



Proposal Submission for Town of Falmouth Workforce Housing Development Partner

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Introduction:

Proposal Submission

March 14, 2024, 12:00pm

Town of Falmouth

271 Falmouth Road

Falmouth, ME 04105

This letter outlines the proposal which Scittery Woods Partners (“Developer”) is submitting to the Town of Falmouth in response to the Request for Proposal for 2 Marshall Drive. This RFP Response is to serve as a preliminary outline of the developer’s plans for the property, which may be amended at the Town of Falmouth’s request, or if necessity dictates a change during the development process.

Definitions:

<u>Subject Property:</u>	2 Marshall Drive, Falmouth ME, 04105
<u>Property Description:</u>	A 25±-acre parcel of land improved with a 7,980± SF, single story building currently service as a police station and further described by the Falmouth Assessor as Map R01, Block 1
<u>Developer:</u>	Scittery Woods Partners
<u>RFP:</u>	Request for Proposal for 2 Marshall Drive with a due date of March 14, 2024



Scittery Woods is housing designed to be attainable to EMTs, firefighters, teachers, nurses, town employees, entry-level professionals, and those earning 120% of Area Median Income or less. It is not the goal of this development to create long-term income restrictions for this housing as those restrictions create unintended consequences such as discouraging upkeep and remodeling of a home. Instead, Scittery Woods will have several mechanisms in place which will make home ownership truly attainable and giving the individual owners the ability to gain equity to build long-term wealth.

The purpose of Scittery Woods is to provide access to those who find themselves in the midst of a housing crisis which is making it extremely difficult to buy a home, build wealth, and have a sense of community. This is housing which will be priced at a level that makes it attainable to important yet vulnerable members of the Falmouth community. If the project does not sell out to this community of people, we will open sales to all qualified buyers with the restriction that the units be owner occupied. Attainability will be further enhanced by downpayment assistance.

As shown in Cape Elizabeth and Cumberland, traditional Affordable Housing is politically divisive. This is why we have taken a new approach which elegantly blends the Town of Falmouth's goals of creating housing for its employees and younger buyers, maintaining long-term attainability, not disrupting the character of the town and the important societal goals of helping end the housing crisis while also allowing individuals to build wealth.

Highlights:

- Scittery Woods is a forty-nine unit, 2 Bed/1.5 Bath townhome project. Each townhome will be comprised of a first-floor garage with additional storage space. A second-floor kitchen, living area, and lavatory. And a third-floor with two bedrooms and a full bath.
- Each townhome will be sold at \$425,000.
- All units will be built to high performance energy standards with high efficiency systems.
- This project will be located on the South Easterly side of Scitterygusset Creek. Greenspace with walking trails will be developed on the Westerly side of Scitterygusset Creek.
- This proposal requires no rezoning or variances. It does not include any density bonuses associated with LD 2003.
- This project utilizes traditional financing sources.
- All members of Scittery Woods Partners are ready to get to work on this project immediately upon being awarded this RFP.
- Scittery Woods Partners has combined over 80 years of real estate experience, including construction, planning board approvals, architecture, market analysis, housing policy, sales, and financial experience.





Scittery Woods
Aerial View

Company Contact Information

Scittery Woods Partners

65 Newbury Street

Portland, ME 04101

Office: 207-761-9000

Kevin's Cell: 207-838-3410

John's Cell: 207-829-8305

Andy's Cell: 207-838-4222

Anne's Cell: 207-756-0196

Email: andy@portcityarch.com, kevin@gravitysports.org,
annehyland5@gmail.com, and jfinegan@boulos.com

Mission Statement:

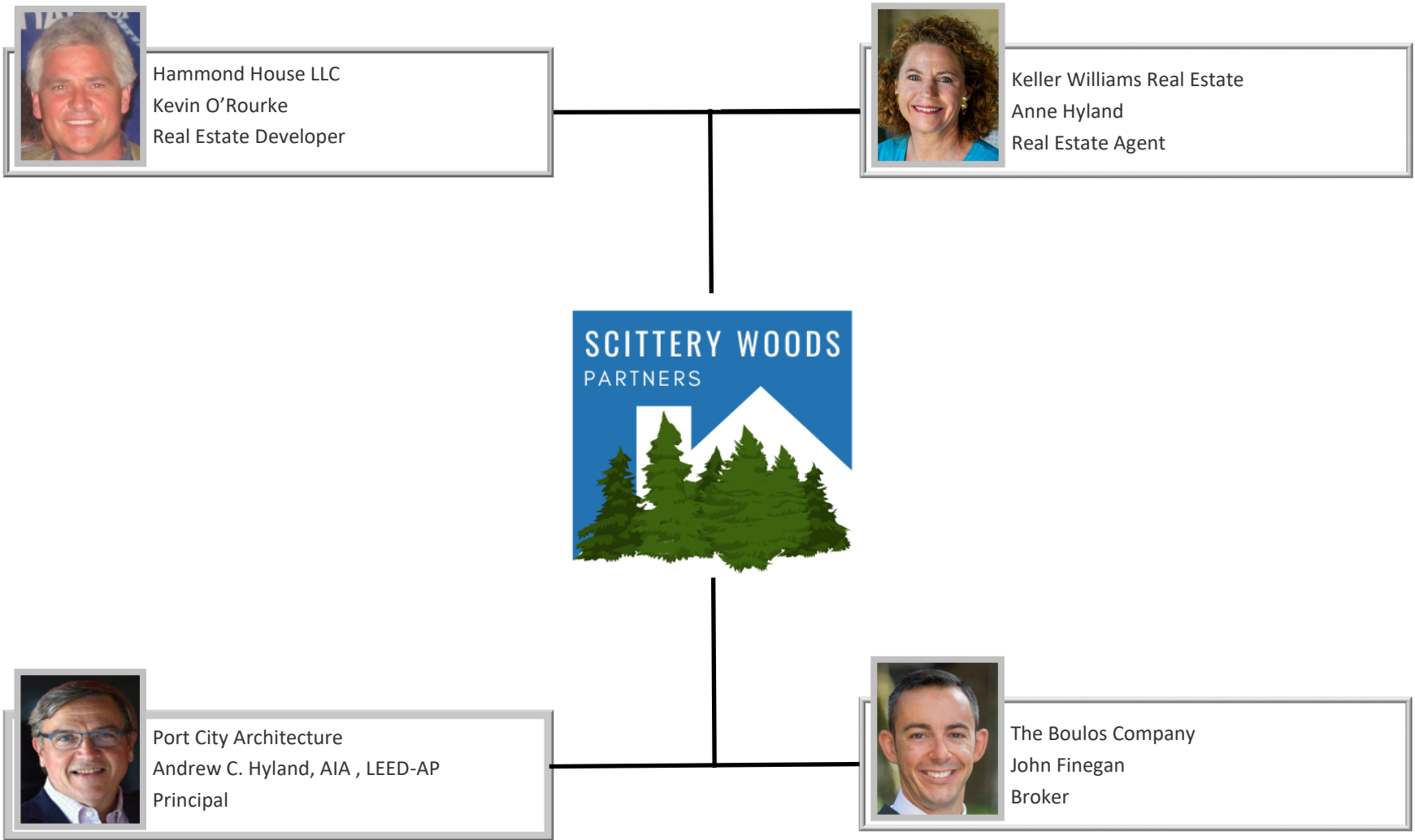
At Scittery Woods Partners, our mission is to create sustainable developments that enhance the communities we serve. We are committed to designing and building projects that prioritize functionality, beauty, and social responsibility, while adhering to the highest standards of quality and integrity. Our goal is to not only meet, but exceed the expectations of our home owners, stakeholders, and the public at large. We strive to foster a culture of collaboration, creativity, and continuous learning among our team members. Ultimately, we aim to leave a positive impact on the world by creating developments that benefit the community, and target a demographic of homebuyer which is left in the dark in the current housing market.



