



799 West Street, Rockport, ME 04856
207-236-6123 ~ tia@midcoasthabitat.org

October 21, 2020

Camden Town Office
Attn: Jeremy Martin
29 Elm Street
Camden, Maine 04843

Dear Jeremy,

Midcoast Habitat for Humanity respectfully submits a proposal for affordable housing, as part of the redevelopment plan for the Tannery property. Having worked with the Town of Camden in years past, we look forward to continuing our collaborative efforts in addressing the need for affordable housing.

We appreciate your consideration and hope that through this process, Midcoast Habitat for Humanity can assist the Town in successfully accomplishing the best outcome for this community property.

If you have any questions or need additional information, please feel free to contact me.

Sincerely,

A handwritten signature in black ink, appearing to read "Tia Anderson", with a long, sweeping underline.

Tia Anderson
Executive Director



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Tannery Redevelopment Proposal

Midcoast Habitat for Humanity is pleased to submit a request to be a collaborative partner with the Town of Camden for the construction of affordable housing, as part of the Tannery property redevelopment. While we are aware of several submissions and support those that impact the community in the best way possible, Midcoast Habitat's primary concern is mission driven *bringing people together to build hope, homes and community and end poverty housing in Knox County*. The need for affordable housing in Camden and the surrounding area continues to be a crisis and Midcoast Habitat for Humanity is positioned as a principal organization for collaboration to address this need. This is an obvious opportunity to develop affordable housing in Camden and collaboration with Midcoast Habitat for Humanity will accomplish this successfully.

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

Midcoast Habitat for Humanity respectfully asks the Town of Camden to consider a land donation suitable for three residential lots based on the necessary zoning modifications to assist in maintaining affordability

- **A detailed description of the proposed use(s) and redevelopment plans for the property, along with a conceptual plan or illustration;**

In turn, Midcoast Habitat would construct three single family, affordable homes ranging in size from 1200- 1500 sf. Habitat homes would be in keeping with the style of the neighborhood. They would be one to two stories, two to four bedrooms and range from 1000-1500 square feet with modest yard space and parking for 1-2 vehicles. They would be constructed to a high level of efficiency and minimal maintenance to ensure low utility costs, healthy houses and sustainability. Based on zoning, Habitat houses would be well situated along Washington Street adjacent to the existing two houses located on the corner of Washington St. and Rawson Ave, and perhaps the possibly of a lot behind on Rawson Avenue.

See Attachments A

- **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;**



Midcoast Habitat for Humanity, Inc, an affiliate of Habitat for Humanity International, is a 501(c)(3) non-profit, affordable housing organization serving Knox County.

We operate with four full-time staff, carrying out our mission through a core of 75 regular volunteers, an additional 400+ annually. Staff includes a full-time Executive Director, ReStore Manager, Construction Supervisor and Administrative Assistant.

Leadership for our affiliate comes from a volunteer Board of Directors. The organization also has committees to support critical functions, including Homeowner Selection/Support, Building Committee, Finance Committee and ReStore.

Serving Knox County for over thirty years, Midcoast Habitat for Humanity has a strong record of success with no foreclosures. We attribute this success to a well-managed, sustainable organization with a stringent qualifying process and an important support component. As part of our program, our homeowners are assigned a Homeowner Support Advisor that will be a guiding and/or supportive hand through homeownership. We expect our homeowners to maintain their property in accordance with their Habitat agreement, and encourage their involvement in the community. They contribute to our economy as taxpayers, maintaining long term jobs, their children attend our schools and many of them have gone on to establish their own successes in higher education, the military and careers.

➤ **Estimated development cost, and verifiable evidence of financial capability and capacity to complete the proposed development;**

Estimated development cost – *See Attachment B*

Development costs for these homes are typically \$135,000 - \$155,000, with a typical market value of approximately \$235,000.

Financial Capability – *See Budget - Audit - Attachment C (Audit sent electronically)*

Midcoast Habitat has been able to expand its capacity over the last ten years, as a result of collaboration and the creation of the Affordable Mortgage Program with Camden National Bank and soon other community bank partners. The opportunity to qualify partner homeowners through Habitat's traditional means, offer a zero interest equivalent mortgage and receive cash at closing, enables us to have a continuous development process. This funding model, along with Midcoast Habitat's traditional in-house mortgage program has enhanced our affordable housing production. In addition, the establishment of the ReStore as a funding source successfully covers our current overhead. This represents a benefit to the organizations sustainability and to the community it serves.

