

RFP Response – 2 Marshall Drive

TRANSFORMING FALMOUTH: A SUSTAINABLE VISION FOR WINSLOW'S WOODS

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GreenMars Real Estate Services Proposal for Falmouth Workforce Housing Development

Introduction

GreenMars Real Estate Services is thrilled at the prospect of partnering with the Town of Falmouth, Maine, to embark on a transformative journey aimed at increasing affordable homeownership opportunities for residents. Our vision for this partnership is rooted in our profound commitment to the communities of Maine—a commitment that is vividly embodied in our projects, such as Wilbur's Woods in Brunswick, Maine. This development, indicative of our approach, offers affordable luxury within a community designed to foster connectivity, shared experiences, and sustainable living.

Wilbur's Woods is a testament to our capability to blend modern architectural design with community integration, ensuring a lifestyle in harmony with both the natural beauty and the vibrant culture of its setting. The project features 21 single-family homes, purposefully priced below the area's median to make homeownership attainable for essential workers and young families. Our design philosophy emphasizes elegance, simplicity, and joy, creating spaces where residents can thrive in an environment that prioritizes open-concept living, natural light, and a seamless connection to the outdoors.

At GreenMars, founded by Maine natives Nate Green and Chris Marshall, we bring local expertise combined with innovative practices to every project. Our aim is not just to develop properties but to enrich the fabric of the communities we serve. We believe in building lasting relationships, ensuring that our projects contribute positively to the community's well-being long after completion.

Our proposal for Falmouth incorporates the principles of cluster housing—a model that offers numerous benefits such as promoting community and social interaction, preserving natural surroundings, and providing affordable and sustainable solutions to homeownership. Cluster housing encourages residents to connect, collaborate, and engage in community activities, creating a robust social network that enhances the quality of life. This approach also aligns with our dedication to sustainability, as it allows for the conservation of natural spaces, contributing to ecological balance and offering residents opportunities to connect with nature.

Furthermore, cluster development's flexibility can cater to a variety of community needs, from supporting the aging population with age-friendly designs to creating family-oriented environments with child-friendly spaces and safety considerations. It provides a gradual transition from urban to rural settings, promoting walkability and reducing infrastructure costs, while also offering a means to protect open spaces without relying on public funds.

GreenMars is intimately familiar with state and federal affordability programming, understanding the nuanced requirements for income levels and eligibility. Our experience

positions us uniquely to navigate these complexities, ensuring the Falmouth project not only meets but exceeds expectations for affordable housing development.

We look forward to the opportunity to contribute to Falmouth's affordable housing stock, leveraging our experience, innovation, and dedication to community values to create a development that the Town of Falmouth and its residents will be proud of.

GreenMars

GreenMars Real Estate Services, established in 2011, has rapidly grown into a leader in Maine's real estate development sector, specializing in both affordable and market-rate housing projects. Our extensive portfolio of over 30 successful projects showcases our commitment to quality, innovation, and community value across Southern Maine, including Brunswick, Portland, Saco, Gardiner, Augusta, Falmouth, Bath, and Yarmouth. Notable projects include the transformative conversion of historic buildings and large-scale developments that rejuvenate communities and promote sustainable living.

A. Organization and Leadership

Founded by Nate Green and Chris Marshall, GreenMars has demonstrated exceptional proficiency in real estate development, from residential rehabs and commercial adaptive reuse to groundbreaking multi-family and mixed-use developments. The company's strategic investment in its operational and management capacities underscores our commitment to long-term sustainability and community enhancement.

B. Experience in Workforce Housing Development

GreenMars has a proven track record in developing mixed-income, affordable, and workforce housing, with a focus on creating value through sustainable development. Our projects, such as the 84-unit transformation in Sanford and the mixed-use landmark building in Portland, illustrate our capability to address Maine's housing needs effectively.

C. Collaboration with Municipalities

Our experience working closely with municipalities to develop affordable housing solutions positions us as an ideal partner for the Falmouth workforce housing project. We understand the intricacies of local zoning ordinances, environmental considerations, and community engagement, ensuring a smooth development process from inception to completion.

D. Securing Approvals

GreenMars' adeptness in navigating the regulatory landscape and securing necessary housing development approvals is evident in our comprehensive project portfolio. Our forward-looking approach to planning, permitting, and community collaboration has enabled us to lead projects to successful fruition, benefiting communities and stakeholders alike.

Conclusion

In summary, GreenMars Real Estate Services is uniquely positioned to develop the Falmouth workforce housing project, leveraging our extensive experience, innovative strategies, and

commitment to community value. We are excited about the opportunity to contribute to Falmouth's vision for affordable and sustainable housing and look forward to a productive partnership.

Introducing Winslow's Woods: A Vision for Sustainable, Community-Centric Living in Falmouth, Maine

Building upon the visionary approach to community development that characterizes our projects, GreenMars Real Estate Services proudly unveils Winslow's Woods, our proposed cluster housing initiative for Falmouth, Maine. This endeavor draws inspiration from the harmonious blend of affordable luxury and community-centric living, emblematic of our previous work, and integrates broader planning principles informed by insights from esteemed bodies like the American Planning Association.

Winslow's Woods: A Beacon of Innovation and Inclusivity

Winslow's Woods aims to redefine residential living by prioritizing shared communal spaces, environmental sustainability, and affordability. This project represents a departure from conventional subdivisions, emphasizing the preservation of natural landscapes and fostering strong community bonds through thoughtfully designed communal areas and pedestrian-friendly environments.

Sustainable Affordability: A Core Principle

Central to the ethos of Winslow's Woods is our commitment to ensuring that the development remains affordable, independent of external partnerships. While collaborations with entities like Maine Housing could enhance the project, Winslow's Woods is designed to meet Falmouth's affordability standards through its foundational planning. This commitment guarantees that the vision for Winslow's Woods progresses with or without such collaborations, ensuring broad access to quality, sustainable living options.

Embracing Environmental Stewardship

Sustainability is a cornerstone of the Winslow's Woods vision, with green building practices and energy-efficient designs playing a crucial role in minimizing the project's environmental impact. Our commitment extends beyond construction, aiming to create a living space that promotes healthier lifestyles and a deeper connection with the surrounding natural environment.

See Appendix A and B for more in depth discussion of GreenMars adherence to the Falmouth sustainable procurement practices and company wide statement about environmental stewardship.

Fostering a Connected and Vibrant Community

Winslow's Woods is envisioned as a place where community, sustainability, and affordability intersect to create a vibrant, inclusive neighborhood. The project seeks to set new standards for residential development, creating a space where families can grow and thrive in an environment that values connectivity, communal living, and access to nature.

In conclusion, Winslow's Woods stands as a testament to GreenMars Real Estate Services' forward-thinking approach to community development. By incorporating insights from

respected planning institutions and prioritizing sustainable, affordable design principles, Winslow's Woods is poised to make a significant contribution to Falmouth's housing landscape, setting a precedent for future developments in Maine and beyond.

Comprehensive Concept Overview for Falmouth Housing Development

Numbers of Units: The development is planned to include 68 single-family houses, strategically laid out to foster a sense of community while ensuring privacy and accessibility for all residents.

Income Targets: The project targets households earning up to 120% of Area Median Income (AMI), with affordability mechanisms in place to ensure the cost of housing does not exceed 30% of gross income for this demographic.

Types of Housing: The housing mix includes 2 and 3-bedroom homes, with both standard and ADA-compliant 1st-floor living solutions to accommodate a broad range of residents, including those with mobility challenges.

Affordability Controls: To ensure the long-term affordability of the development, all homes will be deed-restricted, maintaining income and sale price limitations at 120% AMI.

Sustainability Measures: The project is committed to a fossil-fuel-free living environment, incorporating energy efficiency technologies and sustainable building practices, including:

- **EV Chargers:** To support the adoption of electric vehicles among residents.
- **Solar Readiness:** Homes will be prepped for easy installation of solar panels, encouraging the use of renewable energy.
- **High-Efficiency HVAC Systems:** To reduce energy consumption and improve indoor air quality.
- **Water Conservation Features:** Including low-flow fixtures and rainwater harvesting systems to minimize water waste.

Protection of Sensitive Environmental Areas: The development plan includes:

- **Setbacks and Buffers:** Especially around water bodies and wetlands to protect natural habitats.
- **Conservation of Green Spaces:** To maintain biodiversity and provide recreational spaces for residents.
- **Stormwater Management Systems:** Designed to minimize runoff and improve water quality.

