

Town of Falmouth
ADDENDUM I – QUESTIONS
Request for Qualifications
Workforce Housing Development Partner

Issue Date: Monday, March 20, 2023

Pre-Submittal Meeting: Thursday, March 30, 2023, 10:00am

Question Deadline: Thursday, April 6, 2023, 12:00pm

Submittal Deadline: Thursday, April 27, 2023, 3:00pm

Question 1:

Please clarify the nearest point of access for water and sewer (and is it public water/sewer)?

Answer 1:

Public water and sewer are available within the Woods Road right-of-way. The Town anticipates adequate sewer capacity.

Question 2:

Who is the electric and gas provider in area? To your knowledge is electric and gas service readily available at the site?

Answer 2:

Central Maine Power is the electric provider. Natural gas is not yet available on Woods Road.








Question 3:

What are the Town's metrics for affordability and median income? What do municipal employees earn (teachers, firefighters, policeman, etc.)?

Answer 3:

The Town understands the Portland regional area median income is used to determine those who qualify for affordable housing, and that many housing programs require that metric. Town staff have previously used data from the U.S. Bureau of Labor Statistics (May 2021 Metropolitan and Nonmetropolitan Area Occupational Employment and Wage Estimates, Portland-South Portland, ME: https://www.bls.gov/oes/current/oes_76750.htm) to create hypothetical households that match the workforce that is unable to afford homes in Falmouth. That graphic is shown below.

Affordable Housing: Target Workforce

Good to Know	  			Housing Type	
	AMI				
Area Median Income (AMI) <i>The midpoint of a region's income distribution</i>					
Affordable <i>30% or less of income spent on housing including mortgage/rent, taxes, insurance, & utilities. (Example: \$78,000 income for a single person = \$1950 per month or less for housing costs)</i>					
Falmouth Median Home Price <i>\$750,000 requiring an income of \$202,000</i>					
Target Workforce Demographic <i>Those making 60%-120% AMI comprises a wide segment of the workforce unable to afford market rate housing in Falmouth.</i>					
	60%	\$46,920 30% = \$1248 School Bus Driver	\$53,640 30% = \$1341 Retail Cashier & Fast Food Worker	\$67,020 30% = \$1675 Hairstylist & Veterinary Asst.	Apartment  Rent
	80%	\$62,550 30% = \$1563 Patrol Officer	\$71,500 30% = \$1787 CNA & Library Asst.	\$89,350 30% = \$2200 Auto Repair Worker & Dental Asst.	Townhouse  Rent/Own
	100%	\$78,720 30% = \$1968 Teacher	\$89,400 30% = \$2235 Firefighter & Bookkeeper	\$111,700 30% = \$2792 Admin. Asst. & Retail Manager	Duplex/Multiplex  Rent/Own
	120%	\$93,850 30% = \$2346 Electrical Engineer	\$107,250 30% = \$2681 HVAC Installer & Mail Carrier	\$134,050 30% = \$3351 Nurse & Social Worker	Single Family  Own

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



3/2023

Salary schedules for Town of Falmouth Police, Fire, and Public Works departments are also included at the end of this Addendum.

The Town's zoning code defines affordable housing as households making at or below 80% of median household income. The Town is open to a development that provides the best chance to create long-term affordable housing units.

Question 4:

Can you give us the up-to-date determination on whether this RFQ seeks Falmouth's median income to define "affordable" versus AMI?

Answer 4:

Falmouth will use the Portland metro Area Median Income (AMI), as published periodically by Maine Housing.

<https://www.mainehousing.org/charts/homebuyer-limits>

<https://www.mainehousing.org/charts/rent-income-charts>

The Town recognizes that its own income and housing values are higher than the region and have published those figures to show the barriers to developing affordable housing.

Question 5:

Will the town conduct a vernal pool study on the subject property?

Answer 5:

The Town is researching options on a vernal pool study before the end of the assessment window this spring.

Question 6:

Are there zoning limitations on the numbers of units per building?

Answer 6:

Yes, the zoning code limits the number of dwelling units contained in a multifamily building. Below are some identified zoning ordinance sections that would impact the design of any project. This RFQ process is less centered on a design at this time, however, and the Town is willing to work with the right partner to confront any zoning challenges.