➤ **Include 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;**



Midcoast Habitat has worked closely with municipalities but not on a USEPA Brownfield Cleanup or equivalent.

- **A 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;**

Philbrick Commons, Rockland –12 small house (1&2 bdrm) pocket neighborhood - Current
2, 34 & 44 Forest Rd, Warren – Single family houses, 2- 4 bdrm, 1- 3 bdrm – New Const.

17 Warren St, Rockland –Duplex (2) 3 bdrm units, 3000 sf - Rehab

26, 30 & 34 Brewster Street, Rockland – Rehab and New Construction

Our current project, Philbrick Commons located in Rockland represents our largest to date. This pocket neighborhood has been planned to create a sense of community, with homes facing a common green space, smaller footprints with welcoming porches and a charming aesthetic. Working together with the City of Rockland, we were able to establish a contract zone, receive subdivision approval develop a plan support by the community. The homes are one and two bedroom serving a mixed demographic of elderly, middle aged singles, veterans and small families. The twelve houses are scheduled to be constructed in two phases with an estimated completion by year end 2022.

- **A 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;**

Midcoast Habitat for Humanity, 799 West St, Rockport - construction

Landmark Corporation, 135 Rockland St, Rockport – permitting, survey and site plan

George C. Hall & Sons, 190 Pleasant St, Rockland – earthwork/site development

See Attachment D

- **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;**

Design – July-Sept 2021

Permitting – Oct-Jan 2022



Construction start – April 2022

Typical construction time per home is 6 months. Development of site foundation and framing for the three houses will most likely occur simultaneously in the interest of efficiency. Then each house will be completed one at a time.

The timing is based on the cleanup schedule. However, Midcoast Habitat would have the flexibility to adjust the schedule should the lot land be considered a safe zone to construct prior to cleanup completion.

- **Include the estimated number of and type of permanent jobs that will be created by this development. If the development is strictly residential in nature, please 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. If the project is a community project please detail the community benefits that will be realized by the proposal;**

There will be three houses, 3/4 bedroom built on demand for qualifying partner homeowners. The homes will have deed restrictions/affordability covenants to maintain affordability. Midcoast Habitat maintains a right of first refusal on all of Habitat houses, should a homeowner decide to sell.

Midcoast Habitat homeowners contribute to the local economy as taxpayers, as our work force and as community residents with children attend our schools.

Midcoast Habitat's program and model for the development of healthy, efficient, affordable homes has a strong and proven success rate. As per Camden's Comprehensive Plan, partnering with Midcoast Habitat for Humanity would be beneficial for the community.

- *State and Local regulations can make development more difficult and costly. Need flexibility and alternative funding sources with fewer constraints.*
Our program focuses on addressing the need with efficiency and affordability. We offer the opportunity for flexibility with fewer constraints while meeting local needs and compliance.
- *Greatest need – Low to moderate income and first time homebuyers*
Our qualifying partner homeowners earn between thirty to eighty percent of the area median income and are typically first time homebuyers unable to qualify for a traditional mortgage.
- *Affordable housing should integrate into the fabric of existing neighborhoods and allow citizens to do the same.*
The Tannery property offers that opportunity for Habitat homes. We are sensitive to neighborhood housing styles and aesthetics and have been successful in integrating our homes to existing neighborhoods.
- *Promote workforce housing in a positive light.*

