real estate development, property management, senior and assisted living, and homeownership. The organization has more than 280 employees, \$315 million in assets, and an annual budget of \$47 million.

The organization currently owns and manages nearly 100 affordable housing developments, for a total of more than 2,900 units in Maine and New Hampshire. The portfolio consists of state and federally assisted family and elderly/disabled housing, affordable rent-restricted apartments, mixed-income (affordable and market rate) rental developments, supportive housing for people experiencing long-term homelessness and visually impaired, and unrestricted workforce housing. Additionally, Avesta owns and operates two assisted-living facilities. Avesta was also the first in Maine to develop projects for chronically homeless people using the Housing First model and has since completed three projects. Because of the diversity of living options provided by Avesta, we have an incredibly diverse resident population.

Avesta Housing has developed more than 130 properties and/or housing communities in Maine and New Hampshire, totaling more than 3,500 apartments and homes. These initiatives range in size from less than a dozen units to more than 125 units. Some of these properties were developed or designed in collaboration with a mission-aligned community partner, a town resident committee, or other constituents. As a result, the Avesta development team has adopted a collaborative design process to ensure the needs of all stakeholders are met.

This collaborative approach underscores the breadth of experience Avesta development staff has across various types of developments, including new construction, adaptive reuse, historic renovation, occupied rehabs, mixed-use developments, affordable homeownership, and combinations thereof. Energy-efficient design construction is a key focus of our development team. With a Passive House consultant on staff, all new construction and renovations include strategies to optimize energy efficiency. Over the course of Avesta's work in sustainable construction, the team has built award-winning Passive House and LEED-certified buildings.

One of Avesta's greatest strengths is its ability to leverage various and complex funding sources to successfully develop and rehabilitate properties. Examples of funding used in previous developments include HUD financing, RD 515 with Rental Assistance, Low Income Housing Tax Credits, Federal and State Historic Tax Credits, solar tax credits, Community Development Block Grant funding, NeighborWorks capital grants, organizational grants, HOME funds, municipal housing funds, affordable housing tax increment financing, Federal Home Loan Bank Affordable Housing Program funds, project-based vouchers, continuum of care support, community development financial institution financing, and conventional bank financing. Work across these different funding platforms and underwriting requirements demonstrate the development team's agility, creativity, and dedication to seeing an early conceptual idea through to physical completion.

An important component to Avesta Housing's development success comes from the competency of its management division, which has significant experience working with diverse populations and administering numerous affordable programs under HUD, USDA Rural Development, Low Income Housing Tax Credits, and other local, state, and federal housing programs.

AVESTA HOUSING (CONT.)

The Avesta development team collaborates closely with the property management team throughout the development process to ensure that building design is responsive to the resident and management needs. Through this collaboration, the team makes strategic decisions to ensure finished buildings are sustainable, operate efficiently, serve resident needs well, and fit in a community.

Beyond property management and development services, Avesta Housing also provides leadership and support to the Maine Affordable Housing Coalition, the state's leading housing policy advocacy organization. It is a member of NeighborWorks America and Housing Partnership Network, both of which are extensive national networks of strong and sophisticated organizations across the affordable housing industry. Through these networks, Avesta Housing maintains its commitment to high quality development and property management services that use resources efficiently and are responsive to the needs and priorities of our current and future residents and the communities in which they live.

TEAM BIOS



Dana Totman, President and CEO

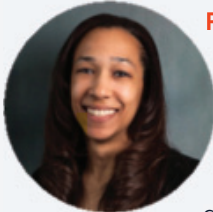
Dana Totman became the president & CEO of Avesta Housing in 2000, and his exceptional leadership and strategic guidance have led Avesta through significant growth over the past 20 years. His focus at Avesta is on developing staff leadership, cultivating partnerships and opportunities, and facilitating organizational change.

Dana has received many accolades for his influential work in affordable housing and community development, including the Catalyst Award from the Portland Regional Chamber of Commerce in 2020, induction into Maine's Business Hall of Fame by Junior Achievement of Maine in 2018, Maine State Housing Authority's Steven Mooers Affordable Housing Lifetime Achievement Award in 2017, recognition as Mainebiz's Business Leader of the Year in 2013, and the Maine Real Estate and Development Association's Robert B. Patterson, Jr. Founder's Award in 2013.

Dana was the deputy director of Maine State Housing Authority from 1994 to 2000 and was the executive director of the Coastal Economic Development Corporation from 1984 to 1994. His career has focused on nonprofit and government management and leadership, specializing in leading organizations through significant change. He has a BA in Public Management from the University of Maine and an MBA from Southern New Hampshire University. Dana attended Duke University's Government Leadership Program and completed programming with the Kennedy School of Government at Harvard University.

Dana has developed a vast network of organizational partnerships over his career. His current and past community service includes the Quality Housing Coalition (board vice chair), United Way of Greater Portland (board), 75 State Street (board), the Outdoor Sports Institute (board), Maine Real Estate and Development Association (board), Midcoast Regional Redevelopment Authority (board vice chair), Brunswick Planning Board, Federal HomeLoan Bank Advisory Council, Maine Affordable Housing Coalition (chairman), Interagency Task Force on Homelessness (chairman), Northern New England Housing Investment Fund (board), Bath Chamber of Commerce (board chair), Maine Community Action Association (president), and Midcoast Health Services (board).

AVESTA HOUSING (CONT.)



Rebecca Hatfield, Vice President of Real Estate Development and Management

Rebecca Hatfield joined Avesta Housing in 2015. She assumed her current role at Avesta in 2019 after previously serving in the positions of assets & acquisitions officer and director of real estate development. In her current role, Rebecca oversees Avesta's Real Estate Development and Property Management divisions. Her experience in this role has facilitated a deep understanding of how to balance the feasibility challenges of property development with the operational needs of property management to maintain Avesta's high standards in development and management. Prior to Avesta, Rebecca held a senior vice president position at Citigroup working in various roles within the commercial and corporate bank. She has more than a decade of experience in finance with a focus on deal structuring, underwriting, credit risk analysis, and portfolio management. Rebecca has worked with a range of clients from small businesses to multi-trillion-dollar entities and has seen a wide range of transactions. Additionally, she has extensive experience completing real estate transactions. Rebecca's previous employment also includes five years as a software and network management engineer, serving as project manager and lead developer.

Rebecca earned a BS in Computer and Information Science from University of Maryland and an MBA from University of California Los Angeles, Anderson School of Management. She is a Certified Compliance Professional (C3P) for Low Income Housing Tax Credits. She currently serves as a board member and loan committee chair for Genesis Community Loan Fund, a board member of Maine Real Estate Development Association (MEREDA), and previously served as a board member of the Maine Council on Aging.



Todd Rothstein, CHPC, Director of Construction Services

Todd Rothstein started at Avesta Housing in 2013. As the director of construction services, he is responsible for managing the construction design standards and processes for new and major-rehabilitation projects. He plays a major role in most pre-construction design and construction planning of new projects and works with the real estate development staff as an owner's representative during select construction projects. Todd also works with our Property Management division to improve energy efficiencies, purchasing and contract mechanisms, contractor warranty work, and the overall physical integrity of our properties.

Prior to joining Avesta, Todd worked for a construction management company as project manager and business development manager. Todd also worked for a commercial millwork manufacturing company, managing all facets of design, store layout, installation, and business development activities.

Todd earned a B.S. in Education from S.U.N.Y. Cortland and ROTC Certificate at Norwich University Military Academy in Northfield, VT. Todd is a Certified Passive House Consultant, and has completed OSHA training and Lead Smart Renovator training. He is a former board member of the Maine Association of Building Contractors. He is a part-time adjunct faculty member at Southern Maine Community College, teaching a portion of the Facilities Management Certification training. Todd is also a member of Efficiency Maine's Low-Income Advisory Group.

AVESTA HOUSING (CONT.)



Nate Howes, Development Officer / Project Manager

Nate Howes joined Avesta in 2019 as a development officer. Prior to Avesta, Nate worked as a multifamily underwriter and tax credit administrator for MaineHousing. At MaineHousing he oversaw projects from application to completion ensuring their financial solvency and regulatory compliance.

Nate earned a Bachelor of Arts in History from George Washington University and a Master of Science degree in International Affairs: Conflict Studies from the London School of Economics and Political Science. He is also a certified tax credit underwriter under the National Development Council's Rental Housing Development Financial Professional (RHDFP) program.



Hollie Sprague, Director of Property Management

Hollie Sprague joined Avesta Housing in 2007 after working for a community action agency for low-income families in southern Maine. As the director of property management, Hollie oversees all facets of the day-to-day operations of almost 100 properties. She brings more than 15 years of experience in the areas of resident service coordination, site management, portfolio management, building operations, and compliance. Hollie is a Certified Occupancy Specialist (COS), Low-Income Tax Credit Compliance Specialist (TaCCs) and Certified Manager of Housing (CMH). She received her Bachelor of Science in Social Work from the University of Southern Maine.

RELEVANT EXPERIENCE

Avesta's has completed several multifamily rental developments of similar size, both from a physical and financial aspect, to the proposed Douglass Street development. The projects highlighted below incorporated various components that are akin to the proposed project, including affordability, economic diversity, neighborhood integration, resident and community amenities and features, efficient design, and more.

Carleton Street



Location	Portland - West End
Units	37 (Efficiencies, 1 and 2 beds)
Income Mix	100% of units at or below 60% of AMI
Population	Individuals and Families
Cost	6,300,000
Features	Community room Bike storage
Architect	Archetype
Contractor	Benchmark Construction

Bayside Anchor



Location	Portland - Bayside East
Units	45 (Efficiencies, 1 and 2 beds)
Income Mix	80% of units at or below 60% of AMI 20% of units unrestricted
Population	Individuals and families
Cost	7,700,000
Features	Passive house Rooftop Solar Community room Bicycle storage Community Policing service hub Head Start community space
Architect	Kaplan Thompson
Contractor	Wright Ryan

409 Cumberland



Location	Portland - Bayside
Units	57 (Efficiencies, 1 and 2 Beds)
Income Mix	80% of units at or below 60% of AMI 20% of units unrestricted
Population	Individuals and families
Cost	11,100,000
Features	Rooftop gardens Multi-use classroom space Community kitchen Community room Bicycle storage
Architect	CWS
Contractor	Wright Ryan

Oak Street Lofts



Location	Portland - Bayside
Units	37 (Efficiencies)
Income Mix	100% of units at or below 60% of AMI
Population	Individuals and families
Cost	6,300,000
Features	Community room/Art Space Covered parking Roof top solar LEED Platinum
Architect	CWS
Contractor	Wright Ryan

Pearl Place I and II



Location	Portland - Bayside
Units	Phase I: 60 (1, 2, and 3 beds) Phase II: 54 (1, 2, and 3 beds)
Income Mix	100% of units at or below 60% of AMI
Population	Individuals and families
Cost	Phase I: 12,900,000; Phase II: \$12,900,000
Features	Community room Covered parking LEED Gold / Platinum
Architect	Phase I: Winton Scott; Phase II: PDT
Contractor	Phase I: Ledgewood; Phase II: Wright Ryan

Deering Place (under construction)



Location	Portland - Parkside
Units	75 (Efficiencies, 1, 2 and 3 beds)
Income Mix	60% of units at or below 60% of AMI 40% of units unrestricted
Population	Individuals and families
Cost	16,200,000
Features	Community room Community policing hub Covered parking Bike storage
Architect	Archetype
Contractor	Zachau Construction

West End Apartments – Phase I (*under construction*)



Location	South Portland
Units	64 (Efficiencies, 1, 2 and 3 beds)
Income Mix	80% of units at or below 60% of AMI 20% of units unrestricted
Population	Individuals and families
Cost	15,500,000
Features	Community room Bike storage Outdoor plaza Ground floor retail Covered parking
Architect	Kaplan Thompson
Contractor	Allied Cook

Blake and Pine (*pre-construction*)



Location	Lewiston
Units	35 (1, 2, and 3 beds)
Income Mix	80% of units at or below 60% of AMI 20% of units unrestricted
Population	Individuals and families
Cost	8,400,000
Features	Community room Covered parking Outdoor Patio Bike storage
Architect	Platz Associates
Contractor	Hebert Construction

Firm Profile



Philosophy

Kaplan Thompson Architects is dedicated to helping interesting people bring their challenging projects to life. Our company mission is to responsibly design buildings that inspire meaningful connections, put people and the environment first, and make the world a better place. We hope it is visible in all the work that we help create, with a wide range of budgets, project types and locations, and an opportunity for creative solutions.

We work on a wide range of project types: new homes, renovations, multi-family buildings of all scales, restaurants, and schools. We pride ourselves in the technical practice of planning buildings and are dedicated to high quality in all aspects of design. Our dedication to high-performance building enclosures is one of the factors that has led to our reputation as one of the leading green architecture studios in the northeast.

We believe in “The Not So Big Ego,” a departure from architect as sole, independent creator of another’s space. This attitude is fostered by close collaboration with our clients to craft a design process where we together discover the wants, needs, and personalities of both the building site and the client. This insight from all members of the design team allows everyone to work together one step at a time and to ensure that client goals are met.

Our style is to carefully listen to, assimilate, and interpret our clients’ comments, and then to build ideas and concepts from that process, revealing a building both innovative and familiar. This process depends on frequent communication and early teamwork, often with builders at the table, and assures the best chance of meeting budgets. Designing a new space, or renovating an existing one should be a fulfilling experience.

Studio

Our studio is located on the top floor of an historic brick warehouse at the top of Portland’s Old Port. We have brought as much of the natural Maine landscape into our workspace as possible, from beach rocks within translucent walls, to a rippling galvanized steel ribbon tack space covered in our sketches.

We move easily between hand sketching and digital tools and have the capacity to create 3D printed models, animated walkthroughs, and sophisticated renderings. We commonly work remotely with clients using web meeting software, which allows full immersion in your building from any web browser regardless of location.

We work in a collaborative manner, sharing conversation, technical innovations, and design ideas in a free-flowing, energetic, and creative environment. Our careful drawings and accurate construction documents build on this atmosphere to bring your project to life.

Firm Details

Kaplan Thompson Architects was established by Phil Kaplan and Jesse Thompson as an LLC partnership in Maine in 2007. The company currently has twelve employees and was the first in Maine to acquire a JUST Label to demonstrate our commitment to social equity.

Awards and Press

Our work has been featured in the New York Times, Washington Post, Boston Globe, USA Today, NPR, France 24, HGTV, and MPBN as well as books, countless websites, and national, New England and Maine based publications.

Phil Kaplan

Principal, AIA, LEED AP

Phil was raised in a household of designers and creative thinkers, and he remembers being transfixed by a set of wooden blocks he received from his parents as a child. Since then, he's been dreaming in three dimensions, and his ideas draw from background in psychology, physics, geography, music, language, math, and literature. Phil talks fast and thinks even faster, and he gets his energy from asking questions, especially "what if?" He's a natural extrovert, and his passion is for designing spaces that truly match the needs, goals, and real lives of our clients.

Born and raised in Baltimore, Phil attended Boston University, received his B.Arch. (with a Psychology Minor) from Carnegie Mellon University in Pittsburgh in 1991, and moved to Maine in 1997. He is a Maine, Massachusetts, and New Hampshire Licensed Architect, a member of the AIA, and a LEED Accredited Professional. He's given talks about his firm's work and sustainability efforts throughout the Northeast and has served as an exhibition juror, guest critic, and Adjunct Professor. He was a founder, in 2006, of The Portland Society for Architecture (PSA), a local design advocacy group. He currently serves as Board Chair of the Northeast Sustainable Energy Association, which helps high-performance and energy efficiency professionals improve their practices through collaboration and learning throughout New England and beyond, and has served on local boards in his current hometown of Falmouth, Maine as well. His podcast, Green Architects' Lounge, is featured on the Green Building Advisor website.

He has been lead designer on multiple AIA, PSA, and LEED Award winning projects since 2003.

Phil is a big believer in a foundational concept at Kaplan Thompson Architects: the "Not So Big Ego." His work in the community seeks to demystify the process of working with architects and to make great design accessible and attainable for more people, including the PSA's "10-Minute Architect" program, which provides free services to the community.

He lives with his wife, Masey, his 2 sons, Owen and Satchel, and his niece, Lee.

RELEVANT PROJECTS:

Project Architect - Friends School of Portland, Phases 1 and 2

Project Architect - Maine Coast Waldorf School



Jesse Thompson

Principal, AIA, LEED AP, CPHC

Effecting social change both through his work and through community outreach, Jesse has become a national leader in building science and green design. Jesse is increasingly seen as an award-winning architect who is knowledgeable not just in the craft and details of the profession but who also has a deep holistic understanding of construction on the macro and micro level.

Jesse Thompson received his B.Arch from the University of Oregon in 1996. He is a Maine Licensed Architect (NCARB), a member of the AIA (The American Institute of Architects), a LEED (Leadership in Energy and Environmental Design) Accredited Professional and the first architect in northern New England to become a Certified Passive House Consultant. He also holds registrations in Virginia & Maryland. He was lead designer on three Maine AIA Award winning projects in 2012 and was recognized by MaineToday Media as one of its Forty Under 40 award recipients in 2011. Jesse was honored when his project, Flying Point, was selected as Fine Homebuilding's 2013 "Energy Smart Home of the Year." and by the USGBC for their LEED for Homes Best Single Family Home of 2014.

Jesse serves on the Board of Directors of the Maine Chapter of the American Institute of Architects and Co-chairs the Advocacy Committee of the Portland Society of Architects (PSA). He recently served on the steering committee for the PSA Symposium, "Rising Tides," a critical look at how the issues of climate change and rising sea levels will affect the city of Portland, which brought local and national experts on this topic together with concerned citizens in Maine.

Jesse's portfolio straddles the residential and commercial worlds, and has a deep knowledge of modern construction types and project planning. These projects have ranged from designing intimate residential additions to managing multi-million dollar construction projects. Jesse is Kaplan Thompson's director of technical and digital practices, maintaining our leadership in energy efficient construction techniques, software adoption, and digital construction management.

Jesse grew up in the Northeast Kingdom of Vermont, and lives in the Deering Center neighborhood of Portland with his family.

RELEVANT PROJECTS:

Project Architect - The Ecology School

Project Architect - Bayside Anchor



MRLD Landscape Architecture + Urbanism

APPENDIX E

MRLD LANDSCAPE ARCHITECTURE + URBANISM

Mitchell Rasor | Principal : RLA (ME & MA), CLARB

Mitchell Rasor has over 20 years of experience with landscape architecture and urban design, with a focus on integrating economic development with housing to create vibrant urban neighborhoods. He founded Rasor in 2000. Mitchell has been honored by numerous organizations including the Maine Association of Planners (seven times), The AIA, The ASLA, The National Association of Homebuilders, MaineBiz, MoMa/PS1, GrowSmart Maine, The Architect's Newspaper, and the Congress for the New Urbanism.

Select Projects

- 3 Lincoln Street (MERC site), Biddeford, ME
- 89 Main, Orono, ME
- Bayside Transportation and Urban Design Study, Portland, ME
- Beggar's Wharf, Rockland, ME
- Blake & Pine, Lewiston, ME
- Broadturn Workforce Housing, Scarborough, ME
- Downtown / Waterfront Master Plan, Belfast, ME
- DPW Site Redevelopment Study, Portland, ME
- Eastside Mixed-Use Waterfront Park, Boothbay Harbor, Maine
- Eastern Waterfront Study and Guidelines, Portland, ME
- Front Street and Harbor Village Master Plan, Belfast, ME
- HUD Infill Housing Studies for Gray, Steep Falls, and India Street
- Kimball Court, Portland, ME
- Kittery Foreside Neighborhood Plan, Kittery, ME
- Main Street Gateway TOD, Westbrook, ME
- Martel School Housing, Lewiston, ME
- Minot Avenue, Lewiston, ME
- Park Street & East Campus Housing, Orono, ME
- Parris Terraces, Portland, ME
- Reclaiming Franklin Street, Portland, ME
- The Riverway, New Auburn, ME
- Sheridan Heights, Portland, ME
- South End Neighborhood Plan, Bath, ME
- South Street Village TOD, Biddeford, ME
- Thorndike Block, Rockland, ME
- Topsham Crossing Great American Neighborhood, Topsham, ME
- Topsham Main Street Village Master Plan, Topsham, ME
- Vinalhaven Main Street Resiliency Planning and Design, Vinalhaven, ME
- Waterfront Area Redevelopment Plan and Street Design, Rockland, ME
- West Commercial Street Multi-Modal Corridor Study, Portland, ME
- Westbrook Downtown Pedestrian Study, Westbrook, ME

Education

- Harvard University Graduate School of Design, Cambridge, MA: Masters in Landscape

Architecture

- Oberlin College, Oberlin, OH: BA English/Environmental Art



- Strongly supports the commitment to *ethnic diversity* and the possibility of thereof (such as ESL training)
- Strongly support quality *community space* that is open and accessible
- Strongly support this projects commitment to *sustainability* especially the solar arrays, passive house standards and *tree & shrub* planting
- Support the commitment to *active transport* and the integration of transit, limited parking, and commitment to traffic demand management
- Strongly support community *garden/food forest*

The following items are community priorities in design and amenities that may be part of the program but that we did not see as explicit in this proposal. We believe that a strong commitment to the following would make the project better:

- Implementations of the recommendations of the Libbytown traffic study
- Acknowledgement of the history of the site in terms of project name and building materials (e.g., the site sits on or near a former brick foundry)
- Streetscape and Bicycle/Pedestrian improvements along Congress Street
- Public transit (such as trolley cars) on Congress Street, car share and other reductions to parking; secure and covered bicycle parking
- Stormwater design
- Environmental mitigation of the site
- ADA access within the site to community spaces in winter months

Overall we **recommend** this proposal for its commitment to neighborhood design improvements and amenities.

The Libbytown Neighborhood is grateful for your consideration of this proposal.

Sincerely,
Maureen Morse
Chair



June 11, 2020

Honorable Mayor and Councilors:

The Libbytown Neighborhood Association held a special meeting to consider the *Phoenix Fields* proposal for the redevelopment of 43 & 91 Douglass Street, aka, the old West School site. The meeting was well attended after a robust discussion, we are pleased to express support for this proposal. Please factor these recommendations into your consideration of *Design and Amenities* as specified in the *Impact on the Surrounding Neighborhood* section of the RFP score sheet.

With respect to design, the LNA supports projects of quality and distinction which may serve as a neighborhood landmark. Given that the existing fabric and architecture lacks a singular quality, the association would like to see something architecturally notable. Furthermore, the Libbytown Neighborhood is somewhat diverse socio-economically with a prevalence of low to moderate income. The Libbytown Neighborhood Association is strongly supportive of new housing particularly mixed income projects with a focus on low and middle income.

In terms of this projects' design program, we:

- Strongly support this project's *use of site and integration with park amenities*
- *Modest concern* this project's interaction with adjacent structures and would advocate for the largest possible set back buffers from adjacent properties on Douglass Street

The area is underserved as it lacks a school, community space, a vibrant commercial corridor, bus shelters, and other staples of urban life. As such, in terms of amenities we:

- Strongly support the overall commitment to *housing affordability* especially the commitment to mixed incomes and to low to moderate income housing

BROKER OPINION OF VALUE

43 - 91 DOUGLASS STREET, PORTLAND



Appendix G



43 - 91 DOUGLASS STREET, PORTLAND

Prepared for

Jack Soley and Tim Hebert

5.29.2020

Note: This opinion was prepared solely for you, the client, its purpose and function stated in this report and is not intended for subsequent use. It was not prepared by a licensed or certified appraiser and may not comply with the appraisal standards of the Uniform Standards of Professional Appraisal Practice.



PETER HARRINGTON

BROKER

207.772.0088 D • 207.318.8888 C

peter@malonecb.com

MALONE COMMERCIAL BROKERS

5 Moulton Street • Suite 3

Portland, ME 04101

207.772.2422 • malonecb.com

Appendix G

May 29, 2020

Jack Soley
Tim Hebert
Dana Totman
Rebecca Hatfield

Dear Jack, Tim, Dana and Rebecca:

Thank you for the opportunity to present this Opinion of Value for the parcels on Douglass Street. At your request, I have reviewed the property to determine its' market value. This opinion is based primarily upon my market experience and professional judgement of the Subject Property's superiority and/or inferiority of various property specific features as well as the location as compared to similar Property types within Greater Portland.

Please let me know if you have any questions. Thank you.

Sincerely,

Peter Harrington
Malone Commercial Brokers

Appendix G

PROPERTY OVERVIEW

For the purpose of this Broker Opinion of Value (BOV), I am using general dimensions of 0.3981 AC for 43 Douglass Street and an estiated 2.85 AC of the 91 Douglass Street lot. I am also using the existing R-5 zone requirements, which will allow about 47 units.

The goal of the City of Portland in selling these lots is to provide housing opportunities. All units must be affordable to households earning 60% to 120% of the Area Median Income (AMI). Currently, 60% AMI for a family of four is \$55,800 and 120% AMI for a family of four is \$111,600. Restrictions of units must be in place for a minimum of 30 years for home ownership units and the longest period allowed by law for rental units.

On another note, my BOV does not take into account any environmental issues related to the site, as the cost to deal with existing environmental issues is currently unknown.

It was very difficult to find comparables for this location. The majority of land sales in Portland in the past few years has been for development of hotels, higher-end condos and other market rate housing, and other commercial uses. Furthermore the Douglass site is a unique location.

The site, the former site of a school, is located at the end of a public park and behind some single family homes. The site is also close to I-295 and it's Congress Street off ramp.

I do think the site does have some great positives going for it however. The park is really nice and and highly utilized, with a pool, skate park, baseball, softball and soccer fields. Douglass Street is close to Congress Street and Brighton Avenue. It's also located close to both the train and bus station.

Appendix G

There are a great number of retail stores and food establishments within walking distance, including a CVS and a Shaw's.

As I mentioned, there weren't a great number of close comparables based on lot size and location. I used three, 100 Parris Street, 60 Parris Street and 450 Clarks Pond Parkway in South Portland.

COMPARABLES

100 Parris Street is a small 0.22 AC urban site. The property is being built currently into a six story apartment building with a 5,360 SF commercial unit on the first floor. The lot sold for \$233,700 plus the lot owner gets to buy the first floor for a pre-determined favorable price. The per unit cost for this project is \$4,582/unit.

60 Parris Street was a city owned 0.23 AC lot. This sale was part of Portland's move to sell off the former public works sites in the Bayside area. The City wanted housing in this area, it was one of the goals they hoped to achieve in selling. This site sold for \$175,000 in 2018. The developer developed work force condos, without any public, financing or other incentive. The sale price per unit was \$7,291.66. The result was a beautiful building with small efficient units that sold quickly to work force owners.