Concept Site Plan and Illustrations

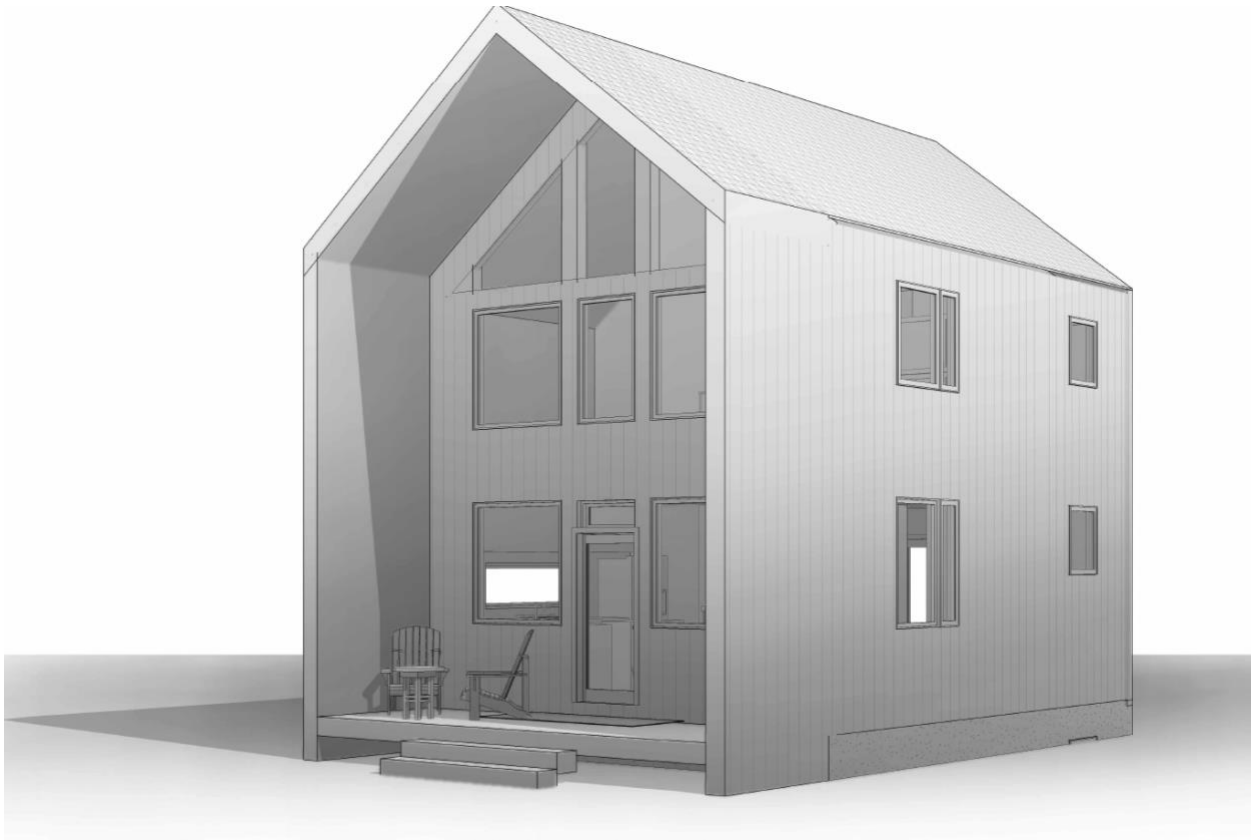
- **Layout and Size of Proposed Roads and Driveways:** Designed to minimize congestion and enhance pedestrian safety, incorporating ample parking while preserving green spaces.

- **Building Footprints:** Arranged to optimize natural light, encourage community interaction, and ensure privacy, with attention to aesthetic appeal and integration with the natural surroundings.
- **Green Spaces and Recreation Amenities:** The site features walking paths that connect different areas of the development, promoting outdoor activities and community engagement.
- **Community Clubhouse:** Serving as a hub for events and gatherings, positioned centrally for easy access by all residents.
- **Storage Buildings:** Strategically placed to offer additional storage without detracting from the visual appeal or accessibility of living spaces.

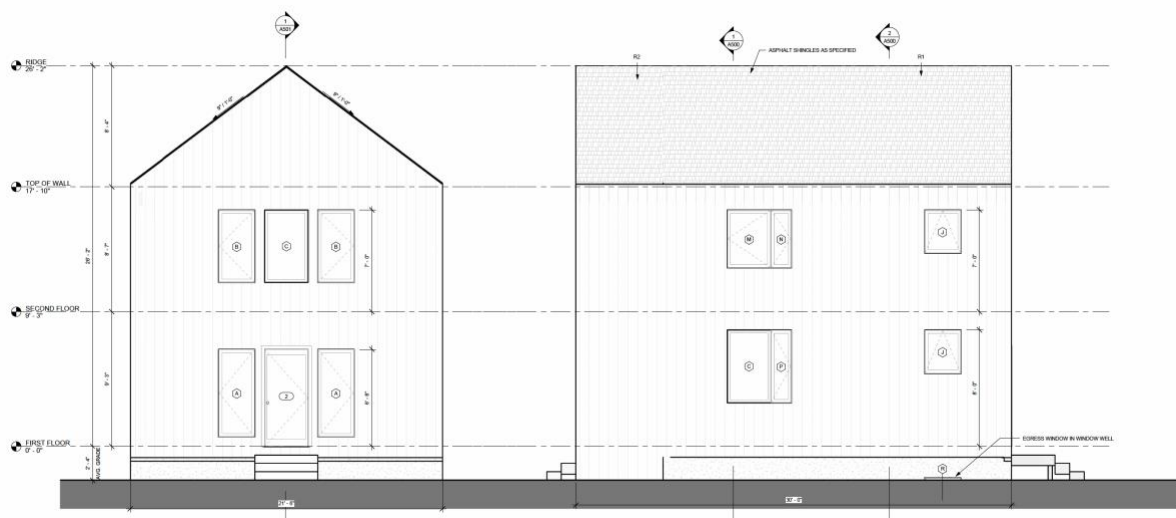
Housing Unit Floorplans and Building Renderings:

- Floorplans showcase efficient use of space, with living areas designed to foster family interaction and private spaces positioned to offer tranquility and rest.
- Building renderings reflect modern architectural styles with traditional touches, aiming for a balance between aesthetic appeal and environmental sustainability.

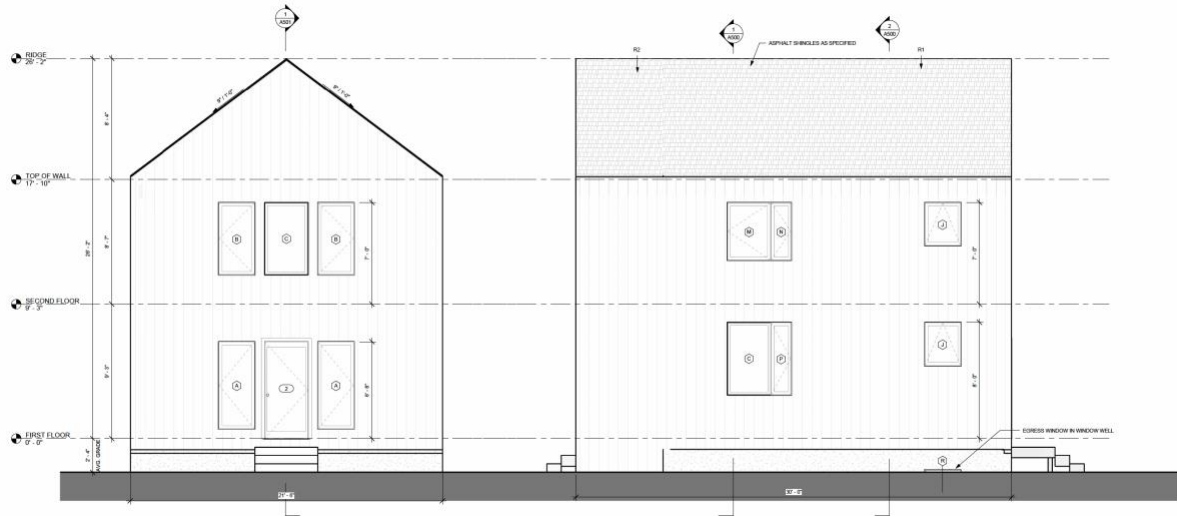
Home renders and elevations



Front view of ~950sqft home.