Four Monument Square:

Mixed-use retail and residential project—A Port City Architecture Project







Licenses

Architect: Maine # 2037

Architect: NH # 2295

Education

University of Colorado:
Bachelor of Architecture &
Environmental Design

USGBC LEED Accredited
Professionals



Andrew C. Hyland, AIA , LEED-AP

Maine Licensed Architect

Principal

Andy has been president of Port City Architecture since 1995. He is an AIA member and LEED-AP certified. He has been a resident of Falmouth for 28 years and has been involved in the local Falmouth community during that time. He has designed numerous projects in Falmouth over the years and has served on the committee which drafted the Falmouth Village zoning ordinance and is an architectural peer reviewer for the Falmouth Planning Board. He has many years of successful design and permitting projects of great diversity and size in communities throughout Maine.

Andy has a long interest in developing quality housing solutions that provide living opportunities in the same community where one works to reduce sprawl, automobile congestion, and pollution. He has been specifically interested in this site since designing the Falmouth Police Station in 2007.

Sample projects include:

Ridgewood in Falmouth (a planned cluster community of over 100 units)

Falmouth Police and Fire Stations

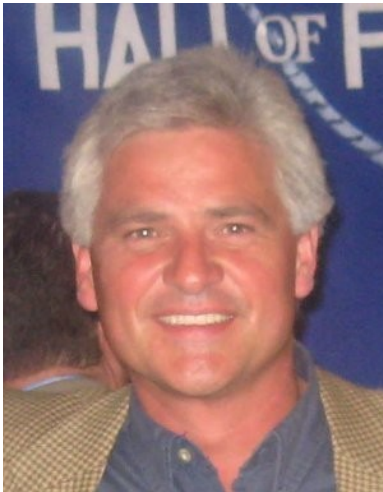
Federal Street Townhomes, Portland

Dockside Restaurant, Falmouth

Falmouth Village Shopping Center

Casco Bay Ice facility





Education

Trinity College: BS in Arts 1981

Wharton School of the University of Pennsylvania: Marketing Strategy and organization Management 1998

Hammond House LLC

Kevin O'Rourke

Real Estate Developer

Kevin attended Trinity College and graduated in 1981. From 1984 – 2002 he worked in the marketing industry, including as the president of Momentum Worldwide for 5 years. In 2000, Kevin and his family moved to Yarmouth, ME where he began renovating and rehabilitating houses and eventually grew to real estate development. He has successfully permitted and served as a general contractor for more than 90 homes and apartments in Yarmouth, Freeport, Falmouth, and Portland

Kevin's developer resume included:

- Hammond House, Portland, ME
 - A 16-unit, single building condominium project on the corner of Fox and Hammond St.
- The Preserve at South Ridge, Falmouth, ME
 - An 18-home, single family development in West Falmouth with lots ranging from 0.5 to 0.8 acres
- Winchester Woods, Portland, ME
 - A 48-unit housing development consisting of four, twelve-unit buildings with a mix of market rate and affordable units.
 - The property had significant issues, including wetlands and a significant CMP easement, which made development difficult.
 - Kevin was able to secure a Planned Residential Unit Development (PRUD) density bonus, which made the deal financially feasible.
- The Preserve at Redding Creek, Freeport Maine
 - An 8-unit condominium complex at the corner of South Freeport and Staples Point Road

If selected, Kevin's responsibilities for this development will include bidding overseeing general contractors, scheduling the construction, bidding, and ensuring quality control .





Licenses

Associate Broker License
Number BA922272

Education

University of Colorado: BA in
communications 1983

Keller Williams Real Estate Anne Hyland Associate Real Estate Broker

Anne has been a resident of Falmouth since 1995, where she and her family have been actively involved in the community and the schools. She is an Associate Broker with the ABODE Team at Keller Williams Realty. One of her passions is helping home buyers get into their first home. Understanding their needs, the market, and the home buying process is essential to them accomplishing this goal.

Anne brings with her a network of collaborators within Real Estate Sales, Title companies, and Lenders. She has a deep understanding of what banks look for when underwriting residential mortgages, including FHA loan eligibility.

If selected, Anne's responsibilities for this development will include bringing Real Estate Market data, Home Buyer knowledge and needs, and their unique design needs to this project, while assisting in meeting the sales goals for the target market.