450 Clark's Pond Parkway in South Portland was a sale of a vacant land parcel, originally marketed as a hotel site in the Maine Mall neighborhood. This site closed after the purchaser secured full approvals. For 256 market rate units in four six-story buildings. The 7.9 AC site sold in June 2018 for 1.6Million, or \$6,250/unit. This site wound up being included in an opportunity zone and the developer sold the site to URS Capital for significantly more.

The per unit price range I used was between \$4,582 for the six-story Parris building to \$7,291 for 56 Parris Street. From my research, I found that the sweet spot for developing affordable housing is between \$5,000 to around \$10,000/unit. I believe that the Douglass Street lots are worth about \$10,000 per unit. Currently at about 47 units, this would value the site at about \$470,000.

COMPARABLE PROPERTY ONE

450 CLARK'S POND PARKWAY, SOUTH PORTLAND



Appendix G



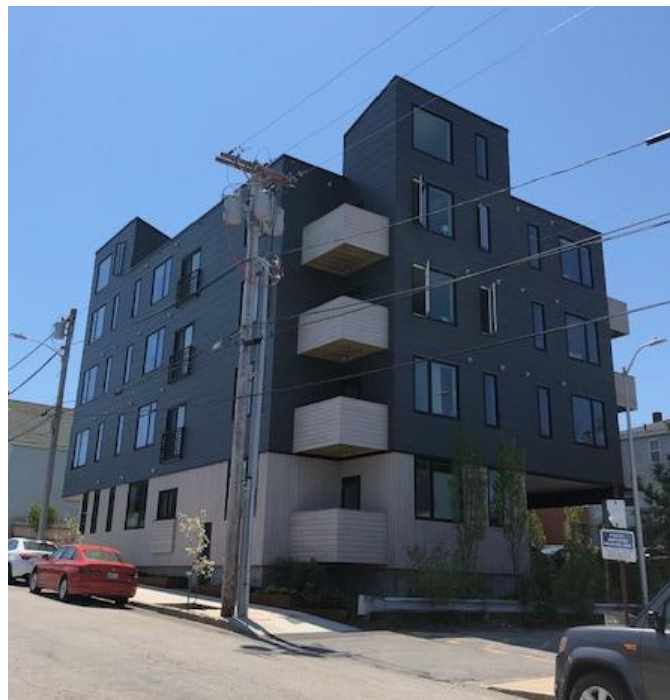
Property	450 Clark's Pond Parkway, South Portland
Lot Size	7.5 ACRES
Sale Price	\$1,600,000 \$213,333/AC 256 units (in four and six story buildings) = \$62,250/unit
Sale Date	June 2018
Notes	This was a sale of a vacant land parcel in the Maine Mall neighborhood. The property sold after the purchaser secured full approvals from the City for 256 market rate units. The property is in an opportunity zone and resold for significantly more.

COMPARABLE PROPERTY TWO

60 PARRIS STREET, PORTLAND



Appendix G



Property 60 Parris Street, Portland

Lot Size 0.23 ACRES

Sale Price \$175,000

24 units/condos = \$7,291.66/unit

Sale Date April 6, 2018

Notes This lot was owned by the City of Portland.

The developer built 24 affordable condo units without public financing and made sure they sold as “work force” units.

COMPARABLE PROPERTY THREE

100 PARRIS STREET, PORTLAND



Appendix G



Property 100 Parris Street, Portland

Lot Size 0.2217 ACRES

Sale Price \$233,700 - \$1,054,127/ACRE

51 units = \$4,582/unit

Sale Date August 2019

Notes This is an apartment building with the ground floor unit condo to be sold to the land owner for a pre-determined price based upon a specific formula.



May 18, 2020

City of Portland, Maine
Planning Department
389 Congress Street
Portland, ME 04101

Re: City of Portland RFP for 43 & 91 Douglass Street, Portland, ME

To Whom It May Concern:

This letter is to verify for the City of Portland Planning Department that, based on our understanding of the project, Norway Savings Bank believes that James J. "Jack" Soley and Timothy R. Hebert and their various business entities are financially capable of taking on the proposed project at 43 & 91 Douglass Street, Portland, ME.

While this letter is in no way to be construed as a commitment to lend funds, Jack Soley and Tim Hebert have been customers of Norway Savings Bank since 2008 and 2013 respectively. We have worked successfully with both customers on similar projects in the past and believe they have the financial capacity, management skills, and marketing finesse to successfully develop this site and complete the project.

I hope this letter meets your needs and expectations, but should you require any additional information please don't hesitate to email me at rflagg@norwaysavingsbank.com or call me at (207) 482-7902.

Sincerely,

A handwritten signature in blue ink, appearing to read "R. Flagg", is written over a horizontal line.

Richard R. Flagg
Regional Vice President, Commercial Lending



May 18, 2020

City of Portland, Maine
Planning Department
389 Congress Street
Portland, ME 04101

Re: City of Portland RFP for 43 & 91 Douglass Street, Portland, ME

To Whom It May Concern:

This letter is to verify for the City of Portland Planning Department that, based on our understanding of the project, Norway Savings Bank believes that Avesta Housing Development Corporation is financially capable of developing and managing the proposed project at 43 & 91 Douglass Street, Portland, ME.

While this letter is not a commitment to lend, Avesta Housing Development Corporation has been a customer of Norway Savings Bank for over 5 years. We have worked successfully with them on similar projects in the past and believe they have the financial capacity, and management skills to develop this site and complete the project.

With permission from our client, I am happy to provide additional information you may require. I can be reached at hpepin@norwaysavingsbank.com or call me at (207) 284-8355.

Norway Savings Bank looks forward to working with Avesta as this project moves forward in the development process.

Sincerely,

Holly Pepin JR

Holly Pepin
Vice President, Commercial Lending

HP/tbm



PROPOSAL**NOTE: THIS PAGE IS TO BE COMPLETED AND RETURNED**

The UNDERSIGNED hereby declares that he/she or they are the only person(s), firm or corporation interested in this proposal as principal, which it is made without any connection with any other person(s), firm or corporation submitting a proposal for the same.

The UNDERSIGNED hereby declares that they have read and understand all conditions as outlined in the Request for Proposals, and that the proposal is made in accordance with same.

The UNDERSIGNED hereby declares that any person(s) employed by the City of Portland, Maine, who has direct or indirect personal or financial interest in this proposal or in any portion of the profits which may be derived therefrom has been identified and the interest disclosed by separate attachment. (Please include in your disclosure any interest which you know of. An example of a direct interest would be a City employee who would be paid to perform services under this proposal. An example of an indirect interest would be a City employee who is related to any officers, employees, principal or shareholders of your firm or to you. If in doubt as to status or interest, please disclose to the extent known).

The proposer acknowledges the receipt of Addenda numbered N/A
If Applicable

COMPANY NAME: Avesta Housing Development Corporation
(Individual, Partnership, Corporation, Joint Venture)

AUTHORIZED SIGNATURE:  DATE: 6-9-20
(Officer, Authorized Individual or Owner)

PRINT NAME & TITLE: Dana Totman, President & CEO

ADDRESS: 307 Cumberland Avenue, Portland ME 04101

TELEPHONE: 207-232-1021 E-MAIL: nhowes@avestahousing.org

FEDERAL TAX ID #: 01-0315296 DUNS #: 071749287

STATE OF INCORPORATION Maine
(If incorporated in another State, businesses must be authorized to do business in the State of Maine.)

In your organizations preceding completed fiscal year, did the organization receive:

(1) 80 percent or more of its annual gross revenues in U.S. federal contracts, subcontracts, loans, grants, subgrants, and/or cooperative agreements; AND

(2) \$25,000,000 or more in annual gross revenues from U.S. federal contracts, subcontracts, loans, grants, subgrants, and/or cooperative agreements? ☐ Yes ☒ No

Does the public have access to information about the compensation of the executives in the organization through periodic reports filed under section 13(a) or 15(d) of the Securities Exchange Act of 1934 (18 U.S.C. 78m(a), 78o(d) or section 6104 of the Internal Revenue Code of 1986? ☒ Yes ☐ No

NOTE: All bids must bear the handwritten signature of a duly authorized member or employee of the organization making the bid. **This sheet must be signed and returned with the application package.**

PROPOSAL**NOTE: THIS PAGE IS TO BE COMPLETED AND RETURNED**

The UNDERSIGNED hereby declares that he/she or they are the only person(s), firm or corporation interested in this proposal as principal, which it is made without any connection with any other person(s), firm or corporation submitting a proposal for the same.

The UNDERSIGNED hereby declares that they have read and understand all conditions as outlined in the Request for Proposals, and that the proposal is made in accordance with same.

The UNDERSIGNED hereby declares that any person(s) employed by the City of Portland, Maine, who has direct or indirect personal or financial interest in this proposal or in any portion of the profits which may be derived therefrom has been identified and the interest disclosed by separate attachment. (Please include in your disclosure any interest which you know of. An example of a direct interest would be a City employee who would be paid to perform services under this proposal. An example of an indirect interest would be a City employee who is related to any officers, employees, principal or shareholders of your firm or to you. If in doubt as to status or interest, please disclose to the extent known).

The proposer acknowledges the receipt of Addenda numbered N/A
If Applicable

COMPANY NAME: Hebert Development, LLC
(Individual, Partnership, Corporation, Joint Venture)

AUTHORIZED SIGNATURE:  DATE: 06/12/2020
(Officer, Authorized Individual or Owner)

PRINT NAME & TITLE: Timothy Hebert | Owner

ADDRESS: 62 India Street, Suite A, Portland, ME 04101

TELEPHONE: (207) 783-2091 E-MAIL: thebert@hebertconstruction.com

FEDERAL TAX ID #: 45-2653836 DUNS #: N/A

STATE OF INCORPORATION Maine

(If incorporated in another State, businesses must be authorized to do business in the State of Maine.)

In your organizations preceding completed fiscal year, did the organization receive:

(1) 80 percent or more of its annual gross revenues in U.S. federal contracts, subcontracts, loans, grants, subgrants, and/or cooperative agreements; AND

(2) \$25,000,000 or more in annual gross revenues from U.S. federal contracts, subcontracts, loans, grants, subgrants, and/or cooperative agreements? ☐ Yes ☒ No

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The UNDERSIGNED hereby declares that they have read and understand all conditions as outlined in the Request for Proposals, and that the proposal is made in accordance with same.

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The proposer acknowledges the receipt of Addenda numbered _____
If Applicable

COMPANY NAME: HORTON LLC
(Individual, Partnership, Corporation, Joint Venture)

AUTHORIZED SIGNATURE: _____ DATE: 6/10/20
(Officer, Authorized Individual or Owner)

PRINT NAME & TITLE: JACK SOLEY

ADDRESS: 100 COMMERCIAL ST., PORTLAND, ME.

TELEPHONE: 207-808-4714 E-MAIL: jsdyeast@maine.com

FEDERAL TAX ID #: 83-0733364 DUNS #: _____

STATE OF INCORPORATION MAINE

(If incorporated in another State, businesses must be authorized to do business in the State of Maine.)

In your organizations preceding completed fiscal year, did the organization receive:

(1) 80 percent or more of its annual gross revenues in U.S. federal contracts, subcontracts, loans, grants, subgrants, and/or cooperative agreements; AND

(2) \$25,000,000 or more in annual gross revenues from U.S. federal contracts, subcontracts, loans, grants, subgrants, and/or cooperative agreements? ☐ Yes ☒ No

Does the public have access to information about the compensation of the executives in the organization through periodic reports filed under section 13(a) or 15(d) of the Securities Exchange Act of 1934 (18 U.S.C. 78m(a), 78o(d) or section 6104 of the Internal Revenue Code of 1986? ☐ Yes ☒ No

NOTE: All bids must bear the handwritten signature of a duly authorized member or employee of the organization making the bid. **This sheet must be signed and returned with the application package.**

A. Developer

RFP#20067

Nathan Szanton
482 Congress, Suite 203
Portland, ME 04101
nszanton@szantoncompany.com
Phone: 207-871-9811
Fax: 207-245-6442

Alternative Contact:
Carl Szanton
cszanton@szantoncompany.com
Phone: 207-712-6191

B. Douglass Commons Proposal

Imagine a neighborhood that has gardens, courtyards, and green alleys where children of diverse backgrounds play and ride their bikes. Where adults chat about how to manage the grounds, while gardening in raised beds. Where in winter, a single mom and a retiree can share a cup of coffee in a warm, plant-filled space, while watching kids on the snowy playground outside. A neighborhood where retirees, immigrant families, and single parents have the option to rent or own their home, at an affordable cost, and share outdoor gardens and play space.

Douglass Commons aims to be that neighborhood, by building a mix of affordable apartments and Limited Equity Ownership homes on the former West School Site in the Libbytown Neighborhood of Portland, Maine. We hope that our vision will become a replicable model of diversity, equity, cooperation, and community throughout the city and region.

Proposed Use to Achieve the City of Portland's Goals: Market Demand (20 Points)

85% of homes will be priced to be affordable for households earning between 60%-100% of Area Median Income (AMI). Affordability restrictions on Limited Equity Co-op units will be permanent, and for the Apartments, the longest period allowed by law, secured by covenants.

Economic Diversity (10 Points) Douglass Street Commons provides housing options which promote economic diversity in the neighborhood by creating a mixed-income community with long-term affordability in both the Apartments and Co-op homes.

	LIHTC Apartments		Co-op Ownership		Apartments + Co-op	
Income Level: % of Area Median Income (AMI)	Homes	%	Homes	%	Homes	%
50% AMI	16	29%	0	0%	16	15%
60% AMI	24	43%	14	27%	38	35%
80% AMI	0	0%	17	33%	17	16%
Market Rate	16	29%	0	0%	16	15%
100% AMI	0	0%	21	40%	21	19%
Total	56	100%	52	100%	108	100%
Total homes between 60-100% AMI					92	85%

Age Inclusive (10 Points) Both the Co-op and Apartments provide housing which is age-inclusive. There will be large homes and play space for families with children, and small homes, social rooms, and gardens for adults of all ages. Cooperative ownership, shared spaces, and management of co-op by the Cooperative Development Institute will help cultivate community cohesion. We estimate 250 new residents, including 100 children.

Impact on Surrounding Neighborhood: Project Design (15 points)

Our proposal is consistent with the existing pattern, scale, massing, and materials of the surrounding neighborhood. The 3.24 acre site is a vacant lot bounded by playing fields, a site for a future playground, single family and multifamily homes, and a highway ramp. We hosted two design charrettes with both existing neighbors and future residents, and won support from the neighborhood association for our design. Douglass Commons will improve the neighborhood by:

- Creating green space and pathways, connecting transit, trails, and sidewalks that are welcoming to existing neighbors, bikers, pedestrians, and children.
- Facing new homes towards the future Douglass Street playground, fields, and skate park, will make them safer for neighborhood children.
- Replacing the road behind the existing homes on Douglass Street with trees.
- Placing new two-story homes near existing homes and larger buildings farther away.
- Providing community meeting space to the existing neighborhood.
- Accommodating storm water runoff with rain gardens.

Amenities and unit design (10 points)

Amenities & unit design have been well thought out and are appropriate for residents. A mix of unit sizes accommodate a wide range of household sizes and types. The Co-op is a combination of townhomes and 12 unit buildings with community rooms that look out onto patios and green spaces for outdoor eating and play, shared guest rooms, balconies, shared cars, garden plots, and EV charging stations. The Apartments will have a fitness room, community room, bike storage room, and an on-site resident services coordinator and property manager. The Apartments and Co-ops buildings will likely be built to passive house standards and have solar panels, exceeding the city's green building standards. The current unit mix estimates for the Apartments are as follows: 28 one-bedroom; 17 two-bedroom; 10 three-bedroom units. The current unit mix for the Co-op is as follows: 18 one-bedroom, 12 two-bedroom, 6 three-bedroom + 16 three-bedroom townhomes.

Applicant's ability to complete the project, including financial feasibility, development team experience, capacity, and timeframe for completion. (35 points total)

- **Readiness to proceed (15 points)** We have letters of commitment or interest from all projected sources of funding except where procurement rules disallow.
- **Track record of development team (10 points)** Every development team member has a successful track record with this type of project and at this scale.
- **Current capacity of development team (10 points)** Our development team members have exceptional depth of human and financial resources to complete this project.
(See attachments for details)

Proposed Re-Zoning

The current zoning, R-5, allows a maximum of 47 units as planned residential unit development (PRUD). Based on the city's stated willingness to rezone to maximize the number of affordable

homes, to allow higher density to further exceptional projects, and to further the city's comprehensive plan, we plan to request a rezone to R-6 to allow for approximately 108 units.

C. Financial Feasibility

Prospective and Committed Sources of Funding & Letters from Lending Institutions

Apartments

- MaineHousing (Affordable housing tax credits, debt) - letter attached
- Northern New England Housing Investment Fund (investment in tax credits) - letter attached
- Bangor Savings Bank (construction loan) - letter attached
- City of Portland Affordable Housing TIF (75% for 30 years)

Co-op

- Centennial Mortgage HUD Section 213 Loan - letter attached
- Cooperative Fund of New England (CFNE) - Pre-development Funds - letter attached
- Share sales from prospective residents - equivalent of down payment on condo (Approximately \$20,000/unit, variable by income level) - letter attached
- City of Portland Affordable Housing TIF (75% for 30 years) - letter not allowed
- City of Portland Housing Trust Fund (\$400,000 est.) - letter not allowed
- Maine Housing Community Solutions Grant (\$400,000 est) - letter not allowed
- GPCOG & EPA Brownfield Funds (up to \$750,000, if needed) - letter now allowed

Attachments:

Attachment 1: Site Images

Site Photographs and Maps

Proposed Site Plan & Rendering

Attachment 2: Letters of Interest and Support

Letters: Libbytown Neighborhood Association, Cooperative Development Institute, Prospective Residents, MaineHousing, Northern New England Housing Investment Fund, Bangor Savings Bank, Centennial Mortgage, Cooperative Fund of New England

Attachment 3: Team Portfolios. Examples of prior projects that indicate the proven ability to develop a project of similar type and scale from a fiscal perspective.

Portfolios: Szanton Company, Maine Cooperative Development Partners, Kaplan Thompson Architects, Aceto Landscape Architects, Archetype Architects, UHAB, Cooperative Development Institute, Acorn Engineering, Credere Associates.

C. Financial Feasibility cont. Development and Operating Budgets

Co-op Development Budget

Project Costs			Project Sources	
Land Acquisition	\$100,000		HUD 213 Loan	\$13,038,000
Construction	\$11,866,328		Co-op Member Equity	\$1,162,050
Brownfields	\$750,000		EPA Brownfields	\$750,000
Professional & Consulting / Soft Costs	\$1,216,198		Housing Trust + Community Solutions Grants	\$800,000
Financing Costs	\$1,022,836			
Architect	\$794,688			
Total	\$15,750,050		Total	\$15,750,050

Co-Op Operating Budget

Annual Income	
Income from Rents	\$1,149,415
AHTIF Income	\$193,000
Total Income	\$1,342,415
Annual Expenses	
Admin: Advertising, legal, software	\$50,500
CDI Resident Services, Training	\$25,000
Utilities: Electricity, Water & Sewer, Internet	\$76,600
Replacement Reserve	\$25,000
Taxes & Insurance	\$277,000
Maintenance: snow, trash, landscape, repairs	\$50,400
Total Expenses before Debt Service	\$504,500
Net Income before Debt Service	\$837,915
Debt Service	\$803,900
Net surplus	\$34,015

C. Financial Feasibility cont. Development and Operating Budgets

Apartments Development Budget

Project Costs		Project Sources	
Land Acquisition	\$375,000	Equity – Federal Housing Tax Credits	\$6,879,312
Construction Including Environmental Remediation	\$10,876,172	Interest-Only Mortgage from Maine Housing	\$6,474,690
Consulting & Professional Fees	\$845,500	Deferred Loan from MaineHousing	\$800,000
Financing Fees & Construction Loan Interest	\$604,398		
Architectural /Engineering	\$457,000		
Operating Escrows	\$609,932		
Legal	\$176,000		
City/State/Federal Fees	\$135,000		
Insurance	\$55,000		
Taxes	\$20,000		
Total	\$14,154,002	Total	\$14,154,002

Apartments Operating Budget

Annual Income	
Annual Residential Rents	\$782,507
Laundry Income	\$13,440
Proposed TIF returned from City	\$75,600
Total Income	\$871,547
Annual Expenses	
Administrative	\$112,579
Utilities	\$75,400
Maintenance	\$105,000
Taxes & Insurance	\$106,400
Debt Service	\$388,482
Required Reserve Contributions	\$25,200
Total Expenses	\$813,061
Annual Cash Flow	\$58,486

D. Timetable:

Provide an overview of how the proposal will be implemented. Include approximate schedule for completion of each element, closing, construction start-up, substantial completion, final completion, and occupancy. Include applications for public or private financing.

Month	Apartments	Co-op
April 2020	RFP Released, Form team	
May 2020	Outreach to future residents, and neighborhood groups for Design Charrettes	
June 2020	RFP Deadline	
Aug 2020	RFP Award, Obtain site control, Apply for new EPA Phase 1, do additional Brownfield tests, apply for CFNE funds for Co-op	
Oct 2020	Apply for EPA Brownfield Grant	
Jan 2021-July 2022	Start TIF request to City of Portland, LIHTC apply for CDBG Funds from Maine DECD, Work on obtaining Zone Change from City of Portland	
Mar 2021	EPA Brownfield Award Notification	
Mar 2021	Market Study, Obtain renewed letters of interest from investor and construction loan support	Apply for Housing Trust Fund and Community Solutions Grant, Start HUD Concept Package
Jun 2021	Planning Board Review	Market Study, Marketing, Start Pre-sales
Jul-Sep 2021	Prepare & submit Tax Credit Application to Maine Housing	Start HUD Phase I application, Design & Permitting, HUD Processing
Nov 2021- Apr 2022	Get results of LIHTC Application Review, Design Development and Construction Documentation	Design Development and Construction Documentation
Dec 2021 - Jan 2022	Interview and select construction manager	Interview and select construction manager
Mar 2022	Start Construction Bidding Process	Start Construction Bidding Process
May 2022	Receive Construction Bids	Receive Construction Bids
Jul 2022	Construction Loan Closing	HUD 213 Loan Closing
Jul 2022- Aug 2023	Construction	Construction
Aug 2023	Doors Open	

E. Developer Capacity:

Identify the qualifications and experience of the development team for the project including a list of previously completed projects similar to the proposed project. This team may include key staff of the developer, architect, general contractor and future property management. Also, discuss the ability to complete the project including the qualifications of the development team, management plan, experience, capacity, project readiness to proceed, and timeframe for completion. Examples of prior projects that indicate the proven ability to develop a project of similar type and scale from a fiscal perspective.

We have assembled an experienced and qualified team where every core member of this team has completed projects of this size and scale. The Szanton Company has an exceptional depth of human and financial resources to complete this project. They have currently completed 9 projects of this size and scale, and their 10th and 11th are currently in construction. The Szanton Company has brought on a number of its specialists to aid with designing this innovative village that excel in green design, site planning, and environmental remediation. The Szanton Company is committed to long-term ownership of its apartment assets. In 2013, it founded Saco Falls Management, its property management arm, to ensure the highest standards of appearance and livability for our residents, neighbors, and communities. The Co-op team has assembled a team of local professionals with excellent reputations, supported by outside consultants to cover every aspect of a new construction limited equity cooperative of this size. The HUD 213 program is designed specifically for cooperatives, and offers favorable terms which support long-term affordability. Project completion is projected for summer 2023. The Apartment and Co-op teams will work together on overall site design, civil engineering, zone change, and brownfields cleanup.

See Attachment 3: Portfolios

Team Member	Company	Role	Similar Projects Completed
Nathan Szanton	The Szanton Company	Apartment Developer President	Casco Terrace, Walker Terrace, 53 Danforth, Furman Block, The Squamscott Block, 48 Hampshire, Huse School Apartments, Mill at Saco Falls, Lofts at Saco Falls, Lofts at Bates Mill
Robert Monks	The Szanton Company	Partner	Created over 6,000 units of affordable housing across the country; In Portland, redeveloped the Portland Performing Arts Center, Baxter Library, and Oak Street Dorms

Amy Cullen	Saco Falls Management	Apartment Management President	Casco Terrace, Walker Terrace, 53 Danforth, Furman Block, The Squamscott Block, Huse School Apartments, Mill at Saco Falls, Lofts at Saco Falls, Lofts at Bates Mill
David Lloyd	Archetype Architects	Apartment Architect	Verdante, Hobson's Landing, 20 Thames Street, Bramhall Row, 118 on Munjoy Row, One Joy Place, Luminato, 81 Danforth, Casco Terrace, Walker Terrace, 53 Danforth, Furman Block, The Squamscott Block
Brian Eng	Partner, Maine Cooperative Development Partners	Co-op Development Team	M North in Orlando, 288-units in Orlando, Florida. (https://www.mnorthorlando.com/) Master developer of city-owned land on the former Maine Energy Recovery Corp. in Biddeford
Liz Trice	Partner, Maine Cooperative Development Partners	Co-op Development Team	645 Congress Street (with Shinberg/Alfond), Danforth on High (Rando Orbit/Peter Bass), 58 Boyd (Portland Housing Authority), all Portland.
Matt Peters	Partner, Maine Cooperative Development Partners	Co-op Development Team	Young St Apartments, South Berwick; Ridgewood II, Gorham One Meeting Pl, Exeter, NH; Meadows, North Hampton, NH; Carleton St, Portland; Bayside Anchor, Portland; Bartlett Woods, Yarmouth
Jesse Thompson	Kaplan Thompson Architects	Co-op Architect	Parris Terraces, Portland ME; Harborview Townhomes, Portland ME; Blackstone Senior Living, Falmouth, ME; Bayside Anchor Apartments, Portland, ME
Nick Aceto	Aceto Landscape	Landscape	The Downs, Scarborough ME (510

	Architects	Architect	Acre Mixed-Use Master Planned Community); Phases 1 & 3; Jackson Laboratory, Bar Harbor ME (37 Acre Employee Co-Housing Community); Cumberland Multi-Gen COmmunity https://www.mainebiz.biz/article/future-proofing-development-designers-are-ready-for-climate-change
Rip Patten	Credere Associates LLC	Brownfield Assessment & Cleanup Consultant	Marada Adams School, 48 Moody Street, Portland; Thornton Heights Commons, 611 Main Street, South Portland; State Street School, 261 Center Street, Brewer
Jonah Fertig-Burd	Cooperative Development Institute	Co-op Formation & Management	Mountainside Cooperative, Camden, ME (52 units); Charter Oaks, Arundel, ME (40 units); Sunset Terrace, Rockland, ME (76 units); Wardtown Cooperative, Freeport, ME (60 units); Halifax Mobile Home Estates Association, Halifax, MA (430 units); Farrington's/North Avenue Co-op, Burlington, VT (117 units)
Andy Reicher	UHAB	Co-op Formation Consultant	In Manhattan: 3603-3605 Broadway, 42 unit conversion, 520, 540-550 West 144th Street, 90 units, 421-555 West 148th Street, 98 units; 110 Madison Ave & Jupiter 21, Off-site Inclusionary
Will Savage	Acorn Engineering	Civil Engineer	Meeting House Hill Park Redevelopment; Munjoy Heights; 200 Valley St - Avesta; Little Dolphin Drive & Jocelyn Place, 89 Anderson; The Hiawatha

F. Occupancy and Management Plan: *Present a plan detailing the ownership structure (condominium, cooperative, etc.), resale restrictions and resale process, to ensure mixed income and long-term affordability.*

The Co-op and Apartments will be managed separately.

