



Town of Falmouth

## Call for Offers for Redevelopment of the former Plummer-Motz and Lunt school complex

Draft: July 21, 2011

The Falmouth Town Council is calling for offers from developers for redevelopment of the to-be-vacated Plummer-Motz and Lunt School property.

Offers may include a combination of public and private uses, involve all or a portion of this 20-acre property, and include purchase, lease and/or lease-back arrangements.

Deadline for offers is Tuesday November 29, 2011 at 12:00 noon.

### **Plummer-Motz and Lunt school property**

The site under consideration consists of 20 acres and contains two school buildings.

Plummer-Motz School (approximately 42,700 square feet):

- The Sampson D. Plummer School was built around 1930 as the original Falmouth High School with an addition built in 1935. It contains a total of 22,700 square feet on three stories and has a partial basement.
- The one story Rolf B. Motz School was built around 1948 and expanded in 1949 and 1951. It contains 9,700 square feet.
- In 1973 a 10,300 square feet addition housing the Harold L. Mason Gymnasium was built and connected the two schools (Plummer and Motz). The total complex is known as the Plummer-Motz School.

D.W. Lunt School (approximately 20,900 square feet):

- The D.W. Lunt School was built in 1942 and contains 8,000 square feet on two stories. In 1992 a one story addition of 12,900 square feet was built.

In addition, there are several modular classroom buildings on the site. Proposals may, but are not required to, include reuse and/or disposition proposals for these buildings.

The property is located in the Residential B (RB) district with a Resource Conservation Zoning Overlay (RCZO) district. However, in selecting the developer the Council will consider appropriate zoning amendments or contract zone agreements, if such is required to accommodate the proposed use or uses.

The entire property is encompassed by a so-called “6(f) boundary” as part of Land and Water Conservation Fund (LWCF) grant restrictions. The Town is in process of seeking approval for a complete removal of this restriction from the National Park Service through a “conversion” application. The Town will consider other options for conversion, or maintaining status quo, should a developer incorporate such options in its response to this Call for Offers.

### **Civic Considerations**

In June 2011 a proposal for the relocation of the Falmouth Memorial Library and creation of a community recreation center to the Plummer-Motz and Lunt School property was rejected by Falmouth voters (52%-48%).

#### June 2011 Proposal

	Current space	Proposed space	Renovation estimate
Falmouth Memorial Library	xxx	xxxx	xxx
Community Recreation Center	yyyy	yyyy	yyyy

The June 2011 proposal was part of a multi-year effort by the Town of Falmouth to consider the needs of various Town facilities and programs. The Council remains interested in proposals that accommodate all or some of the uses, but proposals are not limited to such accommodations.

Developers may submit multiple proposals. Alternate proposals may, but are not required to, include community uses and/or access.

### **Financial Considerations**

The Town will consider financial considerations, such as a Tax Increment Financing proposal, should a developer incorporate such options in its response to this Call for Offers.

### **Miscellaneous Information**

The following information has been posted on the Town’s website at [http://www.town.falmouth.me.us/Pages/FalmouthME\\_BComm/CommunityFacilitiesPlanningCom](http://www.town.falmouth.me.us/Pages/FalmouthME_BComm/CommunityFacilitiesPlanningCom):

- Site Plan
- Existing Floor Plans
- Building descriptions
- Additional LWCF information
- Northeast Test Consultant Report, February 2011

### **Anticipated Timeline**

July 25	Review of draft RFP by Council
August 8	Final review of RFP and authorization for distribution by Council
September 13	Pre-bid meeting and tour for interested developers (no requirement to attend)
November 29, 2011, noon	Deadline for RFP Responses
TBD	Developer interviews by Council
TBD	Developer selection by Council and authorize staff to negotiate contract documents
TBD	Town and Developer sign contract documents

### **Submission Requirements**

Complete submissions shall include the following:

1. Letter of interest, including name, address, phone number, e-mail address, and brief description of the business entity;
2. Development Team Qualifications to work on development projects of this scope and listing of completed similar development projects (including references and contact information) that demonstrates the company's capabilities and experience;
3. Development Proposal:
  - a. A description (narrative, preliminary schematic plans) of the proposed development (e.g., size of building and square footage of specific components, nature of improvements, number of parking spaces,
  - b. Proposed extent of historic preservation (if applicable),
  - c. Proposed sustainability and energy efficiency measures to be built on the site.
  - d. If the development is proposed to be phased, the narrative should clearly define the components and timing of each phase and indicate the nature

of the conditions upon which construction of subsequent phases would be based.

