



DOVETAIL CONSULTING, LLC



Rendering courtesy of Archetype Architects

MILLVILLE APARTMENTS DEVELOPMENT PROPOSAL

Workforce Housing
116 Washington Street | Camden

A response to the Request for Proposals issued by the Town of Camden
Submitted to Jeremy P. Martin, Planning & Development Director | October 16th, 2020



*Apollo Tannery, Portland Press Herald Article
Courtesy of Town of Camden*

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In response to the Town's Request for Proposals, we are happy to submit this proposal to develop affordable housing at the Apollo Tannery site in Camden. We believe that this project is an exciting and important opportunity to:

- Bolster the Town's stock of quality workforce housing
- Build on the efforts and investment that Camden has made to clean up and redevelop the site
- Improve the western side of the site in order to provide a long-term home for the popular Camden Farmer's Market in the warmer months and area for an ice rink in the winter months
- If it is possible to fit onto the site, keeping the farmers market's needs in mind, add amenities that will attract members of the community to the site such as a new public playground designed for children in the kindergarten through 4th grade age group
- Install modern site stormwater management featuring vegetated swales and filtration to control and clean the runoff to the Megunticook River
- Bring the property back onto the municipal tax rolls
- Make the site even more picturesque by removing blighted conditions and improving the street frontage along Washington Street with new sidewalks and parking while preserving the old-growth trees that line the street
- Leverage millions of dollars in federal and state funding sources to invest in Camden
- Bring a wide variety of people to the site for recreation, shopping and living

Our team is a joint venture of Northland Enterprises and Dovetail Consulting. Led by principals Josh Benthien and Andy Jackson, we bring deep experience with residential and commercial development in Maine, a track record of successful developments that included environmental remediation and Brownfield funding, a commitment to sustainable construction and smart growth, and a reliable bench of consultants and experts to help us craft an exciting and feasible development plan.

Camden's Comprehensive Plan, adopted in 2017, states the need for affordable rental housing for low- and moderate-income households to attract and retain citizens at all income levels (page 87). The Plan calls for Camden to support partnerships to develop affordable housing (page 87); develop a task force to support affordable housing as it is "necessary for the growth and economic welfare of Camden"; and allow affordable housing that is consistent with the existing neighborhood (page 88). Our proposal is consistent with these goals and recommendations.

At the Tannery site, the environmental liabilities of contaminated soils and materials have hampered redevelopment for 15 years. In Camden's application for Brownfield funding, Town Manager Audra Caler-Bell stated that "over 100 years of heavy industrial operations has left a negative and blighted legacy on our target area and more importantly the working-class residential neighborhood that surrounds the site. Despite our best efforts to clean up and market the property, the Site remains contaminated and undeveloped, with potential interested parties rescinding interest due to the environmental conditions that remain on the Site." That Brownfield funding application was successful but it will expire towards the end of 2021, so now is the time to move forward with a redevelopment plan.

We are proposing a high quality new-construction workforce housing building featuring an elevator and amenities such as a fitness room and community room. We are aiming to construct up to 50 new apartments (the exact unit count will be determined by a combination of parking ratios and financial aspects of the available funding programs). The centerpiece of our proposal is a three-story building designed by Archetype, Maine's premier designer of medium to large multifamily residential projects. Our proposed conceptual design reflects the New England character of Camden and is sensitive to the surrounding neighborhood with traditional clapboard siding and a gable roof with dormers.

The Apollo site poses several challenges for developers, first and foremost is related to the cost of development in the current market. We have identified funding programs through MaineHousing using affordable housing tax credits that we feel will best support the development of the building. In order to obtain these funds, which can be very competitive, we will need to partner with the Town on several key aspects of the proposal to ensure the best chances for the project's success. This public-private partnership will need to include support in the following areas:

- The creation and adoption of a Tax Increment Financing (TIF) district and acceptance of a Credit Enhancement Agreement (CEA) for the project. The project will require that through the CEA, 75% of the incremental new property taxes for 30 years will be returned to the project to support additional debt service. Under the TIF, the remaining 25% will be retained by the Town of Camden for its use, and the sheltering of this new property value will help the town because as a result there will not be a reduction of state and county revenue sharing or school funding. For this project, the reduction in net real estate taxes will allow MaineHousing to leverage its financial resources further on the project. This will help the project to be financially feasible as it will mobilize additional funding sources beyond the tax credits. Finally, the Town's approval of a TIF district for the project will earn valuable points on the competitive Maine Housing scorecards that dictate the allocations of tax credits.
- We will ask the Town to spend its portion of the Brownfield funding remaining from the 2017 grant award in a way that supports the redevelopment of the site and is consistent with the plans that we will put forward for Planning Board approval.