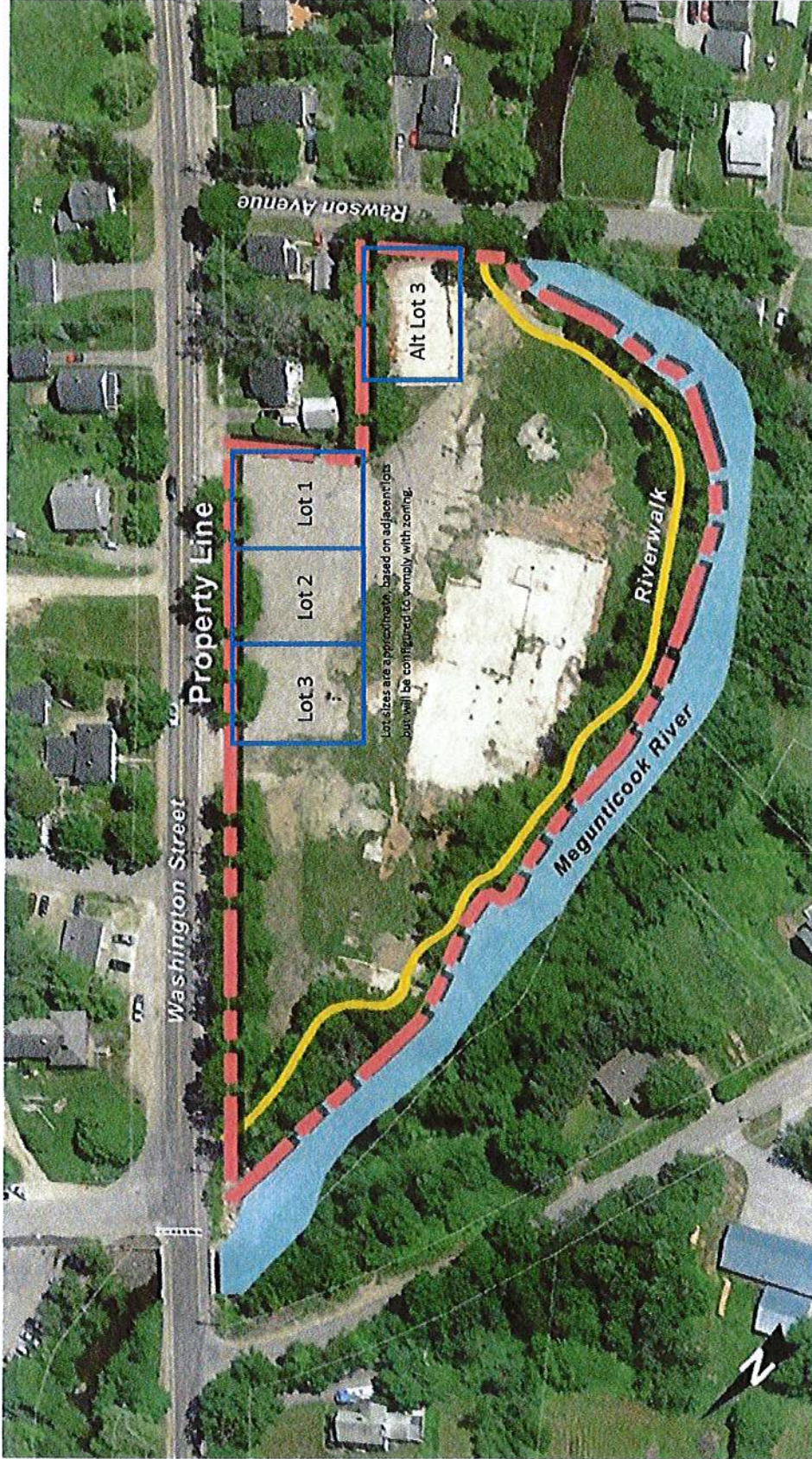


Habitat houses are attractive, energy efficient and low maintenance. Our homeowners represent our workforce, as bank tellers, teachers, wait staff, tradesman, insurance agents, office staff, etc. They are hardworking residents of our community that we are proud to assist with a hand up, not a hand out.

- **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.**




Midcoast Habitat for Humanity is willing to comply with ongoing environmental requirements and controls, as they apply to the land associated with the affordable housing lots.

