

March 14, 2024



Response To:

**Request for Proposals: Workforce Housing Development Partner
Town of Falmouth
February 13, 2024**

Submitted By:

**Westbrook Development Corporation
& Habitat for Humanity of Greater Portland
March 14, 2024**

Table of Contents

Statement of Interest

Portfolio and Bios:

Developers:

Westbrook Development Corporation
Habitat for Humanity

Development Team:

Kaplan Thompson Architects
Aceto Landscape Architects
Gorrill Palmer
Drummond Woodsum
Westbrook Housing Authority

Conceptual Plans

Populations Served

Preliminary Financial Analysis

Proposed Project Schedule

Sustainability Measures

Summary

Statement of Interest



March 14, 2024
Adam Causey
Long Range Planner
Town of Falmouth
271 Falmouth Road
Falmouth, ME 04105

Mr. Causey,

On behalf of Westbrook Development Corporation (WDC) and Habitat for Humanity of Greater Portland (Habitat), I am responding to the RFQ released by the Town of Falmouth, Maine, seeking development partners to provide a mix of rental and homeownership workforce housing for the community. We are excited to offer our expertise delivering creative solutions to complex development sites.

WDC has teamed with Habitat to take advantage of each organizations unique business models and proven track record to provide a variety of housing typologies targeting Falmouth's existing workforce. WDC's concept will prioritize the creation of affordable rental housing in four- to six-unit apartment buildings reserved for families earning up to 60% of Area Median Income (AMI). Habitat will look to construct single family homes for sale to families earning up to 80% of AMI. We will incorporate sustainable design practices and creative placemaking principles to create a vibrant and accessible community for all.

We recognize that the availability of this public land presents a rare opportunity for thoughtful development to help support those households already working within the Falmouth community. Our approach will prioritize sustainable design that promotes opportunities and strengthens our local community fabric.

WDC and Habitat are committed to creating high-quality, sustainable developments that meet the needs of our communities. We believe that our partnership with Habitat and the Town of Falmouth can produce a model for responsible, community-centered development that prioritizes affordability, environmental sustainability, and vibrant livability.

In conclusion, we are enthusiastic about the chance to contribute to Falmouth's laudable goal of providing housing options for the Town's workforce. We firmly believe that our proposed concepts offer a distinctive and compelling vision for the future, and we eagerly anticipate the opportunity to collaborate with the Town to transform this vision into reality.

Thank you for your valuable time and consideration.

Sincerely,

A handwritten signature in cursive script that reads "Tyler Norod".

Tyler Norod
Director of Development

Cc: Tara Hill, Executive Director, Habitat for Humanity
Chad Mullin, Director of Construction & Housing Programs
Chris LaRoche, Executive Director, Westbrook Housing
Maggie Stanley, Director of Construction Services

Portfolio & Bios

The Town of Falmouth is looking for a development team that can create something truly special for its municipal lot off Marshall Drive. That's why the Westbrook Development Corporation (WDC) is proud to lead a team of experts that includes Habitat for Humanity or Greater Portland, Kaplan Thompson Architects, Aceto Landscape Architecture + Urban Design, Gorrell Palmer Engineering, Westbrook Housing Authority (WHA), and Drummond Woodsum LP. Each member of our team are proven leaders in their fields with a demonstrated history of orchestrating intricate, affordable, sustainable, and meticulously planned residential developments. Our confidence in the capability of our team stems from this robust collective experience, and we are fully poised to meet the high standards set by the Town of Falmouth. For concise summaries of our developer entities and profiles of our key team members, please refer to the sections below.



Rental Housing Developer

Unique housing initiatives are the hallmark of Westbrook Development Corporation (WDC). More than 30 years after our founding, WDC has grown from an extension of a government-funded local housing authority to a widely recognized leading non-profit developer of affordable and workforce housing.

Our diverse development portfolio showcases our versatility, including a 100-unit, multistory apartment building, a charming single-family townhouse community, luxurious market-rate condominiums fashioned from a historic schoolhouse, and contemporary industrial-style lofts converted from an abandoned riverside mill. From affordable rental communities catering to seniors and residents with disabilities to pioneering homeownership opportunities for first-time buyers, WDC takes pride in delivering distinctive housing initiatives.

At our core, WDC is deeply committed to fostering sustainable long-term growth of affordable housing across Greater Portland and Southern Maine. Rather than imposing developments on cities and towns, we prioritize collaboration. We work hand in hand with city officials, civic leaders, neighborhoods, and residents to understand their needs and aspirations, ensuring that the housing solutions we create reflect their desires.

Our message to all communities is simple yet powerful: "Tell us what you want. We listen." By embracing this ethos, we consistently empower communities with the housing options they seek, making a lasting positive impact on the lives of countless individuals and families. With each project we undertake, WDC reaffirms its position as a leader in affordable and workforce housing development, dedicated to shaping a better, more inclusive future for all.



Tyler Norod – Development Director

Tyler joined WDC in 2021 as Development Director. Prior to WDC, Tyler worked as a Development Officer for Avesta Housing, where he lead the development efforts on a variety of large projects across Southern Maine and New Hampshire. These projects included historic rehabilitation, Passive House Certified buildings, and a multi-phased mixed-use urban development.

Over the course of his career, Tyler has overseen 13 affordable housing developments with a total development cost in excess of \$160 million. In total, these projects represent approximately 500,000 square feet of development and 500 units of housing. Tyler's projects have been recognized by the Maine Real Estate Development Association (MEREDA) as well as the prestigious national Charles L. Edson award for Tax Credit Excellence.

Before working as a developer, Tyler was the Housing Planner for the City of Portland, where he implemented new housing policies and oversaw allocation of City resources to spur new affordable housing development. Tyler also served as a Senior Project Manager at the Boston Redevelopment Authority (BRA). While at the BRA, he managed the public review process and community benefit negotiations for several million square feet of development, including transitional housing for homeless veterans; housing for low-income seniors; and community-driven, mixed-income residential developments.



Tyler's academic background includes a BA in Political Science from St. Mary's College of Maryland, providing him with a strong foundation for his work in the housing development sector. With his wealth of experience and dedication to creating affordable housing solutions, Tyler continues to drive positive change and make a lasting impact in the communities he serves.



Maggie Stanley - Construction Services Director

As a Licensed Maine Architect, Maggie comes to WDC from a different side of the table from most in development. Her background is in the design and construction administration of multi-family and historic buildings in and around Southern Maine. She joined WDC in 2022 after several years working for CWS Architects where her focus was in senior and family housing developments and rehabs for Avesta, Portland Housing Authority and Community Housing of Maine. She acted primarily as a Construction Administrator there, working with the contractors and owners to navigate unforeseen conditions and provide oversight that the projects were built as designed.

Prior to CWS Architects, Maggie spent much of her early career at Goduti/Thomas Architects where she became licensed while working on high end residential and ski resorts, although most of her time spent there was working in Historic Rehabilitation, converting historic buildings into affordable multi-family developments. These historic projects were reviewed by the National Park Service and received National Historic Registration on completion. While at Goduti/Thomas Architects, numerous projects she worked on received Maine Preservations Awards and the Southgate House in Scarborough was recognized nationally for excellence due to its impactful use of Low-Income Housing Tax Credits.



Maggie earned her BArch from Syracuse University during which she spent the first few weeks of summer break turning over college apartments for her landlord and spent the rest of her breaks as an electrician's assistant on new and rehab residential projects.

Maggie also is the former chair and current member of the Portland Planning Board. She is currently serving out her third, three-year term. It has been her time spent on the board, and the deep dive into urban planning, zoning and how policies can shape cities and our built environment that led to her passion for smart development. She hopes to continue to explore these ideas at WDC and act as a liaison between many parties involved from early design through construction, ultimately creating a product that best benefits the community and the end user of these spaces.

Westbrook Development Corporation – Portfolio



Spring Crossing

Nestled on the scenic banks of the Presumpscot River in the heart of downtown Westbrook, Spring Crossing is conveniently located off Ash Street, surrounded by a plethora of dining options, financial institutions, and other daily essentials. This four-story apartment building comprises 34 affordable units that cater to seniors. In addition to providing heat and hot water, residents also have access to on-site laundry facilities, a fitness room, and a computer room.



Golder Apartments

Located off Lincoln Street in downtown Westbrook, Golder Apartments spans four-stories while offering 26-units of affordable apartments for families. The property is managed by Westbrook Housing Authority, which provides tenants with the added convenience of heat and hot water as part of their rent. Despite the challenges of being constructed on a small urban infill lot, Golder Commons has managed to emerge as a thriving and attractive member of the community, thanks to its quality design and modern amenities.



Robert L. Harnois Apartments

Designed to address the need for affordable senior housing, the Robert L. Harnois Apartments were completed in 2020. The building presents a unique challenge due to its location on a tight site, nestled within a granite hillside at the Westbrook Housing Authority's campus. Although not visible from the front due to grade changes along the rear of the site, this building includes a fifth story of apartments at the back of the building. In addition to the much-needed affordable housing, the Robert L. Harnois Apartments offer several amenities, including a community room, a library, exercise facilities, an on-site laundry, and a walking trail that runs alongside the property.



Lewis H. Emery Apartments

In 2021, the Lewis H. Emery Apartments were completed as a counterpart to the Robert L. Harnois apartments. This building comprises 30 low-income senior apartments, bringing the total number of new affordable apartments to 91 for both developments. The location of this site proved to be a challenge as it is situated near an old granite quarry, making access and construction difficult. The project relied primarily on 4% low-income housing tax credits for funding. As a fully ADA-compliant building, the Lewis H. Emery Apartments provide project-based vouchers to cater to a diverse range of residents.