Mixed Use Cluster District (MUC)

Permitted residential uses:

- Single family detached dwellings
- Two-family dwellings
- Multifamily dwellings
- Accessory dwelling units (ADUs)
- Residential Planned Development: A planned, integrated residential development involving detached single-family dwellings, two-family dwellings, multi-family dwellings, or a combination thereof in an architecturally harmonious environment with common access and utility system

Dimensional Requirements for MUC:

<http://online.encodeplus.com/regs/falmouth/doc-viewer.aspx?tocid=006.021.001.003.010>)

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

Building height in MUC zone: 39 feet (3 stories max); 35 feet for single family detached

Residential Density: 10,000sf if on sewer

(Note: each residential lot must have a Net Residential Area of 7,500 square feet per Section 19-64: <http://online.encodeplus.com/regs/falmouth/doc-viewer.aspx?tocid=006.021.001.005.030#secid-495>)

Limiting Factors: Certain provisions of the zoning code may constrain the development of higher density housing.

Sec. 19-42 Multi family dwelling

(<http://online.encodeplus.com/regs/falmouth/doc-viewer.aspx?tocid=006.021.001.005.009>)

A multi family dwelling shall contain no more than six dwelling units. On a site with more than one two family or multi family dwelling, each dwelling shall contain an average of four or fewer dwelling units.

Per the above, when multifamily dwellings are proposed, there is a limit of 6 dwelling units within a single building or, if located in separate buildings, limited to no more than an average of 4 dwelling units per building with no single building having more than 6 units.

Question 7:

Has the Town considered the implications from LD2003?

Answer 7:

The new law regarding housing development could take effect in July 2023, pending any updates or delays by the Maine State Legislature. LD2003 allows for more dwelling units on lots zoned for single family housing (depending on location in a growth area), limits restrictions on ADUs, and allows for density bonuses for multifamily housing. The MUC zone already allows for mixed-use, including multifamily dwellings.

However, there may be certain Town ordinance standards or requirements that preclude the ability of a developer to achieve a maximum density for a project subject to Planning Board review, even with the advent of LD2003. It is important to not place too much emphasis on speculating how LD 2003 will be implemented at this time. Whether or not the Legislature amends LD 2003, the Town has options for how to implement LD 2003, including in a manner that does not allow for any density bonus.

Question 8:

Does the Town define affordable housing or workforce housing?

Answer 8:

The Town's zoning code defines affordable housing: **Decent, safe, and sanitary dwellings, apartments or other living accommodations for households making at or below eighty (80%) percent of the median household income as determined by the Maine Department of Economic and Community Development.**

<http://online.encodeplus.com/regs/falmouth/doc-viewer.aspx?tocid=006.021.001.002.008>

Falmouth has not adopted a definition of workforce housing and there is not a universally agreed upon definition of workforce housing. Many cite the Urban Land Institute's definition, which is "housing affordable to households earning between 60 and 120 percent of area median income." Others have adopted variations to the income band such as between 50% and 120% median income or between 80% and 120% median income.

Question 9:

Will the Town require deed restricted affordable housing? How will this be enforced?

Answer 9:

The Town is open to a variety of strategies to allow for the development of affordable housing. The Town has not decided on enforcement mechanisms.

Question 10:

Is the number of units developed important to the Town?

Answer 10:

The Town is looking for an achievable affordable housing development and is less concerned about the total number of units.

Question 11:

Is the Town anticipating a Tax Increment Financing (TIF) district on this site?

Answer 11:

The Town is open to creating a TIF, if that assists in achieving an affordable housing development.