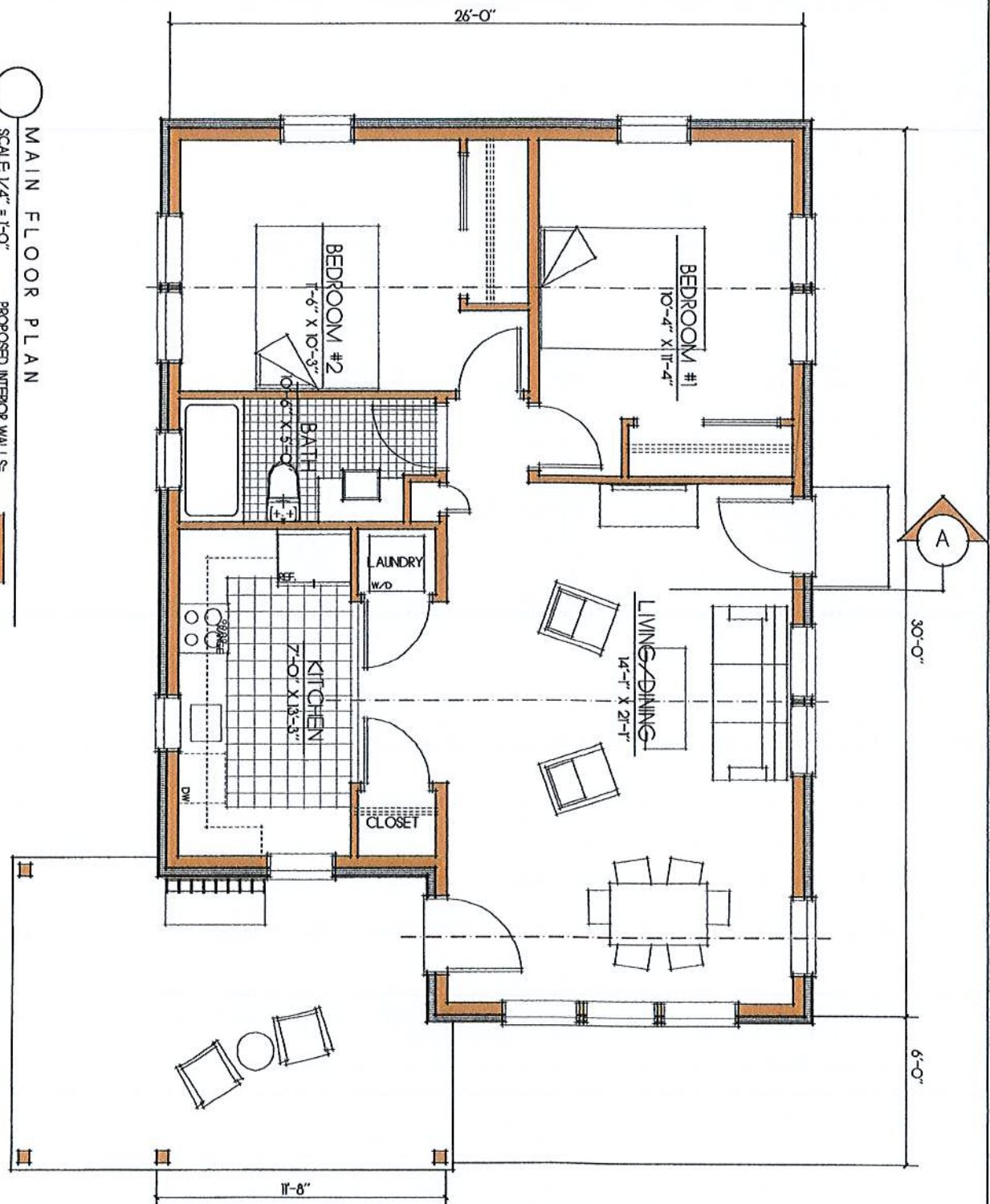
Attachment A Tannery Site—Affordable Housing Lots







 MAIN FLOOR PLAN
 SCALE 1/4" = 1'-0"
 670 sf
 PROPOSED INTERIOR WALLS
 PROPOSED EXTERIOR WALLS



HSE B1
TQ

MAIN FLOOR PLAN
 1/4" = 1'-0"
 08.22.19 REL. FOR REVIEW

skala
 ARCHITECTURE
 PO BOX 817, CAMDEN, ME 04843
 774.392.0700

MIDCOAST HABITAT FOR HUMANITY
 PHILBRICK AVE, ROCKLAND, ME
 HOUSE A1, ONE BEDROOM LEFT

Attachment B - Development Cost

4 Bedroom House

1501 - Construction-In-Progress	
1501-3 - Habitat House	
01001 - General Conditions	5,500.00
02001 - Site Work/landscape	15,000.00
03000 - Concrete	9,000.00
06100 - Rough Carpentry	18,000.00
06200 - Finish Carpentry	5,000.00
07000 - Foundation	2,000.00
07100 - Insulate Structure	5,000.00
07600 - Roofing	6,000.00
08100 - Interior doors/hardware	2,000.00
08200 - Windows/Exterior doors	2,000.00
09200 - Drywall	7,000.00
09500 - Siding/Exterior Trim	3,000.00
09600 - Flooring	2,000.00
09900 - Painting	750.00
10001 - Specialties	750.00
11500 - Appliances	3,000.00
12000 - Cabinets/Counters/Vanities	3,500.00
15100 - Plumbing	18,000.00
15300 - Heating	7,500.00
16000 - Electrical	9,000.00
Total 1501-3 - Habitat House	122,000.00
Construction Supervision	25,000.00
Total - Construction-In-Progress	147,000.00

Attachment C

Mid-Coast Habitat for Humanity, Inc.