Stroudwater Apartments

Commencing construction in June 2023, Stroudwater Apartments is set to provide 55 units of affordable housing for seniors. Working in collaboration with the City, WDC is transforming the former municipal lot located across from Westbrook High School. As part of this development, WDC has partnered with Portland Trails to extend trail access throughout the site for the benefit of the community. Along with offering much-needed housing, WDC plans to install new pedestrian infrastructure, public trails, and allocate funds towards the construction of a new public ice rink in the city.



Stacy M. Symbol Apartments

WDC recently broke ground on the Stacy M. Symbol Apartments, situated on the former Rivermeadow Golf Course, off Lincoln Street in Westbrook. This upcoming development will bring 60 units of affordable senior housing to the community upon completion. The project is just one component of a larger multi-phased endeavor spanning over 90 acres. The overall development encompasses 358 new housing units, presenting a mix of market-rate homeownership single-family homes and rental apartments.

An exciting aspect of this project is the dedication of over 40 acres of the proposed site to conservation land. This protected area will be managed by the Presumpscot Regional Land Trust, fostering environmental preservation and creating vital connectivity for segments of the Sebago to Sea Trail network. With a thoughtful blend of affordable senior housing and conservation efforts, the Stacy M. Symbol Apartments and the larger development project promise to make a meaningful and positive impact on the community and the environment.



Homeownership Housing Developer

Habitat for Humanity of Greater Portland (Habitat) is a non-profit organization that builds communities of new energy efficient homes, with affordable financing. We are an independent affiliate of Habitat for Humanity International, a global, nonprofit housing organization. We know that safe, decent and affordable shelter plays an absolutely critical role in helping families to create a new cycle, one filled with possibilities and progress. Affordable homeownership frees families and fosters the skills and confidence they need to invest in themselves and their communities. The outcomes can be long-lasting and life changing.

Founded in 1985, we are committed to the development and uplifting of families and communities, not only to the construction of houses. We have built 93 homes in Cumberland County, Maine since our founding, and we have donated over \$500,000 to help build homes for more than 170 families around the world.

Habitat partners with families to build energy-efficient homes that they can afford. Qualifying families earn less than 80% of the area median income, are willing to provide sweat-equity hours on their home and in their community and can pay an affordable mortgage. During the process which generally takes 12-18 months, Habitat prepares families for homeownership through financial counseling, home maintenance experience, and one-on-one guidance that empowers them to become successful homeowners. When a homeowner closes on their new home, they receive a mortgage from a local financial institution that results in a monthly housing cost of no more than 30% of their income. The difference between their mortgage and the assessed value of their home is held by Habitat with a silent second mortgage that is only payable when they sell, refinance or transfer ownership of their home, ensuring the affordability for as long as they live there. In many cases, affordability is preserved for future homeowners as well through covenants in the deed. Habitat is able to offer this unique opportunity through the use of volunteers on site, federal/state grants, the financial generosity of individuals and businesses, and critical community partnerships.



Tara Hill, Executive Director

Our Executive Director, Tara Hill, is a seasoned nonprofit professional with over 25 years of management experience, including 14 years as an Executive Director. She has a strong background in organizational leadership, strategic planning, and coalition building and focuses on developing innovative ways to help others. Ms. Hill will provide general oversight and guidance within Habitat's current strategic plan.



Chad Mullin – Director of Construction & Housing Programs

The principal Project Manager for this program is our Director of Construction and Housing Programs, Chad Mullin. Mr. Mullin has 18 years of experience managing construction with Habitat for Humanity dating back to 2005, when he began work with Habitat for Humanity of Charlotte, NC. He has overseen the construction program for Habitat in Greater Portland since 2011. In that time, he supervised the construction and development of the past three subdivisions (30 homes total) and the current two (20 homes total), including the largest subdivision to date built by a Habitat affiliate in the State of Maine. Mr. Mullin is the principal liaison between design professionals, site development contractors, town officials, construction volunteers and Habitat. This work has allowed him to develop a network of professionals that, between them, have decades of experience developing property for affordable housing. Mr. Mullin is supported by a Construction Manager and a Site Supervisor.



Ryan Carmichael – Construction Manager

Ryan Carmichael is our Construction Manager and will be the on-site leader. He has 13 years of experience building and repairing homes with Habitat here in Maine as well as Philadelphia and Kauai, HI

Molly Lajoie – Family Services Director

Molly Lajoie has been the Family Services Director at Habitat for 7 years. She manages the outreach and application process for families interested in homeownership and ensures that the selected families receive the necessary support to thrive as well as complete their sweat equity hours.



Habitat for Humanity of Greater Portland – Portfolio

The Carpenter Court Subdivision Scarborough, ME

The Carpenter Court subdivision, in Scarborough, is a 13-lot neighborhood of EnergyStar certified homes, developed by Habitat in partnership with the Town of Scarborough. The twenty-acre parcel of land was formally owned by the town and was gifted to Habitat for the sole purpose of developing affordable homeownership opportunities. Habitat and its partners designed the development to limit the impact on the property, only building out five of the gifted twenty acres. This allowed Habitat to re-gift fifteen acres back to the town to designate as conservation property (now managed by the Scarborough Land Trust).



The Hummingbird Lane Subdivision – Freeport, ME



The Hummingbird Lane subdivision, in Freeport, is a townhouse neighborhood of EnergyStar certified homes, developed by Habitat for Humanity of Greater Portland. The land was previously owned by a for-profit developer and acquired by the town due to tax delinquency. The property was then offered, by the Town of Freeport, to Habitat for purchase for the delinquent tax amount. Habitat developed the two-acre parcel into two triplex buildings, and a duplex, to create eight new homeownership opportunities for families in the Greater Portland Area.



Firm Profile



Philosophy

Kaplan Thompson Architects is dedicated to helping interesting people bring their challenging projects to life. Our company mission is to responsibly design buildings that inspire meaningful connections, put people and the environment first, and make the world a better place.

We believe in a team process where every client can have their specific needs met, their individual aesthetic recognized, and their budget respected. Great architecture embraces empathy, creativity, and technical rigor to deliver buildings that both perform and delight. We revel in doing what others say cannot be done, balancing imagination with engineering, beauty with affordability, and function with possibility.

Kaplan Thompson Architects brings a new generation's approach to project management. Our office has always embraced a true teamwork model, rejecting the classical "architect as solo visionary" in favor of the architect as leader of a dynamic and innovative group of experts, working towards a common goal in alignment with client and contractor. Our portfolio is built proof of what can be achieved through a collaborative approach and community focus, and spans single-family new construction and renovations, multifamily housing, education facilities, and restaurant and retail spaces across New England and beyond.

Firm Details

Kaplan Thompson Architects was established by Phil Kaplan and Jesse Thompson as an LLC partnership in Portland, Maine in 2006. The company currently has nineteen employees. Our work has been featured in the New York Times, Washington Post, Boston Globe, USA Today, NPR, France 24, HGTV, and MPBN, as well as books, countless websites, and national, New England, and Maine-based publications.

Sustainability

We design spaces that consider the environment into which they are built as much as the environment they are creating. Using Net-Zero, Passive House, and Living Building principles - including airtight construction, high-performance envelopes, renewable energy systems, and non-toxic materials - we strive for our work to model how beautiful buildings may be constructed to combat climate change and improve user wellbeing. We embrace the synergistic connection between human and ecological health to build resilient, adaptable, and future-proof communities.

We are advocates of setting project goals at the outset - whether or not a project is seeking a formal sustainability certification - to harmonize aesthetic, performance, and budget. Energy conservation, preservation of resources, waste reduction, and decreased impact on the planet are part of our standard approach to every project, big and small, from initial design to final construction. Our completed projects are built proof of this commitment to sustainability and progress towards our goal of restorative architecture.

Our firm has been a signatory in the American Institute of Architects' 2030 Commitment Program since 2015, a voluntary initiative in which members pledge to annually reduce the Predicted Energy Use Intensity of their projects and progress towards producing carbon-neutral buildings by the year 2030. We were among just 15 firms in the country to meet the goal of 80% pEUI reduction across our entire portfolio of submitted work in 2020, our third consecutive year of successfully hitting this target. In 2018 and 2019, we were also named on the ARCHITECT50 sustainability list, the only architecture firm in Maine to be awarded this honor.

As a JUST organization, we are also committed to improving social equity in the firm and the community, and enhancing employee engagement around these values.

Key Personnel



Phil Kaplan
Principal, AIA, LEED AP

Born and raised in Baltimore, Phil Kaplan attended Boston University, received his B. Arch. (with a Psychology Minor) from Carnegie Mellon University in Pittsburgh in 1991, and moved to Maine in 1997. He is a Maine, Massachusetts, and New Hampshire Licensed Architect, a member of the AIA, and a LEED Accredited Professional. He gives talks about his firm's work and sustainability efforts throughout the Northeast and has served as an exhibition juror, guest critic, and Adjunct Professor. He was a founder, in 2006, of The Portland Society for Architecture (PSA), a local design advocacy group. He is the former Board Chair of the Northeast Sustainable Energy Association, which helps high-performance and energy efficiency professionals improve their practices through collaboration and learning throughout New England and beyond.

Phil has led multiple AIA, PSA, and LEED Award winning projects since 2003 and received national recognition for his innovation in sustainable design.



Jesse Thompson
Principal, AIA, LEED AP, CPHC

Jesse Thompson received his B. Arch from the University of Oregon in 1996. He is a Maine, Massachusetts, New Hampshire, and Connecticut Licensed Architect, a member of the AIA, a LEED Accredited Professional, and the first architect in northern New England to become a Certified Passive House Consultant. He has formally served as President of the Maine Chapter of the American Institute of Architects and Co-chairs the Advocacy Committee of the Portland Society of Architects (PSA).