Professional and Civic Affiliations:

- MEREDA- Maine Real Estate Development Association
- Greater Portland Board of Realtors
- Maine Association of REALTORS
- Falmouth Food Pantry Volunteer



**Licenses**

Associate Broker License
Number BA925839

Education

NYA, 2010
UNH, 2014: Bachelors in Ac-
counting and Finance, gradu-
ated Magna Cum Laude

The Boulos Company John Finegan Broker

John was born in North Yarmouth in 1991, attended Greely and NYA, and now lives in South Portland with his Fiancee, Elizabeth, who is also a life-long Mainer. He is an Associate Broker at The Boulos Company. His primary role is helping clients buy, sell, and lease commercial real estate. He also works with market rate and LIHTC housing developers in identifying and acquiring properties for development, as well as representing property owners with land ideal for residential development.

John is the Co-Chair of MEREDA's Local Issues Committee which focuses primarily on policymaking and political advocacy as it relates to housing development.

If selected, John's responsibilities for this development will include working with the town and attending meetings to understand the community stakeholder feedback, administrative tasks, and financial modeling.

Professional and Civic Affiliations:

MEREDA: Local Issues Committee Co-Chair

MEREDA: DevelopME Member

Maine Association of REALTORS



**Federal Street Townhomes
Portland, ME**

2. Please describe your experience conducting similar types of mixed income and mixed types of affordable housing.

Kevin's most recent development, Winchester Woods, was subject to Portland's 2020 Inclusionary Zoning requirement. Kevin constructed 12 Affordable (30% of the pre-tax income of those earning 80% of Portland AMI) units which are deeded to be Affordable for 30 years from first occupancy. The total scale of the project is 48 apartments in four separate buildings.

In addition, Kevin has a broad range of experience in building single-family houses, multi-unit condominiums, apartments, and duplex condominiums.

Experience in Affordable housing is important when seeking subsidies. However, our proposed development utilizes traditional funding sources and does not require subsidy to be completed.



Hammond House
Portland, ME

3. Please describe your experience working with municipalities to create affordable workforce housing.

Kevin's Hammond House project was subject to Portland's 2015 Inclusionary Zoning requirement. Kevin elected to pay the Fee In Lieu for these affordable units, which went directly to the Jill C. Duson Housing Fund. At his Winchester Woods development, Kevin worked directly with the City of Portland to understand the requirements of the 12 Affordable units. The city worked collaboratively with Kevin, including making change orders during the development process which Kevin was able to accommodate, including the integration of electric vehicle charging stations.

Mr. Hyland has worked with municipalities for over 40 years. He has assisted towns in writing zoning amendments including the Casco Bay Ice overlay zone in Falmouth. He is the architectural peer reviewer for South Portland for all of their single family and multi-family residential projects and has assisted Falmouth with peer reviews for the planning board. His extensive knowledge of Falmouth and Falmouth's zoning ordinances will be invaluable in working with the town to fill this housing need. He has adopted many construction techniques that provide quality durable construction at affordable prices.



The Preserve at South Ridge
Falmouth, ME

4. Please describe your experience securing necessary approvals from municipalities.

Kevin has successfully navigated the permitting process in Freeport, Yarmouth, Falmouth, and Portland, completing over 90 total housing units.

In addition, Kevin was chairman of the Yarmouth planning board for five years. During his tenure, the town passed the character board building code and successfully permitted significant commercial projects, including the Patriot Insurance building on Route 1 and the dramatic expansions of the former Cole Haan headquarters by Tyler Technologies.

Andy Hyland has spent over 40 years working with municipalities in many facets. He has successfully permitted hundreds of projects in a variety of towns throughout Maine including the Ridgewood cluster housing development in Falmouth. Andy is very attuned to the local community's pulse and will help navigate our team to a successful project design that expands housing opportunities in town.





Concept

**Winchester Woods
Portland, ME**

Kevin is currently developing Winchester Woods in East Deering, Portland. A 48-unit for-rent development with 12 units affordable 80% of AMI to be completed in Q2 of 2023.

The Developer originally submitted an RFQ in April 2023 which outlined a plan to develop 64 units. Since that meeting, The Town hired an Environmental Engineer to perform a vernal pool analysis on the property. Subsequently, the Developer hired a landscape architect to study the wetlands and other town ordinances which impact the Site. Based on these findings, the Developer has adjusted its conceptual plans. **Exhibit E** shows the plan. This new proposal would build a 670' road from the stubbed road on Marshall Drive and go towards the creek. Along that road, a mix of two, three, and four-townhome buildings would be constructed. The new total number of units is 49.

This plan is well within the Maximum Residential Density allowance in the existing MUC zone and 19-64.1 requirements. It is also in compliance with existing height restrictions.



Guilford Court Condos
Portland, ME

These townhomes will be sold at a price of \$425,000.

The first-time sale of these townhomes will be restricted to households earning up to 120% of Area Median Income. If we are unable to sell all units with this income restriction in place, the income restriction will be lifted.

The RFP states that 100% Falmouth Median Income is \$133,033, and that income is adequate to purchase a home which costs \$419,773. Therefore, 120% Falmouth Median Income is \$159,640, and that income is adequate to purchase a home which costs \$503,728. However, the Falmouth Median Income does not capture the incomes of many households who are currently displaced from Falmouth. Therefore, this development is using Area Median Income, as established by Housing and Urban Development for the Portland MSA, and as referenced in the RFP in section 8, paragraph E and again in Addendum 1, Question 3.

Below is our calculation to demonstrate that this pricing makes it attainable to those making 120% of AMI:

Sale Price	\$ 425,000
Down Payment (20%)	\$ 85,000
Loan Amount	\$ 340,000
Interest Rate*	4.240%
Amortization (years)	30
Monthly Mortgage	\$ 1,687

*Interest Rate is the average national mortgage rate over the past thirteen years as determined by the Freddie Mac Primary Mortgage Market Survey.

Estimates for the costs of insurance and HOA fees are based on market knowledge.

Utility estimates are established with guidance from Portland Housing Authority.