The Cooperative Development Institute (CDI) will be responsible for the creation of the cooperative ownership structure, management, and will ensure implementation of the permanent affordability provisions. Andy Reicher, executive director of UHAB in New York City, will be a consultant to set up a structure to train future residents in managing their buildings, and help seed future cooperative ownership projects.

The Co-op ownership structure is a Limited Equity Cooperative as defined in Maine State Law, meaning that residents rent from an entity that they co-own. This type of cooperative is democratically owned and operated similar to a condo structure, but allows for a wider range of income affordability, as residents do not have to qualify for a mortgage. Resident-owners pay a share price similar to a small down payment, then have a monthly payment similar to rent or mortgage. The Co-op itself holds the mortgage for the property, and over time, the homes become more affordable as expenses increase only with actual expenses - there is no profit motive. New residents must meet income requirements, and monthly costs must not exceed 30% of the Area Median Income (AMI) income bands. These rules continue in perpetuity.

There are currently over 20 households of prospective residents that have been meeting for over a year. The group includes multiple established immigrant families that share a vision of mixed-income ownership housing with shared community facilities and outdoor space. The development team will continue to work with these residents to crystalize their vision for site design, for self-governance, and to recruit more households.

The Apartments will be managed by Saco Falls Management, which manages all of The Szanton Company's buildings. Saco Falls Management was founded in 2013 to manage properties developed by The Szanton Company, of which Nathan Szanton, Robert C. S. Monks, and Amy Cullen are the primary owners. Upon its founding, Saco Falls Management took over management of six properties with the addition of three properties since its opening. Its portfolio includes Casco Terrace, Walker Terrace, and 53 Danforth in Portland, ME; The Mill at Saco Falls and The Lofts at Saco Falls in Biddeford, ME; The Lofts at Bates Mill and The Hartley Block in Lewiston, ME; The Huse School Apartments in Bath, ME; and The Squamscott Block in Exeter, NH. Nathan Szanton, Robert C. S. Monks, and Amy Cullen are the owners of Saco Falls Management.

Both Apartment and Co-op homes will be principal residences and will not be used to conduct business (except for a home occupation allowed under the City of Portland zoning ordinance) or as investment properties. Units may not be rented for short-term periods of one to thirty days.

G. Purchase Price:

The City expects to receive Fair Market Value (“FMV”) for the property. This is a desirable location with many nearby amenities, but its environmental history makes it a difficult and expensive site to develop housing, especially affordable, quality housing with safe outdoor space for families.

Historically, the former West School site and most of Dougherty Field were part of the salt marsh that ran from Back Cove almost to the Fore River. The site was under water until 1869, then was excavated for its clay to use in brick manufacturing. The site was then used from the early 1900s until the 1950s by the City of Portland as a municipal dump. In 1961, the City planned and built the West School on the site, then used it as an education, continuing education, and community center until 1997. The site still has solid waste buried 18 to 24 inches under the surface and soil contaminated with lead. The former West School building experienced structural and environmental problems from 1981 to 1997, as a result of settling and methane gas from the former landfill. There are also a gas company easement and sewer easement making significant portions of the site unbuildable.

We are committed to avoiding the environmental and site design mistakes that resulted in safety and structural issues for the West School, and creating permanent spaces for future residents, just as we are planning for long-term affordability. Because of the seriousness of the contamination, the environmental remediation costs will be significant.

We began our estimate by assuming a value for clean land in this location of \$450,000/ acre. Of the 141,487 SF of lot area, we currently estimate 40,000 SF of building footprint, and an additional 5,000 SF of areas for community garden and child play that requires clean soil, and an additional 10% for planning, management, and contingency. At an estimated \$20/sf to remove and/or replace soil, our estimate ranges from \$750,000 to \$1,000,000 in anticipated costs. So we estimate \$1,458,000 minus up to \$1,000,000 in remediation costs, many of which won't be known until we are fully committed to the development of the site, and the delay of up to a year's worth of staff time, property taxes, and uncertainty, while we apply for EPA Brownfield funds and conduct remediation.

Taking into account the best interests of the existing and prospective neighbors, and the city's intention to provide affordable housing to families, and development budget feasibility, we are able to offer \$475,000 for the property, which we believe to be Fair Market Value.

PROPOSAL

NOTE: THIS PAGE IS TO BE COMPLETED AND RETURNED

The UNDERSIGNED hereby declares that he/she or they are the only person(s), firm or corporation interested in this proposal as principal, which it is made without any connection with any other person(s), firm or corporation submitting a proposal for the same.

The UNDERSIGNED hereby declares that they have read and understand all conditions as outlined in the Request for Proposals, and that the proposal is made in accordance with same.

The UNDERSIGNED hereby declares that any person(s) employed by the City of Portland, Maine, who has direct or indirect personal or financial interest in this proposal or in any portion of the profits which may be derived therefrom has been identified and the interest disclosed by separate attachment. (Please include in your disclosure any interest which you know of. An example of a direct interest would be a City employee who would be paid to perform services under this proposal. An example of an indirect interest would be a City employee who is related to any officers, employees, principal or shareholders of your firm or to you. If in doubt as to status or interest, please disclose to the extent known).

The proposer acknowledges the receipt of Addenda numbered 1-4
If Applicable

COMPANY NAME: The Szanton Company
(Individual, Partnership, Corporation, Joint Venture)

AUTHORIZED SIGNATURE: Nathan Szanton DATE: 6/15/20
(Officer, Authorized Individual or Owner)

PRINT NAME & TITLE: Nathan Szanton, President

ADDRESS: 482 Congress St, Suite 203, Portland, ME 04101

TELEPHONE: 207-712-6191 E-MAIL: CSzanton@szantoncompany.com

FEDERAL TAX ID #: 01-0533208 DUNS #: 11-700-3073

STATE OF INCORPORATION Maine
(If incorporated in another State, businesses must be authorized to do business in the State of Maine.)

In your organizations preceding completed fiscal year, did the organization receive:

(1) 80 percent or more of its annual gross revenues in U.S. federal contracts, subcontracts, loans, grants, subgrants, and/or cooperative agreements; AND

(2) \$25,000,000 or more in annual gross revenues from U.S. federal contracts, subcontracts, loans, grants, subgrants, and/or cooperative agreements? ☐ Yes ☒ No

Does the public have access to information about the compensation of the executives in the organization through periodic reports filed under section 13(a) or 15(d) of the Securities Exchange Act of 1934 (18 U.S.C. 78m(a), 78o(d) or section 6104 of the Internal Revenue Code of 1986? ☐ Yes ☒ No

NOTE: All bids must bear the handwritten signature of a duly authorized member or employee of the organization making the bid. **This sheet must be signed and returned with the application package.**



June 11, 2020

Honorable Mayor and Councilors:

The Libbytown Neighborhood Association held a special meeting to consider the *Douglass Commons* proposal for the redevelopment of 43 & 91 Douglass Street, aka, the old West School site. The meeting was well attended after a robust discussion, we are pleased to express our support for this proposal. Please factor these recommendations into your consideration of *Design and Amenities* as specified in the *Impact on the Surrounding Neighborhood* section of the RFP score sheet.

With respect to design, the LNA supports projects of quality and distinction which may serve as a neighborhood landmark. Given that the existing fabric and architecture lacks a singular quality, the association would like to see something architecturally notable. Furthermore, the Libbytown Neighborhood is somewhat diverse socio-economically with a prevalence of low to moderate income. The Libbytown Neighborhood Association is strongly supportive of new housing particularly mixed income projects with a focus on low and middle income.

In terms of this projects' design program, we:

- Strongly support this project's *use of site and integration with Park amenities*
- *Modestly Support* this project's interaction with adjacent structures and would advocate for the largest possible set back buffers from adjacent properties on Douglass Street

The area is underserved as it lacks a school, community space, a vibrant commercial corridor, bus shelters, and other staples of urban life. As such, in terms of amenities we:

- Strongly support community *garden/food forest*
- Strongly support the overall commitment to *housing affordability* especially the commitment to mixed incomes and to low to moderate income housing



- Strongly support the commitment to *ethnic diversity* and the possibility of thereof (such as ESL training)
- Strongly support this projects commitment to *sustainability* especially the solar arrays, passive house standards and *tree & shrub* planting
- Strongly support quality *community space* that is open and accessible
- Strongly supports *shared street concept* or piazza concept which can become a flexible community gathering space
- Support commitment to *active transport* and the integration of transit, limited parking, and commitment to traffic demand management

The following items are community priorities in design and amenities that may be part of the program but that we did not see as explicit in this proposal. We believe that a strong commitment to the following would make the project better:

- Implementations of the recommendations of the Libbytown traffic study
- Streetscape and bicycle/pedestrian improvements along Congress Street
- Acknowledgement to the history of the site in terms of project name and building materials (e.g., the site sits on or near a former brick foundry)
- Public transit (such as trolley cars), car share, and other reductions to parking
- Stormwater design
- Environmental mitigation of the site
- ADA access within the site to community spaces in winter months

Overall we **highly recommend** this proposal for its commitment to neighborhood design improvements and amenities.

The Libbytown Neighborhood is grateful for your consideration of this proposal.

Sincerely,

Maureen Morse

Chair



COOPERATIVE DEVELOPMENT INSTITUTE

P.O. Box 1051, Northampton, Massachusetts 01061-1051
PH 413-665-1271 • FX 413-541-8300 • www.cdi.coop • info@cdi.coop

June 8, 2020

To whom it may concern:

The Cooperative Development Institute (CDI) is happy to support the proposal for the creation of a new construction limited equity co-op on Douglass Street.

CDI is a 501(c)3 nonprofit founded in 1994 by co-op leaders to work with people in the Northeast to create cooperative businesses and networks that grow a prosperous, equitable economy.

CDI provides expert assistance, organizational development, and support to groups undertaking cooperative development. In the past decade, CDI has helped create 47 new Resident Owned Communities (ROCs) in New England, representing 4,479 households. 8 of the ROCs are conversions of manufactured home parks in Maine. CDI's role is to help form new cooperatives, train residents, and ensure that the cooperative has the support it needs to remain permanently affordable.

Our intention is that at Douglass Street, CDI will:

- Lead the creation of the new Co-op entity.
- Lead resident training and resident participation in the construction phase.
- Create and administer a long-term management plan that would meet the city's TIF requirements to ensure that the property meets the city's affordability metrics for at least 30 years.
- Be the long term training & support organization for the Co-op.

We are pleased with the proposal and the development team, and hope to be part of this exciting project!

Sincerely,

Noémi Giszpenc
Executive Director

THE SOURCE FOR COOPERATIVE BUSINESS DEVELOPMENT IN NEW ENGLAND & NEW YORK

In accordance with Federal law and U.S. Department of Agriculture policy, this institution is prohibited from discrimination on the basis of race, color, national origin, sex, age, or disability. (Not all prohibited bases apply to all programs.) To file a complaint of discrimination write USDA, Director, Office of Civil Rights, 1400 Independence Avenue SW, Washington, DC 20250-9410, or call (800) 795-3272 (voice) or (202) 720-6382 (voice and TDD).

Future Residents of Douglass Commons Co-op

June 2020

To whom it may concern:

We are writing in support of the Douglass Commons proposal to build housing on the parcel put to RFP by the City of Portland.

Many of us have been meeting for the last 2 years to explore strategies to build affordable home ownership housing in Portland that builds community among people of different ages, incomes, and cultural backgrounds. Several months ago, we came to the conclusion that Limited Equity Cooperative Housing was the best way to accomplish this. Limited Equity Cooperatives combines the accessibility of renting with the long-term stability and autonomy of homeownership.

We are delighted that this development team has come together to bring Limited Equity Cooperative Housing to Portland and enthusiastically support their projects. We are especially excited about the effort to create designs that will maximize interaction with outdoor spaces, gardens and shared spaces that can be used by residents. We also appreciate their effort to include us and existing neighbors in their early design efforts.

We are excited about the location, and hope that we will have the opportunity to become future residents!

Sincerely,

1. Rachel Ackoff & Lee Leviter, 19 Lewis St Apt 1F Portland, ME 04102
2. Eric Muteba Kalala, 11 Massachusetts Avenue Apt #2 Portland, ME 04102
3. Cynthia A. Grier, 1227 Westbrook Street, Apt #2, Portland, ME 04102
4. Elisabeth C. Heij, 97 Pitt Street, Portland, ME 04103
5. Valerie and Matthew Todd, 68 Black Sparrow Drive, Portland, ME 04102
6. Nicole Ivins and Richard Bennett, 93 Pitt St #1, Portland, Me 04103
7. Jules Mutoni & Yvette Unezase, 77 Grant St Apt B13, Portland, ME 04101
8. Wendy Herbert & Peter Ackoff 112 Park St. #2, Portland, Me
9. Apollo Karara, 326 Auburn Street #16, Portland, ME 04103
10. Andrea Levinsky 39 Cumberland Rd Apartment 1 South Portland, ME
11. Jacques Kubwimana & Ange Christelle Abaribeza 61 Deering St.Apt #E 04101
12. Arthur Sabiliti & Vanice Busingye, 240 Cumberland st, Westbrook 04092 ME
13. Jackson Ntambara & Peace Kobusinge, 2 Walker street # 1203 Westbrook 04092 ME

June 1, 2020

Matthew F. Fitzgerald
Purchasing Manager
The City of Portland
389 Congress Street
Portland, ME 04101

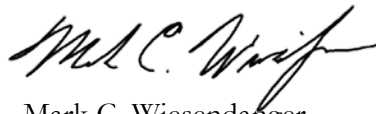
RE: Request for Proposals for 43 & 91 Douglass Street

Dear Mr. Fitzgerald:

MaineHousing is pleased to provide this letter of interest for The Szanton Company's proposal to redevelop a portion of the former West School site. Our understanding is that there will be a mixed-income housing project constructed on the site, potentially financed in part by MaineHousing resources. In our 24-year relationship with The Szanton Company, the applicant has demonstrated an exceptional track record in navigating the processes of market research, site acquisition, design, regulatory approvals, financing, construction, and marketing of a high-quality housing product.

While this letter of interest is not a commitment to allocate affordable housing tax credits, MaineHousing would welcome an application in connection with this project. Based on The Szanton Company's track record, an application would have a strong likelihood of success. Please feel free to contact me directly with any questions.

Sincerely,



Mark C. Wiesendanger
Director of Development



NORTHERN NEW ENGLAND
HOUSING INVESTMENT FUND

5/28/2020

Carl Szanton
Development Associate
482 Congress Street, Suite 203
Portland, ME 04101

RE: Letter of Interest – Douglass Street Project ("Partnership")

Dear Carl:

We are pleased to provide this letter of interest for the creation of affordable and market rate housing in Portland, Maine. As you know, Northern New England Housing Investment Fund ("NNEHIF") invests in community-based projects receiving the Federal Low Income Housing Tax Credit. We understand that you anticipate generating approximately \$800,000 in annual Low Income Housing Tax Credits.

Upon satisfactory resolution of any funding requirements and satisfactory completion of our due diligence we would be interested in investing \$6,878,980 in exchange for a 99.99% limited partnership interest in the Partnership. Approximately 50% of these funds may be available from closing and throughout construction.

This letter of interest is conditioned on the Fund conducting all customary underwriting and due diligence and receipt a final pro-forma, approved by MaineHousing, that addresses any additional loans, grants, fees or other sources.

A more detailed letter of interest will be provided once all the capital sources have been committed.

We wish you great success in your application and look forward to our continued work together.

Sincerely,

Mark Brooks
VP of Underwriting
Northern New England Housing Investment Fund



May 27, 2020

The City of Portland
Planning Department
389 Congress Street
Portland, ME 04101

RE: 43 & 91 Douglass Street

To Whom It May Concern:

On behalf of Bangor Savings Bank I am pleased to provide this letter in support of The Szanton Company for the above-referenced project. Based on our review of the financial elements of the proposal for the development site, we believe that that the applicant has the ability to finance projected costs and develop a project of similar type and scale from a fiscal perspective.

While this letter of support is not a commitment to lend, Bangor Savings Bank would welcome the opportunity to be a resource to The Szanton Company for financing and sponsorship of any equity awards necessary in connection with this project. Please feel free to call me with any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Ronald B. Hunt". The signature is fluid and cursive, with a stylized "H" and a trailing flourish.

Ronald B Hunt
Vice President
Bangor Savings Bank - Commercial Lending
280 Fore Street, Suite 200
Portland, ME 04101
(207) 420-3967



June 12, 2020

Liz Trice
Principal
Maine Co-op Development Partners
795 Congress Street
Portland, ME 04102

RE: Douglas Commons Cooperative

To whom it may concern:

Centennial Mortgage has been engaged by Maine Co-op Development Partners to secure mortgage insurance through the FHA 213 program for cooperative housing and fund a construction/permanent mortgage for Douglas Commons Cooperative, a new cooperative housing project in Portland, ME. We have reviewed a financing request, including initial plans, pro forma operating budget, the construction budget and initial market information for Douglas Commons Cooperative in Portland, ME. In addition, we have reviewed the experience of the overall development team. Based on this review, we feel that this project is an excellent candidate for financing and will conform to all the requirements to qualify for construction and permanent financing through the FHA 213 program. We feel that this is the right time and place to create a new affordable cooperative given the advantages this particular form of housing provide to its members, primarily affordable home ownership and a greater sense of community.

We have now entered the formal application stage for the FHA 213 mortgage insurance and believe that Douglas Commons Cooperative has a high likelihood of obtaining a 40 year, low interest loan for the project of \$13,308,200. Additional subordinated financing would serve to further increase that likelihood. We also believe that success at Douglas Commons Cooperative will open an entirely new avenue for affordable housing finance in the state of Maine by making the FHA 213 program finance accepted in the market.

Centennial Mortgage has substantial expertise and experience completing FHA financing transactions. We are very active in lending to cooperative housing projects throughout the country. Personally, I have been involved in cooperative housing for over 20 years, through financing and serving on the board of the National Association of Housing Cooperatives.

We encourage other funding sources to join us in supporting this innovative project and creating up to 98% leverage for future projects through this program. Please let me know should you have any questions or require any additional information.

Sincerely,

A handwritten signature in blue ink, appearing to read "H. Jeffers", is written over a faint, larger signature.

Hugh Jeffers
Vice President of Originations



June 12, 2020

Liz Trice, Principal
Maine Co-op Development Partners
795 Congress Street
Portland, ME 04102

Dear Liz:

Please let this letter serve as an expression of interest in working with Maine Co-op Development Partners to provide financing for the land purchase and predevelopment costs associated with the development of "Douglass Village" cooperatively-owned limited equity housing in Portland, Maine.

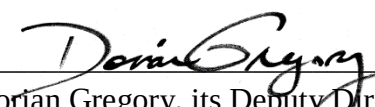
Since CFNE's founding in 1975, we have made over 1,000 loans, totaling over \$60 million, including many loans to support the purchase of cooperatively-owned real estate property. We look forward to seriously consider an application to provide a loan of up to \$855,000 for the above-mentioned purpose.

The terms of any loan would depend on the strengths of the application, collateral, other funders and financing, and the project's *pro forma* for expected cash flow and ability to make payments. Our customary range for interest is 5 -7% and most loans are made with terms of 5-10 years, with a longer amortization possible so that the actual loan payment amounts are affordable.

Our loan committee meets the second or third Thursday of each month, and the deadline for an application is the 15th of the previous month. The process for consideration takes a total of three to four weeks, though sometimes longer, and includes a site visit. My colleague, Deborah Hawkins, will be your loan outreach officer and will usher your application through our committee.

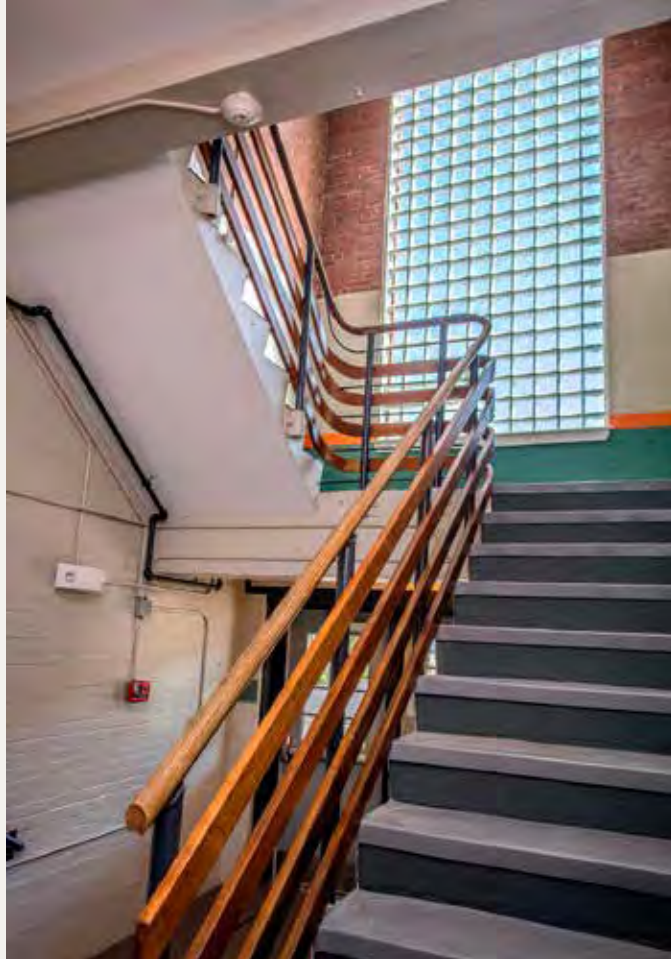
Please let us know if we can provide any other information and we look forward to working with your loan application and other capital needs. Thank you for using the services of the Cooperative Fund.

COOPERATIVE FUND OF NEW ENGLAND, INC.

By: 
Dorian Gregory, its Deputy Director

THE SZANTON COMPANY

an Affiliate of the Monks Companies



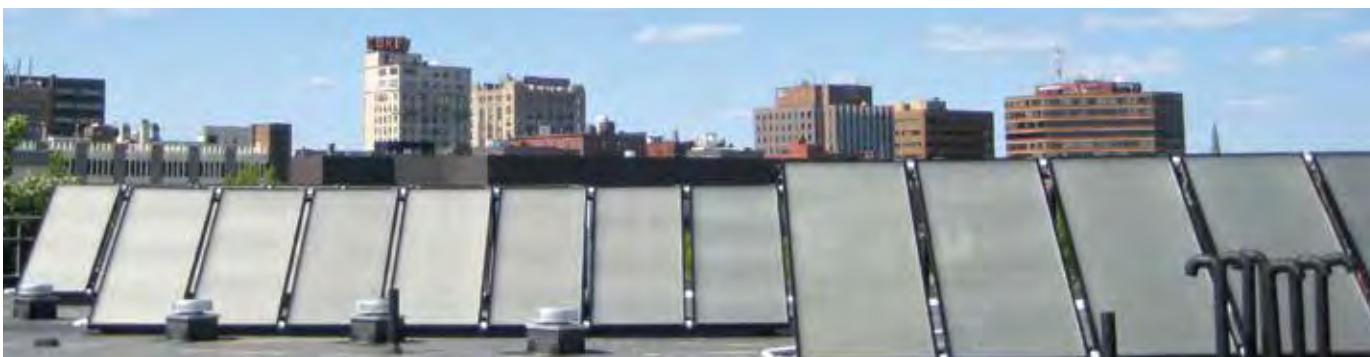
ABOUT THE SZANTON COMPANY

The Szanton Company, an affiliate of the Monks Companies, specializes in developing mixed-income rental housing in or near downtowns. We have completed eight apartment projects in Maine and New Hampshire totaling 393 units.

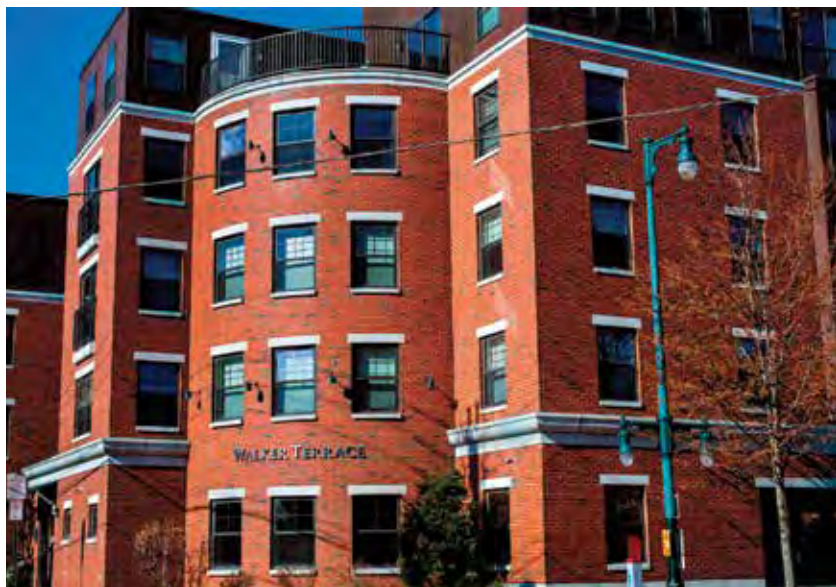
The mission of The Szanton Company is to create attractive and affordable rental housing that our residents are proud to call home. We do this by:

- Creating beautiful apartments of high quality in locations in or near downtowns, adding vitality to our cities and towns;
- Developing properties which provide a consistent, long-term return to their owners, thus ensuring their stability for residents, lenders, and neighborhoods;
- Serving people with diverse incomes;
- Creating amenities for our residents which enhance the quality of their lives;
- Incorporating environmental and energy sustainability in our properties, thereby reducing their impact on the earth's environment.

The Szanton Company is committed to long-term ownership of our apartment assets. In 2013, we founded Saco Falls Management, our property management arm, to ensure the highest standards of visual appearance and livability for our residents, neighbors, and communities.



Rooftop solar panels at 53 Danforth



PRINCIPALS & STAFF

NATHAN SZANTON, PRESIDENT

Nathan founded the company in 1996. Since then he has been responsible for developing 617 apartment units in 24 projects. As manager or principal partner in these projects, Nathan has successfully navigated the process of market research, site acquisition, design, regulatory approvals, financing, construction, and marketing.