Effecting social change both through his work and through community outreach, Jesse has become a national leader in building science and sustainable design. Jesse's portfolio straddles the residential and commercial worlds, and has a deep knowledge of modern construction types and project planning. He is Kaplan Thompson's director of technical and digital practices, maintaining our leadership in energy efficient construction techniques, software adoption, and digital construction management.



Sam Bell-Hart
Architectural Staff

Sam Bell-Hart received a Bachelor of Arts in Political Science and Theology from Bard College in 2010, but as a lifelong maker, he was quickly called back to his craft. He spent the next five years as a professional woodworker and furniture maker until he was inspired to design even bigger things. In 2019, he earned a Master of Architecture from Washington University in St. Louis and worked in Missouri for two years before returning to his home state of Maine.

The opportunity to apply his skillset to high-performance buildings and affordable housing drew Sam to our team, where he brings a love for detail at every scale and a knack for turning even the most complex challenges into opportunities for creative design. He believes in building with a minimum of fuss and with high-quality materials that are appropriate to their application. At Kaplan Thompson Architects, he champions strategies to reduce the carbon impact of our projects and ensure their lasting health and durability.

Lewiston Choice Neighborhood

Type: Multifamily

Completion Date: 2024

Location: Lewiston, ME

Lewiston, Maine, like many New England mill towns, was built then gutted by the industrial revolution. The closure of the Androscoggin Mill in 1956 initiated a devastating and decades-long economic decline for the city, and by 2000, its population had decreased by 15% and become the single poorest census tract in Maine.

Hope for reviving the community finally sprang in 2001 with the arrival of more than 1,000 Somali refugees. This infusion of people and shared culture reversed the city's narrative and quickly rewrote it with Lewiston as one of the fastest growing communities in the state. Though the economy began to stabilize, residents new and old were still plagued by lasting relics from decades of neglect, including a dangerous and aging housing inventory for at-risk populations and alarming rates of childhood lead poisoning.



The city is addressing these conditions through the application for and award of a federal Choice Neighborhoods Planning and Action Grant and HUD Choice Neighborhood Implementation Grant. In partnership with Lewiston Housing Authority and Community Concepts, they planned a robust transformation of the Tree Street Neighborhood to celebrate the diversity, vibrancy, and resilience of the people who live and work in the neighborhood. Efforts will be focused on addressing Lewiston's environmental safety concerns, housing and food security, and economic and social mobility.

Kaplan Thompson Architects and Avesta Housing were hired to redevelop three major sites within city limits through the renovation of existing structures and introduction of multiple mixed-use, mixed income multifamily buildings. Designing affordable, high-performance places for people to live and work will set a new precedent for adaptable, sustainable, and accessible construction in a town demanding and poised to experience major social, economic, and environmental redevelopment.

The first phase of the project will add 84 residential units, ranging in size from one to four bedrooms, across 9 buildings on 4 separate parcels in the heart of the city.



Dougherty Commons & Lambert Woods

Type: Multifamily

Completion Date: 2025

Location: Portland, ME

Designed in partnership with Maine Cooperative Development Partners, the Dougherty Commons and Lambert Woods developments will create family-oriented, cooperatively-owned housing in Portland's Libbytown neighborhood.

The developments feature three distinct building typologies - townhomes, rowhomes, and community flats - that differ in unit densities and sizes to accommodate a diversity of demographics. Though the buildings vary in scale, a shared architectural language creates rhythm and cohesion among them. Similar rooflines, repetition of colors and materials, and common elements such as column details, entry canopies, and proportions of fenestration will define a clear and consistent neighborhood aesthetic. Design of the greater

site prioritizes a balance of green space, transit-orientation, walkability, community, and privacy.

More than 200 new units will provide affordable, high-performance home ownership to households earning 100% or less of the area median income via a limited equity co-op model. Residences will be owned and managed by the occupants, rather than landlords, and offered at lower buy-ins than market-rate co-ops. Profits will be capped on the future resale of units to maintain affordability over time. The cooperative model creates greater accessibility to home-ownership in the Portland area, which has become increasingly unobtainable for low- and moderate- income residents.



render by Aceto Landscape Architects

Oak Tree Village

Type: Multifamily

Completion Date: 2021

Location: Griswold, CT

In partnership with an active New England developer of high-performance affordable housing, we designed a prototype for a Passive House multi-family building that could be deployed at multiple sites and achieve certification at different orientations and locations. This efficient and economic approach delivers Passive House at scale and with consistent high quality, benefiting from continuous improvement cycles in drawing sets and construction methodology with every repetition of the design.

Oak Tree Village features the first two built iterations of the Passive House prototype, introducing 72 units of sustainable, mixed-income housing to Griswold, Connecticut. A centralized clubhouse provides a community room, fitness facility, leasing office, and other shared spaces for residents to enjoy. In a second phase of the project, an additional 72 units of housing will be created using the same prototype. The development is 80% deeply affordable to families and individuals earning 50-80% of Area Median Income and includes 15 supportive housing units and 15 market-rate rentals.

A large-scale project with small environmental impact, both residential buildings at Oak Tree Village have achieved PHIUS+ 2018 Core Certification and are currently passing PHIUS Core 2021 standards. Though not certified, the clubhouse was also built to Passive House standards.

To date, we have built four of seven planned prototype buildings across two developments. Ultimately, 252 Passive Home apartments will be generated through this effort.



Blackstone Senior Living

Type: Multifamily

Completion Date: 2018

Location: Falmouth, ME

Avesta Housing owned a set of 20 rental apartments originally built in the 1970s designed for low-income elderly persons or individuals with disability. The existing apartments were worn and needed a complicated matrix of renovations, including new cabinetry, flooring, sinks, trim, toilets, and a fresh air ventilation system. In addition, we had the opportunity to build 19 new apartments.

The new building was designed as a stealth “Passive House”— meeting the highest energy efficiency goals on the planet without going through a complex Certification process on a project that had to be completed within 10 months for \$165 per square foot.

Knowing that the residents were an aging population, care was taken to install features that would support them: handrails throughout the hallways with orienting windows and calming colors on the walls. The apartments themselves are ADA accessible, with bright and open floor plans.

To situate the building in the context of the surrounding neighborhood, we designed a classic New England shape with white clapboard sides and a high-pitched gable roof. A large, sheltering front porch provides a place for residents to sit outside. High quality, durable, and affordable construction materials were used in both the renovations and the new construction.



Parris Terraces

Type. Multifamily

Completion Date. 2019

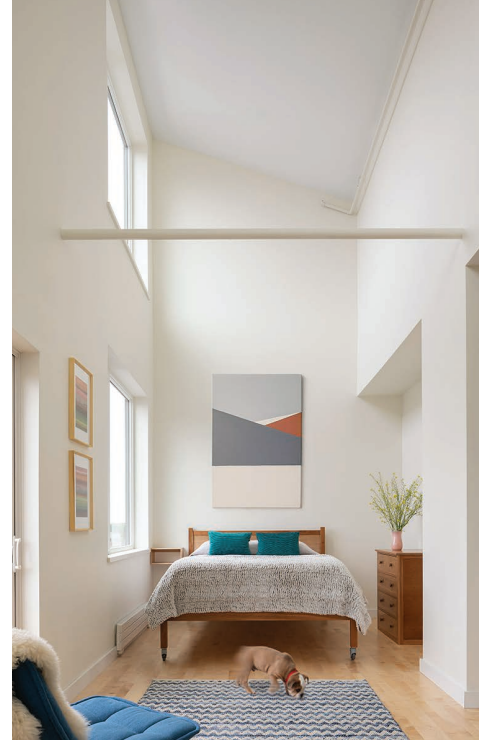
Location. Portland, ME

Parris Terraces apartments are both attractive and affordable, seeking to create housing for an income bracket overlooked in the current market. Units can be purchased at Workforce Housing prices with no government subsidy and meet the desperate need for Missing Middle Housing. Upon opening, the building was fully occupied with 18 of the 23 homes going to first-time homebuyers at prices as low as \$195k, a figure unheard of for downtown home ownership.

In order to fit 23 homes in a small footprint, the apartments are designed to be as efficient as possible. An open kitchen/living space allows for airiness in the common area, while a compact bedroom and bathroom leave extra room for closets and in-unit laundry. Tall ceilings – ranging from 9 to 14 feet – create the illusion of a larger space while elongated windows welcome abundant daylight. Six of the seven upper apartments also have a small balcony, providing a connection to the outdoors invaluable to urban living. Residents enjoy 24-hour fresh air ventilation with heat recovery, as well as individual thermostats. As a final consideration, a first-floor guest apartment is available for use by all owners to accommodate visits from traveling loved ones.

The building is situated just a few blocks from the center of downtown Portland and within walking distance of multiple grocers, restaurants, recreational areas, and other municipal services. It is close to a variety of forms of public transportation, with bike racks and parking included onsite.

Sustainable design and Passive House techniques were applied to the structure as well. The project has a predicted overall energy use of 58% of a typical multi-family building (EUI of 22), even without renewable energy systems installed.





