



EXECUTIVE
DEPARTMENT

CITY OF SOUTH PORTLAND

P. O. Box 9422
25 Cottage Road
South Portland, ME 04116-9422

James H. Gailey
City Manager

June 3, 2008

Workforce Housing Committee
Town of Falmouth
271 Falmouth Road
Falmouth, ME 04105

Re: Developers Collaborative

Dear Committee Members:

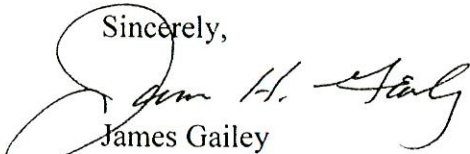
It is with great enthusiasm that I recommend to you the Developers Collaborative as the developer for your proposed Workforce Housing Home Ownership Development. I have worked very closely with the principals of the Developers Collaborative, Richard Berman and Jim Hatch, on the redevelopment of the former Maine Youth Center here in South Portland.

Richard Berman put together an experienced and innovative team that worked collaboratively with the community to create a master plan for this 50-acre site. He was committed to develop a plan that had strong support from all stakeholders. Berman's "open book" approach to project financing made it much easier politically for the City to support the project financially through an Affordable Housing TIF District.

A significant part of the development was dedicated to workforce housing; both rental and ownership. Jim Hatch brought to this task a wealth of experience with affordable housing development. Jim worked with the City to structure deed restrictions that protect the long-term affordability of deeply subsidized condominium units sold to families below 80% of AMI. The City helped make these units affordable with CDBG funding and now holds the deed restrictions. First priority for the available units was given to both municipal and school employees.

I wholeheartedly believe that you will find the Developer's Collaborative to be a committed partner in your efforts to create housing opportunities for working families in Falmouth.

Sincerely,



James Gailey
City Manager

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June 12, 2008

Falmouth Workforce Housing Commission
c/o Theo Holtwijk
Director of Long-Range Planning
Town of Falmouth
271 Falmouth Road, Falmouth, ME 04105

Dear Commission Members:

Developers Collaborative is pleased to have had an opportunity to meet with the Commission and share our thoughts on developing the Woods Road property for workforce housing. We trust that you can see from our written proposal as well as our follow-up presentation to you that Developers Collaborative is committed to the innovative type of public-private partnership required to realize your vision of workforce housing as a vibrant new community of LEED-certified homes.

We would like to briefly clarify our understanding of the issue of income targeting. Elements of our proposal were structured according to the guidance of the RFP that stated minimum threshold criteria for income targeting. Based on this, we provided a concept plan that provided for 41-50% of the units for families at or below 80% of AMI and 50% to 59% of the units for families between 80% and 120% of AMI. During the Q & A it became clear that the Commission did not feel that these income targets were as inviolable as had been indicated in the RFP. Although we feel it should be kept in mind that most of the public financing available to assist the project will be available to help families at or below 80% of AMI, Developers Collaborative will be pleased to work with the Commission to create a project that best meets the particular needs of the community.

Thank you again for the opportunity to interview. We believe that we can bring an experienced and creative team that will work collaboratively with the Commission and the community and are excited to work in Falmouth to develop a cutting edge example of attainable and sustainable housing.

Sincerely,

Richard Berman
Developers Collaborative

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