He has committed himself to creating comfortable and affordable rental homes for residents with diverse incomes. Some of these have been adaptive reuses for underused historic buildings; others have been thoughtfully designed new construction. Nathan holds a B.A. from Harvard University and a J.D. from the University of Maine School of Law.



ROBERT C.S. MONKS, PRINCIPAL

Robert C.S. Monks is an active capital partner and also provides a deep understanding of real estate development and financing. Throughout his career he has founded, led, and grown 19 businesses in the financial services, real estate, technology and communications sectors.

In 2011, Bobby became an owner and Chairman of Spinnaker Trust, a Maine based trust company managing over \$1 billion in assets. Bobby attended Duke University and graduated from the University of Southern Maine with a Bachelor's Degree in Political Science.

Above: Walker Terrace
Left: The Mill at Saco Falls

Facing Page: The Lofts at Bates Mill

AMY CULLEN, VICE PRESIDENT AND PROJECT PARTNER

Amy joined The Szanton Company in 2006. Her responsibilities include: discovering new project locations, creating financing packages, and working with all development team members to help projects come to life.

Amy also serves as president of our sister company, Saco Falls Management, where she oversees all operations.

Prior to joining The Szanton Company, Amy was on active duty with the U.S. Army for six years, and served as a Training Program Manager for the Department of Defense in Minneapolis, MN. She holds a Bachelors of Science Degree in Accounting from Husson University.

KRISTIN MARTIN, DEVELOPMENT OFFICER

Kristin joined our company in 2013. Her responsibilities include finding and researching sites for new projects, preparing financial analyses, and evaluating development options. She coordinates with lenders, attorneys, architects, engineers, contractors and others on all aspects of The Szanton Company's development projects from concept to completion.

Prior to joining The Szanton Company as a Development Officer, Kristin worked for Saco Falls Management as an Assistant Development Officer, Property Manager and Director of Property Management. She holds a Bachelor of Health Science and a Masters of Occupational Therapy from Quinnipiac University.



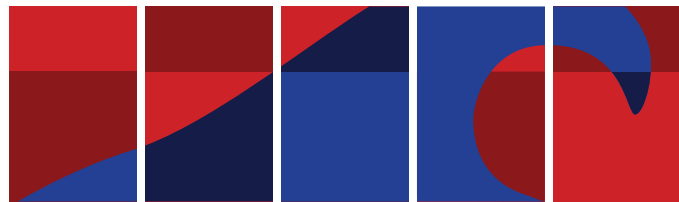
ABOUT SACO FALLS MANAGEMENT

HISTORY

Saco Falls Management is a full-service management company formed by The Szanton Company in 2013 to manage its rental properties, both residential and retail. Since then, the physical condition of the buildings has improved, tenant satisfaction has increased, and the profitability of the properties has grown. We are committed to managing our properties for the long-term with the highest sense of responsibility to our residents, financial partners, and host communities.

OUR MISSION

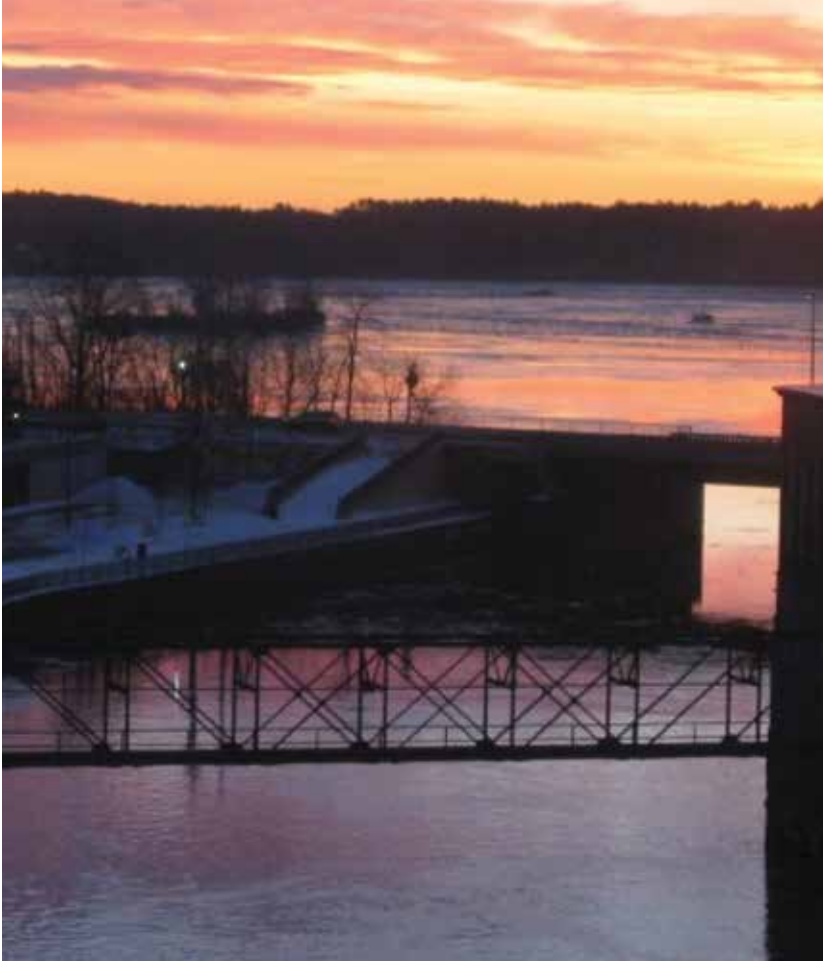
Our mission is creating rental properties that exceed expectations. We are guided by the following core values: honesty, integrity, candor, high standards of quality, respect for all with whom we deal, openness to new ideas, and a culture of continuous learning and enhancement of our knowledge and skills.



SACO FALLS MANAGEMENT



Walker Terrace



View from an apartment at The Mill at Saco Falls

RESIDENT SELECTION

Saco Falls Management Company complies with all state, local, and federal laws regarding fair housing practices or occupancy and resident selection procedures. In addition to program-specific requirements, all adult applicants are screened by our management staff. To be considered for residency at one of our properties, all applicants must have:

- References from prior landlords that show a history of good tenancy. This includes paying rent on time, keeping their unit in good repair and being a good neighbor by following the community rules.
- A favorable credit report.
- An absence of criminal history. We run a criminal background check on all applicants. Any applicant with a history of public disturbances, arrests, criminal activity, listing on the sex offender registry or other law enforcement problems that may indicate behavior inconsistent with lease obligations will be denied.



LEWISTON
AUBURN

BATH

MAINE

PORTLAND

BIDDEFORD

NEW
HAMPSHIRE

EXETER

BATH, MAINE



Huse School Apartments (2017)

LEWISTON, MAINE



The Lofts At Bates Mill (2012)



The Hartley Block (2019)

AUBURN, MAINE



48 Hampshire (2020)

PORTLAND, MAINE



Casco Terrace (2004)



Walker Terrace (2006)



53 Danforth (2009)



The Furman Block (2020)

BIDDEFORD, MAINE



The Mill At Saco Falls (2010)



The Lofts At Saco Falls (2016)

EXETER, NEW HAMPSHIRE



The Squamscott Block (2007)

CASCO TERRACE

41 STATE STREET, PORTLAND, MAINE



Above Left: Casco Terrace, after. Right: Casco Terrace, before

*Facing page: Top: Casco Terrace from State Street
Bottom: Casco Terrace interior*

**“...CITY OFFICIALS SAY THE STATE-FINANCED PROJECT IS THE
KIND OF DEVELOPMENT PORTLAND NEEDS...”** —*Portland Press Herald*

CASCO TERRACE is a 27-unit vertical addition on an existing 27-car parking garage (see before and after photos opposite). The pre-construction newspaper story below describes the project's highlights and the need it addresses in a city desperate for affordable housing.

From the *Portland Press Herald*, May 28, 2003:

“It began as one of the first parking garages in Portland, at a time when few people owned cars ...

...City officials say the state-financed project is the kind of development Portland needs to help stem suburban sprawl and provide affordable rental housing for its workforce. They also give it high marks for being attractive and practical, and making the most of an under-used lot with desirable views of the waterfront.

...‘It’s a project with a lot going for it’, said Mark Adelson, Executive Director, Portland Housing Authority.”

YEAR COMPLETED: 2004

UNITS: 27 (14 Market-Rate + 13 Income-Restricted)

ARCHITECT: Archetype, P.A.

CONSTRUCTION MANAGER: Wright-Ryan Construction

FINANCING: MaineHousing and TD Bank



WALKER TERRACE

1 WALKER STREET, PORTLAND, MAINE



WALKER TERRACE is a six-story building that replaced an abandoned gas station, transforming the site and the neighborhood around it. It also helps to fulfill the city's goal of providing greater housing density along public transportation arteries. Walker Terrace is the first apartment building in Maine built to Maine State Housing Authority's Green Building Standards.

From the *Portland Press Herald*, September 21, 2004:

"Eager for any smart-growth infill opportunity to augment urban housing and curb Greater Portland sprawl, the Portland City Council unanimously let developer Nathan Szanton build 40 varied-income rental units on 0.4 acres of a former gas station in the West End, more than twice the number the current zoning allows, with Mayor Nathan Smith saying, 'This project does just about everything we as a city have been asking for.'"



YEAR COMPLETED: 2006

UNITS: 40 (18 Market-Rate + 22 Income-Restricted)

ARCHITECT: Archetype, P.A.

CONSTRUCTION MANAGER: Portland Builders

FINANCING: MaineHousing; the City of Portland;
Centerline Capital; Bank of America.

**“...THIS PROJECT DOES JUST ABOUT EVERYTHING WE AS A CITY
HAVE BEEN ASKING FOR...”** —Portland Mayor Nathan Smith



Above: Walker Terrace, after
Left: Walker Terrace, before

Previous page: Top: Walker Terrace Sidewalk Gallery
Bottom: Walker Terrace interior

“THIS IS AN AWESOME PROJECT FOR DOWNTOWN.” —Sylvia Von Aulock, Town Planner
Exeter News-Letter 2/22/05

THE SQUAMSCOTT BLOCK addresses the severe lack of affordable rental housing in Seacoast New Hampshire; adds vitality to Exeter’s downtown district; fills a gap in the streetscape of one of Exeter’s most important and beautiful streets; and promotes smart growth by adding density near public infrastructure.

Previously a surface parking lot next to Exeter’s historic 1856 Town Hall, the Squamscott Block is on the site of two historic structures torn down in the mid-20th century to make way for parking. The four-story building features 2,600 square feet of retail space along busy Water Street, currently housing an art gallery and a therapeutic salt cave. Two hidden levels of parking provide 36 spaces for the residents and 58 spaces for neighboring businesses.

YEAR COMPLETED: 2007

UNITS: 30 (14 Market-Rate + 16 Income-Restricted)

ARCHITECT: Archetype, P.A.

CONSTRUCTION MANAGER: North Branch Construction

FINANCING: New Hampshire Housing; the Town of Exeter, New Hampshire; the New Hampshire Community Development Finance Authority; TD Bank; Unitil; and HUD.



53 DANFORTH

53 DANFORTH STREET, PORTLAND, MAINE



Above Left: 53 Danforth, after. Right: 53 Danforth, before

**“THE BUILDING AT 53 DANFORTH STREET WILL HELP MAKE PORTLAND
THE MOST LIVABLE CITY IN AMERICA.”** —Portland Mayor Jill Duson, *Portland Press Herald* 8/13/09

53 DANFORTH is located in the heart of the Portland Peninsula, a few blocks from downtown, the Arts District, the Old Port, the West End, and the Waterfront. It replaced a 50 year-old one-story garage and gravel parking lot. It includes 35 one-bedroom apartments, 8 two-bedroom apartments, and covered on-site parking. Many of the units boast views of Portland’s harbor and downtown Portland. This was our first project to include solar energy.



YEAR COMPLETED: 2009
UNITS: 43 (13 Market-Rate + 30 Income-Restricted)
ARCHITECT: Archetype, P.A.
CONSTRUCTION MANAGER: Wright-Ryan Construction
FINANCING: MaineHousing; TD Bank;
and the City of Portland, Maine.



Above: 53 Danforth interior
Bottom: Rooftop solar panels, 53 Danforth

THE MILL AT SACO FALLS

100 SACO FALLS WAY, BIDDEFORD, MAINE



YEAR COMPLETED: 2010

UNITS: 66 (26 Market-Rate + 40 Income-Restricted)

ARCHITECT: Archetype, P.A.

CONSTRUCTION MANAGER: Wright-Ryan Construction

FINANCING: MaineHousing; TD Bank; HUD; Northern New England Housing Investment Fund; the City of Biddeford; and The America Recovery and Reinvestment Act of 2009.

THE MILL AT SACO FALLS is an adaptive re-use of an 1845 textile mill building adjacent to the Saco River falls in Biddeford. It is a key component of the Biddeford Mill District renaissance—from a collection of aging industrial buildings to a vibrant, mixed-use neighborhood featuring public access to the Saco River.

Features of the project include magnificent views of the Saco River and falls, and a short walk to both the Amtrak station on Saco Island and Biddeford's historic downtown. Residents enjoy a fitness center, outdoor play area, home theater room, and community room with computers.



“THE PROPERTY WILL BE A PHENOMENAL ASSET TO THE CITY AND REFLECTS THE COMMUNITY’S WORKING MILL TRADITION.” –City Council President Bob Mills, *The Courier* 1/28/10



Above: The Mill at Saco Falls, after
Left: The Mill at Saco Falls, before

Previous Page: Left: The Mill at Saco Falls corridor
with mill artifact steel door
Right: The Mill at Saco Falls interior

THE LOFTS AT BATES MILL

36 CHESTNUT STREET, LEWISTON, MAINE



*Bottom Left: The Lofts at Bates Mill, west facade and Fountain Park, before
Above: Same view, after renovations*

Facing page:

Top: The Lofts at Bates Mill entrance

Bottom: Lobby with display of historic artifacts

**“THE QUALITY HOUSING IS AN ESSENTIAL COMPONENT OF
THE DOWNTOWN REVITALIZATION.”** –Mayor Bob MacDonald at his Grand Opening speech

THE LOFTS AT BATES MILL, the Szanton Company’s first Lewiston project, is the adaptive re-use of an 1854 Bates Manufacturing Company textile mill, Mill #2. The Lofts at Bates Mill features 25 one-bedroom, 16 two-bedroom, and 7 three-bedroom apartments. The Lofts at Bates Mill is the first apartment housing built in Lewiston’s Mill District.

The project completely transformed the west facade of this classic red-brick mill structure. Features of the project include 13-foot ceilings, exposed timber framing, large windows with abundant natural light, and an expansive view across Fountain Park and the Bates Mill Complex to the Androscoggin River. The project is a short three-block walk to the services in downtown Lewiston and is on a local bus line. Residents enjoy complimentary wi-fi, fitness center and spacious community room with computer.



YEAR COMPLETED: 2012

UNITS: 48 (15 Market-Rate + 33 Income-Restricted)

ARCHITECT: Platz Associates

CONSTRUCTION MANAGER: Platz Associates

FINANCING: MaineHousing, The City of Lewiston, People’s United Bank, Hunt Capital Partners, and Maine Preservation.

THE LOFTS AT SACO FALLS

75 SACO FALLS WAY, BIDDEFORD, MAINE



Right: The Lofts at Saco Falls, before
Above: Completed project

Facing Page:
The Lofts at Saco Falls renovated interiors



**“IT’S A THRILL TO SEE OLD MILL BUILDINGS BEING RENOVATED.....TODAY WE LOOK
AT MILLS AS BEING SPECIAL, ARCHITECTURALLY AND EVEN CULTURALLY.”**

—Mayor Alan Casavant at his Groundbreaking speech

THE LOFTS AT SACO FALLS is the newest in a series of adaptive re-use projects which The Szanton Company began in 2010. It consists of two connected buildings, built in 1842 and 1867, totaling 92,000 square feet and sitting directly adjacent to our 2010 project, The Mill at Saco Falls.

The Lofts offers 80 (mostly 1-bedroom) apartments, as well as a landscaped courtyard, fitness center, waterfront park next door, and a short walk to downtown Biddeford and Saco. It also includes the features typical of historic New England mill buildings: high ceilings, large windows, revealed brick and exposed timber framing.



YEAR COMPLETED: 2016

UNITS: 80 (14 Market-Rate + 66 Income-Restricted)

ARCHITECT: Archetype, P.A.

CONSTRUCTION MANAGER: Wright-Ryan Construction

FINANCING: MaineHousing; Northern New England Housing Investment Fund; People’s United Bank; Coastal Enterprises; Genesis Fund; City of Biddeford; Southern Maine Planning and Development Commission.

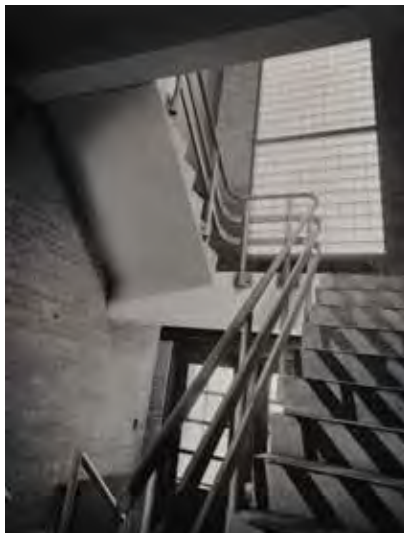
HUSE SCHOOL APARTMENTS

39 ANDREWS ROAD, BATH, MAINE



Above: Renovated Huse School gym

Right: Original design elements such as this stairwell have been maintained in the renovated space.



HUSE SCHOOL APARTMENTS involved the renovation and rehabilitation of the former John E.L. Huse Memorial School, built in 1942 and 1949. We re-purposed this elementary school to create 31 apartments and added a new construction wing with 28 apartments, for a total of 59 units.

The existing building was restored to its original 1942 appearance, designed by notable Maine architect and Bath native, Alonzo Harriman. Included are new windows consistent with the originals, restored masonry, and new signage which reproduced the original distinctive design. The apartments in the existing building feature original wood floors, high ceilings, and large windows with abundant natural light. Building amenities include wi-fi, fitness center, community room, and secure bike storage.

The Huse School Apartments are located steps from the modern YMCA, the 5-mile Whiskeag Trail, and a short walk to downtown Bath with its variety of shops, restaurants, library and more.

YEAR COMPLETED: 2017

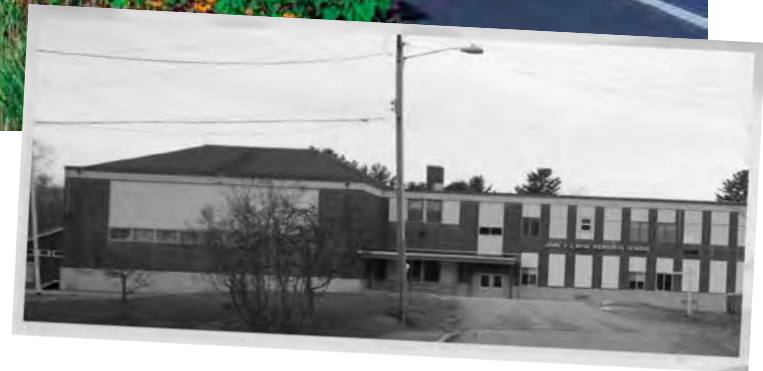
UNITS: 59 (16 Market-Rate + 43 Income-Restricted)

ARCHITECT: Archetype, P.A.

CONSTRUCTION MANAGER: Zachau Construction

FINANCING: MaineHousing; Northern New England Housing Investment Fund; Bangor Savings Bank; Coastal Enterprises; Maine Department of Economic and Community Development.

“THE PROJECT PROTECTS AND SAVES THIS HISTORICAL BUILDING...AND WILL PROVIDE PROPERTY TAX REVENUES FOR THE CITY...” –Lorena Coffin, Director of Sagadahoc Preservation Inc.



Top: Huse School Apartments
Above: Before renovation
Left: Interior of renovated Huse School apartment

THE HARTLEY BLOCK

155 LISBON STREET, LEWISTON, MAINE



Above: The Hartley Block
Left: Historic images of same location

Facing Page Top: The Hartley Block façade
Facing Page Bottom: Before construction

“WE ARE THRILLED THAT THE SZANTON COMPANY WILL BE REINFORCING OUR DOWNTOWN HISTORIC AND COMMERCIAL CORRIDOR BY BUILDING THIS IMPORTANT PROJECT.”

—Lewiston Mayor Shane Bouchard

THE HARTLEY BLOCK brings new life to a prominent 175' x 100' empty lot on downtown Lewiston's Lisbon Street. In 2004 and 2006, four connected historic buildings on Lisbon Street suffered extensive fire damage and were condemned and demolished, leaving a gaping hole in the city's most iconic street. One of the buildings was the site of the 1906 art studio of Marsden Hartley, an important early modern American painter born and raised in Lewiston.

A mixed-use, mixed-income project, The Hartley Block features 63 apartments aimed at a diversity of income groups and 4,000 sq. ft. of retail space along Lisbon Street. The project includes a fitness center, community room, children's playroom, dedicated bike storage, wi-fi and covered parking directly behind the building. The site is within easy walking distance of the public library (across the street), shops, restaurants, cafes, and two major parks.

This project adds momentum to downtown Lewiston's resurgence, including street-level public art at the entrance. Two 9-foot mosaic tile works, after Marsden Hartley paintings, animate its façade.



YEAR COMPLETED: 2019

UNITS: 63 (22 Market-Rate + 41 Income-Restricted)

ARCHITECT: Platz Associates

CONSTRUCTION MANAGER: Hebert Construction

FINANCING: MaineHousing; TD Bank; Northern New England Housing Investment Fund; City of Lewiston.

48 HAMPSHIRE

48 HAMPSHIRE STREET, AUBURN, MAINE



Located at the corner of Hampshire and Troy Streets, 48 HAMPSHIRE will aid the revitalization of downtown Auburn's important Hampshire Street corridor by bringing 53 high-quality new apartments to the neighborhood.

These will be a mixture of one, two and three-bedroom units, varying in size from 590-950 square feet. Included in the rent are heat and hot water, off-street parking, wi-fi, fitness center, community room and indoor bike storage.

48 Hampshire is located within easy walking distance of the public library, YMCA, shops, restaurants, grocery store, drugstores, and all the amenities of downtown Auburn.

The Szanton Company broke ground in March 2019 and expects to open to residents in April 2020.



Above: Rendering of completed project
Left: Same location, prior to construction

“WE ARE LOOKING FORWARD TO WATCHING YET ANOTHER MAJOR CONSTRUCTION PROJECT IN OUR DOWNTOWN TAKE SHAPE — ONE THAT WILL PROVIDE QUALITY WORKFORCE HOUSING, INJECT CAPITAL INTO OUR LOCAL ECONOMY, AND ENHANCE THE IMAGE OF AUBURN AS WE BECOME THE BEST SMALL CITY IN NEW ENGLAND”

—Auburn Mayor Jason Levesque



Above: Rendering of East elevation

PROJECTED COMPLETION: 2020

UNITS: 53 (11 Market-Rate + 42 Income-Restricted)

ARCHITECT: Platz Associates

CONSTRUCTION MANAGER: Benchmark Construction

FINANCING: MaineHousing; Boston Financial;
NBT Bank; City of Auburn.

THE FURMAN BLOCK

100 PARRIS STREET, PORTLAND, MAINE



Above: Rendering of completed project, from corner of Kennebec and Brattle Streets

Right: Before construction, Nathan Szanton and Amy Cullen on project site



“I THINK THIS IS THE NEXT BIG STEP IN CREATING A MULTI-USE NEIGHBORHOOD IN THIS PART OF BAYSIDE. IT’S PRETTY EXCITING TO GET THIS MOVING.”

—Portland City Councilor David Brenerman

THE FURMAN BLOCK is The Szanton Company’s first mixed-income project specifically for seniors, ages 55 and over. Located in the heart of Portland’s West Bayside neighborhood, it’s a short walk to Whole Foods and Trader Joe’s, small restaurants and delis, the 3.5 mile trail that loops around Back Cove and a few blocks from downtown Congress Street’s arts, business, and shopping district.

The property will feature 46 1-bedroom and five studio apartments. Some residents will have water views of Back Cove; others will enjoy views of Deering Oaks Park or Portland’s downtown. All will have abundant natural light. Included in rent are heat and hot water, a fitness center, indoor bike storage and wi-fi. The property also features a community room and coin-op laundry. The street-level commercial space, to be owned and managed by Ross Furman, will be a combination of artists’ studios and gallery space.

Repurposing an empty gravel lot at the corner of Parris and Kennebec Streets, The Furman Block contributes to the revitalization of this former industrial neighborhood.

PROJECTED COMPLETION: 2020

UNITS: 51 (11 Market-Rate + 40 Income-Restricted)

ARCHITECT: Archetype, P.A.

CONSTRUCTION MANAGER: Hebert Construction

FINANCING: MaineHousing; Northern New England Housing Investment Fund; City of Portland.



Above: Rendering of completed project, from corner of Kennebec and Parris Streets

REFERENCES

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Maine Cooperative Development Partners

MAINE COOPERATIVE DEVELOPMENT PARTNERS

build neighborhoods where the elements that constitute quality of life—access to green space, healthy lifestyles, community, privacy, and affordability—are not at odds with each other. Grounding principles for this work are creating equitable communities; complementing walkable neighborhoods; building healthy buildings; and celebrating beauty, art, and the natural environment. We use Limited Equity Cooperatives as a form of ownership to create options for people of all ages, backgrounds, and incomes to live in harmony with nature and their neighbors.

WE ENVISION small towns, urban neighborhoods, and suburban neighborhood centers that are walkable to daily needs and adjacent to recreational facilities, trails, and transit corridors; homes that use energy efficient construction, and shared gardens, patios, and play spaces for people to get to know and enjoy their neighbors.

WE GIVE BACK by partnering with organizations that support trails and green space, transit, local businesses, social equity, and efforts to mainstream energy efficient building and land use.



PRINCIPALS



MATTHEW PETERS has been involved in the completion of over 20 new construction, major rehab, and acquisition deals. Matt worked for eight years at Avesta Housing, one of Northern New England's largest non-profit housing developers and owners, project managing affordable housing developments, building out and overseeing the Asset Management department, and ending in an executive role overseeing the entire development and acquisitions pipeline as Vice President of Real Estate Services. In 2018 he began to consult for Housing Authorities, housing non-profits, and Community Development Finance Institutions in Maine supporting these organizations in acquisition, ground-up development, and underwriting of affordable housing properties. Matt also is the Executive Director of Freeport Housing Trust based in Freeport, Maine. He has strong working relationships with MaineHousing, Rural Development, lenders, tax credit syndicators, and other professionals in the design and construction field, holds a Masters in Urban Planning from the University of Washington, and certifications such as Spectrum's C3P and Rural Development STAR trainings and LEED Accredited Professional.