Cash Flow Budget

BUDGET

Fiscal Year July 1, 2020 through June 30, 2021

FYE2021

REVENUES:

Mortgage Receivables	24,000
Affordable Mortgage House Sales	100,000
Regular Market Sales	-
ReStore Sales (net of sales tax)	210,000
Donations	105,000
Grants	50,000
Philbrick [Loan Proceeds & House Sales]	789,800
Maine St Housing	300,000
Fundraisers (events, raffles, etc.)	25,000
Misc. (int. & late fees)	3,000
Total Revenues	1,606,800

EXPENDITURES:

Payroll	198,246
Program Expenses	38,500
ReStore Expenses (truck, utilities, mkting)	44,600
Fundraising Expenses (adv,events, mkting, pubs)	10,000
Administrative Expenses	74,000
Cost of Homes:	
Regular	40,000
Philbrick Development [Expenses & Loan Payoffs]	974,912
Maine St Housing	200,000
Debt Service:	
MHFH Building	12,356
Truck Loan	5,916
Total Ordinary Expenditures	1,598,530
Extraordinary:	
West Street Improvements	5,000
St George	5,000
Total Expenditures	1,608,530

Net Change from Operations

(1,730)



Attachment D



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Incorporated in 1990, Midcoast Habitat for Humanity is a 501c(3), non-profit affordable housing organization serving Knox County.

Our Team

Tia Anderson, Executive Director	Camden, Maine
Peter Fagonde, Construction Supervisor	Hope, Maine
Jennifer Hixon, ReStore Manager	Camden, Maine
Rosemary Lambert, Administrative Assistant	Camden, Maine

Our Board

Susan Taylor, President	Camden, Maine
Maggie White, Secretary	Camden, Maine
Robert Holland, Treasurer	Rockland, Maine
Peter Berke	Camden, Maine
Vicki Doudera	Camden, Maine
Justin Edelstein	Rockport, Maine
Robert Fillnow	Camden, Maine
John Healey	Camden, Maine
Kessler Horty	Camden, Maine
Jacqueline Wheelwright	Camden, Maine
Gerald Zwick	Thomaston, Maine

Collaborative Partners

Camden National Bank
Town of Camden
Knox County Homeless Coalition
Maine Housing
City of Rockland
St. George Community Development Corp
Town of Warren

Current Subcontractors

Brookside Plumbing and Heating, Mike Eaton
Feener Foundations, Chris Feener
George C. Hall & Sons, William Reinhardt
Horch Roofing, Peter Horch
Landmark Corporation, Michael Sabatini
Lee's Electric, Lee Hickey
TJ's Excavation, Terrance Benner



LANDMARK CORPORATION

SURVEYORS & ENGINEERS

K. MARK BARBOUR, PLS

MICHAEL J. SABATINI, P.E.

In business since 1988, Landmark is a full-service surveying and civil engineering consulting firm with an office at 135 Rockland Street, Rockport. We provide consulting services to clients throughout the state.

Who We Are

Our small group of well-trained and experienced professionals includes:

Michael J. Sabatini, P.E.

K. Mark Barbour, PLS

Joel Lufkin, P.E.

Edward Thibeault, PLS

Sean Flanagan, Survey Technician

Camden, Maine

Waldoboro, Maine

Nobleboro, Maine

Lincolnton, Maine

Rockland, Maine

What We Offer

Landmark helps clients plan and undertake property transfers, construction projects, and general site development. We can assist with everything from establishing legal boundaries to designing complex developments - including obtaining permits, creating site plans, and managing construction.