The taxes can be estimated by (Purchase Price) / \$1,000 x (Mill Rate), which is \$425,000 / \$1,000 x 12.64 = \$5,372 annually / 12 months = \$447.67 monthly.



Monthly Mortgage	\$ 1,687
Monthly Insurance	\$ 50
Monthly Taxes	\$ 448
Monthly Utilities**	\$ 270
Monthly HOA***	\$ 50
Total Monthly Housing Cost	\$ 2,504

**Utilities assumptions: space heating (electric heat pump), cooking (electric), other electric, water heating (electric), water, sewer.

***HOA includes plowing, landscaping, and trash removal

The RFP Addendum 1 establishes metrics for affordability. It states that the town desires “a development in which a household whose income does not exceed 120% of the median income for the area (as defined by the United States Department of Housing and Urban Development) can afford 51% or more of the units in the development without spending more than 30% of the household’s monthly income on housing costs.

“The Town is interested in housing that is as affordable as possible and would welcome ideas and partnerships that go beyond the minimums outlined. Town staff have compiled HUD data for the 2023 income limits at both the 80% and 120% levels below, adjusted by family size. These figures may change in May 2024 as HUD publishes revised Data.”

Falmouth (Portland HMFA HUD 2023 Income Limits)								
Median Income: \$119,500								
Adjusted by Family Size								
INCOME LIMITS	1	2	3	4	5	6	7	8
80%	\$ 66,920	\$ 76,480	\$ 86,040	\$ 95,600	\$ 103,248	\$ 110,896	\$ 118,544	\$ 126,192
120%	\$ 100,380	\$ 114,720	\$ 129,060	\$ 143,400	\$ 154,872	\$ 166,344	\$ 177,816	\$ 189,288

Using the data above a two-person family earning \$114,720 (120% of AMI) would be “Cost Burdened” if they spend more than 30% of their income, or \$34,416 per year, on housing. This housing would cost \$30,051 per year. A one-person family earning \$100,380 would be ‘Cost Burdened” if they spend more than \$30,114 per year on housing. This housing would cost \$30,051.

We propose a project of 49 townhomes spread across 14 buildings. The subdivision plan showing how the buildings can be found on **Exhibit E**. The development will be exclusively located on East of Scittery gusset Creek. It will tie into town water and sewer where it is located on Marshall Drive.

Each townhome will be three stories comprised of a first-floor with a 1.5x car-length garage, a second-floor with a kitchen, living area, and lavatory, and a third floor with two bedrooms and a full bathroom. Additionally, each townhome will have a 37' driveway. The townhomes will be slab on grade. Renderings can be found on **Exhibit B** and Floorplans can be found on **Exhibit C**.

Andy Hyland designed the police station for the Town of Falmouth and is familiar with the site and its limitations. It is from Andy's knowledge and experience working at this site that we understand there is significant ledge which is why we elected to build slab on grade

Stylistically, the units will blend with nearby neighborhoods and will not impede the character of the area. We see this as a material consideration as it will likely be a critique of community members when seeking approvals. Know that this was taken into consideration during design.

All of this housing will be for-sale housing. There is a housing crisis impacting Southern Maine and it has made housing unattainable for many. The housing crisis has cost burdened many people, and it also leaves those without any real estate ownership left out of the housing market. Construction affordable rental housing units alleviates the number of individuals who are cost burdened, but it does not do anything to help get more individuals into home ownership. The Developer wanted to create for-sale housing as a way of getting individuals into home ownership, allowing the create long-term wealth and lead to a prosperous life.

Generally speaking, individuals living in homes they own take better care of them than individuals living in rentals. Homeowners care more about maintenance, their community, and the health of their neighborhood. Falmouth is a town which cares deeply about its character, and therefore is better suited for for-sale homes rather than rentals.



The goal of Scittery Woods is to get young people and town employees into home ownership within Falmouth. Presently, housing is prohibitively expensive; it is unrealistic that these young people and town employees have \$150,000 for a downpayment, only to then be paying \$6,000 a month for their mortgage. It is important therefore that the housing be priced at a level which is attainable, but that pricing alone still requires a hefty downpayment.

Below, we outline five mechanisms which once implemented would create a system that would allow for downpayment assistance, allow for the homeowners to benefit from appreciation, create long-term affordability and attainability, encourage upkeep and capital improvements, and prohibit any bad actors from benefitting from the program.

Here are the mechanisms we suggest:

- Initial sale price of \$425,000. The first-time sale of these townhomes will be restricted to those earning 120% Area Median Income. If they don't sell out, income restrictions will be lifted.
- Money from the land acquisition will be used to create a new Downpayment Assistance Program. The downpayment will act as an interest-free secondary loan. The money will be returned to the Downpayment Assistance Program upon the next sale.
- Appreciation of the home will be split between the owner and the Town, with more going to the owner the longer they stay there, and all going to the owner after 5 years of ownership.
- Units must be owner occupied. They can not be rented.

We will work with the town to develop these mechanisms in more detail.



Sustainability Measures, Energy Efficiency Technologies, Protections of Sensitive Environmental Areas

We have reviewed the Town's environmentally preferable procurement policy and are pleased to report that Scittery Woods Partners are committed to environmental sustainability in the developments we provide and in the daily practice of our business.

As a residential developer, the most important aspect of reducing the negative impact on human health and the environment is in the buildings and sites that we design. We are committed to meeting the standards of LEED Silver certification and to provide energy efficient and healthy human environments. Our design team has completed many LEED certified projects, and Partner, Andrew Hyland, AIA was a founding board member of the Maine chapter of the US Green Building Council.

We are committed to specifying building materials with the least carbon footprint possible for the required application. We specify building products in our designs that will not produce harmful off-gassing. We strive to ensure that building occupants in our projects have ample access to natural light, fresh air, and individual control of their personal environment.

Our buildings will be super insulated and require little energy for heating and cooling. We will specify high efficiency electric heat pump systems and avoid fossil fuel systems and other carbon producing systems. To the greatest degree possible we will orient our building roof planes to optimize solar PV panels.