BRIAN ENG is a real estate investor who has worked on commercial projects in Florida, Connecticut, New Jersey, and Maine. He has worked as a principal on developments of over 200 units, is a principal on redeveloping the MERC site in Biddeford, and has redeveloped several smaller properties in Portland. He brings strong expertise in financials, fundraising, advocacy, and public speaking. He grew up in a co-op in New York City, and is on the board of UHAB, the entity that manages 20,000 units of cooperative housing in New York.



LIZ TRICE is a policy professional who builds multidisciplinary partnerships across real estate, economic development, entrepreneurship, and public health. Liz holds a masters degree in Public Policy & Management with a certificate in Community Planning & Development from the Muskie School at the University of Southern Maine. She has worked on multi-unit projects in Portland to obtain zone changes, lead the public engagement process with neighboring residents and businesses, apply for TIFs and grants, and direct the design of shared spaces. Her work includes award-winning research on the regulatory barriers to people living alone achieving home ownership, leading the process to redesign Bramhall Square, and working with medical and economic development institutions to develop strategic plans. Her projects to re-envision urban spaces for livability and natural ecosystems won two of three awards given by the 2019 Portland Society of Architecture's Complete City Competition. Liz trained as a cohousing developer and Passive House Design Consultant and has visited over 20 cohousing developments in the United States. She is currently the owner of PelotonLabs, a coworking space in Portland.



PROJECTS



M NORTH ORLANDO—As a principal of Clay Cove Capital, Brian was the control capital partner in the ground-up development of M North in Orlando, a \$37.1M, 288-unit multifamily development in Orlando, Florida. www.mnorthorlando.com



BIDDEFORD MERC REDEVELOPMENT Brian worked with Jim Brady of Fathom Companies, to serve as master developer of city-owned land on the former Maine Energy Recovery Corp. incinerator through a public-private partnership with the City of Biddeford.



6 CITY CENTER IN PORTLAND—Brian redeveloped and retented a largely vacant Old Port mixed use building including executive office suites. www.sixcitycenter.com, and bringing in a law firm condo, law firm tenant, Lio Restaurant, and HE Paintbar nail salon.



1685 CONGRESS IN PORTLAND—Brian redeveloped a 50% vacant office/medical building and retented it including Maine Plastic Surgery Center and Maxim Healthcare. www.maineplasticsurgery.com

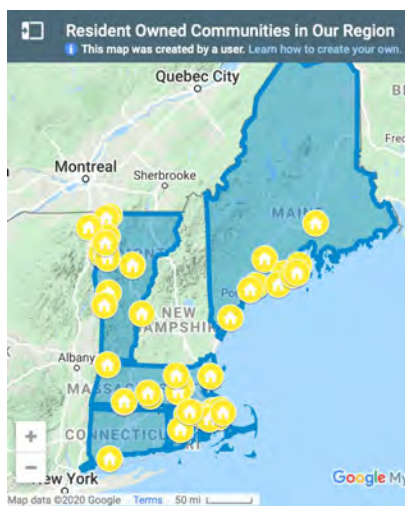


645 CONGRESS STREET—This former downtown college dormitory was converted to 55 one-bedroom and studio apartments with retail on the first floor. Liz worked for developers Shinberg and Alford on the initial concept, conducted a market analysis, developed relationships and communication with neighbors and businesses, creating a bike storage and parking plan, created a community management plan, and assisted with lease-up.



The Cooperative Development Institute (CDI) is a regional 501(c)3 non-profit founded in 1994 by co-op leaders in the Northeast. CDI's mission is to build a cooperative economy through the creation and development of successful cooperative enterprises. We are transforming ownership of our economy, so all people can meet their basic needs. CDI has 30 staff across the Northeast including six staff members in Southern Maine.

New England Resident Owned Community Projects (NEROC)



One of our primary activities is creating cooperative housing in Maine and the Northeast. When a park is for sale we help residents form a cooperative, get financing to buy the park, and learn how to run it with democratic resident control. This program gives residents control of the land beneath their homes and protects the affordability of their housing.

The Resident Owned Community (ROC) model began in NH with the NH Community Loan Fund and became a national model with the formation of ROC USA in 2008. The program has helped people in over 50 parks – comprising more than 4,800 homes — convert to resident ownership. Those communities are part of the ROC USA Network, which has helped secure over 15,000 units of affordable housing

nation-wide. CDI provides ongoing support as trainers and advisers for the ROCs and other cooperatives in the region. We assist in governance, management, financial oversight, communications, conflict resolution, compliance, and securing financing.

Charter Oaks Village Cooperative



With the support and technical assistance of the Cooperative Development Institute (CDI), the residents of Charter Oaks Village acquired the land on the 40 unit Arundel manufactured housing park on June 11, 2019 for \$1,170,000, helping to preserve the affordable housing community within it.

Charter Oaks Village joins nine other Maine manufactured housing communities supported by CDI and financed by Genesis Community Loan Fund, representing 440 homes now under resident control. The newly formed housing cooperative was a recipient of a GrowSmart Maine's honorary 2019 Smart Growth Award.

Mountainside Community Cooperative



CDI's newest Maine Cooperative is the 52-unit Mountainside Community Cooperative in Camden, Maine. Securing affordable housing in a community like Camden is increasingly challenging as housing costs escalate and its population ages. The residents of Mountainside Community purchased the community on December 11, 2019 for \$1,900,000 with financing provided by Camden National Bank, Genesis Community Loan Fund and the Local Enterprise

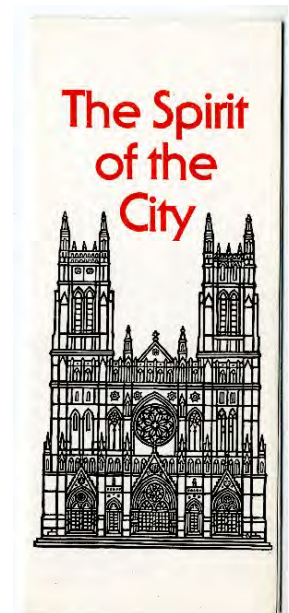
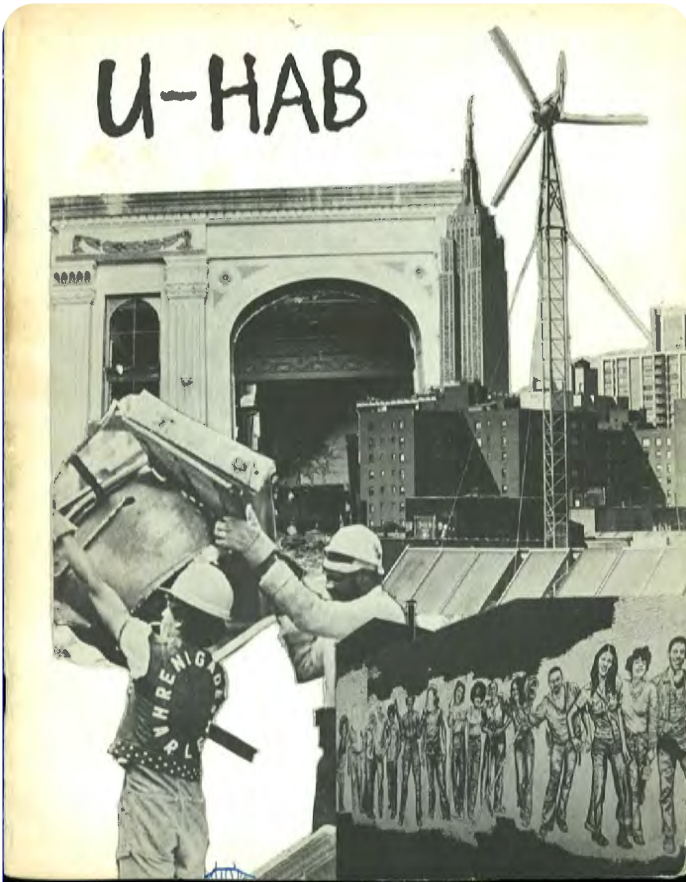
Assistance Fund. "We are so pleased to be able to help the residents of the Mountainside Community Cooperative become property owners today," said Bill Floyd, Executive Director of the Genesis Fund.

Wardtown Mobile Home Cooperative



The residents of the 60-unit Wardtown Mobile Home Cooperative voted to form the cooperative and purchase the community in May 2015, with assistance from CDI, and combined financing from Maine State Housing and The Genesis Community Loan Fund. As with all of the CDI's Resident Owned Communities (ROCs), Wardtown members continue to engage in extensive training and organizational development. As Bill Hodgkins, Cooperative Treasurer explains, "We all gained valuable new skill sets as we went through the process of establishing and financing our

cooperative...Now we have a very strong board of directors and feel very organized, to the point we are able to assist other ROC mobile home parks with advice about the process."



2019 UHAB ANNUAL REPORT

Building for Us

This year, UHAB made a considerable effort to build an archive. In doing so, the lesson we learned from decades of growth is very simple: what has always mattered most for affordable housing is community. It is the strength and support that comes from the community inside a co-op that is just as essential as the affordable housing itself.

With this in mind, UHAB is proud to offer new and expanded programs to low-income homeowners with a refined lens on our work. We have more data and research than ever on the long-term impacts of redlining policies and how communities of color have been resilient in their efforts to remain in their homes, whether in the 1970s or today. By building new affordable co-ops, strengthening tenants' rights statewide, making share loans through our HomeOwnership Lending program, and working in cooperation with our Interboro Community Land Trust partners to create the first Citywide CLT in New York City, we are actively working to dismantle the detrimental legacies of redlining and community disinvestment.

As we look toward the future, our work is expanding in several ways. We are offering more services like Co-ops Go Solar and our energy programs that are tackling the most pressing issue of our lifetime: the climate crisis. Without renewable energy and carbon reduction, low-income residents more than anyone will be affected. Most importantly, we need to recognize that it is not just low-income communities, but people of color in particular who are disproportionately affected by this crisis, just as they have been marginalized from fair and stable housing. UHAB's CDFI, HomeOwnership Lending, helps ensure that a family is not denied the opportunity to purchase because they don't have the money to be an all cash buyer. This program makes small loans where other lenders are reluctant and in this way supporting our HDFC and Mitchell Lama co-op communities in continuing to provide affordable housing.

The interest in co-ops and our work is expanding not just in New York City, but in upstate New York where residents can securely remain in their mobile homes; to New Haven, CT where the nearly 50-year old Seabury Co-op struggles to keep up with its aging infrastructure; and to Seattle, WA where a new permanently affordable co-op is being created. UHAB is excited to be assisting a new City financed co-op development program in Oakland, CA and we continue to meet with organizations and officials in other cities who are seriously considering the limited-equity model.

We have come a long way and welcome our next chapter of growth.

Sincerely,

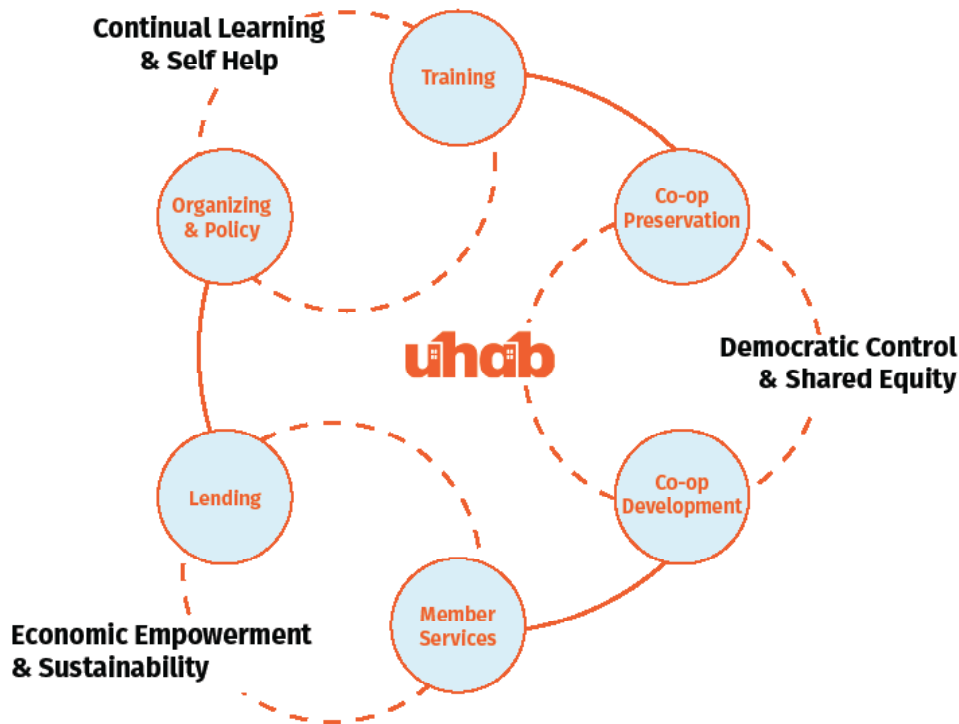
A handwritten signature in blue ink, appearing to read 'A. Reicher', with a stylized flourish at the end.

Andrew Reicher, Executive Director

Community through Cooperation

UHAB empowers low- to moderate-income residents to take control of their housing and enhance communities by creating strong tenant associations and lasting affordable co-ops.

Our Principles



I. Continual Learning & Self Help

When residents take the lead on everything from creating, managing, and preserving their own co-ops to advocating for affordable housing policy reform, this not only improves buildings and neighborhoods, but it transforms lives as well. Ongoing education and training is the key to preserving affordable housing cooperatives and strong tenant associations.

II. Democratic Residential Control & Shared Equity

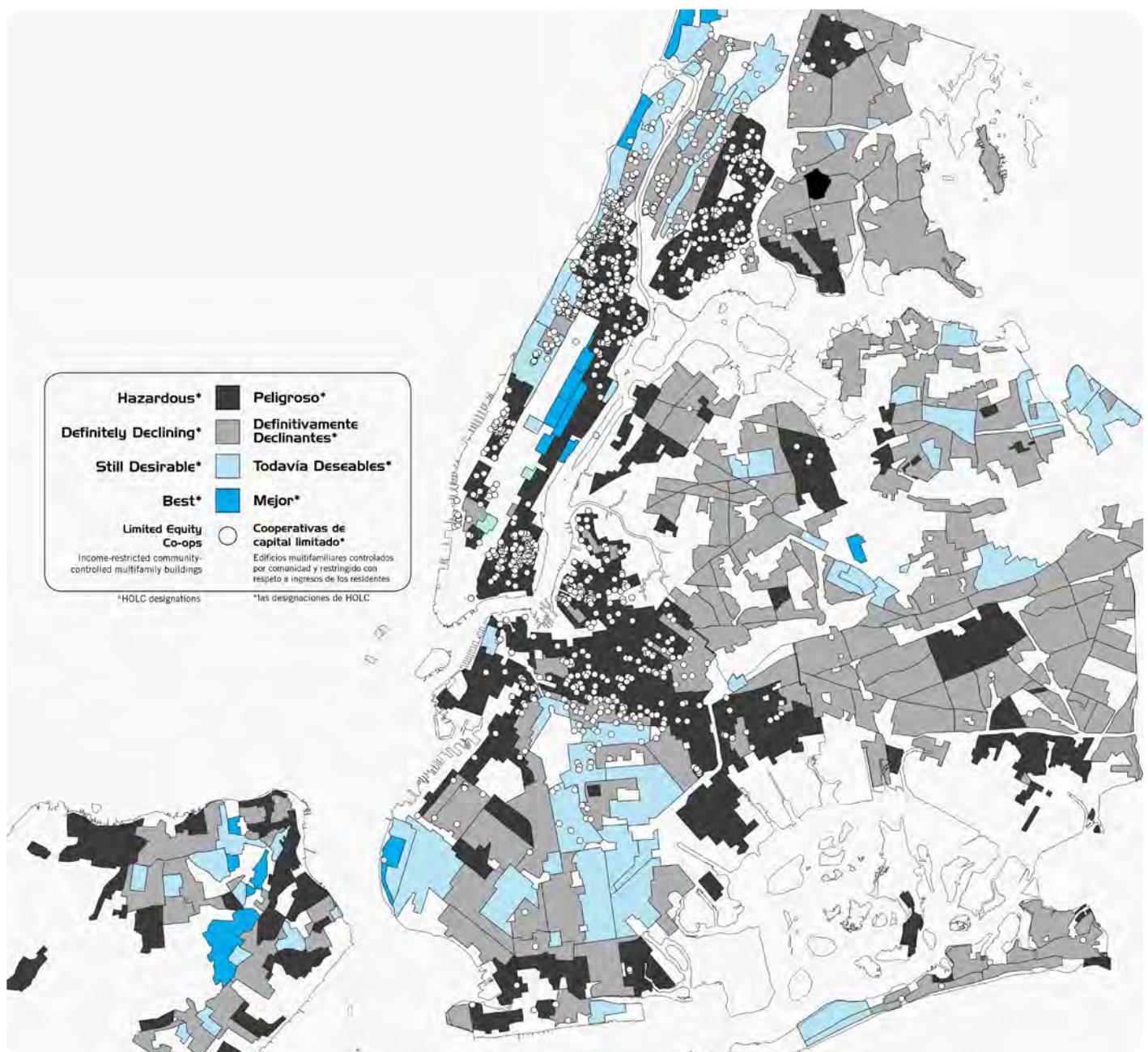
Transparent leadership and the participation of a majority of residents—each contributing unique skills and perspectives—make democratic governing and organizing possible. This collective control of housing helps prioritize a shared equity that keeps affordability manageable for future incoming residents.

III. Economic Empowerment & Sustainability

UHAB provides access to affordable, high-quality resources covering areas of energy, finance, democratic participation and education. These tools help residents maintain lower costs of living while helping to demystify financial technicalities. With support and guidance, all residents should be able to read and manage their finances, in order to make informed decisions about their operating costs.

Housing Justice is Racial Justice

This map overlays the location of modern-day HDFC co-ops with redlined neighborhoods from the 1930s. Redlining was a discriminatory housing practice that devalued neighborhoods where people of color lived and made it difficult for people of color to secure safe, affordable housing. In this map, the deepest shade of grey represents the least economically desirable neighborhoods. In the 1970s and 1980s, landlord abandonment and arson led to City foreclosure on thousands of occupied buildings in these same neighborhoods, creating the conditions for the self-help housing movement and the creation of thousands of HDFCs.



Through organizing and self-help initiatives, community-controlled housing arose as a way for low-income people and people of color to take control of their housing solutions when the government and private sector would not. Today, neighborhoods like Harlem, the South Bronx, and Central Brooklyn still struggle with the legacy of redlining; high air pollution, increased heat waves, higher poverty rates, and gentrification all threaten to displace longtime residents from neighborhoods that were once widely abandoned.

Through it all, community control remains a tool to provide New Yorkers with decent, affordable housing. HDFC co-ops are anchors in their neighborhoods, providing a safe haven to raise families and age in place. Tenant unions build power among renters and win victories like stronger rent laws.



Through our work, UHAB helps people of color control, manage, and improve their homes. We know from experience that most of the low- to moderate- income residents in the buildings we serve are Black or Latinx. Our goal is to have as many people from the communities we serve reflected in our organization's leadership and programs.

Currently, around 60% of our Board and program staff are people of color, and more than half of our organization is bilingual in English and Spanish, fulfilling an essential need for our Spanish-speaking HDFC board members and residents. We provide our technical assistance, homeownership advisement, energy advisement, bookkeeping services, quarterly newsletter, and entire training curriculum in both English and Spanish.

UHAB BY THE NUMBERS: 2019

125 fair elections monitored
in practice of democratic
community control



9 HDFCs
adopted solar,
bringing the total
number to
28

3,500,000 tenants protected
under stronger rent laws



115 budgets planned to
preserve HDFCs' financial
stability & affordability



5
affordable
homeowner-
ship loans
totaling
\$242,011

203
trainings for
affordable
co-op
residents

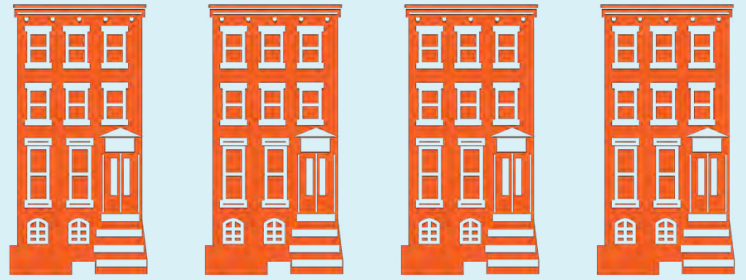


\$9,197,000
secured in loans to
help HDFCs make
capital
improvements



Our Co-op
Preservation
team helped
15 co-ops
secure necessary
loans to avoid City
foreclosure last year.

This represents over
350 families
that were able to
retain their equity
and control of their
homes through
technical assistance
and guidance
from
UHAB staff.



To date, UHAB is the
foremost developer of
limited-equity housing
co-ops in NYC. we have
developed **over**
1,300 units of
affordable housing
with the support of a
variety of City and State
programs.



FIRM BIO



ACETO LANDSCAPE ARCHITECTS

ALA is a process-driven, landscape architecture and urban design firm committed to thoughtful, creative intervention at the intersection of environment, economics, art, and culture. ALA was founded on the notion that great design is a product of careful listening, inclusive decision-making, and unrelenting passion for enduring built spaces. We believe landscape architecture lies at the nexus of the built form and the ephemeral qualities of an ever-changing environment. ALA's team offers a unique set of skills and perspective, well-equipped to harmonize and reconcile the roles and value systems of varied design disciplines. We integrate expertise and intuition to craft powerful places, built upon a commitment to resiliency and sustainability. Our studio's passion for craft and technical savvy affords us the opportunity to collaborate across a broad geographic range and myriad project scales from intimate private spaces to large-tract master plans.

ALA was founded in 2014 by Principal, Nick Aceto. ALA has 5 employees, all of which are landscape architects, licensed in the states of Maine, Massachusetts, New York and Colorado.

PROJECT TEAM KEY PERSONNEL



NICK ACETO, PLA, ASLA

ACETO LANDSCAPE ARCHITECTS

FOUNDING PARTNER, LANDSCAPE ARCHITECT | NA@ACETOLA.COM

Nick is a licensed landscape architect and urban designer with a deep passion for the creative process. Nick believes in landscape as a framework for organizing the patterns and behaviors through which we live. From the private garden to the region, Nick has the ability to recognize and translate patterns into visual narratives which tell the unique story of a place through built form. Nick grew up in Portland, Maine where he developed a deep appreciation for the rich and varied New England landscape, from rocky shorelines of the Atlantic to the forested peaks of the Appalachians. As both a consummate urbanist and adventure-seeking outdoorsman, Nick is intrigued by the interplay between urban form, economics, wild nature, and ecology.



CAITLIN ACETO, PLA, ASLA

ACETO LANDSCAPE ARCHITECTS

FOUNDING PARTNER, LANDSCAPE ARCHITECT | CA@ACETOLA.COM

Caitlin is a licensed landscape architect in the states of Maine, New Hampshire, and Colorado, who's passion for art and design began in the Chicagoland area where she was exposed to the architectural works of Frank Lloyd Wright and Olmsted's historic planned community of Riverside. Caitlin's project experience ranges in scale from circulation and wayfinding design at Grand Canyon National Park, to security barrier conceptualization for the Thomas Jefferson Memorial, to signage programming and design. Caitlin brings a distilled clarity to design that strives to embody the contextual heritage, textural richness and cultural integrity of place.



SETH KIMBALL, PLA, ASLA

ACETO LANDSCAPE ARCHITECTS

PRINCIPAL, LANDSCAPE ARCHITECT | SK@ACETOLA.COM

Seth has been practicing Landscape Architecture for over 15 years. He has a Bachelor's degree in Landscape Architecture from the University of Massachusetts Amherst. Seth's project experience includes serving as project manager/lead designer for a master plan for the new Al Guhair University in Dubai, the Al Ain Oasis Cultural Quarter Master Plan in Abu Dhabi, institutional experience including Phillips Andover Academy, Bates College, George Stevens Academy, and Southern New Hampshire University, and a range of residential projects including homes in Texas, Idaho, Montana, New York, Arizona, and several throughout the northeast. Seth joined ALA in 2018, bringing to the practice his experience in civic, institutional, and residential projects. further ALA's commitment to achieve sustainable and resilient project outcomes.



LIST OF SELECT CURRENT & ONGOING OR COMPLETED ALA PROJECTS

ALA has been fortunate to have made meaningful contributions to a vast array of projects across a wide gamut of scales over the last 5-6 years. Below is an abbreviated list of select project examples intended to provide a sense of our professional skill set, experience, and range as a design studio. We would be happy to provide more information about any of the below projects upon request.