Elevations front and side

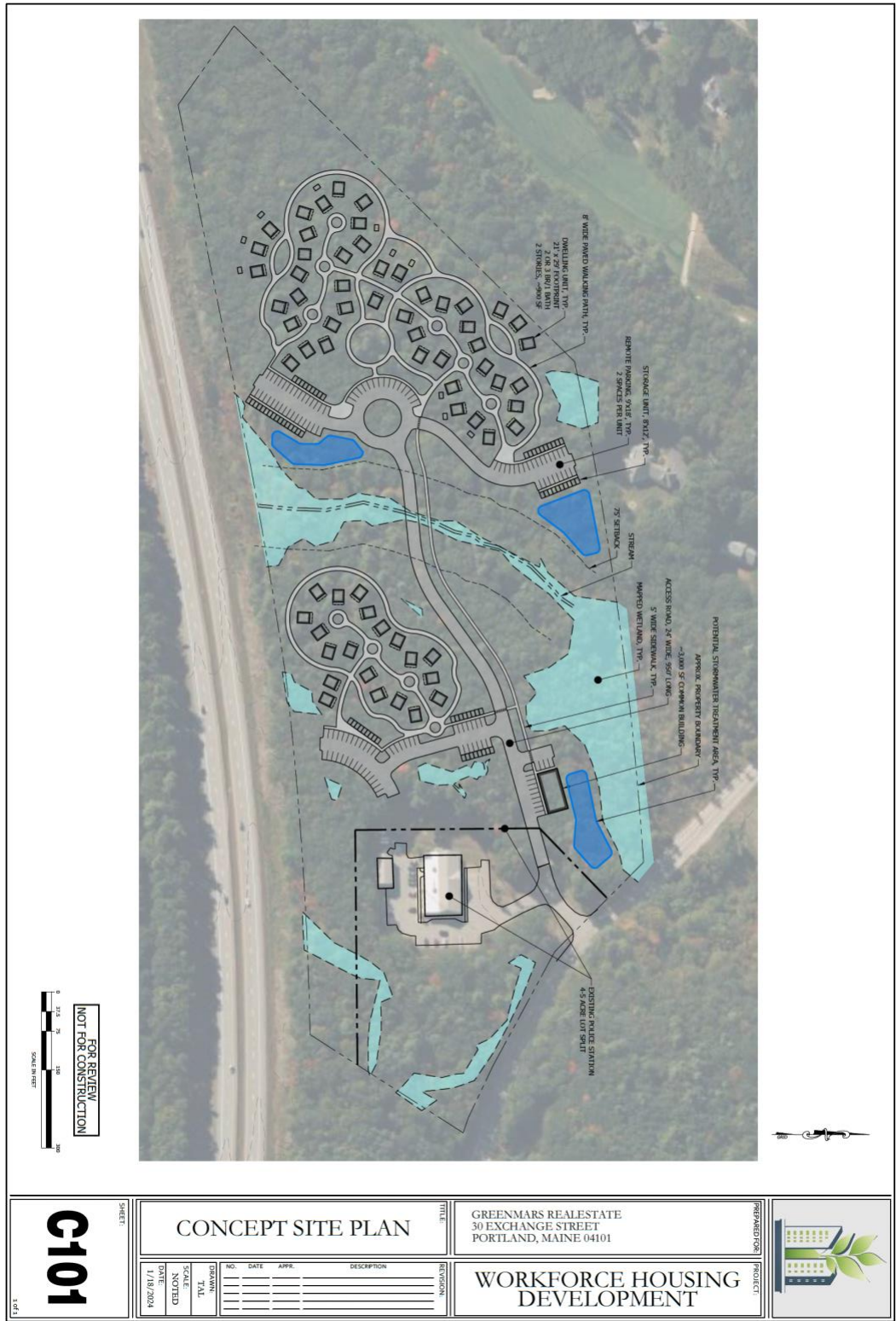


Elevations rear and side

See wilburswoods.com for further example of homes and community styling.

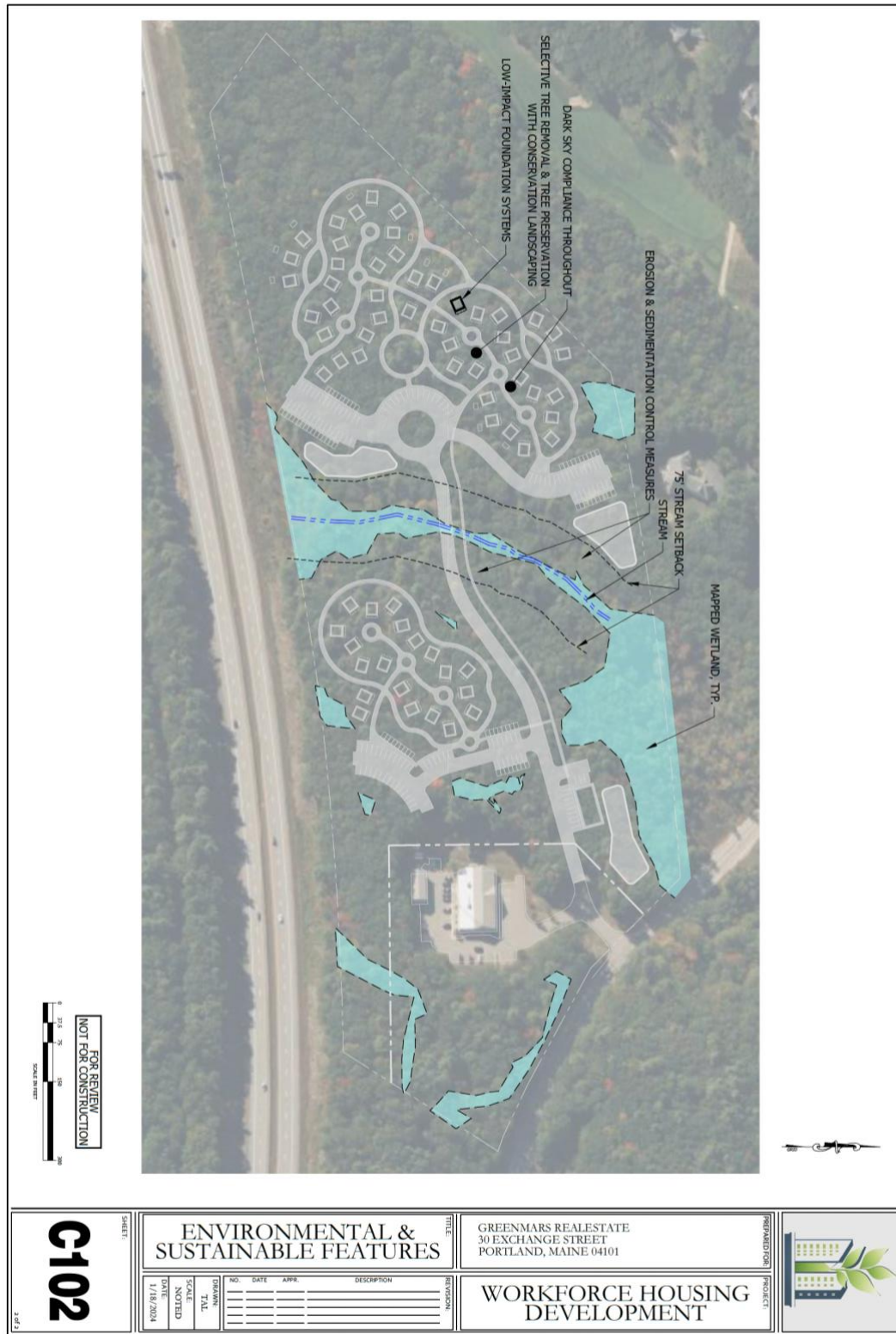
High resolution versions of the following are attached with the submission of this document.

Site Plan



A high-resolution site plan is attached with the submission of this document.

Environmentally Sensitive Areas



A high-resolution site plan is attached with the submission of this document.