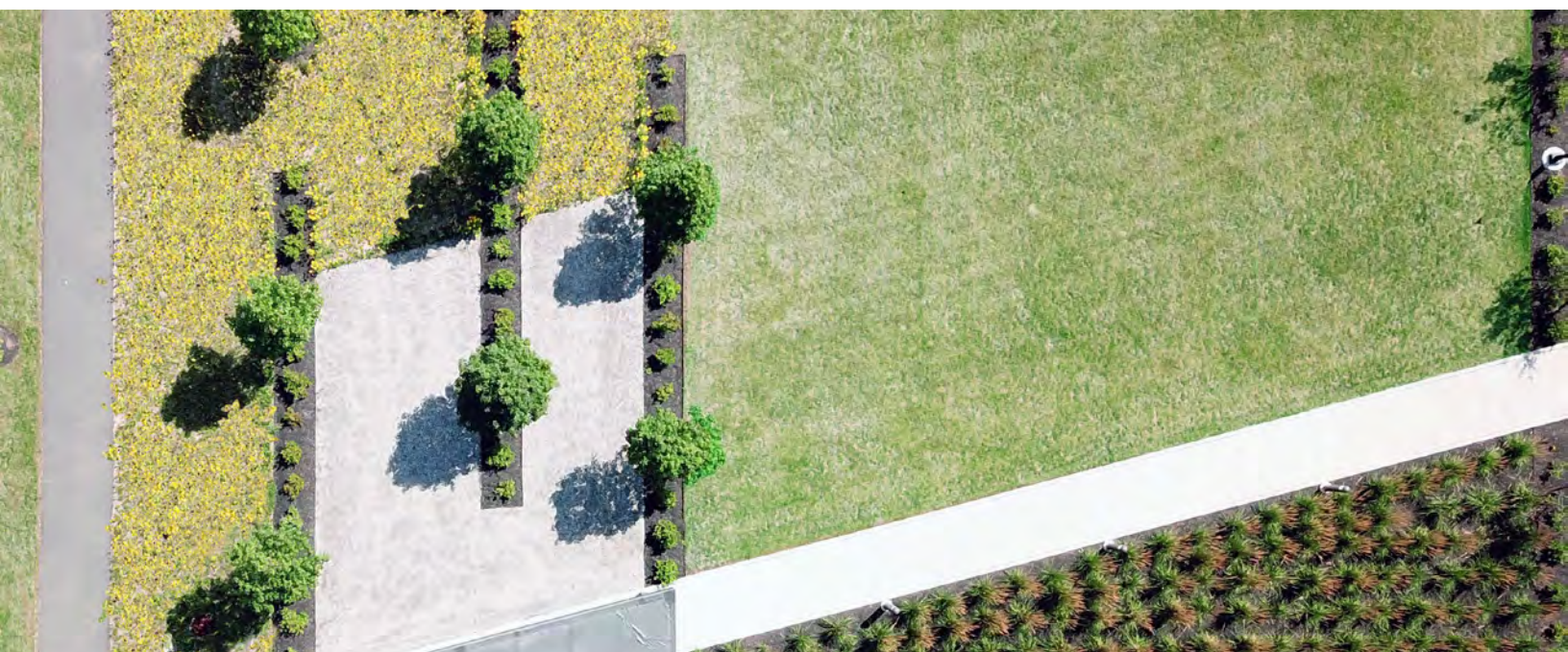
ACETO LANDSCAPE ARCHITECTS

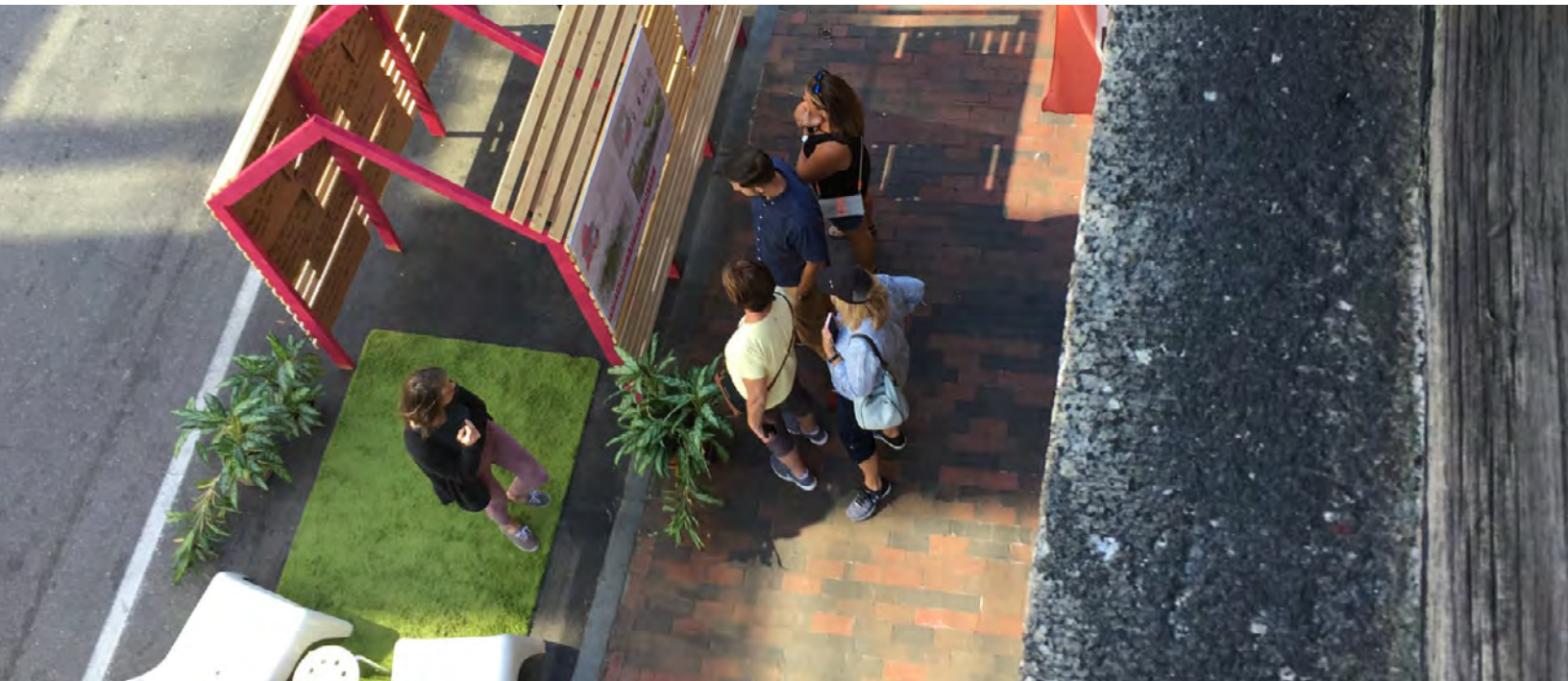
ALA is a process-driven, landscape architecture and urban design firm committed to thoughtful, creative intervention at the intersection of environment, economics, art, and culture. ALA was founded on the notion that great design is a product of careful listening, inclusive decision-making, and unrelenting passion for enduring built spaces. We believe in the core tenets of placemaking and the power of design to shape our everyday experience and sense of well-being.

ALA's team offers a unique set of skills and perspective, well-equipped to harmonize and reconcile the roles and value systems of varied design disciplines. We integrate expertise and intuition to craft powerful places, built upon a commitment to resiliency and sustainability. Our studio's passion for craft and technical savvy affords us the opportunity to collaborate across a broad range of scales and geographic locales.

WHAT WE DO

Ala is a boutique design practice focused on placemaking at the intersection of community, environment, art, and economics. Our practice includes a broad array of project types and scales from intimate gardens to large, regional land tracts, new communities, and public spaces.







NICK ACETO | PLA, ASLA

ACETO LANDSCAPE ARCHITECTS
PRINCIPAL, LICENSED LANDSCAPE ARCHITECT
NA@ACETOLA.COM

PERSONAL BIO

Nick is a licensed Professional Landscape Architect and founding principal of Aceto Landscape Architects (ALA) based in Portland. Nick is passionate about placemaking and the power of design to influence positive outcomes in our communities. Nick has worked on projects across the United States where he has won several awards and recognition for his contributions to the design world.

SELECT PROJECTS

The DOWNS | Scarborough Maine

ALA has worked closely in collaboration with the Planning and Engineering staff at Gorrill Palmer to provide master planning and design services for this 500+-acre master plan which includes a large town center and community park component.

Mercy Redevelopment | Portland Maine

ALA has been the lead urban designer and landscape architect of record for the redevelopment of the former Mercy hospital site. The project master plan is organized around a central woonerf with several adjacent urban courtyards and multi-use public spaces. The woonerf is designed to be universally accessible.

Stevens Square Community | Portland Maine

Aceto provided master planning and landscape architecture services for the redevelopment of a former convent property. The project is being built in phases and is undergoing site plan review.

Basalt Our Town | Basalt Colorado

ALA provided visioning documents including graphic sketches, plans, and other renderings in addition to participating in public meetings, and running a storefront, nonprofit community design center.

Jackson Labs Schooner Head Housing | Bar Harbor Maine

ALA identified and planned a roughly 20 acre site for affordable housing near the iconic campus.

HONORS + AWARDS

Grand Prize | Bayside Adapts Design Competition (2017)
National ASLA Honor Award, Design Team Member | Lafitte Greenway (Design Workshop, 2013)
Selected Entry | Town of Basalt Monument Sign Design Competition (2012)
Guest Lecturer | North Dakota State University School of Architecture (2011)
Honor Award | Fort Collins Urban Design Awards (2009)
First Prize | CLARB Wayne Grace Memorial Design Competition (2008)

PUBLICATIONS + RECOGNITION

Start Your Engines | Landscape Architecture Magazine, March 2017
Learning By Doing | CCASLA Rocky Mountain Exposures Magazine, Featured Works, 2009

AFFILIATIONS AND VOLUNTEERISM

Member | Portland Bicycle-Pedestrian Advisory Committee
Member | Portland Society for Architecture Board Member
Member | City of Portland Public Art Committee



CAITLIN ACETO | PLA, ASLA

ACETO LANDSCAPE ARCHITECTS
PRINCIPAL, LICENSED LANDSCAPE ARCHITECT
CA@ACETOLA.COM

PERSONAL BIO

Caitlin has worked in the field of landscape architecture for 15 years and is licensed in the states of Maine and Colorado. Caitlin's project experience ranges in scale from circulation and wayfinding design at Grand Canyon National Park, to security barrier conceptualization for the Thomas Jefferson Memorial, to high end residential and hospitality design in Aspen, and community / park design in Maine. Caitlin is energized by finding ways to enhance connections between people and place, and designing meaningful spaces for those connections to thrive and strengthen. In addition to the nuts and bolts of a design program--art, culture, history and texture are some of the most exciting menu of elements that Caitlin hopes to leverage for a beautiful and well orchestrated project.

