

Questions for Bath Savings Institution

Portland Builders

<u>Question</u>	<u>Answer*</u>
How long have you had a relationship with Portland Builders?	4 years
Has there been a primary contact or multiple contacts at Portland Builders for banking related items? How long have you worked with these respective contacts?	Primary contact with Josh Cushman.
Does the borrower also maintain business deposits and/or personal accounts with your institution? How long has this aspect of the relationship been in place?	N/A. Portland Builders is a well known entity to BSI, but does not maintain a credit or deposit relationship.
How many projects have you financed or partially financed with this team?	N/A
Has the borrower performed as agreed under your respective credit agreements?	N/A
Does the borrower have a credit facility in place currently? If so, what is the availability and maturity of this facility?	N/A
Does the borrower utilize L/Cs from your institution for performance guarantees? If so, have they ever been drawn upon? If drawn, were they satisfied within your anticipated timeframe?	N/A
Has the borrower satisfactorily adhered to project budgets or have financing needs regularly exceeded originally approved credit exposure?	BSI has worked with Portland Builders for a number of years and commented that the company consistently adheres to project budgets.

GBHC

<u>Question</u>	<u>Answer*</u>
How long have you had a relationship with GBHC?	10 + years
Has there been a primary contact or multiple contacts with GBHC for banking related items? How long have you worked with these respective contacts?	Primary contact with John Hodge
Does the borrower also maintain business deposits and/or personal accounts with your institution? How long has this aspect of the relationship been in place?	Yes. 10 + years.
How many projects have you financed or partially financed with this team?	5 projects
Has the borrower performed as agreed under your respective credit agreements?	Yes
Does the borrower have a credit facility in place currently? If so, what is the availability and maturity of this facility?	No. Financing is on a project to project basis.
Does the borrower utilize L/Cs from your institution for performance guarantees? If so, have they ever been drawn upon? If drawn, were they satisfied within your anticipated timeframe?	Yes. The L/Cs have never been drawn upon.
Has the borrower satisfactorily adhered to project budgets or have financing needs regularly exceeded originally approved credit exposure?	Yes. BSI is very pleased with GBHC and feels that they would do a nice job for Falmouth.

*Answers provided by Geoff Gattis, EVP of Bath Savings Institution on July 22, 2008.

Questions for Norway Savings Bank

Portland Builders

Question	Answer*
How long have you had a relationship with Portland Builders?	Norway Savings doesn't have a banking relationship with Portland Builders, but has had a relationship with members of this company in other entities such as Presumpscot Partners.
Has there been a primary contact or multiple contacts at Portland Builders for banking related items? How long have you worked with these respective contacts?	N/A for Portland Builders
Does the borrower also maintain business deposits and/or personal accounts with your institution? How long has this aspect of the relationship been in place?	No.
How many projects have you financed or partially financed with this team?	Several under Presumpscot Partners
Has the borrower performed as agreed under your respective credit agreements?	Yes (under credit agreements with lending to Presumpscot Partners)
Does the borrower have a credit facility in place currently? If so, what is the availability and maturity of this facility?	No
Does the borrower utilize L/Cs from your institution for performance guarantees? If so, have they ever been drawn upon? If drawn, were they satisfied within your anticipated timeframe?	N/A
Has the borrower satisfactorily adhered to project budgets or have financing needs regularly exceeded originally approved credit exposure?	Yes.

*Answers provided by Rick Flagg, VP, of Norway Savings Bank on July 21, 2008.

Questions for TD Banknorth

Developers Collaborative

<u>Question</u>	<u>Answer*</u>
How long have you had a relationship with Developers Collaborative?	Relationship with Richard Berman – 25 years
Has there been a primary contact or multiple contacts with Developers Collaborative for banking related items? How long have you worked with these respective contacts?	Richard Berman primarily
Does the borrower also maintain business deposits and/or personal accounts with your institution? How long has this aspect of the relationship been in place?	Yes, same number of years.
How many projects have you financed or partially financed with this team?	12 +
Has the borrower performed as agreed under your respective credit agreements?	Yes
Does the borrower have a credit facility in place currently? If so, what is the availability and maturity of this facility?	Project by project basis
Does the borrower utilize L/Cs from your institution for performance guarantees? If so, have they ever been drawn upon? If drawn, were they satisfied within your anticipated timeframe?	Yes, none have ever been drawn
Has the borrower satisfactorily adhered to project budgets or have financing needs regularly exceeded originally approved credit exposure?	Yes

*Per conversation with Randy Blake of TD Banknorth on 7/24/08.

TO: Workforce Housing Commission
FROM: Donna Lee Cheney
DATE: July 23, 2008
SUBJECT: Response from Jeff Jordan, City of South Portland re: the Developers Collaborative

I was able to talk directly with Jeff Jordan today regarding our questions for Town and/or City managers. The following is his response.

1. Please share with us your experience and interaction with the Developer and/or their Development team through the project approval.

Richard Berman is one of the finest developers. He responded to the State's request for refurbishment of the Maine Youth Center (now renamed Long Creek). He used his own finances during the study process and worked very well with the community to determine what they wanted. The community immediately surrounding the area was transient and not too easy to work with so he opened the discussions to the City at large and came to the design and mixed use that is in place today.

He worked well with the State and the project received one of the first TIF's granted for this type of project. A portion of the money went to the Developer and a portion went to the school system to cover the additional growth created by the new housing.