- The zoning district calls for commercial uses at the ground floor of the building. In addition to our residential experience, we have developed many commercial and retail spaces and, in our opinion, this site is not well-suited for commercial or professional services (as required by the zoning ordinance) as it is remote from the downtown retail core and any other well-traveled pedestrian zones in the Town. Meeting the parking requirements for an additional commercial use on the site would require us to turn over even more of the site to parking, crimping the other amenities that we are aiming to provide. Finally, the overall market for commercial and retail space is nowhere near as strong as the demand for quality rental housing, so the zoning requirement would hamstring feasibility of any residential proposal for the site. We will ask the Town to provide relief to this project and wave the existing requirement that the project has commercial space on the ground floor of the building.
- The Shoreland Zone overlay would require a 75' setback for parking and driveway areas. We are trying to provide a new one-way (out) driveway to Rawson Avenue to allow our residents and other vehicles (such as snowplows) another option for leaving the site. We are also trying to provide adequate parking for the building and Farmer's Market while still providing green spaces, a possible playground, and other site features. We understand that the Planning Board can approve a reduced setback of 50' for parking in the Shoreland Zone, which would help us make all of this work on the site plan. Given the nature of contaminants that will be removed through this process, and the fact that our proposal will improve the stormwater filtration and retention overall, we would ask the Planning Board to approve a 50' setback for a new driveway at Rawson Avenue and 50' setback for new parking on the footprint of the old mill building slab.

- Our proposal will require a coordinated series of actions at the municipal and state level, including: Town of Camden Select Board approval of our offer for the land; support by Town citizens at (likely special) Town meetings for any zoning amendment and TIF (see above); Planning Board approvals for our site plan, unit counts, and parking ratios; applications for funding from MaineHousing, Midcoast Economic Development District, Maine Department of Economic and Community Development, and possibly other entities. All of these actions, approvals, and awards will have their own timelines and processes to earn positive results. Given all this, we will structure our proposal with an initial deposit of \$10,000 paid towards the purchase price and a period of 120 days for us to perform our due diligence on the financing, land use approvals, etc. Once the due diligence period has expired and required municipal approvals have been obtained the deposit would be non-refundable. During this time, in order to satisfy the regulatory bodies that issue the approvals, we will commit to spending a considerable amount of at-risk money on design development, site investigation, and engineering required to satisfy all relevant applications. We believe this offer structure fairly balances our need to ensure the project can successfully move forward with the Town's desire to have a developer committed to the site.

The proposal detailed below reflects our best effort to meet the Town's stated needs for affordable housing, provide a long-term home for the Farmer's Market, and meet many of the goals identified by the Tannery Work Group, including:

- bringing a wide variety of people to enjoy the site
- putting the property back on the tax rolls
- bringing new economic activity to the Town
- creating a new public playground for the neighborhood as an amenity
- preserving the public access to the waterfront

Following the RFP outline, please see the details of our proposal below:

RFP REQUIREMENT:

A proposed purchase or lease price for the developer's acquisition or lease of the property in part or in its entirety:

OUR PROPOSAL:

We propose to purchase the property for \$85,000, which is based on the current assessed value of the property.

Purchasing the property in its entirety is necessary for our proposal to meet the density requirements of the current B-R zone. We have visited the Farmer's Market, seen its vibrant operations, and spoken with its representatives Mike Bahner and Kevin Wieser. If the Town wishes to prioritize keeping the Farmer's Market on the site, any future development would have to work diligently with the Farmer's Market to ensure that the usage, space, and parking are compatible. We have reviewed the site plan we are submitting with this proposal with Mike and Kevin and we understand that there may be further changes necessary to provide them with ample vendor space and parking for their customers. We look forward to continuing those discussions with the Farmer's Market representatives. We would propose a lease directly with the Town of Camden for \$1 per year with long term renewal rights to ensure that the Farmers market can enjoy the property for the foreseeable future. We understand that the Town is limited to one-year leases and would therefore structure a lease with ongoing renewal options as necessary to secure a minimum 15-year lease term.