Our services include the following:

- Boundary and Topographic Surveys
- Site Planning
- Grading and Roadway Planning
- Water and Sewer Design
- Construction Stakeout
- Project Management
- Subdivision
- Bidding and Construction Administration
- Federal, State, and Local Permit Application
- Mortgage Loan Inspections

Our Municipal Experience

Landmark has a combined experience in surveying and engineering of over one hundred years with everything from topographic and boundary surveys to subdivisions, permitting, site plans, and utility design. Our projects vary greatly, but relevant municipal projects include:

City of Rockland – Thorndike Parking Lot Infrastructure Improvements: Landmark together with Regina Leonard, Landscape Architect, conducted stakeholder outreach and planning to prepare an overall schematic site plan, cost estimates, and phasing plan. We then

prepared Phase 1 construction drawings and assisted with bidding and construction administration.

City of Rockland – Public Landing: Landmark together with Regina Leonard, Landscape Architect, conducted stakeholder outreach and planning to prepare a concept plan and vision for the piers, floats, and harbor master's building at the Rockland Public Landing. Cost estimates and a phasing plan were also prepared.

City of Rockland – Limerock Street: Landmark prepared plans and specifications for reclaim and repave of approximately ½ mile of Limerock Street. We conducted bid and construction administration.

City of Rockland – Thompson Meadow Bridge Replacement: Landmark prepared plans and specifications for replacement of a failing bridge with a steel arch. The design is in compliance with the Stream Crossing Public Infrastructure Improvement Grant administered by DEP. Environmental permitting was avoided by complying with exemptions. We are providing both bid and construction administration support to the City.

City of Rockland – Storm and Sanitary Sewer Separation – Park and Main: Landmark is currently assisting the City with design, specification, and bidding of a storm and sanitary sewer separation project at the intersection of Park and Main Street. This project requires careful planning to avoid utility conflicts to accomplish the separation goals. The work will include bid and construction administration.

Town of Rockport – Harbor Marine Park Infrastructure Improvements: Landmark together with Regina Leonard, Landscape Architect conducted public and stakeholder outreach and planning to prepare an overall schematic site plan. We prepared Lighting/Electrical Plans that were implemented with SHIP funding.

Town of Union – Culvert Evaluation Landmark provided culvert replacements reports including an existing condition survey, capacity evaluation, replacement recommendation, and cost estimate. The work was included in a Infrastructure Grant applications.

Town of Union – Embankment Stabilization Landmark provided evaluation and design for North Union Road Bridge Embankment Repairs. The scope of work included evaluation of the steel plate arch bridge and erosion problems. We prepared drawings and specifications as well as administered the bid and construction for complete stabilization of the embankment and improvement of drainage.

Town of Union – Drainage and Repave Landmark provided schematic drainage design and paving plans and specifications for Cole and Rabbit Farm Roads. The Town administered the bids and Landmark provided construction administration support.

Town of Union – Sidewalk Grant Application Landmark prepared the full MDOT application for Bicycle and Pedestrian Program Funding. In addition to direct coordination

with MDOT program managers, the work included plans, exhibits, and narrative to present a full and compelling application for sidewalk projects in and around the center of Union.

Town of Union – Building Assessment Landmark prepared an evaluation and capital needs assessment for the Thompson Community Center. Together with other engineers and an architect, we evaluated the condition of the structure, finishes, systems, and environmental condition of the former High School. The immediate repair or replacement needs were identified and the service life of finishes and systems were evaluated to prepare a 20 year capital needs assessment.

Town of Lincolnville – Beach As-built On a yearly basis, Landmark monitors beach erosion that may be impacted by the wave break associated with the ferry terminal. We established survey control and measure and report changes that occur.

Village of Bayside, Northport – Seawall Assessment Together with Milone and McBroom and others we evaluated options for the replacement of a wood cribwall near the village pier. Numerous options were considered with impact on parking, access, aesthetics, and cost.

Town of Thomaston – Union Block Streetscape: Landmark together with Regina Leonard, Landscape Architect, conducted stakeholder outreach and planning to prepare an overall schematic site plan, cost estimates, and phasing plan for the back of the business block. Landmark then prepared construction drawings for Phases 1, 2, and 3. We are currently proceeding with the construction drawings for the 4th and final phase of construction.

York Village Revitalization – Teaming up with Regina Leonard, Milone & MacBroom, and others Landmark contributed survey, site design, and utility design services to a downtown master plan effort. The Team conducted extensive stakeholder and public outreach and utilized the feedback to prepare a plan that garnered town wide support. We now are continuing with the design and permitting process.