

Purchase and Reuse/Redevelopment of the Former South Windham Fire Station

Windham, Maine



September 30, 2020



Great Falls Construction
Developer, Construction Manager,
Design/Builder, General Contractor
20 Mechanic Street Gorham, Maine 04038
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A Letter from the Team

Dear Town of Windham:

Thank you for providing Great Falls Construction with the opportunity to submit a proposal for the purchase and redevelopment of the former South Windham Fire Station site in the heart of the South Windham Village. We are ecstatic to learn of the Town's interest in fostering a catalyst for change for this Village center and have strong interest in being involved in the revitalization of the South Windham Fire Station. Aside from being residents of the Little Falls Gorham area ourselves, we understand the potential of this property to first and foremost benefit the community but also become a responsible property tax contributor that fosters economic and community growth whilst allowing for riverside enjoyment by all—one of the areas greatest, yet underutilized, assets. The potential to develop this property into a destination for the community to enjoy excites us and we are thrilled to submit our proposal to you today.

A bit about who we are and our experience in development of formerly owned municipal properties. Great Falls Construction was established in 1988 and is a family-owned and operated business which employs 50 talented construction and development professionals who construct and develop critical community infrastructure all throughout Northern New England. Our commitment to “constructing and developing with a purpose” permeates all that we do here at Great Falls Construction. That purpose is what drives us forward and sustains our enjoyment for community development through smart, responsible, sustainable and enjoyable projects. We understand the responsibility that comes with developing and constructing for our communities and feel that this redevelopment of the former fire station aligns perfectly with who we are as a team and what we enjoy doing—placemaking for our community.

Throughout the years we have engaged in various development projects throughout Southern Maine—ranging from the purchase of the former White Rock School property from the Town of Gorham and converting that into a successful 12-unit 55+ residential community with ample recreational spaces on the site. As well as the recent 109 Main Street redevelopment in Gorham and the award-winning Station Square mixed use development in Gorham. We are also in the process of developing an 11-acre parcel in the center of Berwick, Maine on the former Prime Tanning Lot now renamed to “The Edge at Berwick”. This development is in design and will prove to be a community-centric project helping to stimulate an economy that suffered with the closure of the mill many years ago. We're working diligently with the town to make sure the development serves as a vibrant commercial mixed-use center that revitalizes Berwick's downtown to create a more walkable, environmentally sustainable and enjoyable place to be. If successful with the South Windham Fire Station re-development proposal, we will seek to create a suitable space for local residents to enjoy that will act as the stimulator for the revitalization of other spaces in this Village center.

Once the construction is complete, our commitment to quality and community fit does not stop. The same values are carried forward with our property management company, JCS Property Management. We currently own and operate over 100 commercial and residential units throughout Southern Maine. Many of those units, Great Falls Construction has built and JCS Property Management, an affiliate of Great Falls Construction, responsibly manages and maintains. Great Falls Construction and JCS Property Management are a successfully proven combination. By selecting Great Falls Construction you gain access years of local construction and development knowledge and experience as well as a dedicated property management team that will put their talents to work for the benefit of this property for years to come. When you choose Great Falls Construction/JCS property Management, you are selecting a locally owned company with a reputation for being customer and community focused. We are confident in our ability to develop, construct and manage a community focused enjoyable space for the residents of South Windham Village and beyond to enjoy for years to come.