A detailed description of the proposed use(s) and redevelopment plans for the Property:

New construction apartment building in the range of 35-50 apartments: three stories with elevator and other amenities such as a fitness room and community room. The unit mix would be comprised of 1-, 2-, and 3-bedroom apartments that will serve a wide variety of working families and target households earning 60% or less of the area median income (AMI), or \$24,000 - \$41,000 annually depending on the number of people in the household.

The exterior of the building is intended to reflect the New England character of Camden with clapboard siding and a gable roof with dormers. We are interested in the history of the site and its industrial roots, and would honor this with signage, photographs, and educational materials that speak to Camden's rich industrial history.

Site improvements include:

- New lawn area for the Farmer's Market
- New public playground if the space allows
- Walking paths connecting Washington Street with the Riverwalk across the site
- Parking sufficient to serve the building's residents, as well as visitors to the Farmer's Market and possible playground
- Improved stormwater management, detention, and filtration using native plants that would improve the cleanliness of rainwater runoff that ends up in the Megunticook River

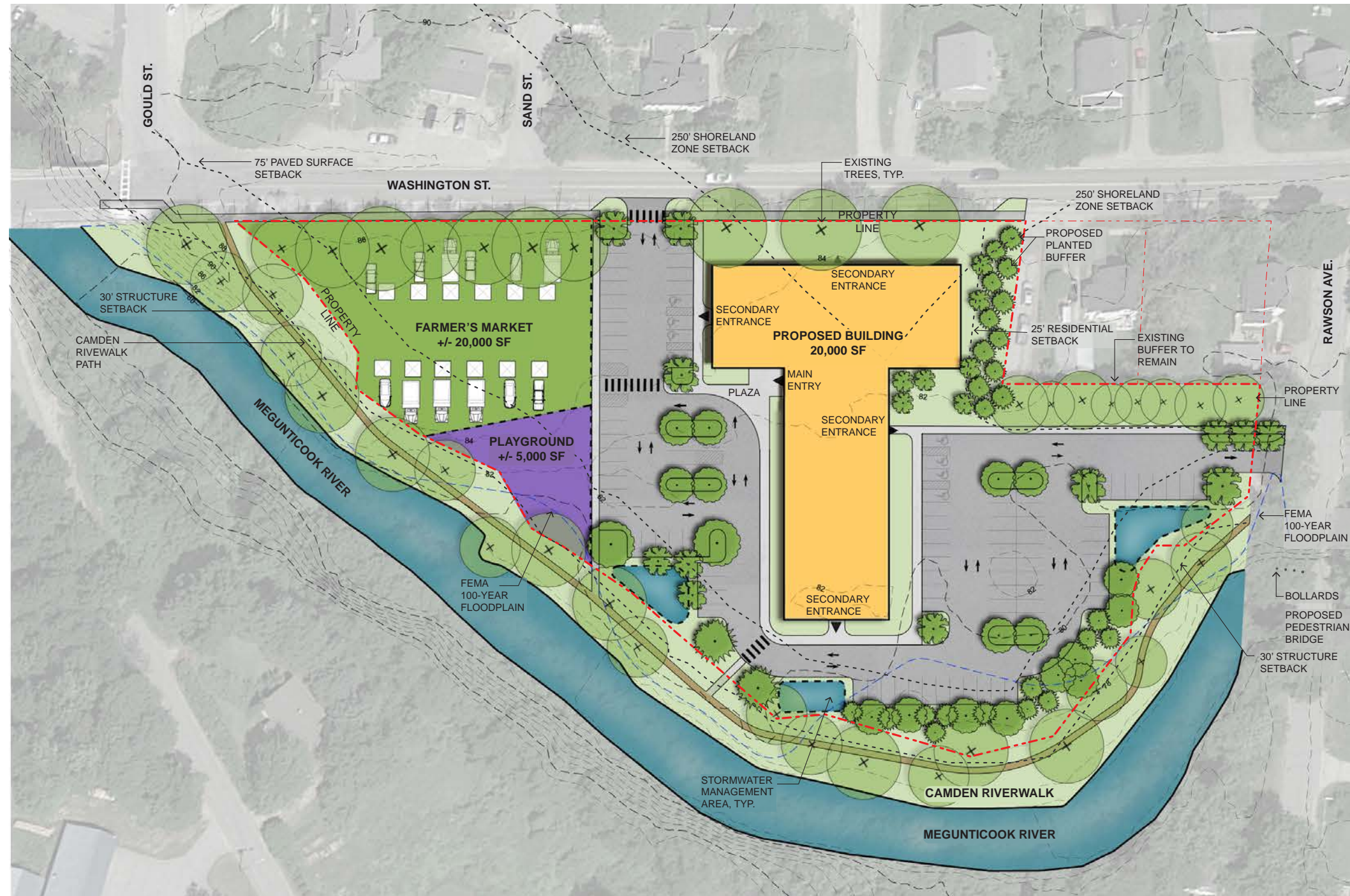
Our site plan shows a total of 100 parking spaces within the property boundary, including 10 handicap parking places, in addition to 22 new spaces along Washington Street. We understand from conversations with the Farmer’s Market that the Market would use up to 40-45 parking spots during operating hours (currently Wednesday evenings and Saturday mornings). We would propose to share the parking on the site as follows:

- 48 dedicated spaces to the building or 1 space per apartment—these would be assigned and dedicated to the residents and staff at the building
- Public street parking totaling 22 spaces along Washington Street that would be generally available to anyone but would be an obvious choice for someone visiting the Farmer’s Market.
- The balance of the spaces, or approximately 52, would be available on a first-come, first-served basis for either visitors, market shoppers, or residents

We have good experience with a very similar shared parking scenario in Bath, Maine that we would be happy to discuss in more detail.

Conceptual plan or illustration:

- See attached conceptual site plan and rendering of the proposed building. Our goal is to preserve the open space for the Camden Farmer's Market, provide parking for the intended uses, and create an attractive building that our residents and neighbors will be proud of.



PROJECT TEAM

Proposal Respondent:
Northland Enterprises
Dovetail Consulting, LLC
Portland, ME

Architect:
Archtype
Portland, ME

Landscape Architect:
Carroll Associates
Portland, ME

Civil Engineer:
Terradyne Consultants
Portland, ME

SITE PLAN
10/15/20

CAMDEN - TANNERY MILL
116 WASHINGTON ST.

A complete description of the developer's entity (corporation, partnership, etc.) and names of all parties, including disclosure of all persons or entities having an interest in the proposal:

Our joint venture will be a single-purpose limited liability company (LLC) created to develop this site.

The principal (more than 20%) owners / members of this LLC will be:

- Northland Enterprises, LLC (See Pg. 23 for full company resume)
- Dovetail Consulting, LLC (See Pg. 21 for full company resume)

Estimated development cost:

Approximately \$13,040,000 in total development costs including:

- \$9,600,000 in construction costs or \$200 per square foot (construction costs are expected to be a major challenge on this project and we will need to carefully vet the projected construction costs as we continue to move this project forward)
- \$420,000 contingency for unforeseen remediation, construction, or sitework costs
- \$1,700,000 in professional fees and consultant costs including architectural, engineering, surveyor, landscape architect / urban planning, market study, geotechnical engineering, environmental engineering and compliance, legal, development fees, accounting, etc.
- \$430,000 in required reserve accounts to protect the project and its capital assets over time
- \$550,000 in financing fees and loan interest during the development and construction process
- \$340,000 in other miscellaneous project costs including land acquisition, furniture and equipment, title insurance, builder's risk insurance, appraisal for lender underwriting, cost reimbursements to utilities, permit fees, etc.

These estimates are based on a 48-unit development. For developments with fewer units, these would be adjusted downward accordingly.

Estimated development cost:

Our funding model includes the following funding sources to pay for the development:

- Affordable Housing Tax Credits allocated by MaineHousing
- Subsidy allocated by MaineHousing
- Debt financing provided by MaineHousing (supported by the project rents less the operating expenses)
- Grant funding (to be applied for) through Maine Department of Economic and Community Development
- Affordable Housing TIF

This affordable housing financing structure is an established path for creating rental housing and has been used successfully on scores of projects throughout Maine since the late 1980s.