Scittery Woods Partners is committed to reducing or eliminating all negative aspects to human health and the environment in every aspect of our business. We are pleased that Falmouth considers the environment in their procurement of goods and services, and we look forward to working together.

Energy efficiency of the units will be determined by the latest published energy code, whether or not they have been adopted by the State of Maine, otherwise known as the "stretch code". These townhomes will feature high-efficiency, electric appliances. The townhomes will be insulated with R-values which will exceed the present code. Windows will be Energy Star qualified windows using low U-factors.

The section of the Site to the West of Scitterygusset Creek will be preserved as greenspace, and walking trails will be created which will be accessible to anyone and can be connected to the existing, nearby walking trails shown on **Exhibit G**. In our redesign for this RFP, we worked carefully to preserve wetlands and have maintained a 75' setback from the wetlands which border Scitterygusset Creek.



From preliminary conversations with our contractor, and drawing from years of experience, we believe that total costs for this project will be in the range of \$18.3M. We would seek traditional financing through a bank for 70% of the cost and raise the additional 30% through a financial institution or private equity.

Conceptual Budget:

Revenue	
Sale Price	\$ 425,000
# of Units	49
Gross Revenue	\$ 20,825,000

Costs	
Construction (\$250/sf)	\$ 12,939,062
Infrastructure	\$ 1,500,000
Construction Management	\$ 1,100,000
Soft Costs/Loan Services	\$ 1,500,000
Commission on Sales	\$ 833,000
Land Acquisition	Intentionally not shown
Total Costs	Intentionally not shown

Pre-tax profit	Intentionally not shown
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Concept: Timeline

Proposal Submission

Milestone	Party Responsible	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026	Q3 2026	Q4 2026	Q1 2027
Housing Working Group Recommendation to Town Council	Falmouth												
Development Agreement to Town Council	Falmouth + Scittery Woods Associates												
Property Under Contract to conduct due diligence, including public outreach, design, securing financing, Planning Board reviews.	Scittery Woods Partners												
All Permits and Approvals Received	Scittery Woods Partners												
Infrastructure Work and Phase 1 (the first 20 units)	Scittery Woods Partners												
Phase 2 (the second 20 units)	Scittery Woods Partners												
Phase 1 Presales	Scittery Woods Partners												
Phase 2 presales	Scittery Woods Partners												





The Preserve at Redding Creek was developed by Kevin in 2005. It is an 8-unit condominium complex at the corner of South Freeport and Staples Point Road.

**The Preserve at Redding Creek
Freeport, ME**

Exhibit A—Zoning

Sec. 19-13 Mixed Use Cluster District (MUC) [Amended 4/25/22]

To establish within the Town of Falmouth areas for well-planned mixed use developments with access to the region's major highway system.

Permitted Structures and Uses	Conditional Uses
<u>Accessory structures</u> & uses [Amended 7/25/22]	<u>Outdoor recreation facilities</u>
<u>Accessory Dwelling Unit</u>	<i>[Repealed 4/25/22]</i> Place of Worship
<u>Business and professional offices</u>	<u>Excavating Business</u>
Wholly enclosed places of assembly, amusement, recreation, culture, and government	<u>Land reclamation</u>
Wholesale establishments	<u>Processing of Mineral materials for resale</u> [Amended, 4/25/88]
Warehouses	<i>[Repealed 4/25/22]</i>
<u>Light manufacturing</u>	<i>[Repealed 1/10/22]</i>
Retail and service establishments ¹	<u>Day Care Homes</u> [Adopted, 7/23/01]
<u>Two family</u> or <u>multi family</u> dwellings	Kennels [Amended 4/13/20]
<u>Research facilities</u>	
<u>Restaurants</u> (including carry-out or drive through restaurants)[Amended 11/14/12]	
<u>Residential planned developments</u>	
Municipal <u>buildings</u> and uses	
<u>Tradesman's offices</u>	

Permitted Structures and Uses	Conditional Uses
<u>Single Family Detached Dwellings</u> (only in established residential areas and except on lots fronting on Gray Road) [Adopted 5/28/96] <u>Tier I Personal Wireless Service Facilities</u> [Adopted, 4/25/05] <u>Tier II Personal Wireless Service Facilities</u> [Adopted, 4/25/05] <u>Commercial Schools</u> [Adopted 5/27/08] <u>Grocery retail</u> ² [Adopted 11/26/12] <u>Essential Services</u> [Adopted, 7/28/2014] Hotels³ Art and Craft Studios Day Care Centers Veterinary Clinics	
¹Maximum ground floor tenant area 50,000 square feet ²Maximum ground floor tenant area 60,000 square feet ³Maximum building footprint 20,000 square feet	

"MUC"- Mixed Use Cluster—Effective on: 4/25/2022

	Min. Lot Area (Sq ft)	Min. Lot Width	Max. Lot Coverage	Min. Setbacks			Max. Residential Density (sq ft) See Section 19-64.1
				Front	Side	Rear	
Single family detached & Accessory dwelling units	20,000	125 ft.	20%	25	20	40	10,000 with public sewerage or 20,000 w/o public sewerage
All other uses	--	200 ft.	30%	50	25	25	10,000 with public sewerage or 20,000 w/o public sewerage



Sec. 19-64 Net Residential Area

Sec. 19-64.1 Net Residential Area and Maximum Residential Density. [Amended 7/11/16, 11/14/16]

The maximum number of dwelling units for projects requiring Planning Board review shall be the quotient of the net residential area for the development site divided by the maximum residential density allowance as stated in the zoning district dimensional table. Net residential area shall be determined by subtracting from the gross acreage the following:

- 10% for roads and parking.

- Land which is cut off from the main parcel by a road, existing land uses, or where no means of access has been provided, so that it is isolated and unavailable for building purposes or for common use.

- Land shown to be in the flood way or coastal high hazard area on the Flood Boundary of Flood Insurance Rate Maps of the Town of Falmouth.

- Other land which is unsuitable for development in its natural state because of topography, drainage, or subsoil conditions. Specific conditions include but are not limited to:

 - Areas having sustained slopes in excess of twenty-five (25%) percent or unstable soils subject to slumping, mass movement, or accelerated erosion.