SELECT PROJECTS

Memorial Garden | Quantico, Virginia

Caitlin was one of the designers responsible for conceptual and final design of a \$1million memorial garden space to honor the mission, service and sacrifice by service people in government employment. The project is presently under construction.

Mercy Redevelopment | Portland Maine

ALA has been the lead urban designer and landscape architect of record for the redevelopment of the former Mercy hospital site. The project master plan is organized around a central woonerf with several adjacent urban courtyards and multi-use public spaces. The woonerf is designed to be universally accessible.

Commercial Street Corridor Plan | Portland Maine

ALA teamed with WSP Planning to provide place making and visualization services of the approximately one mile long Commercial Street corridor in Portland, Maine. ALA tracked the public outreach process and provided creative input on design, place making, various interventions for ease of circulation, and site treatments.

HONORS + AWARDS

Grand Prize | Bayside Adapts Design Competition (2017)

Selected Entry | Town of Basalt Monument Sign Design Competition (2012)

PUBLICATIONS + RECOGNITION

Start Your Engines | Landscape Architecture Magazine, March 2017

Learning By Doing | CCASLA Rocky Mountain Exposures Magazine, Featured Works, 2009

AFFILIATIONS AND VOLUNTEERISM

Architalx Board Member, 2017-2020

Portland Society for Architecture Advocacy Member, October 2016-2018

Maine Section of the Boston Society of Landscape Architects Leadership Group, October 2016-2019

Habitat for Humanity Basalt Residence Site Design, 2015

SETH KIMBALL | PLA, ASLA

ACETO LANDSCAPE ARCHITECTS
 PRINCIPAL, LICENSED LANDSCAPE ARCHITECT
 SK@ACETOLA.COM

PERSONAL BIO

Seth has been practicing Landscape Architecture for over 15 years. He has a Bachelor's degree in Landscape Architecture from the University of Massachusetts Amherst. Seth's early experience with plants and site construction helps transports reality to the design process, while his professional experience has given him the design sensibility to successfully accomplish any range project type and size.

EDUCATION

BLA | Landscape Architecture 1999-2003
 University of Massachusetts at Amherst (UMASS)

EXPERIENCE

Aceto Landscape Architects | Principal Landscape Architect, Portland, ME 2018-Present
 Carroll Associates | Project Manager-Landscape Architect, Portland, ME 2017-2018
 Mitchell & Associates | Project Manager Landscape Architect, Portland, ME 2015-2016
 Michael Boucher Landscape Architecture | Project Manager, Freeport, ME 2005-2015
 Gawron Turgeon Architects | Landscape Designer, Scarborough, ME 2003-2015

SELECT PROJECTS**200 Federal Street | Portland Maine**

ALA worked closely with Acorn Engineering to develop plans to an intimate a public courtyard at the foot of what will be Portland's tallest building. The courtyard has been designed to allow open flow while creating an inviting respite from the bustle of downtown.

Hotel Aspen | Aspen, Colorado

Seth played an instrumental role in managing this landmark project in the historic center of downtown Aspen, CO. A complex urban site and large, multi-disciplinary project team, coupled with an extensive design program with many custom features have made this project a design and management challenge which Seth has successfully navigated while delivering superior design value and attention to detail and project budgets.

Sanford Downtown Connector | Sanford Maine

ALA was selected by the City of Sanford to lead a community charette aimed at identifying opportunities to improve a more than 2-mile corridor for safer and more convenient bicycle and pedestrian mobility. The successful charette led to development of a series of plans and studies which will shape the City's fabric and lay the framework for redevelopment and renewed vitality.

Phillips Academy - Paresky Commons | Andover, MA (prior experience, mbla)

Seth was the project manager responsible for leading the site renovation and redesign of the historic Paresky Commons, a 1920's Colonial Revival dining hall and student center which serves as the heart and social hub of the campus. The design expanded the entry terrace and stairs to provide a generous and comfortable experience of the landscape, allowing greater ease of daily use and much needed space for special events. A new terrace at the lower level created an outdoor extension of a busy student lounge, while the upper level serves as a vital pedestrian node between the athletic complex and academic buildings, Paresky Commons earned LEED silver certification .

GRACE McNEILL

ACETO LANDSCAPE ARCHITECTS
LANDSCAPE DESIGNER
GM@ACETOLA.COM

PERSONAL BIO

Grace is a landscape designer from Kennett Square, PA. She received her BLA in 2021 from Pennsylvania State University. At Penn State, Grace's student work ranged from planning for future climate change disaster in Baltimore's Middle Branch, to designing nature play spaces for children in State College, to creating a botanical garden in eastern Tanzania. At ALA, Grace has been able to be involved with projects at every scale, from high end residential projects in North Carolina, to multi-unit housing co-ops, to large scale municipal master planning projects. This variety of experiences makes Grace a versatile and adaptable designer, who ultimately is interested in fostering the growth and development of a world designed with our collective future in mind.

EDUCATION

BLA | Landscape Architecture
Pennsylvania State University

SELECT PROJECTS**Homeless Services Center | Portland, Maine**

Along with the ALA team, Grace was one of the designers responsible for the design of Portland's new emergency homeless services center in Riverton. Their design goal is that the space will make guests feel not only comfortable and welcome, but most importantly safe and dignified. This project is presently under construction, with estimated completion in mid-2023.

Lambert Woods Housing Co-Op | Portland, Maine

This project is poised to be one of the first housing co-ops in Portland. It features row homes and apartments centered around a community green and pedestrian mews. Grace has worked closely with the project consultants and developers to work towards creating a sustainable co-op.

Villages Master Plan | South Windham and Little Falls, Maine

ALA, along with North Star Planning, was hired by the towns of Windham and Gorham to revamp the Villages Master Plan, which was last updated in 1998. To create the final document, the design team gathered community input through social media posts, a project website which included online surveys, by attending several community events, and by hosting two community meetings. The final document includes inventory and analysis completed by the team and recommendations regarding streetscapes, zoning, and catalyst sites.

HONORS + AWARDS

Honor Award | ASLA Student Awards, 2021

PUBLICATIONS + RECOGNITION

HOME | BSLA Fieldbook, Issue 12, 2021

AFFILIATIONS AND VOLUNTEERISM

Architalx Board Member, 2022-Present
Penn State Landscape Architecture Professional Mentor, 2022-Present

REFERENCES

KEVIN KRAFT

CITY OF PORTLAND, URBAN DESIGNER
207-874-8901
KKRFT@PORTLANDMAINE.GOV

AMANDA LESSARD

PLANNING DIRECTOR, TOWN OF WINDHAM
207-894-5900 x 6121
ALLESSARD@WINDHAMMAINE.US

CAROL EYERMAN

TOWN OF GORHAM, PLANNER
207-222-1620
CEYERMAN@GORHAM.ME.US

ETHAN HIPPLE

CITY OF PORTLAND, DEPUTY DIRECTOR, DEPT OF PARKS, RECREATION & FACILITIES
207-808-5400
EHIPPLE@PORTLANDMAINE.GOV

“ALA played an instrumental role, along with City of Portland Parks and Recreation Staff and the Libbytown Neighborhood Association in securing CDBG funding for the Dougherty Field Adventure Playground.”

BRUCE HYMAN

CITY OF PORTLAND, TRANSPORTATION PROGRAM MANAGER
207-874-8717
BHYMAN@PORTLANDMAINE.GOV

“Aceto Landscape Architecture’s compelling graphics as part of the Portland-South Portland Smart Corridor Plan effort in 2017 enabled the public to readily visualize the benefits and trade-offs of various transportation alternatives being considered and highlighted the opportunities those alternatives could also have for placemaking, a key goal of the Plan.” - Bruce Hyman

JAIME PARKER

TRAILS MANAGER, PORTLAND TRAILS
207-329-6180
JAIME@TRAILS.ORG

JAMES LINDT

PLANNER, TOWN OF BASALT
970 279-4397
SUSAN.PHILP@BASALT.NET

JAY CHACE

PLANNING DIRECTOR, TOWN OF SCARBOROUGH
207-730-4042
JCHACE@SCARBOROUGHMAINE.ORG

TROY MOON

CITY OF PORTLAND SUSTAINABILITY COORDINATOR
THM@PORTLANDMAINE.GOV
207.756.8362



ALA LIST OF SELECT PROJECTS

ALA has been fortunate to have made meaningful contributions to a vast array of projects across a wide gamut of scales over the last 5-6 years. Below is an abbreviated list of select project examples intended to provide a sense of our professional skill set, experience, and range as a design studio. We would be happy to provide more information about any of the below projects upon request.