Verifiable evidence of financial capability and capacity to complete the proposed development:

The development team is financially capable to support this project through all phases of the development. Northland Enterprises has a Maine property portfolio with an aggregate value of more than \$75mm. In 2020 we will have completed more than \$22mm in new development and acquisitions. Our relationships with local lenders, economic development agencies, Brownfields RLF lenders, and MaineHousing are solidly founded upon a track record of prudent and conservative underwriting and diligent management of our projects. We are happy to provide references from financial institutions attesting to our financial capacity.

REDEVELOPMENT EXPERIENCE | ANDY JACKSON

Redevelopment experience, if any, that required your firm to work or collaborate with environmental consulting firms and municipalities on a USEPA Brownfield Cleanup (or equivalent) as part of your firm's redevelopment project:

Huse School Apartments | Bath, ME

Completed 2017

Brownfield Assessment Grant

Maine DEP VRAP

- UST removal
- Abatement of hazardous building materials

Lofts at Saco Falls | Biddeford, ME

Completed 2016

Maine DEP VRAP

- Contaminated soil removal with installation of a low-permeability soil barrier
- Abatement of hazardous building materials

48 Hampshire Street | Auburn, ME

Completed 2020

Maine DEP VRAP

- Contaminated soil removal

Moses-Columbia Block | Bath, ME

Completed 2020

Brownfield RLF Subgrant

Maine DEP VRAP

- Hazardous building material abatement

Century Tire Adaptive Reuse | Portland ME

Completed 2015

Maine DEP VRAP

- Hazardous building material abatement, contaminated soils.

Sanford Mill Adaptive Reuse | Sanford Maine

Completed 2012

Brownfield RLF subgrant and project loans

EPA Phoenix Award 2013

- Hazardous building materials and PCB's in soils. Utilized Brownfield funding in partnership with the City of Sanford to tear down an adjacent building and cap contamination with a parking lot serving the tenants of the Sanford Mill.

REDEVELOPMENT EXPERIENCE | ANDY JACKSON

List of previous or current similar projects that the developer or any member of the developer's team was involved with, whether directly or indirectly:

The Knick Condominium | Brooklyn, NY

Completed 2012

49 market-rate condominiums + ground-floor retail

Lockwood Mill Phase 1 | Waterville, Maine

Predevelopment, construction to start 2021

65 affordable rental apartments

Riverwalk Court | Roosevelt Island, Queens, NY

Completed 2009

123 market-rate condominiums



Riverwalk Crossing | Roosevelt Island, Queens, NY

Completed 2009

242 market-rate rentals



48 Hampshire Street | Auburn, Maine

Completed 2020

53 affordable rental apartments



Huse School Apartments | Bath, Maine

Completed 2017

59 affordable rental apartments

REDEVELOPMENT EXPERIENCE | NORTHLAND



The Clapp Building, 443 Congress St. | Portland, Maine

Completed 2018

Historic rehab/ Adaptive reuse of former office building

28 market rate rental apartments



Miles Standish Apartments | Portland, Maine

Acquired 2015

Acquisition and renovation of 40 units into mix of student housing and market rate apartments for Maine College of Art



Sanford Mill Apartments | Sanford, Maine

Completed 2012

Historic rehab/ Adaptive reuse of former textile mill factory

36 mixed-income rental apartments



Appleton Gardens | Westbrook, ME

Completed 2006

Acquisition rehab using Low Income Housing Tax Credits

26 units of workforce housing

Complete description of the development team including names, addresses and individual resumes of those individuals to be assigned to the project; the responsibilities of each team member or firm; and the experience of all those involved:

Major team members:

- **Josh Benthien**, project executive and managing member of the partnership.
17 South Street, 3rd Floor | Portland, Maine
- **Andy Jackson**, project manager responsible for executing development goals such as financing applications and land use approvals.
11 Luther Street | Peaks Island, Maine
- **Ellen Thompson**, project development team member, accounting and finance.
17 South Street, 3rd Floor | Portland, Maine
- **Brad Fries**, project development team member, construction & physical plant.
17 South Street, 3rd Floor | Portland, Maine
- **David Lloyd c/o Archetype Architects**, architect responsible for building design, drawings and specifications, accessibility and code compliance.
48 Union Wharf | Portland, Maine

- **Patrick Carroll c/o Carroll Associates**, landscape architect responsible for overall site design and planning
217 Commercial Street #200 | Portland, Maine
- **Michael Tadema-Wielandt, c/o Terradyn Consultants LLC**, civil engineer responsible for site engineering, stormwater management, traffic and parking design.
41 Campus Drive Suite 101 | New Gloucester, Maine

Our funding process will require us to interview multiple contractors prior to starting construction so we are not in a position to pick a construction company at the time of this proposal.

