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March 31, 2010

Lou Vinios and Taki Pantazopoulos
c/o Falmouth Realty Associates
200 Stuart Street
Boston, MA 02116

**Re: Falmouth Shopping Center Property –
Future Development Parameters**

Dear Mr. Vinios and Mr. Pantazopoulos,

As you know, in November 2009 the Town of Falmouth, with your support, held a community event to solicit input on the possible expansion/redevelopment of the Falmouth Shopping Center (FSC) property. Thank you for providing that opportunity.



Following this event, an on-line survey was posted on the Town's website for two weeks and a report was produced outlining the key findings of the event and survey. (The report and its attachments can be found at the Town's website at <http://www.town.falmouth.me.us>.) Approximately 65 people participated in the event and 300 participated on-line. We felt both were a huge success. We hope you agree.

The Town's Community Development Committee (CDC), using the report's findings, developed a set of development/zoning guidelines to assist you in the marketing and planning efforts of the FSC property. On March 22, 2010, the Town Council reviewed and endorsed these future development parameters. They follow on page 3.

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The Falmouth Town Council envisions the following next steps:

1. pursuit of feasibility of Turnpike Ramp replacement with at-grade intersection in cooperation with the Maine Department of Transportation, Maine Turnpike Authority, and PACTS.
 - The Town will take the lead on that.
2. finalization of the 2005 Route One Study and adoption of proposed zoning amendments for Route One, including the FSC property.
 - The CDC is planning to present a Route One Study Update to the Town Council by end of April/beginning of May 2010);
3. update of the Master Development Plan for Falmouth Shopping Center.
 - Further discussions should be held between the Town and you as to the timing and respective responsibilities for development of such a plan. The Town understands that you would like as the next step to conduct pertinent market research regarding the suggestions that the Town has offered. After such research is complete, and before any formal plan begins to take shape, we hope that you will contact the Town to share your findings and work with us to develop the next steps.

The Town Council extends its appreciation to you and your representatives, Andrew Gilmore and Tom Churchill, for your excellent collaborative efforts to date.

We hope that the our future conversations will be as productive as the ones we have had thus far and will result in a development we will all be proud of.

Sincerely,



Cathy Breen, Chair
Falmouth Town Council

Attachment: Recommendations for Future Development at FSC Property, March 26, 2010

Copies to:

Town Council
Nathan Poore
Andrew Gilmore
Tom Churchill

Recommendations for Future Development at FSC Property

March 26, 2010

General

- Re-occupancy of the current vacancies in the existing shopping center has a high priority, but should follow the guidance of an updated master development plan. This may involve demolition and redevelopment of the existing vacant portions of the building.



- Creation of a walkable, pedestrian friendly Town/Village Center with a mix of uses in smaller scale buildings should be pursued.
- Any development at FSC property should be required to minimize negative impacts on residential areas and protect the natural environment as much as possible.



Footprint Limitation

- Single-tenant retail uses should be a permitted use with a maximum footprint of 60,000 sf and a conditional use with a maximum footprint of 90,000 sf at FSC property.
- Buildings with multiple tenants at FSC property would be a permitted use with a footprint cap of 90,000 sf (as long as no single tenant exceeds a maximum footprint of 60,000 sf).



Mix of Uses

- A mix of uses as part of any development should be pursued at FSC property.
- Residential units that are part of a mixed use building are viewed favorably.

Uses

- Preferred uses within the FSC development include small-scale retail uses, sit-down restaurants (without drive-thru service), residential uses as part of mixed-use buildings, medical and business offices, free-standing post office, mid-scale retail uses, banks and credit unions, and research/lab facilities.
- Hotels, auto service centers, and affordable housing such as apartments or low-cost condos, are considered appropriate at the FSC property.
- Uses with drive-through services, such as restaurants and coffee shops, banks and credit unions, and pharmacies should not be allowed at the FSC property.
- Automobile sales/car dealerships should not be allowed at the FSC property.

Building Height

- Building heights should be between two and four stories at the FSC property.
- There should be a mix of building heights.
- All buildings within the development should have at least two usable stories.



Transportation

- Pedestrian and bicycle facilities should be required within the FSC development and links should be made to the Route One sidewalks and the nature preserve or Route 88.
- There is support for the use of an internal street(s) within the development.



- Parking should be required to be minimized and located in small lots that are hidden from view including to the side or rear of buildings.

Turnpike Ramp



Ramp Facts:

- Ramp carries only a small amount of traffic
 - May be possible to eliminate it
 - Replace ramp and overpass with at-grade intersection
 - Parcel has about 12 acres
 - 1500' of frontage on Route One
 - Some frontage is in a sliver of land
 - Replacement may, or may not, be feasible
- The Town will explore the replacement of the Route One Turnpike Spur ramp with an at-grade intersection.
 - The Town will financially participate in the order of \$25,000 in studying the feasibility of this effort, if necessary.