COMMERCIAL/CAMPUS

100 FORE STREET OFFICE BUILDING	PORTLAND, ME
66 STATE STREET	PORTLAND, ME
LAAM 525 LIVE-WORK	BASALT, CO
HOTEL ASPEN	ASPEN, CO
MEMORIAL PLAZA	QUANTICO, VA
CUMBERLAND CLUB SITE PLAN	PORTLAND, ME
RIVERSIDE LIVE-WORK	PORTLAND, ME
WILLITS BEND LIVE-WORK	BASALT, CO
RED HAWK ELEMENTARY SCHOOL	ERIE, CO
ANDERSON RANCH ARTS CAMPUS	SNOWMASS VILLAGE, CO

DEVELOPMENT

STEVENS SQUARE	PORTLAND, ME
MERCY HOSPITAL REDEVELOPMENT	PORTLAND, ME
200 FEDERAL STREET	PORTLAND, ME
SCARBOROUGH DOWNS MASTER PLAN	SCARBOROUGH, ME
THE TREE FARM	BASALT CO
66 STATE STREET	PORTLAND, ME
BLOCK 11 MASTER PLAN	BRECKENRIDGE, CO
BROKEN COMPASS BREWERY	BRECKENRIDGE, CO
RIVERBEND COMMERCIAL CENTER	TIMNATH, CO
CUMBERLAND MULTI-GEN	CUMBERLAND, ME

PUBLIC

COMMERCIAL STREET TRANS. STUDY	PORTLAND, ME
LIBBYTOWN PLAYScape	PORTLAND, ME
BASALT POST SIGNAGE	BASALT, CO
TOWN WAYFINDING SIGNAGE	BASALT, CO
BAYSIDE ADAPTS MASTER PLAN	PORTLAND, ME
ARBANEY PARK MASTER PLAN	BASALT, CO
BASALT OUR TOWN	BASALT, CO
TIMNATH COMMUNITY PARK	TIMNATH, CO
PACTS SMART CORRIDOR STUDY	PORTLAND, ME
LIBBYTOWN VISIONING	PORTLAND, ME
BERTHOUD PARKS & OPEN SPACE PLAN	BERTHOUD, CO

RESIDENTIAL

DBX 11 RESIDENCE	ASPEN, CO
WHITE HORSE SPRINGS RESIDENCE	ASPEN, CO
TELLURIDE AGUIRRE ROAD RESIDENCE	TELLURIDE, CO
PRIVATE RESIDENCE	SOUTH FREEPORT, ME
SHADOW MOUNTAIN CONDOMINIUMS	ASPEN, CO
SMYTH RESIDENCE	SNOWMASS, CO



FRONTRUNNER PARK SCARBOROUGH ME

This third phase of The Downs master plan includes over 200 homes across a broad range of affordability including compact, lane-loaded single family and pocket homes as well as more than 75 apartment units and ground floor office space. The plan is organized around a series of small parks and a highly-walkable street grid.

KEY STAFF	Nick Aceto, Seth Kimball
SERVICES	Master Planning, Urban Design, Landscape Architecture, Visualization
STATUS	Permitted, Expected Construction Fall 2020
REFERENCE	Jay Chace, Planning Director, Town of Scarborough Jchace@Scarboroughmaine.org



THE DOWNS | 510-ACRE MASTER PLAN & TOWN CENTER SCARBOROUGH ME

ALA has played a key visionary and design role since the project's inception in late 2017. Specifically, ALA has been the sole consultant responsible for developing the overall project master plan as well as working collaboratively with a diverse range of consultants to deliver fully permitted and implemented site plans ranging from entire mixed-density neighborhoods to large office users, and innovative commercial and light-industrial developments.

KEY STAFF SERVICES REFERENCE STATUS

Nick Aceto, Caitlin Aceto, Seth Kimball
Master Planning, Urban Design, Landscape Architecture, Visualization
Dan Bacon, Development Director | dbacon@mr.holdings
Under Way

LANDSCAPE ARCHITECTURE + URBAN DESIGN | ACETOLA.COM | TEL +1 207.221.3390



RAILROAD SQUARE LIVE-WORK YARMOUTH ME

Situated on a former commercial shipping yard between an existing railroad corridor and historic Main Street, Railroad Square is conceived as a compact, walkable, mixed-use residential community which celebrates the site's historic commercial character while testing new models for living and working. ALA developed conceptual site plans

KEY STAFF	Nick Aceto, Caitlin Aceto
SERVICES	Landscape Architecture, Site Planning
STATUS	Planned
REFERENCE	Kevin Bunker, Alex Jaegerman Developers Collaborative



OUR TOWN BASALT

BASALT CO

Aceto provided large-scale, creative town planning and visioning for a nearly 24-month effort hosted by the Town of Basalt to engage the public and community-at-large around the planning and redevelopment of Basalt's historic downtown core. Aceto's role was to collect community input documented via individual chat sessions, community forums, and public meetings and coalesce the notes into engaging visuals and exhibits.

KEY STAFF	Nick Aceto
SERVICES	Landscape Architecture, Urban Design, Planning
STATUS	Our Town Plans Adopted 2017
REFERENCE	James Lindt, Planning Director, Town of Basalt James@Basalt.net



BRECKENRIDGE BLOCK 11

BRECKENRIDGE CO

ALA developed conceptual master plans as well as detail site drawings illustrating the redevelopment of this former airport property. Development program and site layout is oriented around local transit stops connecting to the nearby ski resort with a range of mixed commercial, retail, and moderate density residential and 10,000 sf brewery anchor.

KEY STAFF
SERVICES
STATUS
REFERENCE

Nick Aceto, Caitlin Aceto
 Landscape Architecture, Master Planning, Visualization
 Planned
 Rich Ciueciuch, Refab DB | rich@refab-db.com | ZL Sustainable Ventures LLC.

LANDSCAPE ARCHITECTURE + URBAN DESIGN | ACETOLA.COM | TEL +1 207.221.3390



WEST SCHOOL CO-OP PORTLAND ME

Aceto floated the concept of an infill housing project in place of the former, long-shuttered school site adjacent to Dougherty Field Park in the Libbytown neighborhood in Portland. The City took the concept up after more than a year contemplating uses and in early 2021 published an RFP. ALA joined team which won the project and will incorporate more than 100 CO-OP homes on just over 2 Acres.

KEY STAFF	Nick Aceto, Seth Kimball
SERVICES	Landscape Architecture, Master Planning, Visualization
STATUS	Planned
REFERENCE	Maine Cooperative Development Partners Liz Trice

LANDSCAPE ARCHITECTURE + URBAN DESIGN | ACETOLA.COM | TEL +1 207.221.3390



LAMBERT WOODS

PORTLAND ME

ALA has worked closely with a multi-disciplinary team of architects, engineers, foresters, and planners to develop a master plan and site permitting documents for the second major co-op housing development in Portland. The visionary developers charged the design team with developing a compact, affordable program that respects the site's natural character while introducing new public space and bike/ped facilities.

KEY STAFF

SERVICES

STATUS

REFERENCE

Nick Aceto, Caitlin Aceto, Seth Kimball
Landscape Architecture, Master Planning, Visualization
Permitting
Maine Cooperative Development Partners

LANDSCAPE ARCHITECTURE + URBAN DESIGN | ACETOLA.COM | TEL +1 207.221.3390



Property Management (Rental)

Chris LaRoche - Executive Director

Chris LaRoche comes to Westbrook Housing from York County Community Action Corporation where he served as the Housing Director. Over the past decade, Chris has been a leading advocate for the creation and preservation of affordable housing to low- and moderate-income people across Southern Maine. Chris has served on various affordable housing industry coalitions and boards such as the Maine Affordable Housing Coalition and the Federal Home Loan Bank of Boston Advisory Council.

Before his work began in affordable housing, Chris served as a priest for the Roman Catholic Diocese of Portland, ME. He is a veteran having served as an officer in the United States Naval Reserve and as an enlisted sailor in the United States Coast Guard Reserve. Chris received his BA and MA from St. Mary's Seminary & University in Baltimore.

Barbara Soloway – Property Management Director

Barbara Soloway is a 30-year veteran of Multi-Family Housing, specifically the Low-Income Housing Tax Credit Program.

Barbara worked as a Compliance Manager for Princeton Properties, before becoming a Senior Property Manager for Westbrook Housing managing a team of professionals for their 450-unit portfolio under Director John Gallagher. Here she learned the ACOP rules of public housing and expanded her LIHTC knowledge when leasing the new

Presumpscot Commons, a 55+ Historic Tax Credit project and Golder Commons, a 26-unit non-age restricted project. She worked closely with maintenance and finance staff to ensure solid performance for her communities developing successful team building skills.

In 2007 she began her 13-year tenure at Avesta Housing as a Regional Property Manager, managing a much larger team and with 20 properties in her portfolio including Section 8 family and elderly, HUD 202, Rural Development and LIHTC properties. She managed occupancy, compliance, financial and budget components for her region, with properties from Bridgton to Falmouth and Portland to Parsonsfield. In 2016 she became Avesta's Training Manager and took over all onboarding, initial training and scheduling of all new PM staff including Maintenance Technicians. She developed a History and Overview of Affordable Housing Class and during that time worked on Curriculum for a Property Management Certification course at SMCC, which she team taught with four other industry professionals.

In 2020 she returned to Westbrook Housing to be the Property Management Director in charge of Property Managers, Compliance staff and Facilities. She led the team that filled a two new buildings with 91 LIHTC units, both senior communities, during the worst of the COVID-19 lockdown.

She has served on the Board of the My Place Teen Center, the Rotary International Club of Westbrook/Gorham and has served many years on the Board of the Maine Real Estate Managers Association. She served as Membership Chair and the Education Chair, including her current position as Vice President.



Gorrill Palmer Engineering – Civil Engineer

Steve Bushey – Senior Associate

Steve has over 30 years of experience in Land Development and Municipal projects. While in private practice, he directed the preparation and review of preliminary and final design as well as permit applications for numerous civil/site engineering projects in a variety of areas: Drainage Design, Healthcare, K-12, Mixed-Use, Residential Development, Retail, Transit, Wastewater, Workplace/Office, and Wind Farm Development. His expertise includes site feasibility/selection, civil/site design, street reconstruction and culvert design, hydraulic and hydrologic analysis, permitting and public presentations. Steve holds a BSCE from University of Maine, Orono and an MBA from UNH, Durham.