See attached resumes.

Dovetail Consulting LLC

Contact: Andy Jackson

11 Luther Street, Peaks Island, ME 04108

andy@dovetailME.com | 207.332.1421

Overview:

Dovetail Consulting LLC provides consulting, project management, owner representation, financial modeling, and other development support services to property owners, architects, contractors, and Housing Authorities. Dovetail Consulting focuses on affordable housing financing. Founder Andy Jackson has 20 years experience in real estate development, design, construction, and project management. In addition to project management and owner representation services, Andy has quarterbacked three successful affordable housing tax credit applications through MaineHousing's highly competitive allocation process since 2015.

Services:

- Consulting for low income housing and historic tax credit projects.
- Analysis of financing scenarios.
- Preparation of grant and brownfield funding applications.
- Interaction with architects, engineers, and contractors.
- Scheduling using critical path modeling to inform project decision-making.
- Negotiating for funding including debt and equity.
- Permitting and approvals consulting.
- Owner representation for construction projects.
- Engineering analysis and project support.

Projects:

Lockwood Mills, Waterville, Maine: redevelopment of vacant mill buildings into mixed-income housing using Historic Tax Credits. Shepherded a successful MaineHousing LIHTC application, Brownfield funding application, municipal tax abatement, and land use approvals on behalf of the out-of-state owner. Negotiating with tax credit investors. In pre-construction phase as of April 2020.

99 Western Avenue, Augusta, Maine: redevelopment of a blighted lot in downtown Augusta. Providing tax credit consulting and financial modeling to advise the owner. Work with architect and engineer to prepare land use approvals. In pre-development phase as of April 2020.

48 Hampshire Street, Auburn, Maine: redevelopment of a vacant lot in downtown Auburn into mixed-income new construction housing. Shepherded a successful MaineHousing LIHTC application, municipal tax abatement, and land use approvals on behalf of the owner. Construction scheduled to finish May 2020. (Work done while at The Szanton Company.)

Huse School Apartments, Bath, Maine: redevelopment of a vacant school building into mixed-income housing using Historic Tax Credits. Prepared a successful MaineHousing LIHTC application, municipal tax abatement, Brownfield funding, and land use approvals on behalf of the owner. Construction finished Summer 2017. (Work done while at The Szanton Company).

Three Portland Square, Portland, Maine: owner representation for a major commercial (office + parking garage) development in downtown Portland. Worked with a large team of consultants, contractors, and (out-of-state) owners to focus on land use approvals and entitlements, hard and soft cost budgeting, and coordination between project stakeholders.

Moses-Columbia Block, Bath, Maine: acquisition and repositioning of historic buildings that are a part of the vital historic fabric of downtown Bath. Developed financial models, analyzed debt/equity financing scenarios, oversaw Brownfield funding application and abatement process.

57 Chestnut Street, Bath, Maine: redevelopment of single-family lot into affordable housing. Researched cost-effectiveness of prefab / modular construction techniques. Outlined and negotiated scope with possible contractors and vendors.

2 Island Avenue, Peaks Island, Maine: redevelopment of a former bowling alley into four market-rate apartments plus one commercial space. Performed initial structural feasibility study, prepared engineering design, coordinated work with general contractor and other vendors, prepared critical-path schedule and worked with project foreman to coordinate trades and scheduling.

19 Brook Lane, Peaks Island, Maine: development of a single-family residence. Project required legal parcel split, new survey and deeds, septic design (by others), and Level I site plan approval through the City of Portland. In construction as of April 2020.

50 Centennial Street, Peaks Island, Maine: renovation of an existing barn including structural and geotechnical work. Navigated permitting including Shoreland Zone requirements and building permit amendments. In construction as of April 2020.