- e. If residential development is proposed, the proposal should include information about the bedroom compositions, rents and/or sales prices and amenities/services included.
  - f. For the proposed retail/commercial component of the development, information should be included about the anticipated type of tenants expected, and rents and/or sale prices.
4. Community Benefits Package: Proposal of benefits, such as projected property tax revenues, job creation, and community access, which will come from the construction and ongoing operation of the proposed development.
  5. Proposed financial terms and conditions of any considered sale, lease or lease-back. Financial assistance required from Town of Falmouth and/or other entities (if applicable). Estimated renovation/construction costs for proposed improvements. Description of how the developer has financed similar projects.
  6. Proposal Conditions: Indicate any conditions or requirements which need to be granted by the Town of Falmouth and/or other entities, such as removal of the LWCF restrictions.
  7. Project Time Schedule. A schedule of performance outlining the estimated time for each step in the development process The schedule should recognize the time involved with finalizing development agreements, designing the project, financing the project, commencing construction, completing construction, lease negotiations (if necessary), marketing, and final occupancy.

### **Selection Criteria**

The Town Council will select a developer based on:

- Development Team Qualifications:
  - The development team has put together a complete team able to take the project from concept to completion and has established a clear delineation of roles.
  - The identified individuals who will be working on this project have worked on similar projects and have the capacity and qualifications to fulfill their responsibilities.

- Demonstrated experience of the development team in successful financing redevelopment operation and economic performance of projects on time.
  - Demonstrated experience working with the public sector in public/private real estate development projects.
  - Strong references from previous projects completed.
  - Indication that the entities within this development team have worked together successfully on previous projects.
- Development Proposal:
    - Thoughtful design concept and density that includes sustainable and energy efficiency aspects.
    - Experience with the product type being proposed.
    - Understanding of the regulatory approval process.
    - How well the proposed project integrates with surrounding uses and demonstrates the development team's understanding of the current market and community.
- Financial Analysis and Capacity:
    - Thoughtful cost estimations that are consistent with the project timeline for implementation and expectations of return.
    - Credibility of proposed economic assumptions.
    - Evidence of financial resources consistent with project requirements.
    - Demonstrated ability to finance similar sized projects.
- Proposal Conditions:
    - Conditions or requirements from the Town and/or other entities to complete the project.
    - Thoughtful approach to public benefit considerations.
    - Positive impact of the development to the surrounding neighborhood.
- Other factors as appropriate will be considered under each of these categories.

### **Pre-Bid Meeting**

There will be a pre-bid meeting at 1:00 PM on Tuesday September 13, 2011. A site tour of all facilities under consideration will take place immediately following the pre-bid meeting. There is no requirement to attend the pre-bid meeting and/or participate in the facility tour.

### **Real Estate Assistance**

The Town of Falmouth is being assisted with the “Call for Offers” process by CBRE/The Boulos Company.

### **Deadline for Submission**

All responses to this Call for Offers must be received by the Town of Falmouth (attn: Nathan Poore, Falmouth Town Manager, 271 Falmouth Road, Falmouth, Maine 04105) no later than 12:00 p.m. on Tuesday November 29, 2011.

### **Questions**

Any questions regarding this Call for Offers should be directed in writing to Theo Holtwijk, Director of Long Range Planning, [tholtwijk@town.falmouth.me.us](mailto:tholtwijk@town.falmouth.me.us) .

### **Pre-Registration Form**

Potentially interested bidders are encouraged to complete a registration form and submit this to the Town. This will allow bidders to receive Call for Offer updates and FAQ briefings, as required. The registration form is attached as appendix A.

### **Right To Reject Submissions**

The Town of Falmouth reserves the right to reject any or all submissions received, and to negotiate development features and funding terms in order to best serve the interests of the future residents. Any selection is contingent upon final approval by the Falmouth Town Council.