RESIDENTIAL

DBX 11 RESIDENCE	ASPEN, CO
WHITE HORSE SPRINGS RESIDENCE	ASPEN, CO
TELLURIDE AGUIRRE ROAD RESIDENCE	TELLURIDE, CO
PRIVATE RESIDENCE	SOUTH FREEPORT, ME
SHADOW MOUNTAIN CONDOMINIUMS	ASPEN, CO
SMYTH RESIDENCE	SNOWMASS, CO

COMMERCIAL/CAMPUS

100 FORE STREET OFFICE BUILDING	PORTLAND, ME
66 STATE STREET	PORTLAND, ME
LAAM 525 LIVE-WORK	BASALT, CO
HOTEL ASPEN	ASPEN, CO
MEMORIAL PLAZA	QUANTICO, VA
CUMBERLAND CLUB SITE PLAN	PORTLAND, ME
RIVERSIDE LIVE-WORK	PORTLAND, ME
WILLITS BEND LIVE-WORK	BASALT, CO
RED HAWK ELEMENTARY SCHOOL	ERIE, CO
CSU UNDERPASS STUDY	FORT COLLINS, CO
ANDERSON RANCH ARTS CAMPUS	SNOWMASS VILLAGE, CO

HOUSING & DEVELOPMENT

SCARBOROUGH DOWNS MASTER PLAN	SCARBOROUGH, ME
THE TREE FARM	BASALT CO
66 STATE STREET	PORTLAND, ME
BLOCK 11 MASTER PLAN	BRECKENRIDGE, CO
BROKEN COMPASS BREWERY	BRECKENRIDGE, CO
RIVERBEND COMMERCIAL CENTER	TIMNATH, CO
CUMBERLAND MULTI-GEN	CUMBERLAND, ME

PUBLIC

COMMERCIAL STREET TRANS. STUDY	PORTLAND, ME
LIBBYTOWN PLAYSCAPE	PORTLAND, ME
PORTLAND DOWNTOWN SQUARE	PORTLAND, ME
BASALT POST SIGNAGE	BASALT, CO
TOWN WAYFINDING SIGNAGE	BASALT, CO
BAYSIDE ADAPTS MASTER PLAN	PORTLAND, ME
ARBANEY PARK MASTER PLAN	BASALT, CO
BASALT OUR TOWN	BASALT, CO
TIMNATH COMMUNITY PARK	TIMNATH, CO
PACTS SMART CORRIDOR STUDY	PORTLAND, ME
LIBBYTOWN VISIONING	PORTLAND, ME
BERTHOUD PARKS & OPEN SPACE PLAN	BERTHOUD, CO

REFERENCES

CAITLIN CAMERON

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"In my capacity as Urban Designer for the City of Portland, I interacted with Aceto Landscape Architects (ALA) on the 100 Fore Street project where they demonstrated thoughtful and creative design strategies for a challenging urban site. Speaking from my experience working with a diversity of landscape and urban design professionals in Southern Maine, I found ALA to have an innovative approach that demonstrates a value for and understanding of the role of public space and urban landscape for the livability and resiliency of cities and towns." - Caitlin Cameron

BRUCE HYMAN

CITY OF PORTLAND, TRANSPORTATION PROGRAM MANAGER
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"Aceto Landscape Architecture's compelling graphics as part of the Portland-South Portland Smart Corridor Plan effort in 2017 enabled the public to readily visualize the benefits and trade-offs of various transportation alternatives being considered and highlighted the opportunities those alternatives could also have for placemaking, a key goal of the Plan." - Bruce Hyman

RICH CIECIUCH

PROJECT WORKSHOP
970-729-0126
RICH@PROJECT-WORKSHOP.COM

"ALA is a key design collaborator in our design build approach, helping to navigate complex approval issues, participating seamlessly in the iterative design process that succeeds best when site attribute identification and organization melds with building design concepts. They are excellent listeners and always come back with creative and unexpected solutions. Community and Neighbor impacts of any development must be carefully contemplated and negotiated to a successful outcome, and ALA has all the skills and experience to shape and illustrate how new projects relate to the existing fabric of community and neighborhoods." - Rich Ciecuch

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TROY MOON

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207.756.8362



THE DOWNS | 510-ACRE MASTER PLAN & TOWN CENTER SCARBOROUGH ME

ALA has worked collaboratively with Gorrell Palmer Consulting Engineers along with a large team of consultants and stakeholders in developing a master plan for this 500+ acre former harness racing facility. The project was recently granted a TIF agreement based in large part on the attributes ALA visualized in their plans for the proposed Town Center which included a 4 acre community park with music venue, playground, and sport courts.

KEY STAFF SERVICES STATUS REFERENCE

Nick Aceto, Seth Kimball
Master Planning, Urban Design, Landscape Architecture, Visualization
Planned
Jay Chace, Planning Director, Town of Scarborough | Jchace@Scarboroughmaine.org

ALA worked closely with an experienced Southern Maine builder to develop a neighborhood plan which begins to challenge conventional subdivision development rules with a compact pattern and highly walkable streetscape organized around a central woodland preserve which serves as a neighborhood playscape.

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FRONTRUNNER PARK

SCARBOROUGH ME

This third phase of The Downs master plan includes over 200 homes across a broad range of affordability including compact, lane-loaded single family and pocket homes as well as more than 75 apartment units and ground floor office space. The plan is organized around a series of small parks and a highly-walkable street grid.

KEY STAFF

Nick Aceto, Seth Kimball

SERVICES

Master Planning, Urban Design, Landscape Architecture, Visualization

STATUS

Permitted, Expected Construction Fall 2020

REFERENCE

Jay Chace, Planning Director, Town of Scarborough | Jchace@Scarboroughmaine.org



LAAM 525

BASALT CO

Aceto Landscape Architects worked closely with architect, owner and contractor on this urban infill development, providing creative streetscape and urban plaza design interventions. The project included 8 affordable residential units, 5,000 SF of commercial / light industrial space, parking, and integration with the town's transit system.

KEY STAFF

Caitlin Aceto, Nick Aceto

SERVICES

Landscape Architecture, Urban Design

STATUS

Under Way Summer 2020

REFERENCE

Glenn Rappaport | grappa@blackshack.net



FREEPORT LIVE-WORK

FREEPORT ME

Freeport Live-Work is a community master plan envisioned as a series of mixed-density neighborhoods including more compact, single-family pocket homes as well as mixed-use townhomes and commercial-office buildings

KEY STAFF	Nick Aceto, Caitlin Aceto
SERVICES	Landscape Architecture, Urban Design, Planning
STATUS	Planned
REFERENCE	Undisclosed



BASALT ON-CALL PLANNING

BASALT CO

ALA was tasked with the study of two parcels within the Town of Basalt Growth Management Area for feasibility of alternative 'affordable' housing development options. ALA explored options for pocket neighborhoods, compact lot scenarios, and consolidation of infrastructure as a means to offset development cost and in turn reduce home pricing.

KEY STAFF

Lisa Cowan, Caitlin Aceto

SERVICES

Landscape Architecture, Visualization

STATUS

Planning Document Complete 2016

REFERENCE

Undisclosed | Undisclosed



BRECKENRIDGE SUSTAINABLE COMMUNITY

BRECKENRIDGE CO

ALA provided master planning, urban design and landscape architecture services for the larger mixed-use community surrounding the Broken Compass Brewery site in Breckenridge, Colorado.

KEY STAFF	Nick Aceto, Caitlin Aceto
SERVICES	Landscape Architecture, Visualization
STATUS	On-Hold
REFERENCE	Rich Ciuciuch, Project Workshop



RAISE-OP | BLAKE STREET CHARETTE LEWISTON ME

ALA worked collaboratively with this Lewiston CO-OP via a series of charrettes and workshops to help develop a plan for a new CO-OP building which could be replicated across a number of typical infill sites across Lewiston. Working with residents, ALA and BILD Architecture built consensus around parking, site utilization, program, and amenities.

KEY STAFF	Nick Aceto, Caitlin Aceto
SERVICES	Site Planning, Urban Design, Public Engagement
STATUS	Planned, On-Hold
REFERENCE	Craig Saddlemire, Evan Carroll



RAILROAD SQUARE LIVE-WORK YARMOUTH ME

Situated on a former commercial shipping yard between an existing railroad corridor and historic Main Street, Railroad Square is conceived as a compact, walkable, mixed-use residential community which celebrates the site's historic commercial character while testing new models for living and working.

KEY STAFF	Nick Aceto, Caitlin Aceto
SERVICES	Landscape Architecture, Site Planning
STATUS	Planned
REFERENCE	Kevin Bunker, Alex Jaegerman



JAX SCHOONER HEAD EAST CO-HOUSING

BAR HARBOR, ME

The Jackson Laboratories is an institution with a long history in Bar Harbor and one of the State of Maine's largest employers. ALA was tasked with developing a site inventory and analysis and conceptual master and site plans for employee and guest housing on a 36.5 acre parcel directly adjacent to the main campus.

KEY STAFF	Nick Aceto
SERVICES	Site Planning, Urban Design
STATUS	Planned, Under Way
REFERENCE	John Fitzpatrick



WILLITS BEND | LIVE-WORK COMMUNITY

BASALT CO

ALA has worked closely with Black Shack Office to develop plans and visualization for expansion of this live-work community in Basalt, CO. The community is comprised of 6 buildings with commercial, light-industrial space on the ground floor with tenant-finish residences above.

KEY STAFF	Nick Aceto
SERVICES	Master Planning, Urban Design, Landscape Architecture, Visualization
STATUS	Completed 2019
REFERENCE	Glenn Rappaport



LIBBYTOWN PLAYScape

PORTLAND ME

ALA worked closely with the Libbytown Neighborhood Association to provide conceptual design and visuals for a new playground planned in Dougherty Field Park in Portland. Due in large part to ALA's imaginative design in conjunction with the neighborhood association's proposal, the project was awarded more than \$130,000 in CDBG funding in 2018 through the competitive selection process with the City of Portland.

KEY STAFF	Nick Aceto, Caitlin Aceto
SERVICES	Landscape Architecture, Visualization
STATUS	Under Way Summer 2020
REFERENCE	Ethan Hipple, Zack Barowitz

Blackstone Senior Living

Location: Falmouth, Maine

Completion Date: February 2018

Size: 15,000 square feet new

Program: 19 units new, 1-bedroom, and 2- bedroom apartments to Passive House performance levels; plus significant rehabilitation of 20 existing units

Cost: \$185 / sf

Scope: New Construction and rehabilitation

Reference:

Catherine Elliott

Avesta Housing

(207) 553-7780

CElliott@avestahousing.org





48 Union Wharf | Portland, ME. 04101 | tel. 207.772.6022

www.archetype-architects.com

Company Background and History

Archetype Architects has, since 1983, developed an extensive portfolio of building projects in Maine and New England. We are a commercial architectural firm specializing in business, retail and housing developments. Our areas of service include master- planning, architectural design, and interior design. Prior to 1983 David Lloyd and Bill Hopkins maintained separate practices after having begun their careers in Boston and New York, respectively.

Archetype regularly designs and completes commercial projects in a very diverse field of typologies. Everything from hospitality and multi-family residential to offices and light industrial projects is well within our purview.

Personnel:

Principals: David Lloyd
William Hopkins

Architects: David Mele
Barry Yudaken
Virginie Stanley
Katherine Detmer
James Broadbent

Architectural Associates: Michael Hutchins
Mike Coyne
Devin Cough

Architectural Interns: Maryna Nelson
Sam Berry

Interior Designer: Sally Anderson

Office Manager: Susan Geffers

Registration Status:

Maine, New Hampshire, Massachusetts, Connecticut, New York, New Jersey, RI and US Virgin Islands

Professional Affiliations:

National Council of Architectural Registration Board
International Building Code
National Fire Protection Association

RELATED PROJECT EXPERIENCE

Archetype has provided Design Services for the following residential projects.

Project & Location	Type of Project	Client
Osprey Circle S. Portland, ME	48 Units Apartments 2 large multi-unit buildings	Kevin Bunker - Developers Collaborative (207) 766-1632 - bunker.kevin@gmail.com
Oriole Way Ellsworth, ME	50 Units Apartments 7 Buildings, Flats and Townhouses	Kevin Bunker - Developers Collaborative (207) 766-1632 - bunker.kevin@gmail.com
Webster Point Orono, ME	15 Units Condos 7 Buildings Townhouses	Kevin Bunker - Developers Collaborative (207) 766-1632 - bunker.kevin@gmail.com
Summer Street Gardiner, ME	15 Units Apartments 2 Buildings, Flats and Townhouses	Kevin Bunker - Developers Collaborative (207) 766-1632 - bunker.kevin@gmail.com
Minot Ave. Auburn, ME	36 Units Apartments 3 Buildings, Flats and Townhouses	Kevin Bunker - Developers Collaborative (207) 766-1632 - bunker.kevin@gmail.com
Maple Street Augusta, ME	29 Units Apartments 3 Buildings, Flats and Townhouses	Kevin Bunker - Developers Collaborative (207) 766-1632 - bunker.kevin@gmail.com
Deering Place Portland, ME	75 Units Apartments	Avesta Housing (207) 553-7780
Motherhouse Portland, ME	88 Units Elderly Apartments	Kevin Bunker - Developers Collaborative (207) 766-1632 - bunker.kevin@gmail.com
Fox School S. Paris, ME	12 Units Elderly Apartments	Avesta Housing (207) 553-7780
Larrabee Commons Westbrook, ME	38 Units Elderly Apartments	Christopher LaRoche – Westbrook Housing (207) 854-6805-claroche@westbrookhousing.org
Millbrook Estates Westbrook, ME	38 Units Elderly Apartments	Christopher LaRoche – Westbrook Housing (207) 854-6805-claroche@westbrookhousing.org
St. Ignatius Sanford, ME	66 Units Apartments	Kevin Bunker - Developers Collaborative (207) 766-1632 - bunker.kevin@gmail.com
Eliot Housing Eliot, ME	38 Units Elderly Apartments HUD	David Bateman - Bateman Partners, LLC (207) 772-2992-David@batemanpartnersllc.com
Carleton Street Portland, ME	37 Units Apartments	Avesta Housing (207) 553-7780
Huse School Bath, ME	58 Units Apartments	Nathan Szanton - The Szanton Company (207) 8719811- nszanton@szantoncompany.com
Hodgkins School Augusta, Me	47 Units Apartments	Amanda Bartlett - Augusta Housing amanda.bartlett@augustahousing.org
134 Washington Ave. Portland, ME	18 Units Veterans Housing	Avesta Housing (207) 553-7780

RELATED PROJECT EXPERIENCE

Archetype has provided Design Services for the following residential projects.

Project & Location	Type of Project	Client
Village Green Cumberland, ME	38 Units Apartments	David Bateman - Bateman Partners, LLC (207) 772-2992-David@batemanpartnersllc.com
Sanford Mill Sanford, ME	36 Units Apartments	Northland Enterprises, LLC Rex Bell
Danforth on High Portland, ME	30 Units Apartments	Random Orbit, Inc. Peter Bass
Hyacinth Place Westbrook, ME	37 Units Apartments	Avesta Housing (207) 553-7780
Sullivan School Apartments South Berwick, ME	34 Units Apartments	David Bateman - Bateman Partners, LLC (207) 772-2992-David@batemanpartnersllc.com
Emery School Apartments Biddeford, ME	24 Units Apartments	Avesta Housing (207) 553-7780
The Mill at Saco Falls Biddeford, ME	66 Units Apartments	The Szanton Company (207) 8719811- nszanton@szantoncompany.com
Spring Crossing Elderly Housing Westbrook, ME	34 Elderly Apartments	Christopher LaRoche – Westbrook Housing (207) 854-6805-claroche@westbrookhousing.org
53 Danforth Portland, ME	43 Units Apartments	The Szanton Company (207) 8719811- nszanton@szantoncompany.com
Walker Terrace Portland, ME	40 Units Apartments	The Szanton Company (207) 8719811- nszanton@szantoncompany.com
Casco Terrace Portland, ME	27 Units Apartments	The Szanton Company (207) 8719811- nszanton@szantoncompany.com





Rage 133











Acorn Engineering, Inc. is a Portland-based civil and environmental engineering firm of nine full-time employees and four construction inspectors. Acorn's team has a diverse portfolio providing Maine with quality engineering and environmental services as well as state-wide construction administration on behalf of the Maine Department of Transportation.

A cornerstone of Acorn Engineering is the attention to quality and exceptional level of service on every project, regardless of size. Our engineers and scientists pride themselves on their extensive experience, which is backed by a broad knowledge of civil and environmental engineering practices from smaller residential projects to larger commercial projects that integrate environmental assessment and site redevelopment.

Acorn Engineering has demonstrated the ability to breakdown and synthesize widely disseminated regulations into accepted engineering practices and practical site assessment and development. As a result of Acorn's efforts, the Cumberland County Soil & Water Conservation District recently recognized Acorn as the Contractor of the Year. This was the first award associated with the nationally recognized Long Creek Restoration Project and the first time the Cumberland County Soil & Water Conservation District ever recognized an engineering firm as their Contractor of the Year.

Acorn's expertise covers the areas of: civil/site design, evaluation, development, and permitting; and construction phase services such as construction administration, construction documents, project bidding, and site inspection including erosion and sedimentation control. Acorn's experience also includes the field of environmental engineering and compliance such as: Phase I and Phase II environmental site assessments, soil and groundwater remediation planning and design; Maine's Voluntary Response Action Program (VRAP); and stormwater treatment system design and permitting.

Acorn's engineers have designed, permitted, and overseen construction on numerous single-family and multifamily residential projects including traditional subdivision designs featuring on-site sewage/septic disposal and drilled wells. Furthermore, Acorn has demonstrated extensive experience and capabilities with municipalities, the Maine Department of Transportation (MDOT), Maine Department of Environmental Protection (MDEP), soil & water conservation districts, conservation commissions, municipalities, and the private sector on environmental and site development projects as demonstrated by the following:

- Listed on Maine DEP's Pre-Qualified Vendor List for Environmental Consulting Services
- Listed on Maine DOT's Pre-Qualified Consultants for eight service areas (listed under Section I.D)
- Cumberland County Soil & Water Conservation District Contractor of the Year for work on the Long Creek Restoration Project

- **Public Works Redevelopment – Meeting House Hill**

Over the past two years, Acorn Engineering has worked in close association with the City of South Portland, neighbors, and private clients on the redevelopment of the former Public Works facility. The 6-acre site is nestled in the middle of the Meeting House Hill residential neighborhood and is currently



a mix of storage buildings, fuel fill stations, miscellaneous stockpiles, and pavement. The site will be redeveloped into a mix of multifamily townhomes and single-family dwellings comprising 38 units along with a public park and community gardens.

In addition to the environmental remediation, Voluntary Response Action Program (VRAP), and other environmental considerations given the previous land use, the project is subject to a Maine DEP stormwater management law. The redevelopment design results in a reduction in impervious area of over 50% and reduces land use intensity across the site. Though not required, several stormwater BMP's have been implemented into the site as a best practice, further attenuating and treating stormwater runoff. In addition to the significant redevelopment plan, Acorn has designed an infrastructure plan to separate the storm and sewer mains. This will include installing 400 feet of new storm drain along the existing O'Neil Street right-of-way and 700 feet of new storm drain along the proposed O'Neil Street right-of-way extension. Overall, this effort will reduce the effects of combined sewer overflows (CSO) into Casco Bay which occur due to wet-weather events and the wastewater treatment plant's inability to provide capacity for both storm and sanitary sewer flows.

As part of this project, Acorn held a multitude of meetings with the City including the assistant City manager, the former Mayor, the entire planning division, and the chief engineer of Public Works. Furthermore, Acorn has collaborated with department heads of the Fire, Parks, Public Works, and Water Resource departments to ensure a feasible and ideal project for all parties. As a result, the process was truly a collaborative effort with a number of stakeholders weighing in on the design.

- **Munjoy Heights**

Acorn provided civil/site engineering and permitting for the design of Munjoy Heights – a six townhome, 29-unit development on the steep slopes of Munjoy Hill in the City of Portland. Acorn designed and developed construction drawings for the sanitary sewers, storm drains, water mains, driveways and pedestrian circulation, retaining wall locations, building locations, and drainage infrastructure to be built in compliance with City standards.



A key component to the project was coordinating with the City on the future combined sewer separation project and the site's overall stormwater management. Additionally, discussions with neighbors and stakeholders were paramount in the project's success.

The innovative urban infill project compliments the Munjoy Hill neighborhood with a communal design and plentiful native landscaping that replaced invasive species which previously dominated the eroding banks prior to the development. The \$22 million project features a courtyard, terraced landscaping, a Portland Trails-maintained path that connects the redevelopment to the existing trail system, and low impact development (LID) techniques that meet MDEP Chapter 500 regulations. The stormwater management includes an underdrained sand filter and chambers that detain and treat stormwater on site in tandem with strategically placed rain gardens.

The project required extensive coordination and collaboration between the client, City of Portland, Portland Trails, the structural engineer, the architect, and the contractor to successfully complete the project with the first "woonerf" in the state and maintaining the existing public walking path through the property.

- **200 Valley St**

Working with Avesta Housing, Acorn Engineering provided civil engineering and permitting for Avesta's 60-unit project in the St. John Valley neighborhood. This urban infill project replaces the existing single-family house and abutting vacant lots into new affordable housing opportunities with two levels of covered parking, amenities, and a rebuilt project frontage with new sidewalks, street trees, and bicycle hitches.



As part of the project, Acorn developed a transportation and parking analysis to ensure that the provided parking will adequately serve the redevelopment. Furthermore, the design team identified and implemented multiple strategies to encourage residents to efficiently utilize the many modes of transportation available on the Portland peninsula.

- **Little Dolphin Drive & Jocelyn Place**

In collaboration with the South Portland Housing Authority and Risbara Holdings, Acorn provided civil engineering design and permitting of a multi-use subdivision at the end of Little Dolphin Drive in Scarborough. Proposed uses include a two-story office building and a three-story 60-unit senior housing facility with associated parking and landscaped areas.



In addition to a voluntary neighborhood meeting, the project went through a 3-step master plan phase with the Town of Scarborough in which the project was collaborated on with Planning Staff, the Planning Board, and neighbors.

The project is subject to Maine DEP and US Army Corps permits. To adequately treat stormwater on the site, Acorn has designed multiple stormwater BMPs meeting Maine DEP Chapter 500 regulations resulting in a low impact design.

- **89 Anderson Street**

In collaboration with Redfern properties and the East Bayside neighborhood, Acorn developed the civil/site engineering design of a mixed use 53-unit redevelopment of an existing under-utilized, urban infill lot in the East Bayside neighborhood. Acorn's scope of services included in the initial phase applying for and obtaining a zone change and



conducting Phase I and Phase II Environmental Site Assessments to evaluate potential environmental contamination at the site.

After conducting the environmental remediation efforts, Acorn developed the site layout and design of sanitary sewers, storm drains, water mains, site driveway, retaining wall locations, building locations, parking lot design, building drainage structures, utility connections and landscaping plan (with a landscape architecture subconsultant) to meet the City of Portland Technical Standards. Acorn also integrated sidewalk and improvements associated with the project into the City's Anderson Street ByWay project. Furthermore, the project team worked with a non-profit organization, the Telling Room, to provide public art along the Fox Street streetcape in lieu of traditional fencing.

Overall, the project established an important mixed use building on a prominent corner lot adjacent to Kennedy Park which contains popular recreation space. The building houses a restaurant and the Gear Hub bicycle school on the first floor with residential apartments above which encourages an active street presence with housing, goods, and services that help tie the neighborhood together and keep eyes on the street.

- **667 Congress Street – The Hiawatha**

The \$28 million project included the civil/site engineering design for the 8-story, first floor retail and 139-unit apartment building on Congress Street in Portland. Vehicle parking is served by two levels with separate access from Vernon and Avon St. The project featured building and site design in an historic district adjacent to Longfellow Square.

Services included, but is not limited to, permitting with the City of Portland, layout and design of sanitary sewers, storm drains, water mains, pedestrian and vehicle entrances, building locations, parking lot design, and parking garage grading and drainage. Acorn provided significant coordination between the Architect, Structural Engineer, Geotechnical Engineer, Construction Management Company, Owner, and the City.





CREDERE

ASSOCIATES, LLC

Brownfield Assessment & Cleanup

Credere specializes in redevelopment planning, engineering, and environmental sciences with a goal of providing services that positively impact the community, economy, and environment using Smart Growth principles. Credere is SBA certified 8(a); DOT certified DBE in ME, NH and MA; and Self-Certified EDWOSB/WOSB.

The word “credere” means “to believe” in Italian. Credere is also an acronym for community revitalization, economic development, environmental remediation, and engineering. It was very important to Theresa and Rip Patten when naming the company that the name communicates something more than crediting the owners. The name should embody the company mission: what the company believes, what it aspires to do for its clients, and the means through which it can be achieved. To us, Credere is the perfect name. We believe that we can use our engineering education and our knowledge of environmental remediation to help our clients achieve community revitalization by successful completion of redevelopment projects. It is our small way to make the world a little better. Credere works with planning commissions, municipalities, economic development boards, private developers, and local and federal government agencies to overcome environmental issues that are hindering the redevelopment process.

Credere’s mission is to provide services that positively impact the community, economy, and environment that our clients and employees work, live and play.

Credere has extensive experience in completing long-term, sustainable Brownfields Programs and private redevelopment projects, which use smart growth principles. The projects include various tasks, such as, environmental assessment, re-use planning and remediation and redevelopment engineering.



Marada Adams School – 48 Moody Street, Portland, Maine

The 1.5-acre Marada Adams Community School was used as an educational facility from 1958 until 2006, when the school was closed and the property was vacated. Historically, the property contained a complex of buildings occupied by the Portland Railroad Company and a trolley railroad crossed the middle of the site. During the late 1800s, a portion

of the property was also used as the Burgess, Forbes & Company White Lead & Color Works facility (a can and hand grenade manufacturer). Credere performed a Phase I assessment at the property in anticipation of a transfer of ownership from the City of Portland to a private non-profit affordable housing developer, AVESTA Housing. Following the sale of the property, Credere performed Phase II activities to investigate potential hazardous building materials and contaminated soil. Based on the Phase II data, the developer was able to anticipate concerns with worker and future residential exposure, and waste soil disposal. Credere helped the development team minimize the financial and logistical impact of these issues through the re-design of the site layout, enrollment in the Maine DEP VRAP program, and attainment of a \$200,000 Brownfields cleanup grant. Between 2012 and 2013, Credere oversaw the remediation of hazardous building materials, contaminated soils, and the redevelopment of this site into 16 units of affordable homeownership housing, a public greenway and a playground. The project transformed an underutilized Brownfields site located in an otherwise vibrant neighborhood and returned it to the community.