Northland Enterprises, LLC

Contact: Josh Benthien

17 South Street FL 3, Portland, ME 04101

josh@northlandus.com | 207.321.9741

Overview:

Northland Enterprises, LLC (“Northland”) is a commercial real estate development and management company based in Portland, Maine. Founded in 2001 by Rex Bell and Bobby Monks, the company prides itself on creative approaches to complex projects, finding value and opportunity for each project’s distinct set of stakeholders. Northland has a long-term hold philosophy when looking at projects and its principals have experience with varied asset classes to include the development of office, retail, multifamily and industrial facilities.

Northland has a successful track record of developing projects for specific tenants and establishing long-term relationships that provide opportunities for their tenants to grow their businesses while meeting conservative financial thresholds required for Lenders and Equity investors. Northland seeks out opportunities with multiple phases, providing near term stability with long term growth opportunities.

Personnel:

Josh Benthien, Developer – CEO / Managing Partner, Northland Enterprises LLC
Property Management – Vice President, Northland Management Corp

Ellen Thompson, Developer – CFO, Northland Enterprises, LLC
Property Management – Partner/CFO, Northland Management Corp

Brad Fries, Developer – Development Director, Northland Enterprises, LLC
Property Management – Partner/Director of Operations, Northland Management Corp

Rex Bell, Developer – Founding Partner, Northland Enterprises, LLC
Property Management – President, Northland Management Corp

Projects:

49 Raceway Drive, Gorham, Maine: A build-to-suit project for Harvey Performance Company was completed Spring of 2020, just 11 months after breaking ground. The project consisted of a 79,000 SF mixed-use office and manufacturing facility with a pre-approved expansion area of 40,000 SF incorporated into the site design. The development of this project was \$25mm.

1945 Congress Street, Portland, Maine: Known as the “Elks Site”, this 7 acre site is located at the exit of the Portland Jetport. Northland worked for three years to gain a zone change, and site plan approval to move forward with the acquisition and redevelopment of the new 25,000sf headquarters building for Clark Insurance, 20,000 SF building for a local medical practice., and a remodeled building for the Portland Elks. The development of this project was \$16.55m.

1 Marginal Way/Century Plaza, Portland, Maine: Acquisition of four properties in West Bayside, Portland Maine. Phase one of a multi-phased project was completed in April 2016 with the total renovation of the former Century Tire complex for retail use. Tenants include Chipotle, T-Mobile, and Orange Theory Fitness. The second phase of the project is in the planning phase, and is anticipated to feature a 12-story 100,000 SF office tower with integrated parking at 1 Marginal way, currently the site of an Enterprise Car Rental office. Total Development size for phase one of the project is \$10mm, with the second phase totaling roughly \$50mm.

443 Congress Street, Portland, Maine: Northland partnered with Justin Alfond in 2011 and purchased 443 Congress Street. At that time, the building was 30% occupied, and within 6 months, they had fully tenanted the building. In 2015, the tenant who was occupying the building at the time of acquisition decided to not renew its lease for 4 floors, at which time Northland obtained a change of use and National Park Service Part II to allow for a historic rehab of the building which resulted in 28 market rate, but moderately priced apartments on the upper four floors of the building. The redevelopment totaled \$7mm and all 28 apartments have been long-term leased by the Maine College of Art.

Sanford Mill, Sanford, Maine: Historic redevelopment of the 66,000 SF Sanford Mill into 36 moderate-income (50%/120% AMI) apartments and 22,000 SF of commercial space. Placed in service in August 2013, fulfilling a 7-year commitment to the City of Sanford to redevelop the property and begin the revitalization of the Sanford Mill-yard. Development size \$12mm and financed through State and Federal tax credits, debt, State and Federal grants, and TIF financing.

Archetype Architects

Contact: David Lloyd

48 Union Wharf, Portland, ME 04101

lloyd@archetypepa.com | 207.772.6022

Overview:

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, Rhode Island and US Virgin Islands

Professional Affiliations:

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

Carroll Associates Landscape Architects

Contact: Patrick Carroll

217 Commercial Street Suite 200, Portland, ME 04101

pcarroll@carroll-assoc.com | 207-329-8976

Overview:

Carroll Associates is a small consulting firm engaged in the practice of landscape architecture, land planning, and site design. The firm was created in 1993, and is involved in a wide range of design and planning projects throughout Maine and New England. The firm provides professional services to a broad-based clientele that includes municipal and institutional organizations, architects, engineers, real estate developers, and private individuals. While maintaining a diverse workload, the firm is entrenched in public, urban, and residential based planning and design work. We are well experienced with working within an interdisciplinary design team and the need to provide strong design solutions with limited budgets. Key to the firm's success is the commitment to providing attention and focusing on the specific needs of the client, remaining flexible and bringing projects to closure on time and within budget.