Exhibit A
Public Works Salary Schedule

Base

POSITION	START HOURLY	ONE YEAR HOURLY	TWO YEAR HOURLY	FIVE YEAR HOURLY	SEVEN YEAR HOURLY	TEN YEAR HOURLY	FIFTEEN YEAR HOURLY	TWENTY YEAR HOURLY
LABORER	\$ 15.17	\$ 16.04	\$ 16.81	\$ 17.14	\$ 17.42	\$ 17.70	\$ 17.98	\$ 18.26
TRANSFER STATION ATTENDANT	\$ 19.83	\$ 20.36	\$ 20.63	\$ 20.90	\$ 21.16	\$ 21.43	\$ 21.70	\$ 21.97
EQUIPMENT OPERATOR I	\$ 21.43	\$ 21.70	\$ 21.97	\$ 22.50	\$ 22.77	\$ 23.04	\$ 23.31	\$ 23.58
EQUIPMENT OPERATOR II	\$ 23.04	\$ 23.31	\$ 23.58	\$ 24.11	\$ 24.65	\$ 25.18	\$ 25.72	\$ 26.26
CREW LEADER	\$ 25.72	\$ 26.26	\$ 26.52	\$ 26.79	\$ 27.06	\$ 27.33	\$ 27.86	\$ 28.40
MECHANIC II	\$ 25.72	\$ 26.26	\$ 26.52	\$ 26.79	\$ 27.06	\$ 27.33	\$ 27.59	\$ 27.86
HEAD EQUIPMENT TECHNICIAN	\$ 31.22	\$ 32.90	\$ 34.34	\$ 34.97	\$ 35.27	\$ 35.58	\$ 35.89	\$ 36.20
After July 1, 2021								
POSITION	START HOURLY	ONE YEAR HOURLY	TWO YEAR HOURLY	FIVE YEAR HOURLY	SEVEN YEAR HOURLY	TEN YEAR HOURLY	FIFTEEN YEAR HOURLY	TWENTY YEAR HOURLY
LABORER	\$ 15.55	\$ 16.44	\$ 17.23	\$ 17.57	\$ 17.86	\$ 18.14	\$ 18.43	\$ 18.72
TRANSFER STATION ATTENDANT	\$ 20.33	\$ 20.87	\$ 21.15	\$ 21.42	\$ 21.69	\$ 21.97	\$ 22.24	\$ 22.52
EQUIPMENT OPERATOR I	\$ 21.97	\$ 22.24	\$ 22.52	\$ 23.06	\$ 23.34	\$ 23.62	\$ 23.89	\$ 24.17
EQUIPMENT OPERATOR II	\$ 23.62	\$ 23.89	\$ 24.17	\$ 24.71	\$ 25.27	\$ 25.81	\$ 26.36	\$ 26.92
CREW LEADER	\$ 26.36	\$ 26.92	\$ 27.18	\$ 27.46	\$ 27.74	\$ 28.01	\$ 28.56	\$ 29.11
MECHANIC II	\$ 26.36	\$ 26.92	\$ 27.18	\$ 27.46	\$ 27.74	\$ 28.01	\$ 28.28	\$ 28.56
HEAD EQUIPMENT TECHNICIAN	\$ 32.00	\$ 33.72	\$ 35.20	\$ 35.84	\$ 36.15	\$ 36.47	\$ 36.79	\$ 37.11
After July 1, 2022								
POSITION	START HOURLY	ONE YEAR HOURLY	TWO YEAR HOURLY	FIVE YEAR HOURLY	SEVEN YEAR HOURLY	TEN YEAR HOURLY	FIFTEEN YEAR HOURLY	TWENTY YEAR HOURLY
LABORER	\$ 16.33	\$ 17.26	\$ 18.09	\$ 18.45	\$ 18.75	\$ 19.05	\$ 19.35	\$ 19.65
TRANSFER STATION ATTENDANT	\$ 21.34	\$ 21.91	\$ 22.20	\$ 22.49	\$ 22.77	\$ 23.06	\$ 23.35	\$ 23.65
EQUIPMENT OPERATOR I	\$ 23.06	\$ 23.35	\$ 23.65	\$ 24.22	\$ 24.51	\$ 24.80	\$ 25.09	\$ 25.38
EQUIPMENT OPERATOR II	\$ 24.80	\$ 25.09	\$ 25.38	\$ 25.95	\$ 26.53	\$ 27.10	\$ 27.68	\$ 28.26
CREW LEADER	\$ 27.68	\$ 28.26	\$ 28.54	\$ 28.83	\$ 29.12	\$ 29.41	\$ 29.98	\$ 30.57
MECHANIC II	\$ 27.68	\$ 28.26	\$ 28.54	\$ 28.83	\$ 29.12	\$ 29.41	\$ 29.69	\$ 29.98
HEAD EQUIPMENT TECHNICIAN	\$ 33.60	\$ 35.41	\$ 36.96	\$ 37.64	\$ 37.96	\$ 38.29	\$ 38.63	\$ 38.96
After July 1, 2023								
POSITION	START HOURLY	ONE YEAR HOURLY	TWO YEAR HOURLY	FIVE YEAR HOURLY	SEVEN YEAR HOURLY	TEN YEAR HOURLY	FIFTEEN YEAR HOURLY	TWENTY YEAR HOURLY
LABORER	\$ 16.73	\$ 17.69	\$ 18.54	\$ 18.91	\$ 19.22	\$ 19.53	\$ 19.83	\$ 20.14
TRANSFER STATION ATTENDANT	\$ 21.88	\$ 22.46	\$ 22.76	\$ 23.06	\$ 23.34	\$ 23.64	\$ 23.94	\$ 24.24
EQUIPMENT OPERATOR I	\$ 23.64	\$ 23.94	\$ 24.24	\$ 24.82	\$ 25.12	\$ 25.42	\$ 25.71	\$ 26.01
EQUIPMENT OPERATOR II	\$ 25.42	\$ 25.71	\$ 26.01	\$ 26.60	\$ 27.19	\$ 27.78	\$ 28.37	\$ 28.97
CREW LEADER	\$ 28.37	\$ 28.97	\$ 29.26	\$ 29.55	\$ 29.85	\$ 30.15	\$ 30.73	\$ 31.33
MECHANIC II	\$ 28.37	\$ 28.97	\$ 29.26	\$ 29.55	\$ 29.85	\$ 30.15	\$ 30.44	\$ 30.73
HEAD EQUIPMENT TECHNICIAN	\$ 34.44	\$ 36.29	\$ 37.88	\$ 38.58	\$ 38.91	\$ 39.25	\$ 39.59	\$ 39.93
After July 1, 2024								
POSITION	START HOURLY	ONE YEAR HOURLY	TWO YEAR HOURLY	FIVE YEAR HOURLY	SEVEN YEAR HOURLY	TEN YEAR HOURLY	FIFTEEN YEAR HOURLY	TWENTY YEAR HOURLY
LABORER	\$ 17.15	\$ 18.14	\$ 19.01	\$ 19.38	\$ 19.70	\$ 20.01	\$ 20.33	\$ 20.65
TRANSFER STATION ATTENDANT	\$ 22.42	\$ 23.02	\$ 23.33	\$ 23.63	\$ 23.93	\$ 24.23	\$ 24.54	\$ 24.84
EQUIPMENT OPERATOR I	\$ 24.23	\$ 24.54	\$ 24.84	\$ 25.44	\$ 25.75	\$ 26.05	\$ 26.36	\$ 26.66
EQUIPMENT OPERATOR II	\$ 26.05	\$ 26.36	\$ 26.66	\$ 27.26	\$ 27.87	\$ 28.47	\$ 29.08	\$ 29.69
CREW LEADER	\$ 29.08	\$ 29.69	\$ 29.99	\$ 30.29	\$ 30.60	\$ 30.90	\$ 31.50	\$ 32.11
MECHANIC II	\$ 29.08	\$ 29.69	\$ 29.99	\$ 30.29	\$ 30.60	\$ 30.90	\$ 31.20	\$ 31.50
HEAD EQUIPMENT TECHNICIAN	\$ 35.30	\$ 37.20	\$ 38.83	\$ 39.54	\$ 39.88	\$ 40.23	\$ 40.58	\$ 40.93