 - Areas classified as wetlands by state or federal law. [Amended 8/26/96]

 - Areas characterized predominately by "coastal wetlands" as that term is defined in 38 M.R.S.A. subsection 472(2). [Amended 12/22/86]

- Land in rights-of-way or easements.

- Land in Resource Protection Districts.

Effective on: 11/14/2016



Exhibit B – Renderings



Exhibit B – Renderings



Exhibit B – Renderings



Exhibit B – Renderings



Exhibit B – Renderings



Exhibit B – Renderings



Exhibit C—Floorplans

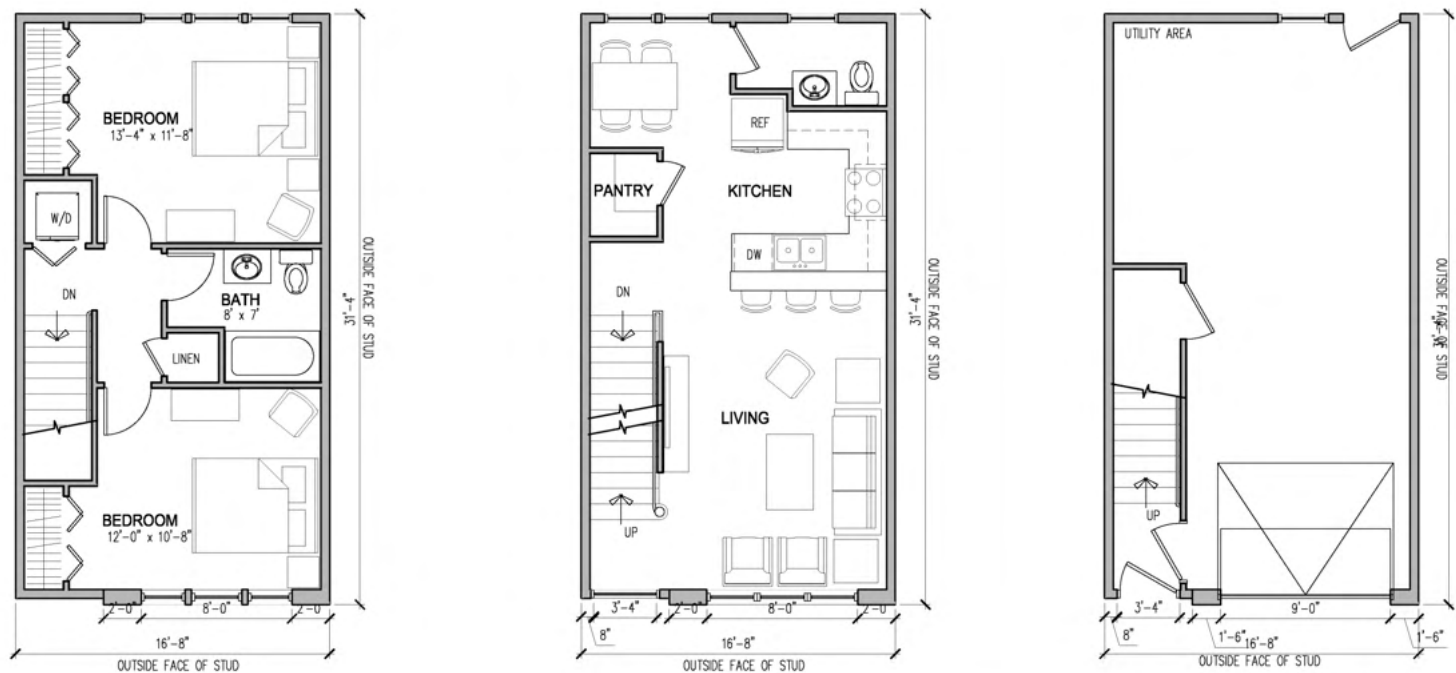
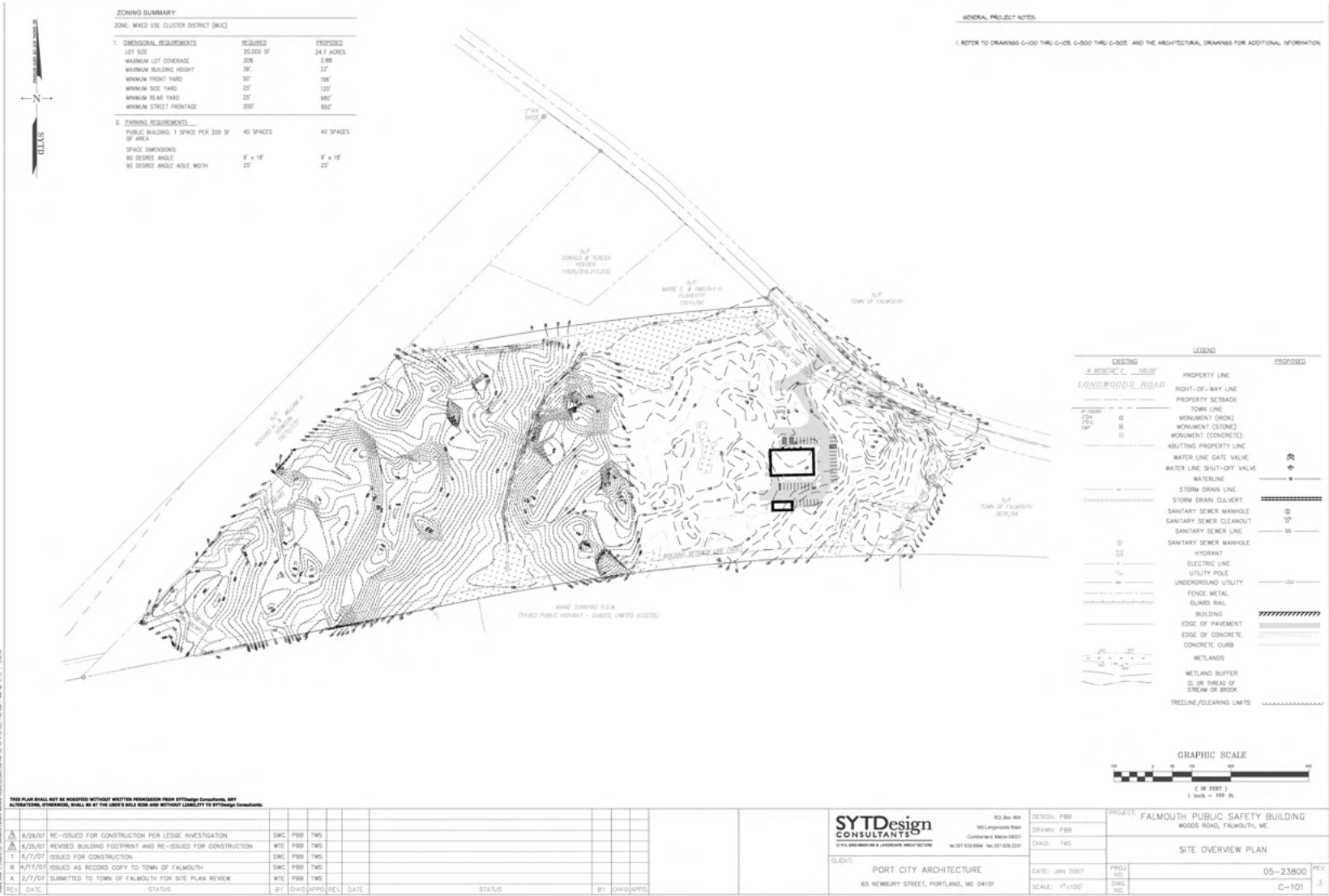


