

WORKFORCE HOUSING PROJECT - DEVELOPER SELECTION – WORKSHEET A

Developers	REQUIRED PRESENTATION QUESTIONS FOR DEVELOPERS		
	<i>1. How did you arrive at the site layout, number of units, unit types, and unit design that you are proposing?</i>	<i>2. How can the level of affordability that you are proposing be achieved?</i>	<i>3. What does it take to make this project a success and meet the Town's mission?</i>
Coastline Homes, Inc.			
Custom Built Homes of Maine			
Avesta Housing/Chamberlain Homes			
Portland Builders/GBHC			
Minat Development			
Developers Collaborative			

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	OPTIONAL FOLLOW-UP QUESTIONS BY WORKFORCE HOUSING COMMISSION							
	<i>The present mortgage market is a concern. Can you elaborate how that might affect your ability to secure financing?</i>	<i>Can you tell us how the present market conditions will affect your design and target pricing?</i>	<i>Can you describe your approach in making the unit affordable? What funding sources do you plan on utilizing?</i>	<i>Understanding that your final budget is not fully developed, can you talk to us about the relationship between budget, number of units and your pricing structure? What flexibility exists in your planning?</i>	<i>Can you talk to us about how you would approach marketing to assure that Town employees, residents and employees at Falmouth businesses have the first opportunity to purchase in the development?</i>	<i>Did you visit the project site? What important site features or issues do you see regarding preparation and approval of an appropriate site plan? How do you propose to address or tackle these?</i>	<i>Do you anticipate requesting a “contract zone” approval for this project from the Town Council? If so, how do you suggest that should be approached?</i>	<i>Assuming that you would be selected by the Town Council as the “preferred developer,” what questions do you believe should have been answered by completion of the end of “Round Two” and before executing a legal agreement/commitment between you and the Town?</i>
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WORKFORCE HOUSING PROJECT - DEVELOPER SELECTION – WORKSHEET C

	ROUND ONE SELECTION CRITERIA FOR WORKFORCE HOUSING COMMISSION				
	<i>Qualifications and experience to develop workforce, home-ownership housing.</i>	<i>Experience working with, and obtaining input from, the public</i>	<i>Approximate number and type of units and level and longevity of affordability that are being proposed</i>	<i>Conceptual site layout and architectural design sketches</i>	<i>Financial feasibility, anticipated sources of financing and assistance requested from Town</i>
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Avesta Housing/Chamberlain Homes					
Portland Builders/GBHC					
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