Thornton Heights Commons – 611 Main Street, South Portland, Maine

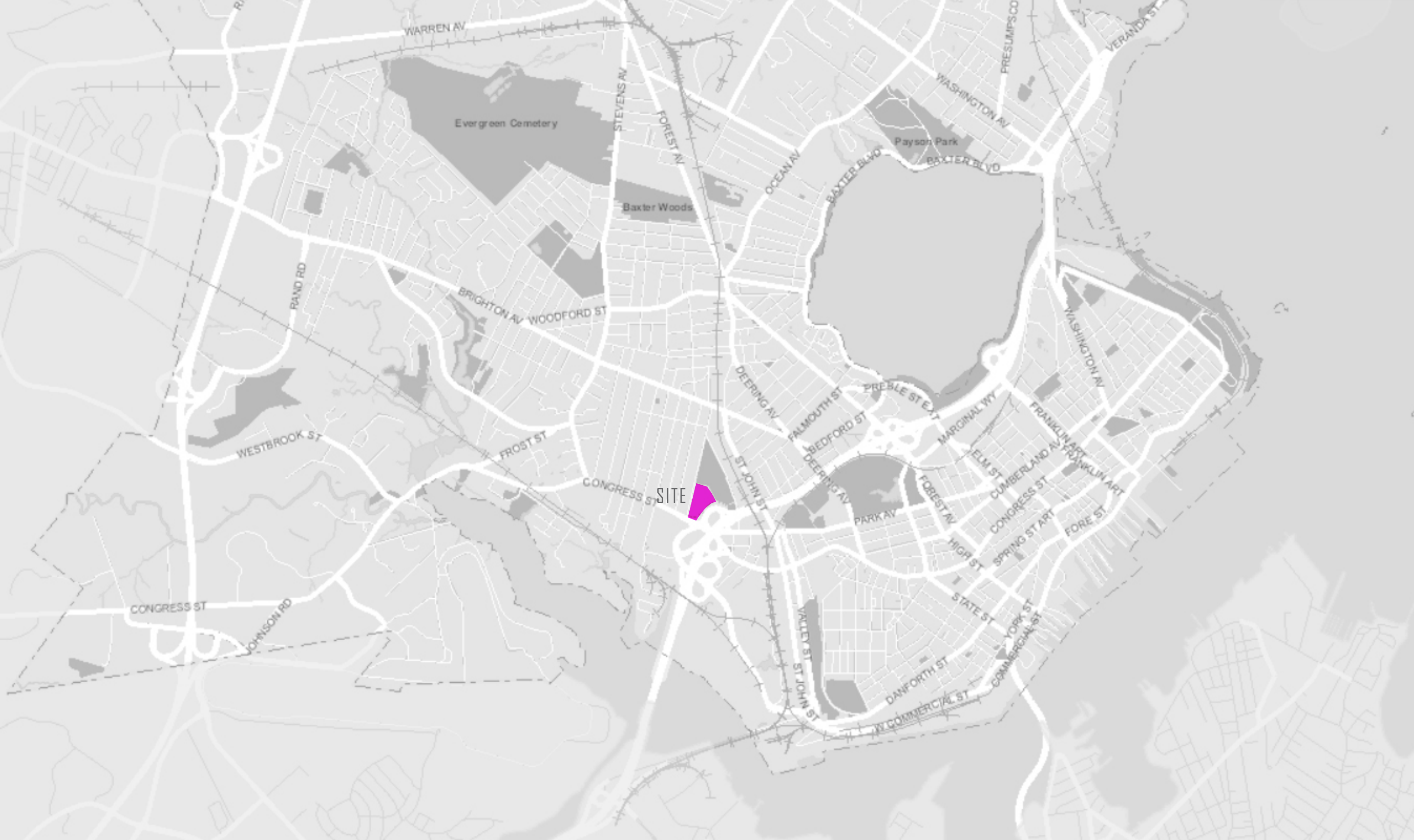
The South Portland Housing Authority acquired the former St. John parish church, rectory (i.e. a residence for clergy), and a church school in Thornton Heights or South Portland, Maine. The buildings on the 1.81-acre site were severely dilapidated and contained substantial hazardous

building materials including lead, asbestos, and PCBs, and soil was contaminated from lead paint around all of the Site buildings. Credere performed several phases of environmental investigation, geotechnical investigation, assisted the housing authority in obtaining a \$500,000 EPA Brownfields cleanup grant, and cleanup and redevelopment planning. In 2020, Credere oversaw the solicitation of bids from cleanup contractors and subsequently implemented the abatement and remediation of the site, demolition of the Site buildings, and preparation of the site for redevelopment. The project is currently moving to construction of a 46,000 square foot four-story mixed-use affordable housing projected that will include parking for seventy vehicles,

a 10,000 s.f. community open space, and three new single-family house lots. The building will consist of 42 apartments on the three upper floors, a community space, and 7,000 s.f. of commercial space on the ground floor.

State Street School – 261 Center Street, Brewer, Maine

The State Street School was a 6,630-square foot two-story building that was constructed in 1948. The Site building was operated as an elementary school from 1948 until June 2011 and was vacant thereafter. Based on assessment work completed at the Site by Credere and others, asbestos, lead, and universal and/or hazardous waste were considered to be contaminants of concern. Credere assisted the City in remediation planning and environmental clean activities, which included abatement and removal of asbestos; universal, special, and hazardous waste; and lead-based paint building debris in accordance with the Maine DEP VRAP. To support the redevelopment of the Site, Credere completed a geotechnical engineering evaluation and provided recommendations for the design and construction of the 48-unit Community Housing of Maine (CHOM) affordable housing development. This was the first multi-family passive building in ME and in New England, and at the time, was the largest passive housing building anywhere in the country. As part of this work, Credere conducted a subsurface exploration program, which included laboratory testing, evaluating subsurface conditions, and completing geotechnical engineering analyses including settlement and bearing capacity calculations and limited stability assessment of proposed excavations.













LAND USE SUMMARY			
BLDG	HT	UNITS	GSF
A (CO-OP)	3ST.	12	~11,760
B (CO-OP)	2 ST.	4	~4,080
C (CO-OP)	2 ST.	4	~4,080
D (CO-OP)	2 ST.	4	~4,080
E (CO-OP)	2 ST.	4	~4,080
F (CO-OP)	3 ST.	12	~11,760
G (CO-OP)	3 ST.	12	~11,760
H (CO-OP)	4 ST.	56	~63,964
TOTAL		108	~115,564

PARKING SUMMARY	
81 SPACES	(.75/UNIT)

LOT COVERAGE	
TOTAL ENVELOPE	~3.08 AC.
TOTAL BLDG COVERAGE	~40,230 SF
TOTAL IMPERVIOUS PAVING	~40,163 SF
TOTAL LOT COVERAGE	80,393 SF (~60%)

DOUGLASS COMMONS CO-OP+
OVERALL SITE PLAN

NORTH

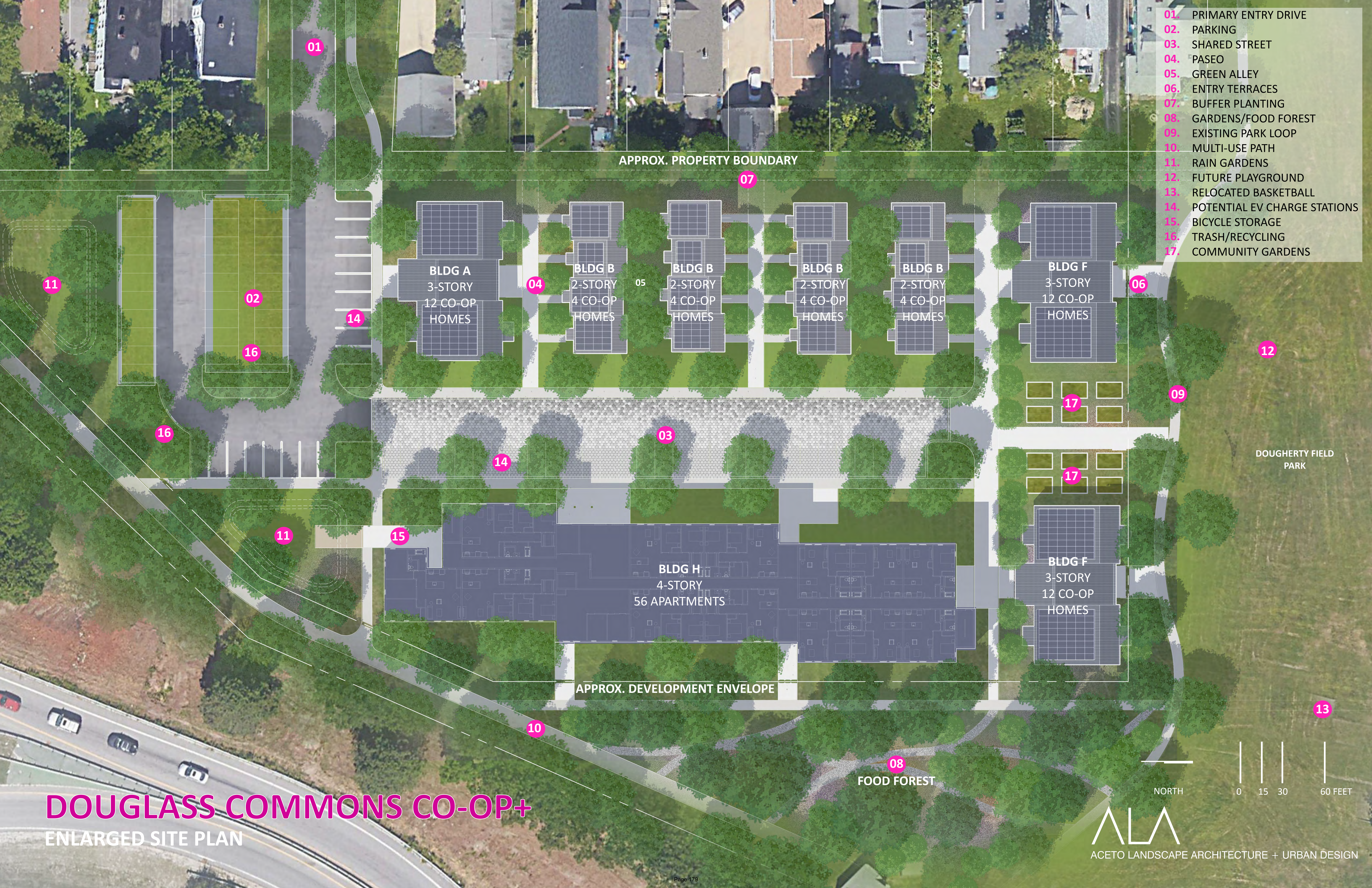
0153060 FEET

EXISTING LITTLE LEAGUE FIELD

ACETO LANDSCAPE ARCHITECTURE + URBAN DESIGN

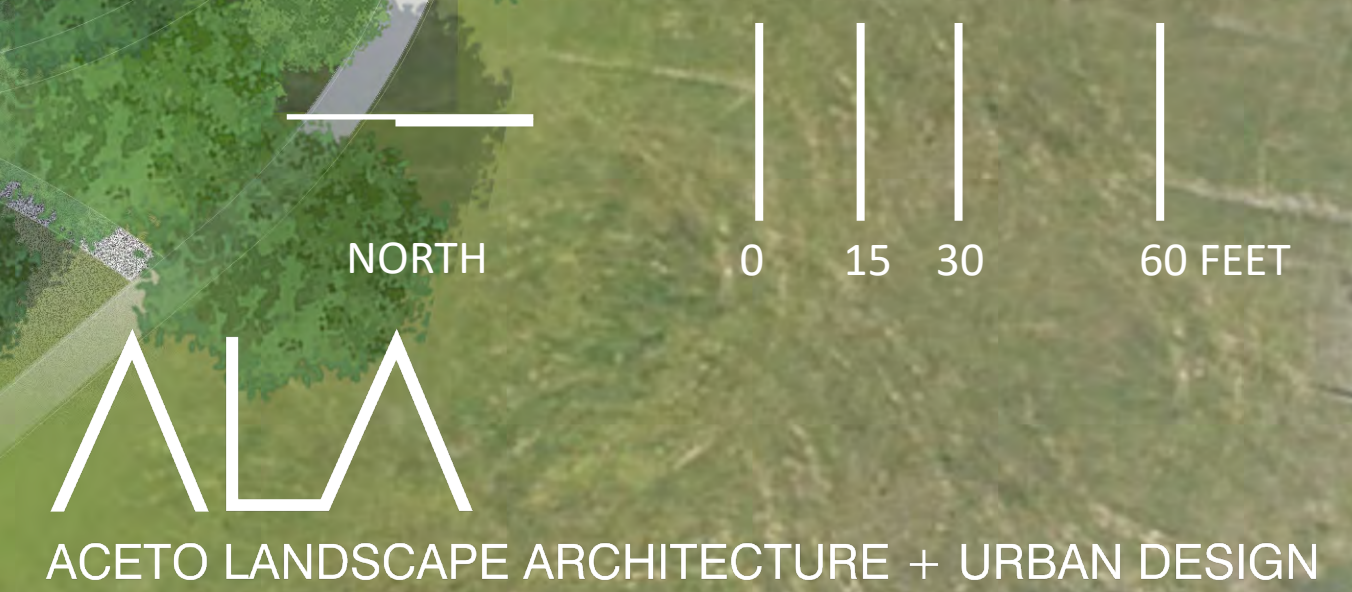
0153060

- 01. PRIMARY ENTRY DRIVE
- 02. PARKING
- 03. SHARED STREET
- 04. PASEO
- 05. GREEN ALLEY
- 06. ENTRY TERRACES
- 07. BUFFER PLANTING
- 08. GARDENS/FOOD FOREST
- 09. EXISTING PARK LOOP
- 10. MULTI-USE PATH
- 11. RAIN GARDENS
- 12. FUTURE PLAYGROUND
- 13. RELOCATED BASKETBALL
- 14. POTENTIAL EV CHARGE STATIONS
- 15. BICYCLE STORAGE
- 16. TRASH/RECYCLING
- 17. COMMUNITY GARDENS



DOUGLASS COMMONS CO-OP+

ENLARGED SITE PLAN





WOONERF



WOONERF



COMMON GREEN



PARK PROMENADE

43 & 91 Douglass Street

Development Team	Douglass Yards (Soley, Hebert & Avesta)			Douglass Commons (Szanton, Maine Cooperative Development Partners)	
Type of Housing	Rental (Family)	Homeownership		Rental (Family)	Co-operative Housing
		Condominium	Single-Family Homes and Accessory Dwelling Units		
NUMBER OF UNITS					
Total	40	30	10/10	56	52
Affordable Units (at or below 80% AMI)	40	0	0	40	31
Workforce Housing Units (80% AMI to 120% AMI)	0	24	0	0	21
Market Rate Units	0	6	10/10	16	0
UNIT AFFORDABILITY/AMI %					
no. of units affordable to < 50% AMI	24	0	0	24	0
no. of units affordable to < 60% AMI	16	0	0	16	14
no. of units affordable to < 80% AMI	0	0	0	0	17
no. of units affordable to < 100% AMI	0	0	0	0	21
no. of units affordable to < 120% AMI	0	24	0	0	0
Market Rate Units	0	6	10/10	16	0
BEDROOM TYPE					
efficiency	7	0	10 ADU	0	0
one-bedroom	13	24	0	29	18
two-bedroom	12	6	0	17	12
three-bedroom	8	0	10 SF	10	22
UNIT SQUARE FOOTAGE BY BEDROOM TYPE					
efficiency	375 sq ft	0	450 sq f	0	0
one-bedroom	550 sq ft	475 sq ft	0	600 sq ft	550 sq ft
two-bedroom	800 sq ft	600 sq ft	0	800 sq ft	760 sq ft
three-bedroom	950 sq ft	0	950 sq ft	1,000 sq ft	1,050 - 1,300 sq ft
MAXIMUM HOUSEHOLD SIZE PER UNIT					
efficiency	2	0	2	0	0
one-bedroom	2	2	0	2	2
two-bedroom	4	4	0	4	4
three-bedroom	6	0	6	6	6
NET RENT/PURCHASE PRICE					
efficiency	\$845 - \$1,021	0	0	0	0
one-bedroom	\$898-\$1,086	\$260,000	0	\$895-\$1,300	\$1,129-\$1,500
two-bedroom	\$1,072-\$1,298	\$330,000	0	\$1,068-\$1,550	\$1,354-\$1,900
three-bedroom	\$1,108-\$1,334	0	\$425,000	\$1,229-\$1,750	\$1,565-\$2,000
TAX ASSESSMENT ESTIMATES					
Estimated Assessed Value	\$4,100,000	\$8,220,000	\$4,250,000	\$5,800,000	\$10,000,000
Estimated Annual Tax	\$95,571	\$264,287	\$136,645	\$135,000	\$233,000
CURRENT FUNDING REQUEST					
TIF Request (30 Yr Annual Ave. Cap Rev to Dev)	\$96,430	No	No	\$136,413	\$235,195
LIHTC	Yes 9%	No	No	Yes 9%	No
HOME or Housing Trust Fund Request	No	No	No	No	\$400,000
Brownfield Funding	\$0	\$0	\$0	\$0	\$750,000
Total Development Cost	\$11,030,517	\$6,903,273	\$5,044,150	\$14,154,002	\$15,750,050
PURCHASE PRICE					
Land		\$575,000			\$475,000
PROJECT TIMELINE					
Estimated Construction Start Date	2 Q 2022	2 Q 2021	2 Q 2021	2 Q 2022	2 Q 2022
Estimated Completion Date	3 Q 2023	2 Q 2022	2 Q 2022	3 Q 2023	3 Q 2023

43 & 91 Douglass Street (Rental)

Development Team	Douglass Yards (Soley, Hebert & Avesta)	Douglass Commons (Szanton, Maine Cooperative Development Partners)
Type of Housing	Rental (Family)	Rental (Family)
NUMBER OF UNITS		
Total	40	56
Affordable Units (at or below 80% AMI)	40	40
Workforce Housing Units (80% AMI to 120% AMI)	0	0
Market Rate Units	0	16
UNIT AFFORDABILITY/AMI %		
no. of units affordable to < 50% AMI	24	24
no. of units affordable to < 60% AMI	16	16
no. of units affordable to < 80% AMI	0	0
no. of units affordable to < 100% AMI	0	0
no. of units affordable to < 120% AMI	0	0
Market Rate Units	0	16
BEDROOM TYPE		
efficiency	7	0
one-bedroom	13	29
two-bedroom	12	17
three-bedroom	8	10
UNIT SQUARE FOOTAGE BY BEDROOM TYPE		
efficiency	375 sq ft	0
one-bedroom	550 sq ft	600 sq ft
two-bedroom	800 sq ft	800 sq ft
three-bedroom	950 sq ft	1,000 sq ft
MAXIMUM HOUSEHOLD SIZE PER UNIT		
efficiency	2	0
one-bedroom	2	2
two-bedroom	4	4
three-bedroom	6	6
NET RENT/PURCHASE PRICE		
efficiency	\$845 - \$1,021	0
one-bedroom	\$898-\$1,086	\$895-\$1,300
two-bedroom	\$1,072-\$1,298	\$1,068-\$1,550
three-bedroom	\$1,108-\$1,334	\$1,229-\$1,750
TAX ASSESSMENT ESTIMATES		
Estimated Assessed Value	\$4,100,000	\$5,800,000
Estimated Annual Tax	\$95,571	\$135,000
CURRENT FUNDING REQUEST		
TIF Request	Yes	Yes
LIHTC	Yes 9%	Yes 9%
HOME or Housing Trust Fund Request	No	No
Brownfield Funding	\$0	\$0
Total Development Cost	\$11,030,517	\$14,154,002
PURCHASE PRICE		
Land	\$575,000	\$475,000
PROJECT TIMELINE		
Estimated Construction Start Date	2 Q 2022	2 Q 2022
Estimated Completion Date	3 Q 2023	1 Q 2023

43 & 91 Douglass Street (Homeownership)

Development Team	Douglass Yards (Soley, Hebert, Avesta)		Douglass Commons (Szanton, Maine Cooperative Development Partners)
Type of Housing	Homeownership		Co-operative Housing
	Condominium	Single-Family Homes and Accessory Dwelling Units	
NUMBER OF UNITS			
Total	30	10/10	52
Affordable Units (at or below 80% AMI)	0	0	31
Workforce Housing Units (80% AMI to 120% AMI)	24	0	21
Market Rate Units	6	10/10	0
UNIT AFFORDABILITY/AMI %			
no. of units affordable to < 50% AMI	0	0	0
no. of units affordable to < 60% AMI	0	0	14
no. of units affordable to < 80% AMI	0	0	17
no. of units affordable to < 100% AMI	0	0	21
no. of units affordable to < 120% AMI	24	0	0
Market Rate Units	6	10/10	0
BEDROOM TYPE			
efficiency	0	10 ADU	0
one-bedroom	24	0	18
two-bedroom	6	0	12
three-bedroom	0	10 SF	22
UNIT SQUARE FOOTAGE BY BEDROOM TYPE			
efficiency	0	450 sq ft	0
one-bedroom	475 sq ft	0	550 sq ft
two-bedroom	600 sq ft	0	760 sq ft
three-bedroom	0	950 sq ft	1,050 - 1,300 sq ft
MAXIMUM HOUSEHOLD SIZE PER UNIT			
efficiency	0	2	0
one-bedroom	2	0	2
two-bedroom	4	0	4
three-bedroom	0	6	6
NET RENT/PURCHASE PRICE			
efficiency	0	0	0
one-bedroom	\$260,000	0	\$1,129-\$1,500
two-bedroom	\$330,000	0	\$1,354-\$1,900
three-bedroom	0	\$425,000	\$1,565-\$2,000
TAX ASSESSMENT ESTIMATES			
Estimated Assessed Value	\$8,220,000	\$4,250,000	\$10,000,000
Estimated Annual Tax	\$264,287	\$136,645	\$233,000
CURRENT FUNDING REQUEST			
TIF Request	No	No	Yes
LIHTC	No	No	No
HOME or Housing Trust Fund Request	No	No	\$400,000
Brownfield Funding	\$0	\$0	\$750,000
Total Development Cost	\$6,903,273	\$5,044,150	\$15,750,050
PURCHASE PRICE			
Land			
PROJECT TIMELINE			
Estimated Construction Start Date	2 Q 2021	2 Q 2021	2 Q 2022
Estimated Completion Date	2 Q 2022	2 Q 2022	2 Q 2023

DOUGLASS COMMONS CO-OP PROJECT Page 1

City of Portland - TIF Model
 Douglass St./Szanton & MCDP Co-Op Project
 OAV as of 3/31/2020: \$0
 8/14/2020

City of Portland- TIF Projection Table for Douglass St./Szanton & MCDP-Co-Op Project									
TIF Year	Tax Year- April 1	Increased Assessed Value Real Prop.	% of Value Captured	Captured Valuation	Projected Mill Rate	Total Projected New Taxes Captured	Captured Revenue to Business Project Account	Captured Revenue to Municipal Project Account	City Non- Captured General Fund Revenues
1	2020	\$0	75.00%	\$0	23.78	\$0	\$0	\$0	\$0
2	2021	\$10,000,000	75.00%	\$7,500,000	24.25	\$181,888	\$181,888	\$0	\$60,629
3	2022	\$10,000,000	75.00%	\$7,500,000	24.74	\$185,526	\$185,526	\$0	\$61,842
4	2023	\$10,000,000	75.00%	\$7,500,000	25.23	\$189,236	\$189,236	\$0	\$63,079
5	2024	\$10,000,000	75.00%	\$7,500,000	25.74	\$193,021	\$193,021	\$0	\$64,340
6	2025	\$10,000,000	75.00%	\$7,500,000	26.25	\$196,881	\$196,881	\$0	\$65,627
7	2026	\$10,000,000	75.00%	\$7,500,000	26.78	\$200,819	\$200,819	\$0	\$66,940
8	2027	\$10,000,000	75.00%	\$7,500,000	27.31	\$204,835	\$204,835	\$0	\$68,278
9	2028	\$10,000,000	75.00%	\$7,500,000	27.86	\$208,932	\$208,932	\$0	\$69,644
10	2029	\$10,000,000	75.00%	\$7,500,000	28.41	\$213,111	\$213,111	\$0	\$71,037
11	2030	\$10,000,000	75.00%	\$7,500,000	28.98	\$217,373	\$217,373	\$0	\$72,458
12	2031	\$10,000,000	75.00%	\$7,500,000	29.56	\$221,720	\$221,720	\$0	\$73,907
13	2032	\$10,000,000	75.00%	\$7,500,000	30.15	\$226,155	\$226,155	\$0	\$75,385
14	2033	\$10,000,000	75.00%	\$7,500,000	30.76	\$230,678	\$230,678	\$0	\$76,893
15	2034	\$10,000,000	75.00%	\$7,500,000	31.37	\$235,291	\$235,291	\$0	\$78,430
16	2035	\$10,000,000	75.00%	\$7,500,000	32.00	\$239,997	\$239,997	\$0	\$79,999
17	2036	\$10,000,000	75.00%	\$7,500,000	32.64	\$244,797	\$244,797	\$0	\$81,599
18	2037	\$10,000,000	75.00%	\$7,500,000	33.29	\$249,693	\$249,693	\$0	\$83,231
19	2038	\$10,000,000	75.00%	\$7,500,000	33.96	\$254,687	\$254,687	\$0	\$84,896
20	2039	\$10,000,000	75.00%	\$7,500,000	34.64	\$259,781	\$259,781	\$0	\$86,594
21	2040	\$10,000,000	75.00%	\$7,500,000	35.33	\$264,976	\$264,976	\$0	\$88,325
22	2041	\$10,000,000	75.00%	\$7,500,000	36.04	\$270,276	\$270,276	\$0	\$90,092
23	2042	\$10,000,000	75.00%	\$7,500,000	36.76	\$275,681	\$275,681	\$0	\$91,894
24	2043	\$10,000,000	75.00%	\$7,500,000	37.49	\$281,195	\$281,195	\$0	\$93,732
25	2044	\$10,000,000	75.00%	\$7,500,000	38.24	\$286,819	\$286,819	\$0	\$95,606
26	2045	\$10,000,000	75.00%	\$7,500,000	39.01	\$292,555	\$292,555	\$0	\$97,518
27	2046	\$10,000,000	75.00%	\$7,500,000	39.79	\$298,406	\$298,406	\$0	\$99,469
28	2047	\$10,000,000	75.00%	\$7,500,000	40.58	\$304,375	\$304,375	\$0	\$101,458
29	2048	\$10,000,000	75.00%	\$7,500,000	41.39	\$310,462	\$310,462	\$0	\$103,487
30	2049	\$10,000,000	75.00%	\$7,500,000	42.22	\$316,671	\$316,671	\$0	\$105,557
30 Year TIF Total		\$290,000,000		\$217,500,000		\$7,055,839	\$7,055,839	\$0	\$2,351,946
30 Year Average				\$7,250,000		\$235,195	\$235,195		\$78,398