Refer to Appendix A for statements on the handling of environmentally sensitive areas

Explanation of Funding

In Winslow's Woods, a cluster housing development spearheaded by GreenMars Real Estate in partnership with Acadia Realty Partners, the financial blueprint—or "capital stack"—outlines the different layers of financing that will bring this impactful project to life. The capital stack is essentially a financial sandwich made up of various types of funding, each with its own characteristics and expectations of return. Here's a breakdown in both layman's terms and technical details:

Equity: At the top of the stack, we have equity, which represents ownership. For Winslow's Woods, equity will be primarily provided by GreenMars and Acadia, alongside a wide range of investors drawn to the project's financial returns and community impact. Equity investors are the last to get paid in any scenario, but they also stand to gain the most if the project succeeds because they own a piece of it. They're in it for the long haul, committed to the project's success and its positive ripple effects in the community.

Mezzanine Financing: This layer sits between traditional equity and debt, acting as a hybrid. It's not commonly used in all projects but can serve as a crucial bridge when there's a gap between the equity available and the debt capacity. Mezzanine financing is more expensive than senior debt because it carries higher risk, given that these lenders stand behind debt lenders in the repayment queue.

Senior Debt: The most substantial portion of the capital stack is often senior debt, which, for Winslow's Woods, comes in the form of a line of credit from a bank. Banks, cautious by nature, will ensure that they have not loaned out more than 80% of the property's saleable value at any given time, a principle known as the Loan to Value (LTV) ratio. This debt is secured against the project's assets, meaning the bank has a direct claim on the project revenues or property in case of default, placing them at the lowest risk position in the capital stack.

Sales Proceeds: Unique to Winslow's Woods, the initial sales from the first phase of construction are designed to fund the upfront costs of the subsequent phase. This is a strategic move to mitigate borrowing needs and leverage the project's early successes to fuel its continued development, aligning with GreenMars and Acadia's innovative approach to project financing.

Commitment to Impact: Central to the partnership between GreenMars and Acadia is a commitment to projects that not only offer financial returns but also make a significant positive impact on the communities they develop. Investors in Winslow's Woods are attracted to this dual-value proposition, understanding that their capital contributes to a development that improves lives, enhances community cohesion, and adheres to sustainable practices.

In summary, the capital stack for Winslow's Woods is a carefully balanced mix of equity, potential mezzanine financing, senior debt, and reinvested sales proceeds. This blend ensures the project is financially viable, risk-managed, and impact-focused, showcasing GreenMars and Acadia's commitment to innovative funding strategies and community-driven real estate development.

[Commitment to Affordability:](#)

As Winslow's Woods progresses from concept to reality, GreenMars recognizes the importance of refining the project's budget to align with the final plan. Despite the complexities inherent in such a large-scale development, GreenMars is confident in its ability to work within a budget framework that ensures all 68 units are affordably priced under the 120% AMI level as measured by HUD Income Limit Summary for Falmouth within the Portland ME HUD Metro FMR Area. This commitment reflects our dedication to making homeownership accessible to a broader segment of the community, upholding our promise of delivering value and quality without compromising on affordability.

FY 2023 Income Limits Summary

FY 2023 Income Limit Area	Median Family Income Click for More Detail	FY 2023 Income Limit Category	Persons in Family							
			1	2	3	4	5	6	7	8
Portland, ME HUD Metro FMR Area	\$119,500	Very Low (50%) Income Limits (\$) Click for More Detail	41,450	47,350	53,250	59,150	63,900	68,650	73,350	78,100
		Extremely Low Income Limits (\$)* Click for More Detail	24,850	28,400	31,950	35,500	38,350	41,200	45,420	50,560
		Low (80%) Income Limits (\$) Click for More Detail	66,250	75,700	85,150	94,600	102,200	109,750	117,350	124,900

The GreenMars Extended Development Team

Developer: GreenMars

Founders Nate Green and Chris Marshall: Bringing leadership and vision to the project, the founders are pivotal in steering the project from conception through completion. Their role involves overall project oversight, financial structuring, and stakeholder engagement.

Engineering: Travis Letillier

GreenMars In-House Engineer: Specializing in the civil engineering aspects necessary for site development, Travis's role will be crucial in the planning and execution phases, ensuring the project's infrastructure meets all required standards and optimizes the site's potential.

Architecture: Hayrunner, Portland, Maine

Project Architect: Responsible for the design and aesthetic vision of the project. Hayrunner's local knowledge and expertise in Portland, Maine, will be invaluable in creating a project that resonates with the community's character while meeting all regulatory and functional requirements.

General Contractor: To Be Bid

Open Bidding to Local Reputable Construction Managers: This approach ensures competitive pricing and quality workmanship. It allows for the selection of a contractor who not only offers the best value but also demonstrates a clear understanding of local building codes, labor markets, and supply chain logistics.

Legal Representation: Rob Liscord, Drummond Woodsum, Portland, Maine

Project Attorney: Rob Liscord's expertise in real estate law and local regulations will be essential in navigating the legal complexities of real estate development, from securing approvals to drafting contracts and managing any legal disputes that arise.

Development Schedule

Q3 2024: Pre-Development and Initial Planning

- Secure Notice to Proceed from Falmouth: This is critical as it officially kicks off the project.
- Begin Negotiations with Town Council: Engage early to understand any concerns or conditions that may affect the project.
- Secure Purchase and Sale Contract from Town of Falmouth: Finalize the acquisition terms for the project site.

Q4 2024: Design, Planning, and Financing

- Submit Site Plan Application: For the development of 68 units, indicating the project's scope and design intentions.
- Civil Engineering and Architectural Design: Leverage in-house engineering teams for civil plans and work closely with architects for house design, ensuring both aesthetic appeal and compliance with local regulations.
- Secure Debt Financing: From a local community bank to support project costs.
- Secure Equity Capital: To complete the capital stack necessary for construction, this will involve pitching to investors and outlining the project's potential returns.

Q1 2025: Approvals and Final Preparations

- Obtain Site Plan Approval from the Planning Board: This is crucial for moving forward with construction.
- Secure DEP Permits and Local Entitlements: Ensure all environmental and local regulations are met.
- Close on Debt and Equity Financing: Finalize financial arrangements to fund the project.

Q2 2025: Construction Phase I

- Begin Phase I of Construction: The start of construction is contingent on pre-sales. The number of phases and units per phase will be adjusted based on demand and financial strategy.

Q1 2026: Project Completion

- Complete Construction: Finish all construction activities, ensuring that the project meets all quality and compliance standards.

Considerations and Risks:

- **Regulatory Delays:** Obtaining approvals and permits may take longer than anticipated. Building in buffer times for such delays could be beneficial.
- **Financial Market Changes:** Interest rates and the availability of funds can fluctuate, impacting your financing terms.
- **Construction Delays:** These can occur due to labor shortages, supply chain issues, or unforeseen environmental factors. It's crucial to have contingency plans and flexible timelines.

*APPENDIX A – Adherence to Town of Falmouth’s environmentally preferable procurement policy

GreenMars Real Estate Services, in alignment with the Town of Falmouth's "Environmentally Preferable Procurement" section, outlines its comprehensive strategy to integrate environmental considerations into the Winslow's Woods development project. This appendix details GreenMars' commitment to employing environmentally conscious procurement methods, ensuring the project not only aligns with Falmouth's policies but also sets a benchmark for sustainable development.

Material Selection and Sustainable Products GreenMars will prioritize materials with minimal environmental impact, ensuring the selection process rigorously evaluates the sustainability of materials and services. The company maintains a material category list to constantly seek improvements in procurement processes, focusing on sustainable products such as bamboo, recycled steel, cork, straw bales, reclaimed wood, rammed earth, hempcrete, low-VOC paints, recycled plastic, green roof systems, insulating concrete forms, solar panels, adobe, cob, terracotta, energy-efficient glass, and glazing systems. These choices underscore our dedication to reducing the development's carbon footprint and supporting local green economies .

Vendor and Contractor Selection Key to GreenMars' environmental sustainability efforts is selecting local vendors and contractors to minimize transportation impacts, emphasizing short travel distances for construction vehicles. By engaging with vendors and contractors who are equally committed to environmental standards, GreenMars ensures that all partners in the Winslow's Woods project share a unified vision for sustainable development .

Construction and Development Strategies GreenMars has adopted specific strategies to mitigate environmental impacts during construction and development. These include selective tree removal, tree preservation plans, low-impact foundation systems, erosion and sediment control measures, site-specific planning, the use of prefabricated components, eco-friendly material selection, dark sky-compliant lighting, renewable energy integration, water conservation technologies, and conservation landscaping. These measures demonstrate GreenMars' proactive approach to preserving the natural environment and promoting biodiversity .