2. Is there one thing that you would like to have been able to change from the project and/or process? What would it be?

He really did not have any changes. He reiterated that it was originally a tough community to work with because so much of it was transient and that Richard was extremely patient.

3. Did the Developer ask the municipality to take on any unanticipated expenses or request other help for the project? If so, what was the municipality's response and how was it handled?

There were no unanticipated requests. He did ask for the TIF but that was all part of the original plan.

4. Were the Developer's contact people responsive to the municipality's or abutter's concerns during the process?

He was very responsive to all questions and concerns – felt he was wonderful to work with. He came in with an open mind and did not try to promote his ideas. He was open and collaborative. He even insisted on opening his books as he wanted everything to be public especially given they were working with the first TIF granted.

PLANNING BOARD CHAIRMANS QUESTIONNAIRE

Rita Worthing – Brunswick – Brunswick Housing & Portland Builders

1. From start to finish, how long did the City approval process take place ?
Approximately 3 – 4 months
2. Could you comment on how you feel the developer handled the Community Process for the project. *Did an excellent job, worked closely with surrounding neighborhoods, conducted site walks and addressed all of neighbors concerns.*
3. On a scale to 1 to 10, 10 being the best. Please rank the Development team preparedness at public hearings? *10 – Very easy to work with, the Planning board felt very comfortable with development team.*
4. Do you feel the Developer fulfilled its promises and project obligations?
Absolutely
5. Now that the projects finished, if you could change one thing, what would it be? *Can't think of anything. Very satisfied with the outcome of Harriet Way. As a result of the project, and learning more about the needs of the Developer to build such a project. The City of Brunswick developed an Affordable Housing Ordinance. Addressing needs such as sidewalk waivers, density bonuses and reducing setback requirements.*

PLANNING BOARD CHAIRMANS QUESTIONNAIRE

Carol Thorne – South Portland – Developers Collaborative

1. From start to finish, how long did the City approval process take place ?
Approximately 12 months, it was originally reviewed as a 7 lot Commercial Subdivision, than came back and reviewed as individual sites, such as Heron Cove Condominiums, Youth Alternatives Facility, Avesta Housing Apartments and The Castle Building.
2. Could you comment on how you feel the developer handled the Community Process for the project. Not much public outcry, as the area that was being proposed for development sat in a largely populated area of renters. No organized neighborhood association existed.
3. On a scale to 1 to 10, 10 being the best. Please rank the Development team preparedness at public hearings? 8 – 9, “ Not perfect, but very good to work with”
4. Do you feel the Developer fulfilled its promises and project obligations?
It was conceptually designed for a secondary access road going out to Jetport Way. Carol thoughts were in case of a major airplane crash, it would allow emergency evacuation for a densely populated area. Apparently, because of agreeing to install sidewalks, the connector road was eliminated in Final plan due to cost and DEP wetland issues. Recently, Berman requested from the South Portland City Council, TIF funding to build the connector road as he has recently lost Fairchilds as a prospective Tenant in a remaining to be built upon commercial site. Carol has directed me to a July 18th Forecaster Southern edition article for a better sense of the political issue.
5. Now that the projects finished, if you could change one thing, what would it be? Not being forceful enough about Berman being responsible for building connector road as part of Final Approvals.

WFH Questions for Code Enforcement Officers

JEFF HUTCHINSON – BRUNSWICK CEO ABOUT PORTLAND BUILDERS

1. Work habits of contractors and cleanliness of site.
 - a. They constructed multiple buildings at once so the entire site was under construction at times.
 - b. I was always able to accomplish my inspections without delay in spite of construction because of their organized approach.
2. Did contractor follow protocol and work within the ordinance or was he always pushing the limits?
 - a. They followed the ordinance.
 - b. They were real easy to work with and never pushed the limits.
3. How would you rank the quality of work at each inspection?
 - a. Their work was always satisfactory.
 - b. Sign-offs were easy.
4. How would you rank the overall layout of the buildings, roads, open space, etc.
 - a. I would rank the layout as exceptional given the resources they had to work with.
 - b. We had some neighbor issues about protecting trees during construction. Their response was quick and they employed the town's arborist to be sure the protection was done properly.
5. Basically was the contractor easy to work with and responsive? One contact?
 - a. Yes, both easy to work with and responsive.
 - b. I had to deal with more than one contact but that is customary –plumber, electrician, framer, etc.

PATRICIA DOUCETTE SOUTH PORTLAND CEO ABOUT DEVELOPERS COLLABORATIVE

1. Work habits of contractors and cleanliness of site.
 - a. They were fine.
 - b. Job sites were organized.
2. Did contractor follow protocol and work within the ordinance or was he always pushing the limits?
 - a. Protocol was followed and they worked within the ordinance.
 - b. They didn't push limits.
3. How would you rank the quality of work at each inspection?
 - a. The quality was good.
 - b. Good contractors just want us to sign off and go to their next job.
4. How would you rank the overall layout of the buildings, roads, open space, etc.
 - a. We are happy to have that area developed and functional.
 - b. The layout is nice.
5. Basically was the contractor easy to work with and responsive? One contact?
 - a. Contractors were fine.
 - b. We only inspect work performed and don't get into politics like the Councilors and Mayor who dealt directly with Mr. Berman.