Kaleb Bourassa – Project Manager

Kaleb Bourassa is a Project Manager in the Land Development Group with 5 years of experience in Land Development in the State of Maine. He has led the site design, permitting, and construction phase services for many projects including Mixed-Use, Residential Development, Retail, Office, Institutional, Industrial, Roadway and Utility Construction and Wind Farm Development. Kaleb is a Professional Engineer and received a Bachelor's Degree in Civil Engineering from the University of Maine in Orono.



Drummond Woodsum – Legal Counsel (WDC)

Gary D. Vogel – Attorney

For over 35 years, Gary Vogel has served the legal needs of real estate developers, investors, banks, business owners, and housing authorities. Named by Best Lawyers in America for his expertise in real estate, banking and finance, and corporate law, Gary brings to his clients unparalleled insights in commercial real estate and development matters; affordable housing and community development; corporate and commercial transactions and governance; complex financing transactions; business formation and governance. Gary also assists Maine companies transition to employee ownership using Employee Stock Ownership Plans (ESOPs).

Gary's real estate development practice involves developments utilizing the low-income housing tax credits, Federal and State Historic Rehabilitation Tax Credits, New Market Tax Credits, and Renewable Energy Tax Credits. As an example, Gary was the developer's counsel on the Mayo Mill project in Dover Foxcroft – utilizing state and federal historic tax credits to transfer a vacant large mill complex into a thriving community space containing an Inn, apartments, office space and a café. Gary also regularly represents lenders in complex commercial loan transactions and ESOP finance transactions.

In 2019, Gary was selected by Best Lawyers USA as the banking and finance lawyer of the year for greater Portland.

Gary is a leading expert in advising housing authorities that provide safe, decent, affordable public housing for Maine residents. He has represented housing authorities for over 30 years, including the Portland, South Portland, and Westbrook Housing Authorities. He regularly represents clients in connection with State and Federal housing finance programs including the Federal Low Income Housing Tax Credit, the Section 8 Program, and other housing finance programs through HUD, the USDA, and Maine State Housing Authority.

In his corporate practice, Gary helps business owners purchase, grow, and sell their businesses in transactions that often require inter-disciplinary expertise: real estate, financing, employment, contracts, intellectual property, and tax planning. Gary skillfully handles these transactions, involving other top-notch professionals from the firm to produce a great result.

Gary enjoys spending time with his family, grown children, and grandchild. When not in the office, Gary can be found exploring the coast of Maine on his sailboat in the summer, and in Maine's mountains skiing in the winter. Dedicated to serving the community, Gary is on the Board of Goodwill Industries of Northern New England, and the Board of the Maine Real Estate and Development Association (MEREDA) where he is the past president and where he served as chair of the public policy committee for many years.

Conceptual Plans & Narratives

WDC and Habitat have collaborated with the award-winning design teams of Aceto Landscape Architecture + Urban Design (Aceto) and Kaplan Thompson Architects (KTA) to conduct a preliminary analysis of Falmouth's municipal-owned land. KTA and Aceto were chosen because of their reputations as thought leaders in New England when it comes to sustainability, high-end design, and placemaking. Together, we have compiled a conceptual program for an attractive and environmentally conscious new neighborhood that Falmouth can be proud of. The concepts below are intended to align with the existing zoning regulations and limit any need for significant zoning amendment requests.

Our vision is to create a place where workforce homeownership and rental apartments seamlessly coexist while minimizing impacts to the surrounding land and natural resources. The plan focuses on a new public street that has been designed to calm traffic with on-street parking and a connective network of walkways for pedestrian friendly accessibility. Care has been taken to allow the new homes to blend harmoniously with lush green spaces, enhancing the well-being of residents. Sustainability is at the core of our commitment, and we are passionate about crafting vibrant developments that foster strong senses of community.

It's important to note that these concepts were created without the benefit of typical due diligence, such as surveys, geotechnical reports, or environmental phase I analyses. If chosen, further studies and surveys will be conducted to refine the plans and confirm unit counts. The concepts presented below are meant to initiate a discussion, but they may require modifications based on additional analysis and feedback. Our aim is to engage the community in envisioning the future of workforce housing development in a thoughtful and informed manner.

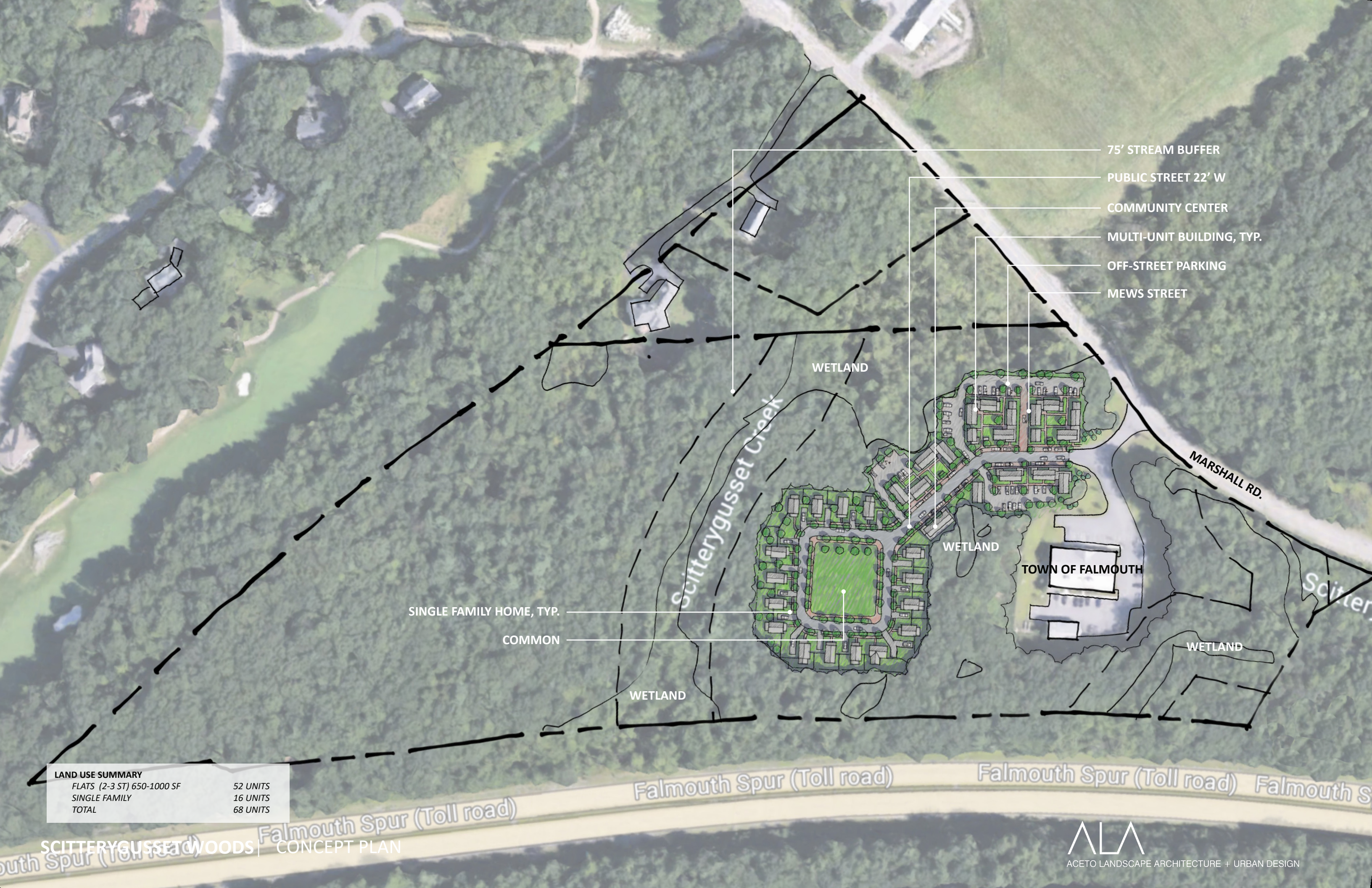
The concepts we present below are catalysts for meaningful dialogue and engagement. We eagerly seek input and feedback from the community, as their perspective will help shape the future of this visionary workforce housing development. Together, let's create a place where residents can thrive, where sustainability and vibrant living intertwine, and where working families can enjoy stable homes for years to come.

WDC – Workforce Rental Housing Concept

Initial estimates show that approximately 68 units of housing can fit as-of-right on the lot under the current zoning. WDC plans to create approximately 52 units of rental housing spread out over a mix of thirteen (13) 4-6 unit apartment buildings (4 unit average to comply with zoning). The apartments will vary in height from 2-3 stories to provide variety and visual interest. The buildings are inspired by the popular New England ‘connected farm’ style with narrow, linked gable massings oriented around a yard or common space. Apartments offered will be a mix of 1BR, 2BR, and 3BR units available to residents at or below 60% of Area Median Income (AMI). The buildings will be designed to exceed local building codes for sustainability. On-street parking has been included to meet parking demand and provide traffic calming. Parking will otherwise be to the rear and shielded from view of the new public way. A shared community building will anchor the neighborhood for residents and will include a property management office, along with a large community room and other amenities.

Habitat for Humanity – Workforce Single Family Homeownership Concept

Habitat is proposing to build approximately 16 single family homes that will be sold to families earning at or below 80% of AMI. The houses will be organized around a new public green with potential space for a playground, raised gardens, and green open space. The public green will be ringed by the new public roadway allowing for ease of use by both snowplows and emergency vehicles. The single-family homes will be designed in a recognizable New England vernacular to create a familiar and pleasing neighborhood feeling. The buildings will be constructed with sustainability in mind to help lower ongoing utility costs for homeowners.