Exhibit D—The 2007 SYTDesign Site Overview Plan



Schedule & Exhibits

Proposal Submission

Exhibit E—The subdivision (Police Station 5 acres vs our 20 acres)

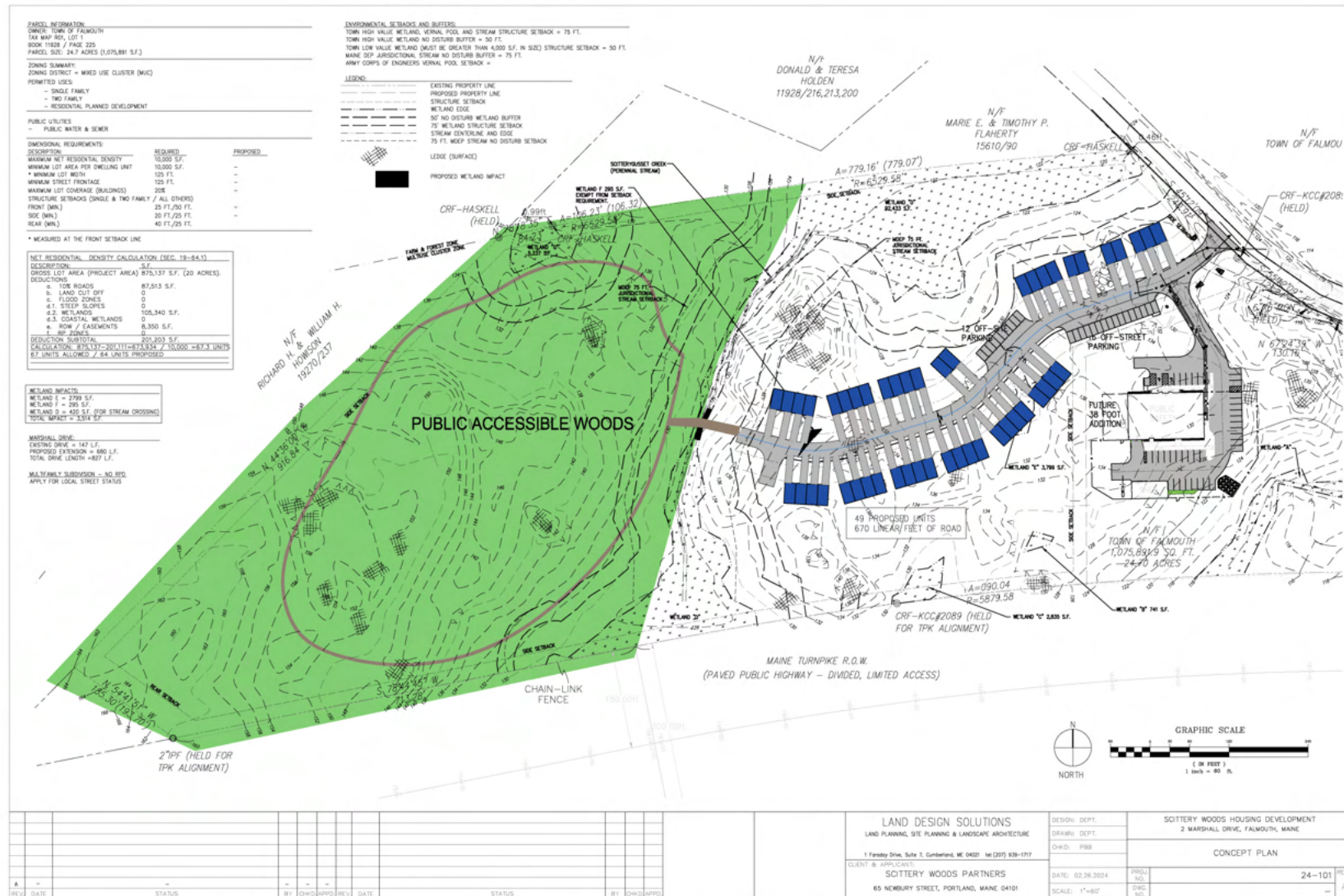


Exhibit E—The subdivision (Police Station 5 acres vs our 20 acres)



Exhibit F—Affordable Housing: Target Workforce

Affordable Housing: Target Workforce

Good to Know

Area Median Income (AMI)

The midpoint of a region's income distribution

Affordable

30% or less of income spent on housing including mortgage/rent, taxes, insurance, & utilities.
(Example: \$78,000 income for a single person = \$1950 per month or less for housing costs)

Falmouth Median Home Price

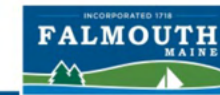
\$750,000 requiring an income of \$202,000

Target Workforce Demographic

Those making 60%-120% AMI comprises a wide segment of the workforce unable to afford market rate housing in Falmouth.