Employee Training and Vendor Engagement GreenMars is committed to training its employees in sustainable construction practices, environmental compliance, energy-efficient building design, water conservation, waste reduction, erosion control, indoor air quality management, eco-friendly landscaping, sustainable procurement policies, and customer education. Additionally, GreenMars aims to enhance vendors' awareness of sustainability, encouraging the adoption of greener practices through guidelines, performance reviews, collaborative projects, and supply chain audits. Transparent communication and a vendor recognition program further reinforce our commitment to environmental sustainability.

Tracking, Reporting, and Compliance Acknowledging our nascent administrative capacity, GreenMars remains dedicated to tracking and reporting on sustainability efforts to the best of our ability. We work closely with local, state, and federal agencies to exceed regulatory

requirements, demonstrating our unwavering commitment to environmentally preferable procurement and sustainable development practices.

This appendix affirms GreenMars Real Estate Services' dedication to implementing environmentally preferable procurement practices in the development of Winslow's Woods, ensuring the project not only meets but surpasses the environmental sustainability goals set forth by the Town of Falmouth. Through careful material selection, vendor collaboration, innovative construction strategies, comprehensive training, and adherence to local environmental policies, GreenMars aims to contribute positively to Falmouth's environmental landscape and its community.

Sustainable products are used when possible. GreenMars maintains a material category list and leverages this to find any areas possible to improve the procurement process. While not all areas of construction can be feasibly improved with these, where possible GreenMars makes it a priority.

1. **Bamboo:** Known for its rapid growth and versatility, bamboo is a renewable resource that serves as a strong, eco-friendly alternative to wood and steel in construction.
2. **Recycled Steel:** Utilizing recycled steel reduces the need for virgin materials and the environmental impact associated with mining and processing iron ore. It offers the same strength and durability as traditional steel with a fraction of the environmental footprint.
3. **Cork:** Harvested from the bark of cork oak trees without harming the tree, cork is a renewable, biodegradable material that provides excellent insulation and acoustic properties.
4. **Straw Bales:** As an agricultural byproduct, straw bales are an effective, renewable insulation material that can significantly reduce a building's energy needs for heating and cooling.
5. **Reclaimed Wood:** Sourced from demolished buildings, old barns, and other structures, reclaimed wood reduces the demand for new lumber, preserving forests and reducing landfill waste.
6. **Rammed Earth:** A technique that compresses a mixture of earth, including clay, sand, and gravel, rammed earth walls are sustainable, durable, and provide excellent thermal mass.
7. **Hempcrete:** Made from the woody fibers of the hemp plant mixed with lime and water, hempcrete is a lightweight, insulating material that is carbon-negative over its lifecycle.
8. **Low-VOC Paints and Finishes:** These products emit fewer volatile organic compounds (VOCs) compared to traditional paints, improving indoor air quality and reducing environmental pollution.
9. **Recycled Plastic and Composite Lumber:** Utilizing recycled plastics or a blend of plastic and wood fibers, these materials offer an alternative to traditional wood lumber, reducing landfill waste and deforestation.
10. **Green Roof Systems:** Comprising vegetation and a growing medium installed over a waterproof membrane, green roofs provide insulation, reduce stormwater runoff, and improve air quality.

11. **Insulating Concrete Forms (ICFs):** Made from a mix of concrete and recycled materials, ICFs provide a form for concrete that stays in place as permanent insulation, improving energy efficiency.
12. **Solar Panels:** While not a building material per se, incorporating solar panels into construction projects supports renewable energy use and can significantly reduce a building's carbon footprint.
13. **Earthen Materials (Adobe, Cob, and Terracotta):** Made from natural earth, these materials are energy-efficient, biodegradable, and embody low embodied energy, making them highly sustainable.
14. **Glass and Glazing Systems:** Modern, energy-efficient glass and glazing systems reduce energy consumption by maximizing natural light while minimizing heat loss and gain.

GreenMars will prioritize the following construction methods on the Winslows Woods Construction site:

1. **Selective Tree Removal:** This approach involves carefully evaluating the construction site to identify which trees must be removed for access or construction and which can be preserved. The goal is to maintain as much of the natural canopy as possible, protecting the ecosystem and reducing the site's carbon footprint.
2. **Tree Preservation Plans:** Beyond selective removal, implementing a comprehensive tree preservation plan safeguards the health of retained trees during and after construction. This includes protective barriers and possibly adjusting construction techniques to prevent damage to root systems.
3. **Low-Impact Foundation Systems:** Using foundation systems such as screw piles or pad foundations can minimize soil disturbance and tree root damage, preserving the natural terrain and reducing the need for extensive excavation and backfill.
4. **Erosion and Sediment Control Measures:** Implementing silt fencing, straw wattles, and other erosion control measures protects the site and surrounding areas from sediment runoff, preserving water quality and preventing soil loss.
5. **Site-Specific Construction Planning:** Tailoring construction plans to the specific characteristics of the site minimizes the environmental footprint. This might include designing homes to fit within existing clearings or adjusting layouts to preserve significant natural features.
6. **Use of Prefabricated Components:** Prefabricated or modular construction methods reduce on-site waste and disturbance. Building components are manufactured off-site and assembled on-site, which can be more efficient and less invasive to the surrounding environment.
7. **Eco-Friendly Material Selection:** Opting for sustainable building materials, such as locally sourced timber (from certified sustainable forests), recycled materials, and low-VOC finishes, reduces the environmental impact of construction.
8. **Green Infrastructure:** Integrating green roofs, permeable paving, and rain gardens into construction projects supports natural water infiltration, reduces runoff, and helps maintain local biodiversity.

9. **Conservation Landscaping:** Post-construction landscaping with native plants and trees enhances biodiversity, supports local wildlife, and helps the new construction blend into its natural surroundings.
10. **Dark Sky Compliance:** Implementing outdoor lighting that reduces light pollution, such as downward-facing, shielded light fixtures, preserves the natural night environment, benefiting both wildlife and the local community.
11. **Renewable Energy Integration:** Designing homes to incorporate solar panels, geothermal systems, or other renewable energy sources reduces reliance on fossil fuels and lowers the overall carbon footprint of the development.
12. **Water Conservation Technologies:** Installing low-flow fixtures, rainwater harvesting systems, and efficient irrigation designs minimizes water use and supports sustainable water management on the site.

APPENDIX B - company-wide environmental sustainability policies and practices

Introduction:

GreenMars Real Estate's core mission is to add housing supply in the affordable and low cost market categories in the state of Maine. Low cost housing must be sustainable to make sure that the cost of living is manageable for our future homeowners and renters.

GreenMars is committed to sustainability at a practical and philosophical level focusing on fossil fuel free housing developments. Practically, sustainability is a must given the cost savings of well built and insulated homes combined with hyper efficient utilities such as heat pumps. Philosophically, GreenMars recognizes that finite resources cannot be relied on into the future and renewable energy is a must. This mindset guides our actions and planning into the future.

Administrative Practices

All GreenMars offices, facilities and vehicles are as sustainable as they can be for the purpose.

In the realm of corporate sustainability, GreenMars has adopted several key practices to minimize their environmental impact and enhance efficiency. The move towards paper-free environments involves leveraging cloud computing to reduce reliance on physical documents, thus cutting down on paper waste and enhancing data accessibility and security.

Remote work has emerged as an important strategy for reducing commuter pollution. By allowing employees to work from home, companies can significantly decrease the carbon emissions associated with daily commutes, contributing to cleaner air and a reduction in traffic congestion.

The adoption of energy-efficient office equipment is another critical aspect of sustainable administrative practices. By choosing devices that consume less power, companies can lower their energy usage and costs, contributing to overall environmental conservation efforts.

Sustainable procurement policies focus on sourcing goods and services from suppliers that prioritize environmental responsibility. This involves selecting vendors that use sustainable materials, minimize waste, and employ eco-friendly manufacturing processes. Such policies not

only reduce a company's ecological footprint but also support a broader shift towards sustainability in the supply chain.

Together, these strategies—shifting to digital document management, promoting remote work, investing in energy-efficient technology, and adopting sustainable procurement practices—form a comprehensive approach to corporate sustainability. By implementing these practices, companies can not only improve their operational efficiency but also contribute positively to environmental preservation and social responsibility.