DOUGLASS COMMONS CO-OP PROJECT Page 2

8/14/2020

Tax Shifts-Avoided Formula Impacts from Sheltering of Valuation: City of Portland- TIF Model for Douglass St./Szanton & MCDP-Co-Op Project							
100% Sheltered - 30 years - 75% to Developer Project Account - 25% to City General Fund							
TIF Year	Tax Year- April 1	Total Added Valuation	Sheltered Valuation	Avoided Formula Impacts from Sheltering of Valuation			
				Avoided Loss of State Aid to for Education	Avoided Loss of State Municipal Revenue Sharing	Avoided Increase in County Tax	Total Avoided Impacts
1	2020	\$0	\$0	\$0	\$0	\$0	\$0
2	2021	\$10,000,000	\$7,500,000	\$0	\$5,620	\$4,141	\$9,761
3	2022	\$10,000,000	\$7,500,000	\$0	\$5,620	\$4,141	\$9,761
4	2023	\$10,000,000	\$7,500,000	\$20,700	\$5,620	\$4,141	\$30,461
5	2024	\$10,000,000	\$7,500,000	\$41,400	\$5,620	\$4,141	\$51,161
6	2025	\$10,000,000	\$7,500,000	\$62,100	\$5,620	\$4,141	\$71,861
7	2026	\$10,000,000	\$7,500,000	\$62,100	\$5,620	\$4,141	\$71,861
8	2027	\$10,000,000	\$7,500,000	\$62,100	\$5,620	\$4,141	\$71,861
9	2028	\$10,000,000	\$7,500,000	\$62,100	\$5,620	\$4,141	\$71,861
10	2029	\$10,000,000	\$7,500,000	\$62,100	\$5,620	\$4,141	\$71,861
11	2030	\$10,000,000	\$7,500,000	\$62,100	\$5,620	\$4,141	\$71,861
12	2031	\$10,000,000	\$7,500,000	\$62,100	\$5,620	\$4,141	\$71,861
13	2032	\$10,000,000	\$7,500,000	\$62,100	\$5,620	\$4,141	\$71,861
14	2033	\$10,000,000	\$7,500,000	\$62,100	\$5,620	\$4,141	\$71,861
15	2034	\$10,000,000	\$7,500,000	\$62,100	\$5,620	\$4,141	\$71,861
16	2035	\$10,000,000	\$7,500,000	\$62,100	\$5,620	\$4,141	\$71,861
17	2036	\$10,000,000	\$7,500,000	\$62,100	\$5,620	\$4,141	\$71,861
18	2037	\$10,000,000	\$7,500,000	\$62,100	\$5,620	\$4,141	\$71,861
19	2038	\$10,000,000	\$7,500,000	\$62,100	\$5,620	\$4,141	\$71,861
20	2039	\$10,000,000	\$7,500,000	\$62,100	\$5,620	\$4,141	\$71,861
21	2040	\$10,000,000	\$7,500,000	\$62,100	\$5,620	\$4,141	\$71,861
22	2041	\$10,000,000	\$7,500,000	\$62,100	\$5,620	\$4,141	\$71,861
23	2042	\$10,000,000	\$7,500,000	\$62,100	\$5,620	\$4,141	\$71,861
24	2043	\$10,000,000	\$7,500,000	\$62,100	\$5,620	\$4,141	\$71,861
25	2044	\$10,000,000	\$7,500,000	\$62,100	\$5,620	\$4,141	\$71,861
26	2045	\$10,000,000	\$7,500,000	\$62,100	\$5,620	\$4,141	\$71,861
27	2046	\$10,000,000	\$7,500,000	\$62,100	\$5,620	\$4,141	\$71,861
28	2047	\$10,000,000	\$7,500,000	\$62,100	\$5,620	\$4,141	\$71,861
29	2048	\$10,000,000	\$7,500,000	\$62,100	\$5,620	\$4,141	\$71,861
30	2049	\$10,000,000	\$7,500,000	\$62,100	\$5,620	\$4,141	\$71,861
30 Year TIF Total		\$290,000,000	\$217,500,000	\$1,614,600	\$162,994	\$120,078	\$1,897,672
30 Year Average		\$9,666,667	\$7,250,000	\$53,820	\$5,433	\$4,003	\$63,256

DOUGLASS COMMONS RENTAL PROJECT

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City of Portland - TIF Model
 Douglass St./Szanton & MCDP Rental Project
[OAV as of 3/31/2020: \\$0](#)
 8/14/2020

City of Portland- TIF Projection Table for Douglass St./Szanton & MCDP-Rental Project									
TIF Year	Tax Year- April 1	Increased Assessed Value Real Prop.	% of Value Captured	Captured Valuation	Projected Mill Rate	Total Projected New Taxes Captured	Captured Revenue to Business Project Account	Captured Revenue to Municipal Project Account	City Non- Captured General Fund Revenues
1	2020	\$0	75.00%	\$0	23.78	\$0	\$0	\$0	\$0
2	2021	\$5,800,000	75.00%	\$4,350,000	24.25	\$105,495	\$105,495	\$0	\$35,165
3	2022	\$5,800,000	75.00%	\$4,350,000	24.74	\$107,605	\$107,605	\$0	\$35,868
4	2023	\$5,800,000	75.00%	\$4,350,000	25.23	\$109,757	\$109,757	\$0	\$36,586
5	2024	\$5,800,000	75.00%	\$4,350,000	25.74	\$111,952	\$111,952	\$0	\$37,317
6	2025	\$5,800,000	75.00%	\$4,350,000	26.25	\$114,191	\$114,191	\$0	\$38,064
7	2026	\$5,800,000	75.00%	\$4,350,000	26.78	\$116,475	\$116,475	\$0	\$38,825
8	2027	\$5,800,000	75.00%	\$4,350,000	27.31	\$118,805	\$118,805	\$0	\$39,602
9	2028	\$5,800,000	75.00%	\$4,350,000	27.86	\$121,181	\$121,181	\$0	\$40,394
10	2029	\$5,800,000	75.00%	\$4,350,000	28.41	\$123,604	\$123,604	\$0	\$41,201
11	2030	\$5,800,000	75.00%	\$4,350,000	28.98	\$126,076	\$126,076	\$0	\$42,025
12	2031	\$5,800,000	75.00%	\$4,350,000	29.56	\$128,598	\$128,598	\$0	\$42,866
13	2032	\$5,800,000	75.00%	\$4,350,000	30.15	\$131,170	\$131,170	\$0	\$43,723
14	2033	\$5,800,000	75.00%	\$4,350,000	30.76	\$133,793	\$133,793	\$0	\$44,598
15	2034	\$5,800,000	75.00%	\$4,350,000	31.37	\$136,469	\$136,469	\$0	\$45,490
16	2035	\$5,800,000	75.00%	\$4,350,000	32.00	\$139,198	\$139,198	\$0	\$46,399
17	2036	\$5,800,000	75.00%	\$4,350,000	32.64	\$141,982	\$141,982	\$0	\$47,327
18	2037	\$5,800,000	75.00%	\$4,350,000	33.29	\$144,822	\$144,822	\$0	\$48,274
19	2038	\$5,800,000	75.00%	\$4,350,000	33.96	\$147,718	\$147,718	\$0	\$49,239
20	2039	\$5,800,000	75.00%	\$4,350,000	34.64	\$150,673	\$150,673	\$0	\$50,224
21	2040	\$5,800,000	75.00%	\$4,350,000	35.33	\$153,686	\$153,686	\$0	\$51,229
22	2041	\$5,800,000	75.00%	\$4,350,000	36.04	\$156,760	\$156,760	\$0	\$52,253
23	2042	\$5,800,000	75.00%	\$4,350,000	36.76	\$159,895	\$159,895	\$0	\$53,298
24	2043	\$5,800,000	75.00%	\$4,350,000	37.49	\$163,093	\$163,093	\$0	\$54,364
25	2044	\$5,800,000	75.00%	\$4,350,000	38.24	\$166,355	\$166,355	\$0	\$55,452
26	2045	\$5,800,000	75.00%	\$4,350,000	39.01	\$169,682	\$169,682	\$0	\$56,561
27	2046	\$5,800,000	75.00%	\$4,350,000	39.79	\$173,076	\$173,076	\$0	\$57,692
28	2047	\$5,800,000	75.00%	\$4,350,000	40.58	\$176,537	\$176,537	\$0	\$58,846
29	2048	\$5,800,000	75.00%	\$4,350,000	41.39	\$180,068	\$180,068	\$0	\$60,023
30	2049	\$5,800,000	75.00%	\$4,350,000	42.22	\$183,669	\$183,669	\$0	\$61,223
30 Year TIF Total		\$168,200,000		\$126,150,000		\$4,092,387	\$4,092,387	\$0	\$1,364,129
30 Year Average				\$4,205,000		\$136,413	\$136,413		\$45,471

DOUGLASS COMMONS RENTAL PROJECT PAGE 2

8/14/2020

Tax Shifts-Avoided Formula Impacts from Sheltering of Valuation: City of Portland- TIF Model for Douglass St./Szanton & MCDP-Rental Project							
100% Sheltered - 30 years - 75% to Developer Project Account - 25% to City General Fund							
TIF Year	Tax Year- April 1	Total Added Valuation	Sheltered Valuation	Avoided Formula Impacts from Sheltering of Valuation			
				Avoided Loss of State Aid to for Education	Avoided Loss of State Municipal Revenue Sharing	Avoided Increase in County Tax	Total Avoided Impacts
1	2020	\$0	\$0	\$0	\$0	\$0	\$0
2	2021	\$5,800,000	\$4,350,000	\$0	\$3,260	\$2,402	\$5,662
3	2022	\$5,800,000	\$4,350,000	\$0	\$3,260	\$2,402	\$5,662
4	2023	\$5,800,000	\$4,350,000	\$12,006	\$3,260	\$2,402	\$17,668
5	2024	\$5,800,000	\$4,350,000	\$24,012	\$3,260	\$2,402	\$29,674
6	2025	\$5,800,000	\$4,350,000	\$36,018	\$3,260	\$2,402	\$41,680
7	2026	\$5,800,000	\$4,350,000	\$36,018	\$3,260	\$2,402	\$41,680
8	2027	\$5,800,000	\$4,350,000	\$36,018	\$3,260	\$2,402	\$41,680
9	2028	\$5,800,000	\$4,350,000	\$36,018	\$3,260	\$2,402	\$41,680
10	2029	\$5,800,000	\$4,350,000	\$36,018	\$3,260	\$2,402	\$41,680
11	2030	\$5,800,000	\$4,350,000	\$36,018	\$3,260	\$2,402	\$41,680
12	2031	\$5,800,000	\$4,350,000	\$36,018	\$3,260	\$2,402	\$41,680
13	2032	\$5,800,000	\$4,350,000	\$36,018	\$3,260	\$2,402	\$41,680
14	2033	\$5,800,000	\$4,350,000	\$36,018	\$3,260	\$2,402	\$41,680
15	2034	\$5,800,000	\$4,350,000	\$36,018	\$3,260	\$2,402	\$41,680
16	2035	\$5,800,000	\$4,350,000	\$36,018	\$3,260	\$2,402	\$41,680
17	2036	\$5,800,000	\$4,350,000	\$36,018	\$3,260	\$2,402	\$41,680
18	2037	\$5,800,000	\$4,350,000	\$36,018	\$3,260	\$2,402	\$41,680
19	2038	\$5,800,000	\$4,350,000	\$36,018	\$3,260	\$2,402	\$41,680
20	2039	\$5,800,000	\$4,350,000	\$36,018	\$3,260	\$2,402	\$41,680
21	2040	\$5,800,000	\$4,350,000	\$36,018	\$3,260	\$2,402	\$41,680
22	2041	\$5,800,000	\$4,350,000	\$36,018	\$3,260	\$2,402	\$41,680
23	2042	\$5,800,000	\$4,350,000	\$36,018	\$3,260	\$2,402	\$41,680
24	2043	\$5,800,000	\$4,350,000	\$36,018	\$3,260	\$2,402	\$41,680
25	2044	\$5,800,000	\$4,350,000	\$36,018	\$3,260	\$2,402	\$41,680
26	2045	\$5,800,000	\$4,350,000	\$36,018	\$3,260	\$2,402	\$41,680
27	2046	\$5,800,000	\$4,350,000	\$36,018	\$3,260	\$2,402	\$41,680
28	2047	\$5,800,000	\$4,350,000	\$36,018	\$3,260	\$2,402	\$41,680
29	2048	\$5,800,000	\$4,350,000	\$36,018	\$3,260	\$2,402	\$41,680
30	2049	\$5,800,000	\$4,350,000	\$36,018	\$3,260	\$2,402	\$41,680
30 Year TIF Total		\$168,200,000	\$126,150,000	\$936,468	\$94,536	\$69,650	\$1,100,654
30 Year Average		\$5,606,666.67	\$4,205,000	\$31,216	\$3,151	\$2,322	\$36,688

DOUGLASS YARDS RENTAL PROJECT PAGE 1

City of Portland - TIF Model
 Douglass St./Avesta-Hebert
[OAV as of 3/31/2020: \\$0](#)
 8/14/2020

City of Portland- TIF Projection Table for Douglass St./Soley -Avesta-Hebert									
TIF Year	Tax Year- April 1	Increased Assessed Value Real Prop.	% of Value Captured	Captured Valuation	Projected Mill Rate	Total Projected New Taxes Captured	Captured Revenue to Business Project Account	Captured Revenue to Municipal Project Account	City Non- Captured General Fund Revenues
1	2020	\$0	75.00%	\$0	23.78	\$0	\$0	\$0	\$0
2	2021	\$4,100,000	75.00%	\$3,075,000	24.25	\$74,574	\$74,574	\$0	\$24,858
3	2022	\$4,100,000	75.00%	\$3,075,000	24.74	\$76,066	\$76,066	\$0	\$25,355
4	2023	\$4,100,000	75.00%	\$3,075,000	25.23	\$77,587	\$77,587	\$0	\$25,862
5	2024	\$4,100,000	75.00%	\$3,075,000	25.74	\$79,139	\$79,139	\$0	\$26,380
6	2025	\$4,100,000	75.00%	\$3,075,000	26.25	\$80,721	\$80,721	\$0	\$26,907
7	2026	\$4,100,000	75.00%	\$3,075,000	26.78	\$82,336	\$82,336	\$0	\$27,445
8	2027	\$4,100,000	75.00%	\$3,075,000	27.31	\$83,982	\$83,982	\$0	\$27,994
9	2028	\$4,100,000	75.00%	\$3,075,000	27.86	\$85,662	\$85,662	\$0	\$28,554
10	2029	\$4,100,000	75.00%	\$3,075,000	28.41	\$87,375	\$87,375	\$0	\$29,125
11	2030	\$4,100,000	75.00%	\$3,075,000	28.98	\$89,123	\$89,123	\$0	\$29,708
12	2031	\$4,100,000	75.00%	\$3,075,000	29.56	\$90,905	\$90,905	\$0	\$30,302
13	2032	\$4,100,000	75.00%	\$3,075,000	30.15	\$92,723	\$92,723	\$0	\$30,908
14	2033	\$4,100,000	75.00%	\$3,075,000	30.76	\$94,578	\$94,578	\$0	\$31,526
15	2034	\$4,100,000	75.00%	\$3,075,000	31.37	\$96,469	\$96,469	\$0	\$32,156
16	2035	\$4,100,000	75.00%	\$3,075,000	32.00	\$98,399	\$98,399	\$0	\$32,800
17	2036	\$4,100,000	75.00%	\$3,075,000	32.64	\$100,367	\$100,367	\$0	\$33,456
18	2037	\$4,100,000	75.00%	\$3,075,000	33.29	\$102,374	\$102,374	\$0	\$34,125
19	2038	\$4,100,000	75.00%	\$3,075,000	33.96	\$104,422	\$104,422	\$0	\$34,807
20	2039	\$4,100,000	75.00%	\$3,075,000	34.64	\$106,510	\$106,510	\$0	\$35,503
21	2040	\$4,100,000	75.00%	\$3,075,000	35.33	\$108,640	\$108,640	\$0	\$36,213
22	2041	\$4,100,000	75.00%	\$3,075,000	36.04	\$110,813	\$110,813	\$0	\$36,938
23	2042	\$4,100,000	75.00%	\$3,075,000	36.76	\$113,029	\$113,029	\$0	\$37,676
24	2043	\$4,100,000	75.00%	\$3,075,000	37.49	\$115,290	\$115,290	\$0	\$38,430
25	2044	\$4,100,000	75.00%	\$3,075,000	38.24	\$117,596	\$117,596	\$0	\$39,199
26	2045	\$4,100,000	75.00%	\$3,075,000	39.01	\$119,948	\$119,948	\$0	\$39,983
27	2046	\$4,100,000	75.00%	\$3,075,000	39.79	\$122,347	\$122,347	\$0	\$40,782
28	2047	\$4,100,000	75.00%	\$3,075,000	40.58	\$124,794	\$124,794	\$0	\$41,598
29	2048	\$4,100,000	75.00%	\$3,075,000	41.39	\$127,289	\$127,289	\$0	\$42,430
30	2049	\$4,100,000	75.00%	\$3,075,000	42.22	\$129,835	\$129,835	\$0	\$43,278
30 Year TIF Total		\$118,900,000		\$89,175,000		\$2,892,894	\$2,892,894	\$0	\$964,298
30 Year Average				\$2,972,500		\$96,430	\$96,430		\$32,143

DOUGLASS YARDS RENTAL PROJECT PAGE 2

8/14/2020

Tax Shifts-Avoided Formula Impacts from Sheltering of Valuation: City of Portland- TIF Model for Douglass St./Soley-Avesta-Hebert							
100% Sheltered - 30 years - 75% to Developer Project Account - 25% to City General Fund							
TIF Year	Tax Year- April 1	Total Added Valuation	Sheltered Valuation	Avoided Formula Impacts from Sheltering of Valuation			
				Avoided Loss of State Aid to for Education	Avoided Loss of State Municipal Revenue Sharing	Avoided Increase in County Tax	Total Avoided Impacts
1	2020	\$0	\$0	\$0	\$0	\$0	\$0
2	2021	\$4,100,000	\$3,075,000	\$0	\$2,304	\$1,698	\$4,002
3	2022	\$4,100,000	\$3,075,000	\$0	\$2,304	\$1,698	\$4,002
4	2023	\$4,100,000	\$3,075,000	\$8,487	\$2,304	\$1,698	\$12,489
5	2024	\$4,100,000	\$3,075,000	\$16,974	\$2,304	\$1,698	\$20,976
6	2025	\$4,100,000	\$3,075,000	\$25,461	\$2,304	\$1,698	\$29,463
7	2026	\$4,100,000	\$3,075,000	\$25,461	\$2,304	\$1,698	\$29,463
8	2027	\$4,100,000	\$3,075,000	\$25,461	\$2,304	\$1,698	\$29,463
9	2028	\$4,100,000	\$3,075,000	\$25,461	\$2,304	\$1,698	\$29,463
10	2029	\$4,100,000	\$3,075,000	\$25,461	\$2,304	\$1,698	\$29,463
11	2030	\$4,100,000	\$3,075,000	\$25,461	\$2,304	\$1,698	\$29,463
12	2031	\$4,100,000	\$3,075,000	\$25,461	\$2,304	\$1,698	\$29,463
13	2032	\$4,100,000	\$3,075,000	\$25,461	\$2,304	\$1,698	\$29,463
14	2033	\$4,100,000	\$3,075,000	\$25,461	\$2,304	\$1,698	\$29,463
15	2034	\$4,100,000	\$3,075,000	\$25,461	\$2,304	\$1,698	\$29,463
16	2035	\$4,100,000	\$3,075,000	\$25,461	\$2,304	\$1,698	\$29,463
17	2036	\$4,100,000	\$3,075,000	\$25,461	\$2,304	\$1,698	\$29,463
18	2037	\$4,100,000	\$3,075,000	\$25,461	\$2,304	\$1,698	\$29,463
19	2038	\$4,100,000	\$3,075,000	\$25,461	\$2,304	\$1,698	\$29,463
20	2039	\$4,100,000	\$3,075,000	\$25,461	\$2,304	\$1,698	\$29,463
21	2040	\$4,100,000	\$3,075,000	\$25,461	\$2,304	\$1,698	\$29,463
22	2041	\$4,100,000	\$3,075,000	\$25,461	\$2,304	\$1,698	\$29,463
23	2042	\$4,100,000	\$3,075,000	\$25,461	\$2,304	\$1,698	\$29,463
24	2043	\$4,100,000	\$3,075,000	\$25,461	\$2,304	\$1,698	\$29,463
25	2044	\$4,100,000	\$3,075,000	\$25,461	\$2,304	\$1,698	\$29,463
26	2045	\$4,100,000	\$3,075,000	\$25,461	\$2,304	\$1,698	\$29,463
27	2046	\$4,100,000	\$3,075,000	\$25,461	\$2,304	\$1,698	\$29,463
28	2047	\$4,100,000	\$3,075,000	\$25,461	\$2,304	\$1,698	\$29,463
29	2048	\$4,100,000	\$3,075,000	\$25,461	\$2,304	\$1,698	\$29,463
30	2049	\$4,100,000	\$3,075,000	\$25,461	\$2,304	\$1,698	\$29,463
30 Year TIF Total		\$118,900,000	\$89,175,000	\$661,986	\$66,827	\$49,237	\$778,050
30 Year Average		\$3,963,333.33	\$2,972,500	\$22,066	\$2,228	\$1,641	\$25,935

ESTIMATED ASSESSED VALUE & PROJECTED TAXES**DOUGLASS COMMONS COOPERATIVE HOUSING**

Original Assessed Value	Increased Assessed Value
\$0	\$10,000,000
Projected New Taxes (utilizing a 2% escalator)	
30 Year Total	\$9,407,785
30 Year Average	\$313,593

DOUGLASS COMMONS RENTAL HOUSING

Original Assessed Value	Increased Assessed Value
\$0	\$5,800,000
Projected New Taxes (utilizing a 2% escalator)	
30 Year Total	\$5,456,516
30 Year Average	\$181,884

DOUGLASS YARDS CONDOMINIUM

Original Assessed Value	Increased Assessed Value
\$0	\$8,220,000
Projected New Taxes (utilizing a 2% escalator)	
30 Year Total	\$7,928,601
30 Year Average	\$264,287

DOUGLASS YARDS SINGLE FAMILY HOMES w/ADUs

Original Assessed Value	Increased Assessed Value
\$0	\$4,250,000
Projected New Taxes (utilizing a 2% escalator)	
30 Year Total	\$4,099,338
30 Year Average	\$136,645

DOUGLASS YARDS RENTAL HOUSING

Original Assessed Value	Increased Assessed Value
\$0	\$4,100,000
Projected New Taxes (utilizing a 2% escalator)	
30 Year Total	\$3,857,192
30 Year Average	\$128,573.07

MEMO

TO: Greg Mitchell, Mary Davis
FROM: Jack Soley, Dana Totman
SUBJECT: Douglass Street RFP Memo
DATE: October 30, 2020
CC: Councilor Thibodeau, Councilor Costa, Jon Jennings

We reviewed the memo in preparation for the November 5th meeting. It appears the memo failed to capture some critical points that were discussed in prior meetings and noted in previous memos. As such, we have highlighted the points below.

- 1) **According to the City's calculation, Douglass Yards generates \$9.3M more in tax revenue over 30 years to City.** The memo appears to misrepresent the true tax benefit (net of the TIF requests) of each project. The Financial Impact summary does not state that both the LIHTC rental portion and the Co-Op portion of Douglass Commons are relying on TIFs. The tax calculation referenced in the summary for each project fails to net out the TIF from the estimated new taxes. The Economic Development Committee received a clear tax revenue analysis which indicated the Douglas yards proposal will pay \$9,276,162 more in City taxes over 30 years than the competing proposal. We feel this information should be shared with all council members with the utmost clarity, similar to how it was presented for the Economic Development Committee.

TAX REVENUE COMPARISON

Avesta/Soley/Hebert - Douglass Yards

	Projected New Taxes*	TIF**	Net tax revenue to City***
Rental	\$3,857,192	(\$2,892,894)	\$964,298
Condo	\$7,928,601	No TIF	\$7,928,601
SFH w/ ADU	\$4,099,338	No TIF	\$4,099,338
Yards - Total City Tax Revenue			\$12,992,237

Szanton / Maine Co-op - Douglass Commons

	Projected New Taxes*	TIF**	Net tax revenue to City***
Rental	\$5,456,516	(\$4,092,387)	\$1,364,129
CoOp	\$9,407,785	(\$7,055,839)	\$2,351,946
Commons - Total City Tax Revenue			\$3,716,075

Difference - Yards vs. Commons	\$9,276,162
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*30-year total utilizing 2% escalator - page 191 of memo

**Captured revenue to business project account – page 185, 187, 189 of memo

***City Non-captured General Fund Revenues – page 185, 187, 189 of memo

- 2) **Douglass Yards scored higher based on the staff's selection criteria.** In the RFP, the scoring is noted as the selection criteria and primary basis for review of the proposals. Yet, the scoring was noticeably absent in the memo for this meeting despite being shown in previous memos and presented at both the Housing Committee and Economic Development Committee meeting. The City's professional housing staff did score the proposals using the Council approved criteria and the Avesta/Soley/Hebert proposal (Douglas Yards) scored two points higher than the competing proposal. We feel this professional scoring should be shared with the full council just as it was with the committees.

- 3) **Co-op is requesting \$400K from housing trust fund reducing City resources that have proven to be critical to building housing for lower income households.** \$400k of Housing Trust Funds has consistently been used to create an additional 40 units of LIHTC housing targeting households at 60% of AMI or lower. Allocating \$400K to Co-Op housing serving middle income residents results in 40 less new LIHTC being built for low income residents. Additionally, as was noted at the Economic Development Committee meeting the combination of Co-Op's Housing Trust Fund request for Lambert Street and their request for Douglas Street exceed the available funds in the Housing Trust Fund.
- 4) **We are paying a higher sales price - \$575k for land vs. \$475k.** The RFP outlines terms, which state the City expects to receive FMV for the property. We are paying fair market value based on a broker's opinion and our offer is not eroded by a request for City funds to offset the acquisition price.
- 5) **Monthly cost of co-op housing is higher than our condos.** It has been mentioned more than once that the monthly cost of the co-op housing is higher than people would like. The co-op housing monthly payments are anticipated to be approximately \$2,100. The condo monthly payments are estimated to be \$1,802, and the homes with ADUs monthly payments are estimated to be \$1,400 (factoring in rent from the ADU). The homeownership units in the Douglas yards proposal are more affordable than the co-op units.
- 6) **Lambert street RFP awarded to co-op housing, as well as Randall Street, both of which are experimental.** If Douglass Commons is selected, it creates co-op models on all three city disposition sites. This both minimizes the housing diversity approaches among the three sites and increases the risk associated with testing a new unproven approach in Portland on every site. While the RFP indicated co-ops and land trusts will be considered there was nothing in the RFP suggesting a preference for co-ops and land trusts.
- 7) **Douglass Yards is a creative approach.** While there is nothing in the RFP or scoring criteria related to creativity, some Housing Committee members voiced a preference for creative models. Micro condo units and single-family homes with ADUs are both creative housing models. There has been a significant discussion about ADUs and micro-units creating natural affordability, and we are responding by delivering these housing solutions. Our proposal is providing the largest range of housing solutions and the broadest range of income targeting that has ever been built on a single site in Portland. It is promoting both economic and social diversity.
- 8) **Douglass Yards has reliable funding sources.** The financing for Douglass Yards is very simple. Some of the financing is already secured facilitating guaranteed and timely payment to the City. There is no risk of relying on money from unfunded or under funded programs such as the Housing Trust Fund or the former Maine Housing Community Solutions Program, nor risk of securing complex, heavily regulated HUD financing that is rarely used across the country.
- 9) **Education Impact.** Providing educational impact data without full context is misleading for three reasons: a) there is no mention of the City's share of education funding; b) the Douglas Commons proposal will lead to one less new LIHTC property which would have housed scores of students; c) most importantly, based on our experience and the testimony of the various households interested in moving into the co-op housing, the families who will occupy the housing already live in Portland with their children already enrolled in Portland schools.
- 10) **We are providing an affordable solution that is unique and creative.** We have responded to the affordability preferences that were referenced in the City Goals section of the RFP as well as the desire for mixed income housing, which was also mentioned as a primary goal. As we mentioned to both committees, all of the units will be affordable, in perpetuity, in accordance with the RFP.
- 11) **We can start construction as soon as entitlements are rewarded.** The site will not sit vacant for a year or two while funding is being secured. Construction activity will start immediately after entitlements are obtained.