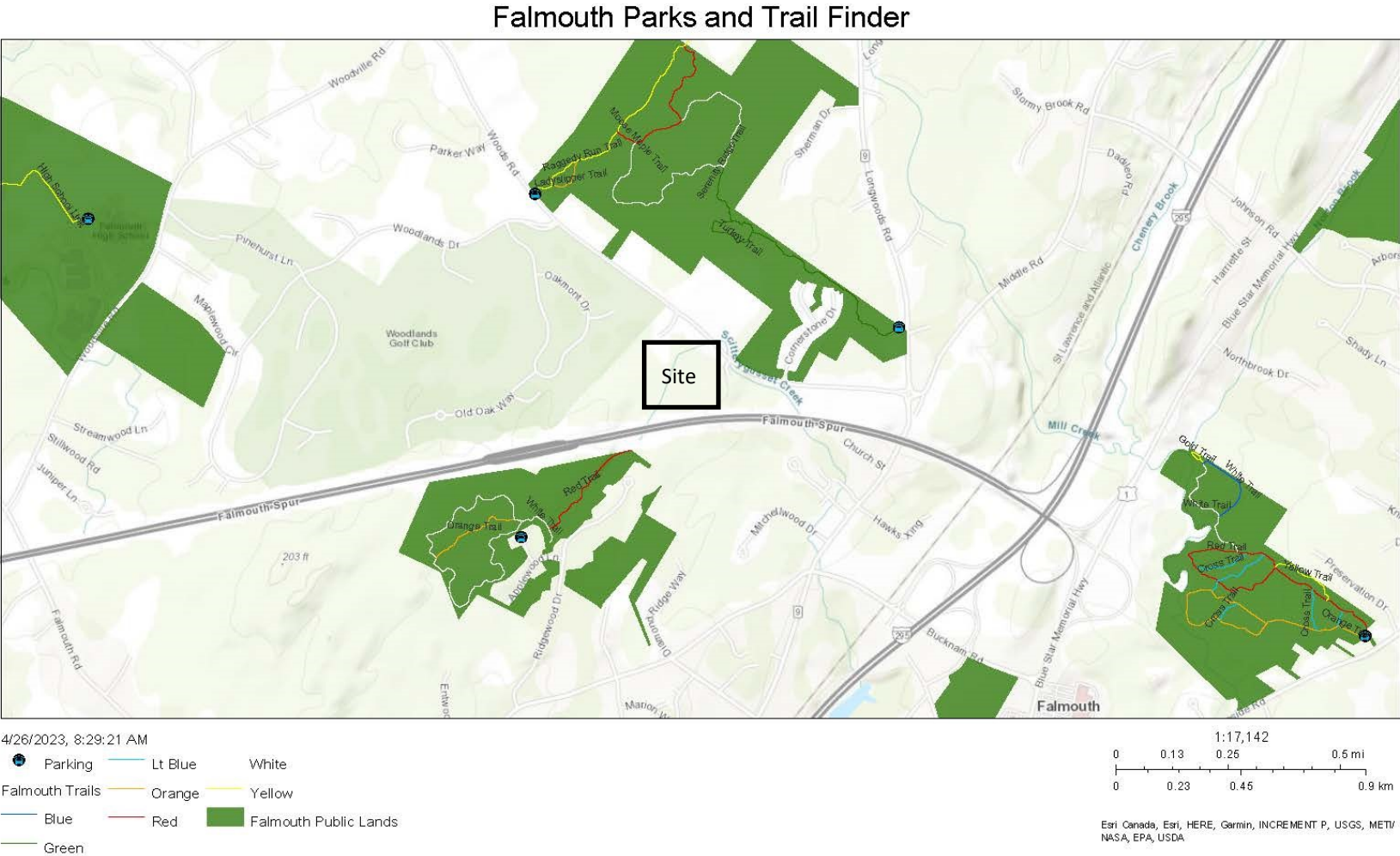
AMI				Housing Type
60%	\$46,920 30% = \$1248 School Bus Driver	\$53,640 30% = \$1341 Retail Cashier & Fast Food Worker	\$67,020 30% = \$1675 Hairstylist & Veterinary Asst.	Apartment  Rent
80%	\$62,550 30% = \$1563 Patrol Officer	\$71,500 30% = \$1787 CNA & Library Asst.	\$89,350 30% = \$2200 Auto Repair Worker & Dental Asst.	Townhouse  Rent/Own
100%	\$78,720 30% = \$1968 Teacher	\$89,400 30% = \$2235 Firefighter & Bookkeeper	\$111,700 30% = \$2792 Admin. Asst. & Retail Manager	Duplex/Multiplex  Rent/Own
120%	\$93,850 30% = \$2346 Electrical Engineer	\$107,250 30% = \$2681 HVAC Installer & Mail Carrier	\$134,050 30% = \$3351 Nurse & Social Worker	Single Family  Own

Sources: Zillow Housing Data Q3 2022 <https://www.zillow.com/research/data/>; Bureau of Labor Statistics May 2021 Metropolitan and Nonmetropolitan Area Occupational Employment and Wage Estimates Portland-South Portland, ME, https://www.bls.gov/oes/current/oes_76750.htm#00-0000



3/2023

Exhibit G—Falmouth Trails Map Scittery Woods



Town of Falmouth
Town of Falmouth







Scittery Woods Partners
65 Newbury Street
Portland, Maine 04101

Scittery Woods Partners proposes to purchase a portion of the Town owned parcel on Map R01, Lot 1, Book 11928, Page 225. We propose to purchase approximately 20.1 acres of the 24.7-acre lot, leaving approximately 4.6 acres of the parcel to remain under town ownership for the existing police station. We propose a purchase price of **\$500,000** for the approximate 20.1-acre portion noted above.

Kevin O'Rourke

3/14/2024

John Finegan

3/14/2024

Andrew C Hyland

3/14/2024