Community Stewardship

GreenMars stands at the forefront of community stewardship, with a robust commitment to nurturing the next generation of innovators and entrepreneurs. Our dedication to education forms the cornerstone of our outreach efforts, as we believe in empowering young minds with the knowledge, skills, and inspiration needed to embark on their entrepreneurial journeys.

Our volunteer initiatives with middle, high school, and college-age students are a testament to our commitment to this cause. By engaging directly with students, GreenMars brings real-world entrepreneurial experiences into the classroom and beyond. Our team members, drawn from diverse backgrounds in the entrepreneurial ecosystem, dedicate their time and expertise to share their journeys, challenges, and successes with eager young minds.

These interactions are designed not just to educate, but to ignite a spark of curiosity and ambition among students. Through workshops, seminars, and one-on-one mentorship, we expose students to the vast potential of entrepreneurial endeavors. Our aim is to demystify the path to becoming an entrepreneur, showing students that their innovative ideas can be transformed into viable businesses.

Moreover, GreenMars emphasizes the importance of resilience, creativity, and ethical business practices. We encourage students to think critically about the role of businesses in solving societal challenges, thereby fostering a sense of social responsibility alongside their entrepreneurial ambitions.

Our engagement with students also extends to providing resources and support for those who wish to take their first steps into entrepreneurship. From ideation to execution, GreenMars is committed to being a guiding light for young entrepreneurs, helping them navigate the complexities of starting and growing a business.

In summary, GreenMars' commitment to education and community stewardship is deeply ingrained in our mission. By volunteering with students across various educational stages, we aim to inspire a new generation of entrepreneurs who are equipped with the knowledge, skills, and ethical grounding to make a positive impact in the world through their entrepreneurial ventures.

Energy Conservation

GreenMars' dedication to energy conservation is a fundamental aspect of our environmental stewardship, deeply embedded in our philosophy and operational strategies. At the heart of this commitment is our pledge to construct buildings that are entirely fossil fuel-free. This forward-thinking approach ensures that all GreenMars buildings are at the forefront of

sustainability, utilizing hyper-efficient technologies that significantly reduce environmental impact.

Central to our strategy is the adoption of heat pumps, a technology celebrated for its efficiency in heating and cooling. Unlike traditional systems that rely on fossil fuels, heat pumps transfer heat to or from the ground or air, depending on the season. This process is not only highly efficient but also drastically reduces the carbon footprint of our buildings, aligning with our vision of a cleaner, sustainable future.

Lighting and appliances within GreenMars properties are meticulously chosen to ensure the highest standards of energy efficiency. LED lighting, known for its low energy consumption and long lifespan, is exclusively used across all our buildings. This choice reflects our commitment to reducing electricity usage and minimizing waste, contributing significantly to our overall energy conservation goals.

Moreover, our commitment extends to the inclusion of energy-efficient appliances and equipment in our properties. By selecting devices that meet the highest energy efficiency standards, we further reduce the energy demand of our buildings, ensuring they are as sustainable as they are functional.

Looking towards the future, GreenMars is actively exploring avenues to incorporate more solar generation into our properties. This initiative aims to harness the power of renewable energy, further reducing our reliance on the grid and minimizing our environmental footprint. By integrating solar panels and other solar technologies, we envision a future where GreenMars properties are not just energy-efficient but are also significant contributors to green energy production.

GreenMars' commitment to energy conservation and fossil fuel-free buildings is a testament to our dedication to sustainability and environmental responsibility. Through the use of hyper-efficient technologies like heat pumps, LED lighting, energy-efficient appliances, and the pursuit of solar energy generation, we are setting new standards in sustainable development, demonstrating our unwavering commitment to protecting the planet for future generations.

Indoor Air Quality

GreenMars is deeply committed to ensuring the highest standards of indoor air quality across all its properties, understanding that the health and well-being of tenants are paramount. This commitment is exemplified through meticulous selection of materials and adherence to modern standards that prioritize environmental health and safety.

Central to this endeavor is the use of low Volatile Organic Compound (VOC) paints and installations in all GreenMars buildings. VOCs are chemicals found in many building materials that can evaporate into the air and pose health risks, from eye, nose, and throat irritation to more severe impacts on the liver, kidney, and central nervous system. By choosing low VOC products, GreenMars significantly reduces the potential for indoor air pollution, ensuring a safer and more comfortable living environment for all tenants.

In addition to the focus on low VOC materials, GreenMars champions the use of natural materials in its buildings. Butcher block or stone countertops are favored for their durability,

beauty, and minimal environmental impact. These materials not only contribute to the aesthetic appeal of the spaces but also support the goal of maintaining high indoor air quality. Natural materials typically release fewer chemicals into the environment compared to their synthetic counterparts, further reducing the potential for air quality degradation.

GreenMars' dedication to indoor air quality extends beyond material selection. Wherever possible the company implements state-of-the-art ventilation systems designed to ensure a constant supply of fresh air, further mitigating the risk of indoor air pollutants accumulating to harmful levels. This is especially important for commercial and industrial units but cannot be overlooked for residential areas. These systems are carefully calibrated to balance energy efficiency with optimal air exchange rates, ensuring that buildings remain both environmentally sustainable and healthful for occupants.

The importance of indoor air quality cannot be overstated, especially considering the significant amount of time people spend indoors. Poor air quality can lead to a range of health issues, from temporary discomfort to chronic health conditions. GreenMars recognizes that the health of its tenants is intrinsically linked to the quality of their living and working environments. By prioritizing low VOC materials, natural construction elements, and advanced ventilation strategies, GreenMars not only enhances the immediate living conditions of its tenants but also contributes to their long-term health and well-being.

Through these comprehensive efforts, GreenMars reaffirms its commitment to creating spaces that are not only aesthetically pleasing and environmentally sustainable but also safe and healthful for all who inhabit them.

Water Conservation

GreenMars' commitment to sustainability extends into the vital realm of water conservation, underscoring the organization's holistic approach to environmental stewardship. Recognizing water as a precious resource, GreenMars integrates modern low-flow fixtures and implements rigorous maintenance checks across its properties to ensure minimal water waste, reflecting its dedication to preserving natural resources and fostering sustainable living practices.

The incorporation of low-flow fixtures in all GreenMars buildings is a testament to the organization's proactive approach to water conservation. These fixtures, including toilets, showerheads, and faucets, are designed to use significantly less water than traditional models without compromising on performance. By reducing the flow rate, these modern fixtures can decrease water usage by up to 60%, offering an effective means to conserve water while still meeting the needs of tenants. This not only helps in reducing the overall environmental impact but also aids in lowering utility bills, benefiting both the planet and the people living in these spaces.

Beyond the installation of water-efficient technologies, GreenMars places a strong emphasis on continuous maintenance checks to ensure that all plumbing systems operate efficiently and without leaks. Regular maintenance is crucial in preventing water waste, as even small leaks can lead to significant water loss over time. GreenMars' maintenance teams are trained to identify and address any issues promptly, ensuring that the systems remain in optimal condition and continue to contribute to the organization's water conservation goals.

This ongoing commitment to maintenance not only underscores GreenMars' dedication to water conservation but also reflects its broader commitment to sustainability and responsible property management. By ensuring that all fixtures and systems function as intended, GreenMars not only conserves water but also maintains high standards of living for its tenants, demonstrating that environmental responsibility and quality of life can go hand in hand.

Water conservation is more than a practice at GreenMars; it's a fundamental principle that guides the organization's approach to development and property management. Through the thoughtful integration of low-flow fixtures and diligent maintenance protocols, GreenMars is making a tangible impact on water conservation, setting an example for responsible resource management in the real estate industry. This approach not only contributes to the preservation of our planet's water resources but also highlights GreenMars' role as a leader in fostering sustainable, environmentally conscious living environments.

Transportation

GreenMars' commitment to sustainability extends to the domain of low-emission transportation, underscoring the organization's holistic approach to environmental stewardship. Recognizing the critical role transportation plays in global carbon emissions, GreenMars fervently advocates for the use of electric vehicles (EVs) as a pivotal strategy in reducing the environmental impact associated with daily commutes and operational logistics.