Personnel:

Owner + Licensed Landscape Architect: Patrick Carroll,

Landscape Architects: Erin Kay, Matthew Phillips

Landscape Designer: Margo Barajas

Services:

- Site Selection and Analysis
- Program Development and Budgeting
- Site Feasibility/ Utilization Studies
- Recreation Planning and Design
- Site Master Planning
- Construction Documents, Bidding, and Administration
- Consultant Team Coordination and Management
- Local, State, and Federal Permitting and Approvals
- Visual Impact Assessment

Terradyn Consultants, LLC

Contact: Michael Tadema-Wielandt

565 Congress Street Suite 202, Portland, ME 04101

mtw@terradyconsultants.com | 207-632-9010

Overview:

Terradyn Consultants, LLC is a small, modern civil engineering company comprised of a diverse team of civil engineers, design drafters, and support staff. Founded in 2005 in New Gloucester, Maine, we now serve clients from offices in Portland and New Gloucester. Our years of technical experience combined with our understanding and use of the latest technologies allow us to provide our clients with highly efficient & cost effective service. We build trusted relationships with our clients and partners. Our clientele have included private developers, municipalities and other consultants. We form project teams with architects, surveyors, soil scientists and other engineering consultants, as necessary to provide our clients with a full range of planning, design and permitting services.

Personnel:

President: Jeffrey D. Amos

Vice President: Michael Tadema-Wielandt

Engineer: Adrienne Fine

Services:

- Civil Engineering
- Land Planning
- Stormwater Design
- Environmental Permitting
- Construction Administration

Registrations:

Maine P.E. #11567

Professional Affiliations:

American Society Of Civil Engineers

Reasonably achievable project schedule and time periods for commencing the design, permitting (if needed), construction, and opening /use of new facilities in conjunction with the Town’s USEPA Brownfield Cleanup Grant requirements, schedule and deadline:

Assuming site placed under contract fall 2020:

- Predevelopment work – site plan approvals, architectural designs, cost estimating, financial modeling: through Summer 2021
- Apply for Low Income Housing Tax Credits (LIHTCs) Fall 2021, award expected late 2021
- Work towards securing funding and construction documents through late summer 2022
- Closing on acquisition and begin construction Fall 2022
- Construction duration -14 months, through the end of 2023
- Opening / leasing early 2024

This schedule assumes that the Town can execute its Brownfield remediation before the start of construction.

AFFORDABLE HOUSING UNITS

Provide the number of housing units and number of bedrooms per unit proposed. In addition, please detail how any new housing will remain affordable and available to year-round individuals or families:

Our projected unit mix for a 48-unit project:

- 24 one-bedroom apartments at \$640-\$770 monthly
- 14 two-bedroom apartments at \$767-921 monthly
- 10 three-bedroom apartments at \$886-1,064 monthly

These rents would include heat, hot water, water & sewer, trash removal, and on-site parking.

The rents are based on household incomes in the range of 50-60% of the area median income, which, depending on household size, corresponds to annual incomes of \$24,000-\$41,000. These income-restricted apartments would be financed by the affordable tax credit program, which requires annual income certifications for all residents and 45-year deed restrictions to ensure long-term affordability.

Depending on the financing available for rental housing as the project moves forward into 2021, we may explore a scenario with rental housing on the lower two floors of the building and for-sale condominiums on the upper floor. The condos would be offered at a range of prices to include a wide variety of household incomes.

After the Brownfield Cleanup is completed and receives a Certificate of Completion, and the property is entered in the Maine DEP VRAP program, the developer or entity will ensure that the development complies with ongoing environmental requirements and controls:

Confirmed. We have extensive experience with the VRAP program and are fully prepared to comply with its requirements and covenants. The project budget outlined above includes the costs of environmental reporting and compliance that are part of the VRAP program.