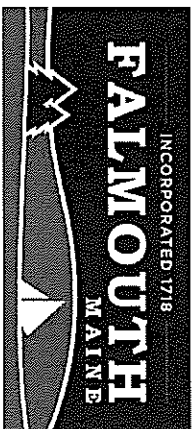
Schedule A
Wage Schedule July 1, 2021 – June 30, 2024

Patrol

	July 1, 2021	July 1, 2022	July 1, 2023
Start	27.53	28.91	29.70
1	28.07	29.47	30.28
3	28.63	30.06	30.89
6	29.90	31.40	32.26
9	30.88	32.42	33.32
12	31.30	32.87	33.77
15	32.22	33.83	34.76
18	32.91	34.56	35.51
21	33.68	35.36	36.34

Dispatch

	July 1, 2021	July 1, 2022	July 1, 2023
Start	22.03	23.13	23.77
1	22.57	23.70	24.35
3	23.73	24.92	25.60
6	24.92	26.17	26.89
9	25.87	27.16	27.91
12	26.32	27.64	28.40
15	26.87	28.21	28.99
18	27.24	28.60	29.39
21	28.18	29.59	30.40



Town of Falmouth Fire-EMS Wage Scale FY23

Proposed Hourly Rates	Starting Rate	After 2 Years	After 5 Years	After 10 Years	After 15 Years	After 20 Years
Falmouth FF / Paramedic	\$25.83	\$26.90	\$27.98	\$29.05	\$30.14	\$31.22
Falmouth FF / Advanced EMT	\$23.68	\$24.76	\$25.83	\$26.90	\$27.98	\$29.06
Falmouth FF / Basic EMT	\$23.14	\$23.68	\$24.76	\$25.83	\$26.91	\$27.98