



July 19, 2012

Falmouth Town Council  
c/o Nathan Poore  
Town Manager  
271 Falmouth Road  
Falmouth, ME 04105

Re: OceanView & the Town of Falmouth: Status of the Public-Private Partnership

Dear Council Members:

Please accept this letter as an update on the acquisition of the former school property by OceanView at Falmouth with specific attention to the proposed public private partnership. Since the purchase and sale agreement was signed in January of this year, we have been progressing on several tracks toward the planned closing at the end of the year and the overall redevelopment of the property. Our progress to date despite the sluggish economy keeps us optimistic for the success of the overall redevelopment of the school property.

With the recent completion of the new zoning for the property and our submission to the Falmouth Planning Board last week to kick off our formal planning approvals, we are on track to have our various land use approvals substantially completed by the end of the year. This progress, combined with the Town's efforts on the Land and Water Conservation Restrictions, is extremely important to keep the project on schedule. Lastly, the marketplace and our banks are excited about our plans for the property and this should allow us to break ground on the first phases of the projects early in 2013.

Public-Private Partnership – Lunt Auditorium and Town Green

As part of this overall process, we have been working closely with the town and library to explore a public-private partnership that could bring important community amenities to the site. The first two elements of the partnership are part of the purchase and sale agreement and will definitely be incorporated into the project. This includes (1) the creation of a shared auditorium in the former gym of the Lunt School and (2) the development of a "town green" on the former stone dust playing field. The design and specifications for both projects will be reviewed and finalized with the town and included in the closing documentation. OceanView will pay for and construct both of these amenities.

Public-Private Partnership – Library and Community Center

We have also been progressing with researching the feasibility of larger public private partnership that could include bringing the Falmouth Memorial Library to the former Plummer School and renovating the Mason-Motz School into a community center. There are three key steps in this process. First, we are working with the town and the library to develop a preliminary design for the facilities. Second, we will estimate the cost of constructing and operating these facilities. Third, we will develop a preliminary plan for how the proposed financing of both construction and operation.

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As part of our good faith commitment to the town established during the request for proposal process (RFP), OceanView is managing and financing this feasibility analysis. The following is the timeline for these ongoing tasks:

- 1) Preliminary Site and Building Design -- March to August 2012
- 2) Preliminary General Contractor Construction Cost Estimate -- August to Sept 2012
- 3) Preliminary Development & Operations Budget -- August to Oct 2012
- 4) Preliminary Financing Plan -- Sept to Oct 2012
- 5) Presentation & Report to the Falmouth Town Council -- Oct 2012

We have been investing time and effort in this process along with town staff and the library board of directors over the last several months and we remain on schedule for a report to the town council in October.

The results of our work to date encourage us that this feasibility analysis is well worth the time and effort that we are investing along with the town and the library. The central location and historical significance of the Plummer-Motz site make this a rare opportunity for the town and thus it should receive serious consideration. The addition of OceanView at Falmouth as a substantial private business partner should also improve the financial feasibility of the project and reduce any impact on the Falmouth taxpayer. For these reasons we strongly recommend continuing with the financial feasibility process as outlined above.

When the feasibility analysis is complete and evaluated, the Town of Falmouth can then determine if there is sufficient reason to continue to pursue the public-private partnership. It will be critical to establish if there sufficient public and private support to lead this proposed partnership and fundraising effort to ensure a successful outcome. The final tasks before continuing to pursue the partnership would be completing a fundraising feasibility study to determine an approximate dollar amount that could be fund raised and potentially holding a public referendum depending on the financial plan.

On behalf of John B. Wasileski and the OceanView Community, we thank you for the opportunity to work with you to redevelop the school property and support both economic and community development in Falmouth.

Very truly yours,

Matthew D. Teare, Director of Development  
OceanView at Falmouth