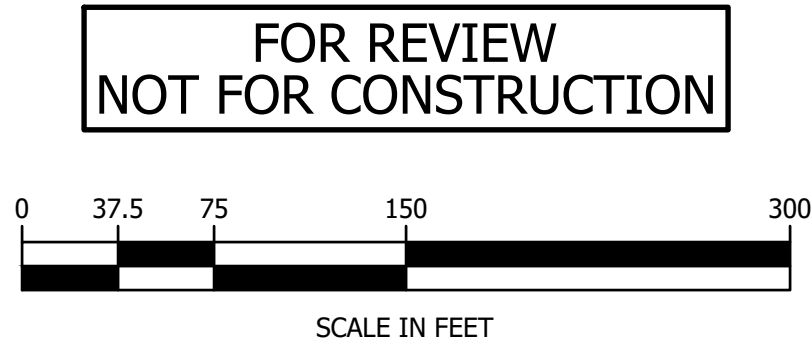
This commitment is not just corporate policy but a practice embodied by the very leaders of GreenMars. Both owners are not only advocates but enthusiastic adopters of electric vehicles, showcasing their dedication to pioneering a shift towards more sustainable transportation methods. Whether for primary use or as supplementary personal electric vehicles for shorter commutes, the choice reflects a deep-seated belief in the importance of transitioning away from fossil fuels towards cleaner, more sustainable energy sources.

One of the owners stands out as a true pioneer in electric transportation, utilizing the innovative Elf solar electric bicycle. This personal electric vehicle represents the intersection of convenience, efficiency, and sustainability, enabling emissions-free travel for everyday tasks such as grocery shopping or picking up takeout. His visible presence on the streets of Cape Elizabeth, piloting the Elf, serves as a powerful testament to GreenMars' commitment to sustainable transportation and acts as a catalyst for change within the community.

Looking ahead, GreenMars is keenly anticipating the evolution of electric trucks that meet the demanding specifications required for property management tasks. The organization recognizes the potential of electric trucks in revolutionizing the logistics and operational aspects of property management, offering a cleaner, more efficient alternative to traditional vehicles. This forward-looking perspective reflects GreenMars' ongoing commitment to integrating sustainable solutions into all facets of its operations.

GreenMars' advocacy for electric vehicles, coupled with its leadership's personal commitment to EV usage, exemplifies a comprehensive approach to reducing carbon emissions and promoting environmental sustainability. By championing low-emission transportation options, GreenMars not only minimizes its ecological footprint but also leads by example, inspiring

tenants, partners, and the broader community to embrace cleaner, greener transportation solutions.



PREPARED FOR:

GREENMARS REAL ESTATE
30 EXCHANGE STREET
PORTLAND, MAINE 04101

PROJECT:

WORKFORCE HOUSING
DEVELOPMENT

TITLE:

CONCEPT SITE PLAN

REVISION:

NO.	DATE	APPR.	DESCRIPTION

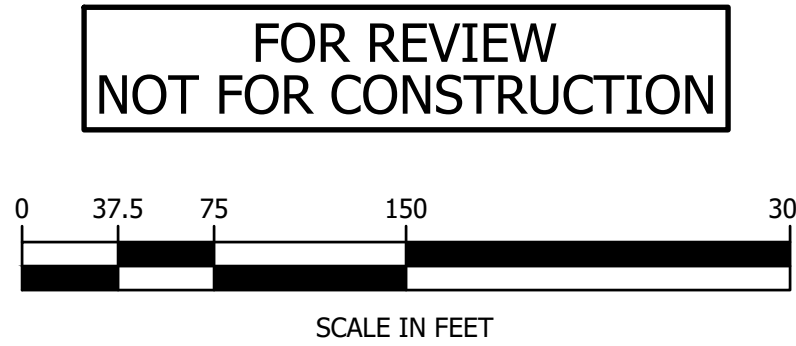
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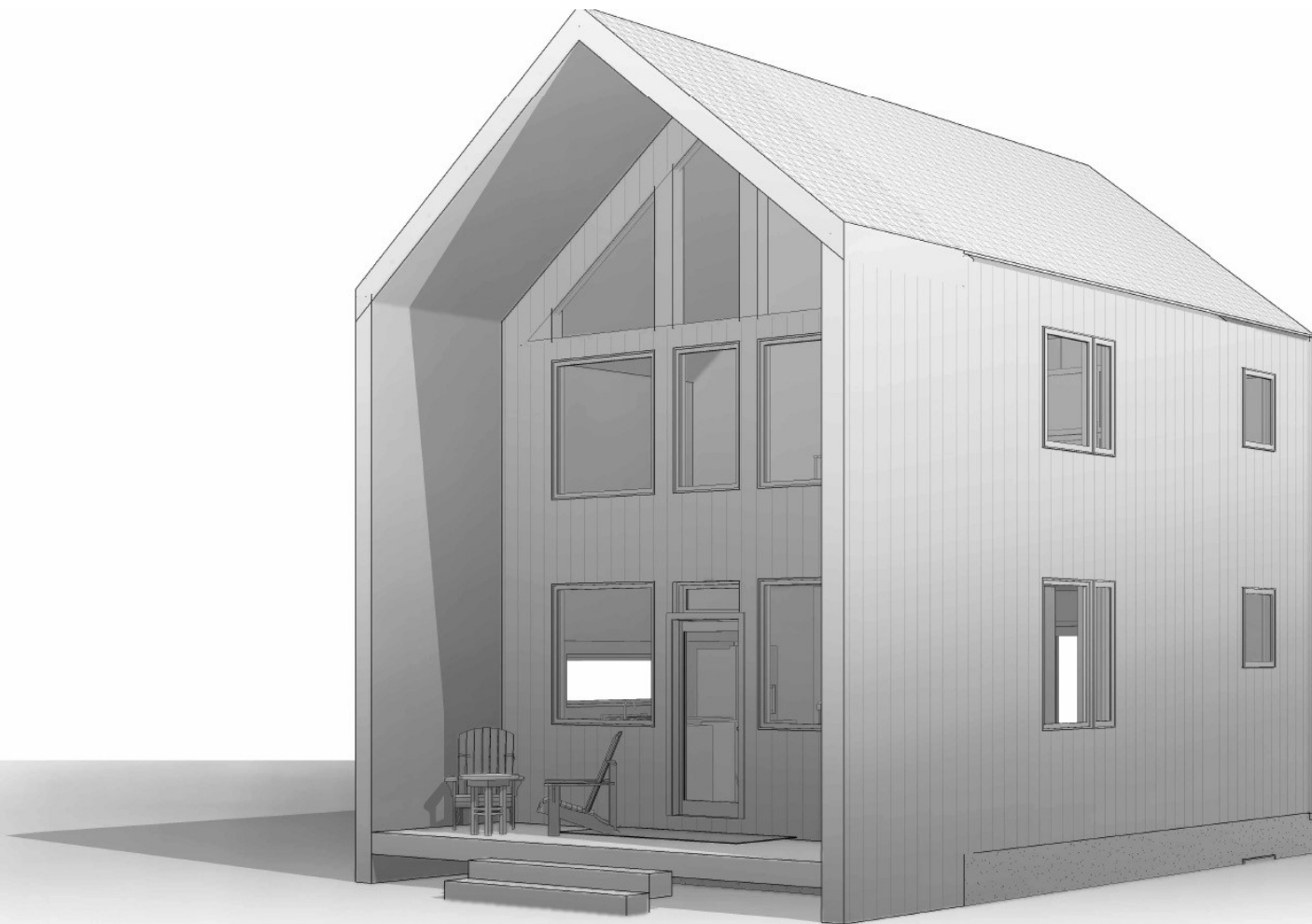
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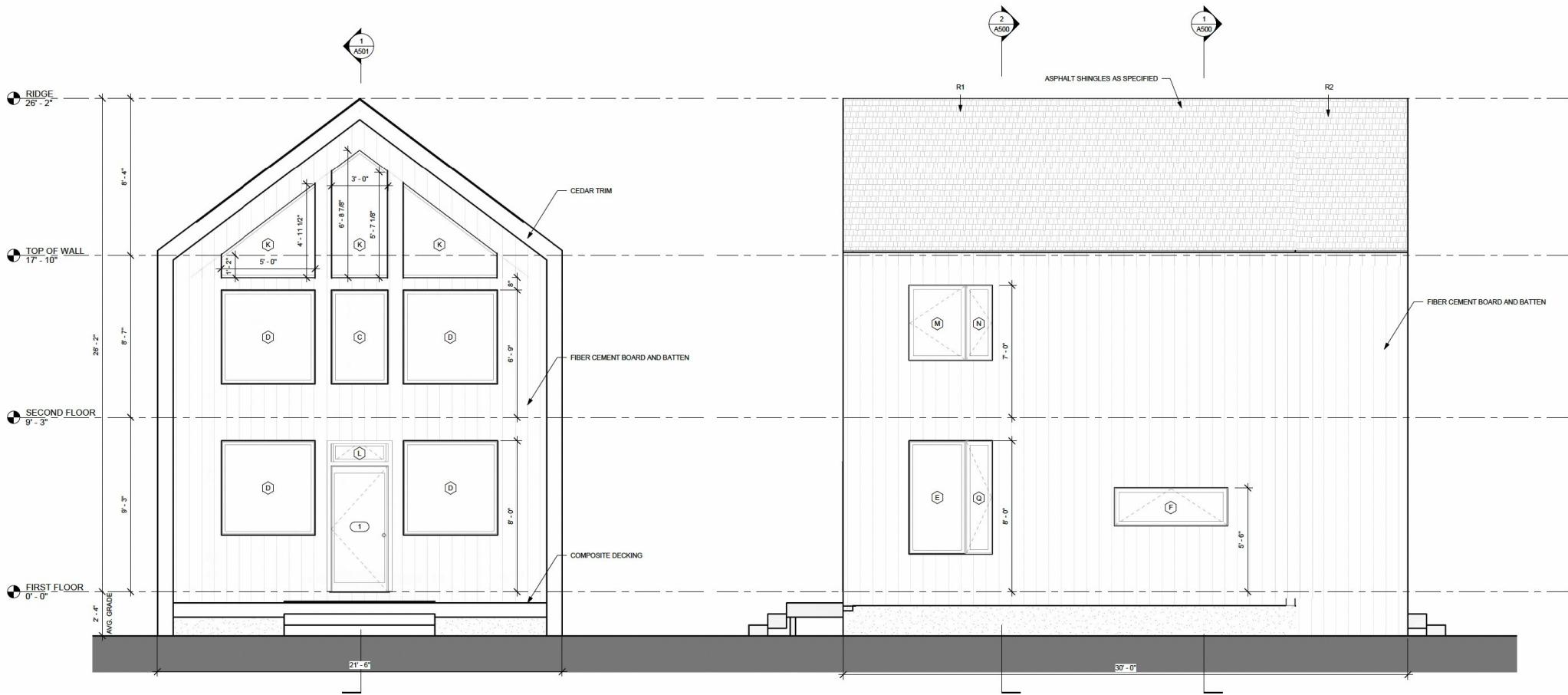
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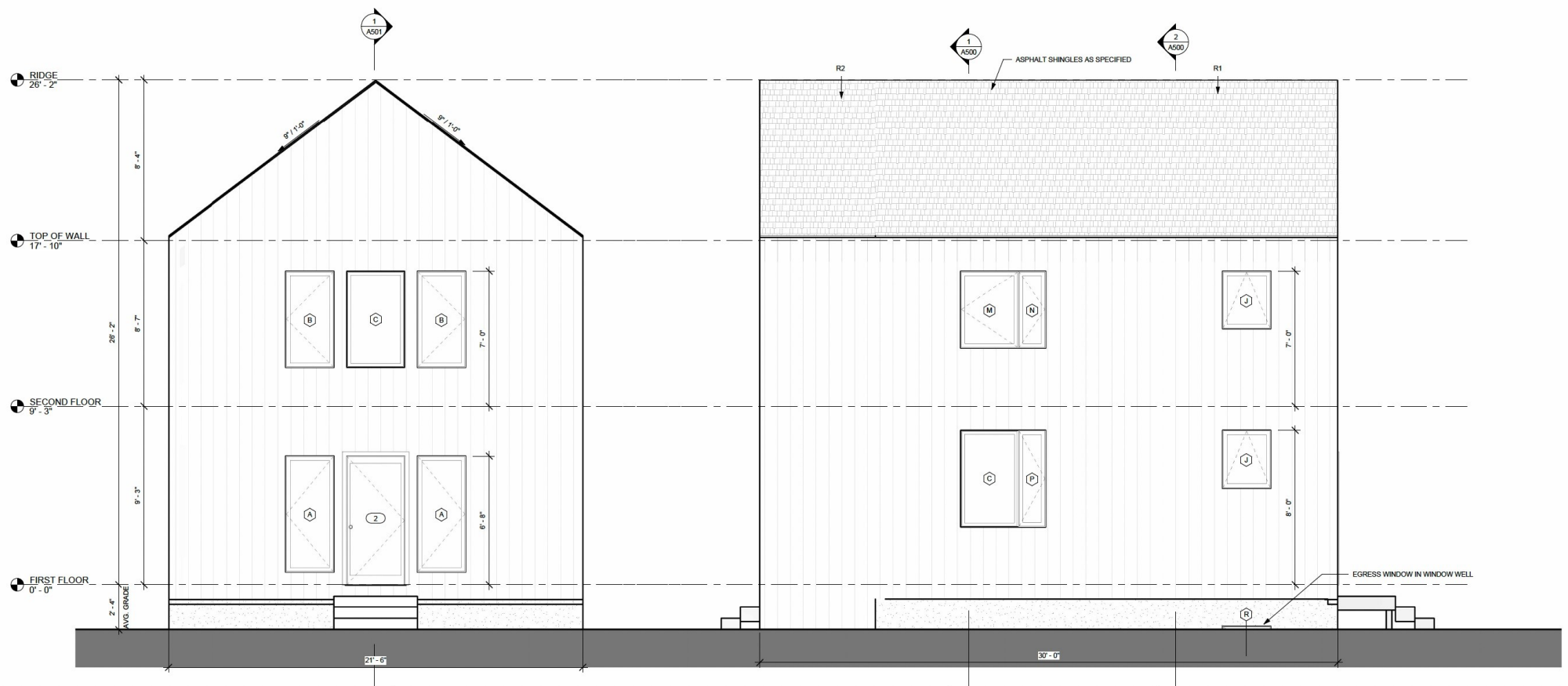
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GREENMARS REAL ESTATE 30 EXCHANGE STREET PORTLAND, MAINE 04101	WORKFORCE HOUSING DEVELOPMENT																				
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Chris Marshall, Founder and Manager
GreenMars Real Estate Services, INC.
30 Exchange Street | Suite 3
Portland, ME 04103
3/13/24

Adam Causey, Long-Range Planning Director,
Town of Falmouth
271 Falmouth Road
Falmouth, ME 04105

Subject: Offer for Purchase of Property Located at 2 Marshall Drive, Falmouth, ME

Dear RFP Coordinator,

With great anticipation and aligned with our shared vision for sustainable community development, GreenMars Real Estate, in partnership, hereby submits our offer for the purchase of the property approximately 20 acres in size, located at 2 Marshall Drive, Falmouth, Maine.

After careful consideration of the project's scope, potential impact, and alignment with our strategic goals, we propose an offer of **\$800,000** for the acquisition of the aforementioned property. This offer is based on a comprehensive analysis of the property's value, taking into account the current market conditions and the unique potential we see in developing this site into a thriving, sustainable residential community under our Winslow's Woods project initiative.

Included in our offer is the request to maintain access to the property through an existing easement from the Town of Falmouth, utilizing the entrance currently serving the police station. We believe that this access point is crucial for the seamless integration of Winslow's Woods into the fabric of the community, ensuring both ease of access for future residents and minimal disruption to the surrounding area.

Our offer is presented with a deep commitment to working collaboratively with the Town of Falmouth to realize a development that benefits the community both economically and socially. GreenMars Real Estate are dedicated to creating a development that not only meets the housing needs of the Falmouth community but also contributes positively to the town's landscape and its residents' quality of life.

We are prepared to proceed with all necessary due diligence upon acceptance of our offer, adhering to a timeline that respects the town's planning and development processes. Our team is ready to engage in further discussions and negotiations to finalize the acquisition, ensuring that all parties' expectations and requirements are met.

This offer letter is enclosed in a sealed envelope as requested, to ensure the unbiased review of our proposal by the town staff. We respect the confidentiality of this process and await your guidance on the next steps.

Thank you for considering our offer. We are enthusiastic about the opportunity to contribute to the Town of Falmouth's growth and vibrancy through the Winslow's Woods project and look forward to the possibility of bringing our shared vision to life.

Sincerely,

Christopher D Marshall

Chris Marshall
Founder and Manager
GreenMars Real Estate
207.409.0426