- 75' STREAM BUFFER
- PUBLIC STREET 22' W
- COMMUNITY CENTER
- MULTI-UNIT BUILDING, TYP.
- OFF-STREET PARKING
- MEWS STREET

WETLAND

WETLAND

TOWN OF FALMOUTH

WETLAND

SINGLE FAMILY HOME, TYP.

COMMON

WETLAND

LAND USE SUMMARY		
FLATS (2-3 ST) 650-1000 SF	52 UNITS	
SINGLE FAMILY	16 UNITS	
TOTAL	68 UNITS	



EXISTING WETLAND, TYP.

75' STREAM BUFFER

PUBLIC STREET 22' W

MEWS STREET/PRIVATE LANE
16-18' W.

MULTI-UNIT BUILDING, TYP.

OFF-STREET PARKING

MARSHALL RD.

WETLAND

WETLAND

TOWN OF FALMOUTH

COMMUNITY CENTER

SINGLE FAMILY HOME, TYP.

PLAYGROUND

COMMON

LAND USE SUMMARY

FLATS (2-3 STORIES)
SINGLE FAMILY
TOTAL

52 UNITS
16 UNITS
68 UNITS

Populations Served

WDC and Habitat's development concept targets those households already working in Falmouth who otherwise may have difficulty finding a place to live within the community. Significant increases in interest rates and a lack of inventory have only worsened the availability of housing supply for buyers. The median home listing price in Falmouth is currently \$915,000. A first-time homebuyer with 5% downpayment would need to be able to afford approximately \$7,550 per month after accounting for taxes, insurance, and PMI to be able to afford that home. To afford the monthly payment, assuming 30% of your income can go towards housing, the household would need an annual income before taxes of \$302,000. According to the latest census data, the median income of households in Falmouth is \$104,100, highlighting a vast chasm between the median home price and the median buyer.

The rental market is not much better. A recent MaineHousing study found that Maine needs

more than 25,000 new affordable apartments. Another recent study showed that over the past decade, Maine created 1 new home for every 1.6 new jobs and have been underbuilding new homes by approximately 9,000-10,000 homes per year since 2018. The pandemic only exacerbated the housing crunch as an influx in buyers and renters from away came to Maine for space and quality of life. Rental housing in Falmouth is already extremely limited without sufficient supply to meet the market demand of its workforce. A search at the time of this submission showed only eight (8) apartments available for rent during what is the peak rental season. Rents for these apartments ranged from \$2,400 to \$5,900. Unfortunately, these rentals do not align well with income ranges for Town employees or other workers servicing the local economy.

Below we have broken out the current income limits project for both the rental and homeownership housing options and examples of local workers who would qualify. These income limits are updated each year by HUD and MaineHousing. Both WDC's and Habitat's projects focus on helping Falmouth's local workforce, including Town employees, live where they work.

WDC – Workforce Rental Housing Concept

Portland (Cumberland County) Income Limits as of May 15, 2023					
Median Family Income	\$119,500				
	Adjusted by Family Size				
Income Limits	1	2	3	4	5
60% AMI	\$49,740	\$56,820	\$63,900	\$70,980	\$82,380

1 bedroom apartment:

- Single Town Equipment Operator earning \$44,000
- Retired individual with social security earnings of \$49,000

2-bedroom apartment:

- Young couple: Retail Cashier & Fast Food Worker earning a combined \$54,000
- Single Teacher with one child earning \$55,000
- Single parent with one child, working as a police dispatcher earning \$50,000

3-bedroom apartment:

- CNA & Receptionist with two children earning \$70,500
- Teacher with two children earning \$62,500
- Firefighter/EMT & Daycare Worker with three children earning \$70,500

Habitat for Humanity – Workforce Single Family Homeownership Concept

Portland (Cumberland County) Income Limits as of May 15, 2023					
Median Family Income	\$119,500				
	Adjusted by Family Size				
Income Limits	1	2	3	4	5
80% AMI	\$62,550	\$71,500	\$80,450	\$89,350	\$96,500

1 bedroom cottage:

- Single schoolteacher earning \$55,000
- Retired couple with social security earnings of \$65,000
- Young couple, no plans for kids: Retail Cashier & Fast Food Worker with earnings of \$53,640

2-bedroom home:

- Young couple: Retail Cashier & Fast Food Worker with earnings of \$53,640
- Single parent with one child, working as a bus driver with earnings of \$48,920
- Single parent with one child, working as a patrol officer with earnings of \$62,550

3-bedroom home:

- CNA & Library Asst with two children earning \$71,500
- Teacher with two children earning \$78,720
- Firefighter & Bookkeeper with three children earning \$89,400
- Auto Repair Worker & Dental Assistant with three children earning \$93,850

Preliminary Financial Analysis

The following financial evaluation provides preliminary estimates for both the rental and homeownership developments. It is important to bear in mind that, at this stage in the process, there is a lack of comprehensive information on each site, and therefore these statistics are only intended for estimation purposes. To produce a dependable and more thorough estimate, additional information, such as surveys, geotechnical reports, environmental reports, and further development of conceptual plans, will be required. These numbers are intended to provide a general idea of the development costs and the feasibility of the concepts presented by WDC and Habitat.

Westbrook Development Corporation – Rental Workforce Housing

Sources	
Low Income Housing Tax Credits	\$10,200,000
MaineHousing Subsidy	\$5,900,000
Permanent Debt*	\$6,500,000
Total Sources	\$22,600,000
Uses	
Hard Costs	\$18,500,000
Financing Costs	\$ 900,000
Soft Costs	\$3,200,000
Total Development Costs	\$22,600,000

*Both project's anticipate needing a TIF to allow for permanent debt at an affordable level.

Habitat for Humanity of Greater Portland – Homeownership Workforce Housing

Sources	
1 st Mortgages from Homeowner Purchases*	\$2,400,000
Federal/State Funding	\$1,440,000
Monetary and In-Kind Donations	\$1,600,000
Total Sources	\$5,440,000
Uses	
Infrastructure development for 16 lots	\$ 960,000
Materials and Labor for Construction of 16 Homes	\$ 4,480,000
Total Development Costs	\$5,440,000

Proposed Schedule

Major Milestone & Activities	Timeline
Developer Selected for Town Land	2021
Planning Board & TIF Approvals	2024
Funding Applications	2024/25
Design Development Prior to Construction	2025
Construction Start – Rental & Infrastructure (WDC)	2025
Construction Completion – Rental (WDC)	2025
Construction Start – Homeownership (Habitat)	2025
Construction Completion – Homeownership (Habitat)	2029

Sustainability Measures

Our development team is committed to integrating sustainable measures into our proposed housing development for the Town of Falmouth. While we recognize the financial constraints associated with obtaining Passive House certification, our extensive experience in constructing Passive House certified buildings positions us to implement similar environmentally conscious design elements and strategies in this affordable housing project. Our focus will be on constructing Passive House-like buildings, emphasizing insulation and airtightness beyond local code requirements. Additionally, we intend to incorporate solar panels to harness renewable energy, opting for electricity-based heating and cooling systems to minimize reliance on fossil fuel sources. In anticipation of the growing demand for electric vehicles (EVs), we will make the site EV vehicle ready by installing conduits underground and oversizing electric panels, facilitating the seamless integration of charging stations for residents in the future. By prioritizing these sustainability measures, our development aims to contribute to the long-term well-being of the community and the environment.

Summary

We are thrilled at the prospect of partnering with the Town of Falmouth to bring much-needed workforce housing for the local community. The current housing demand has reached a critical juncture. Local employers are struggling to find and keep employees while families struggle to find decent and safe housing that is within their budget. The need for more housing options has never been more apparent and Falmouth should be applauded for its interest in using Town land to help address this crisis.

WDC and Habitat's combined expertise, proven track record, and commitment to creating sustainable, vibrant communities align seamlessly with the objectives outlined in the RFP. By collaborating with us, you're not only engaging with developers who understand the intricacies of workforce and affordable housing development, but also aligning with a vision that places community well-being at its core.

Our conceptual proposed plan has been crafted to largely comply with existing zoning regulations, ensuring a smooth and efficient development process. Moreover, our comprehensive approach, encompassing a mix of rental and homeownership options, ensures a diverse and inclusive community that caters to a range of housing needs. This approach not only addresses the immediate requirements of the Town but also aligns with your long-term goals for sustainable growth and community enhancement.

Partnering with experienced affordable housing developers like WDC and Habitat guarantees that your vision for the Town of Falmouth's land will be realized with professionalism, innovation, and a deep commitment to providing affordable housing solutions. We are eager to contribute our expertise to this endeavor and are confident that together, we can shape a thriving and inclusive housing landscape that will be a point of pride for the entire community.



March 14, 2024

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

Re: Acquisition Bid for 2 Marshall Drive, Falmouth

I am writing on behalf of Westbrook Development Corporation to present an acquisition offer of \$500,000 for the parcel of Town-owned land located at 2 Marshall Drive in Falmouth as described in the RFP issued February 13, 2024 . This offer is contingent upon the successful award of the land within the next six months and the approval of a Tax Increment Financing (TIF) agreement by the Council. We are open to further discussions and negotiations to address any concerns or considerations you may have regarding this proposal.

Thank you for considering our offer. We look forward to the opportunity to further discuss our proposal and to potentially move forward with this acquisition.

Sincerely,

A handwritten signature in black ink that reads "Tyler Norod". The signature is written in a cursive, flowing style.

Tyler Norod
Development Director
Westbrook Development Corporation
tnorod@westbrookdevelopmentcorp.org
(207) 956-1575