A Letter from the Team

This former fire station property in the South Windham Village we see as a perfect space for community gathering which we hope you will see as well in our proposed usage of the property. Our proposal is a renovation and update of the existing facility to create a family-friendly neighborhood craft brewery and restaurant combination. We see this property as the ideal place for families to enjoy dining and gathering while riverside and are confident in a craft brewery/restaurant's ability to provide local skilled labor and stimulate the surrounding Village's economy to best prepare it for future vibrancy. This unique property, located along the river creates a pleasing spot and lends itself perfectly for a nice afternoon out to lunch or dinner with family and friends. As you'll see throughout our submission, our intention is to create a vibrant commercial property that will anchor and stimulate the development of the South Windham Village as it continues to improve as a community orientated, walkable place to gather. Our intent is to connect with the current footpaths to promote continued foot traffic and allow for maximization of parking onsite and on street—please refer to our site plan in this submission that will speak to the parking and sidewalk considerations in more detail. As a part of our submission we would also like to propose the consideration of how best to use the island located across the way. We see large potential to create a unique experience on this island that better connects the Village and creates a unique experience during ones visit to South Windham Village. We will look forward to explaining more about our thoughts to you. As our submission will demonstrate, we have considered the changes in design in this Covid-19 world and are confident in the sustainability of the model which includes extensive outdoor seating and garage doors that open for extensive ventilation. We also intend to display the natural beauty of the river by creating ample gazing opportunities whether inside the craft brewery restaurant or out. The river is a treasure we're excited to responsibly unveil for patrons and community members to enjoy while dining or gathering with family and friends.

In order to get the right tenant in the building, it is our hope to involve the Town to help recruit the right feel and offering for the community. It's our intent to have a family-friendly, community gathering spot that allows all ages to gather and enjoy a meal and drinks with the natural riverside passing them by. We feel confident in our ability to meet the Town's project goals and uses as we agree the desired outcome of the project redevelopment would be to create a vibrant commercial property that acts as an anchor for future development of the South Windham Village. We also intend to tie into the existing footpaths while also creating a distinct walking path that routes in front of the building as we know that this craft brewery restaurant will increase walkability and foot traffic from nearby residents and visitors on the local trails. The public benefit is top of mind as we developed this concept plan as we only succeed if the community accepts and enjoys the space. We are confident in the positive community benefits this local option will create for the South Windham Village.

We hope that throughout this submission you will see our passion for development at large and managing the details in this community environment. It is our goal to redevelop this property into vibrant, positive, productive and lasting benefit to the South Windham Village community for years to come. Thank you in advance for your time and consideration and I look forward to meeting with your team to discuss our exciting plan and timeline further. In the meantime, if you have any questions please do not hesitate to contact us at (207) 839-2744 or [REDACTED]

Sincerely,

Jon & Cindy Smith

Jon & Cindy Smith
President and Vice President, Great Falls Construction

Great Falls Construction

20 Mechanic Street Gorham, Maine 04038

Office: (207)839-2744 | Jon Cell: [REDACTED] | Email: jon@greatfallsinc.com & cindy@greatfallsinc.com

GFC ♦ GREAT FALLS CONSTRUCTION

ABOUT GREAT FALLS CONSTRUCTION

Since 1988, Great Falls Construction has been a premier Construction Management, Design-Build, General Contracting and Real Estate Development firm respected throughout northern New England for meticulous craftsmanship and committed customer service. Great Falls Construction is a single source firm located in Gorham, Maine. Our company has forty-four employees, consisting of both office and construction field staff who all work closely together to diligently manage projects in multiple industries including but not limited to municipal, educational, commercial, residential, historical, medical, financial and retail. We apply our founding principle of meeting project and community needs through technology and practical construction knowledge. In addition, we operate JCS Property Management, which governs our 100-unit +/- property management portfolio needs and ensures the continued success of our development projects post construction.

Our dedication to constructing and developing with a purpose permeates our organization's culture and informs our approach to every potential project here at Great Falls. The opportunity to re-develop this property in South Windham excites us because of our demonstrated success in breathing new life back into our local Maine communities. This opportunity speaks to who we are as a firm and we look forward to purchasing the real estate and getting to work re-envisioning South Windham's future Village Center and acting on it. We are confident that our vision for development in South Windham at the former Fire Station will set this local area at large up for success today and for many years to come.

Great Falls has strong experience working with municipalities throughout Southern Maine to benefit the development of its cities, towns and Maine at large. Great Falls Construction has completed many projects involving historic structures with cultural and municipal significance. We work diligently to preserve the integrity of historic spaces and buildings while re-purposing them and preparing them for continued success and enjoyment for the future.

Most recently, Great Falls Construction and JCS Property Management, successfully opened our own mixed use facility: Station Square, a residential and commercial project in the heart of Gorham Village. Station Square boasts 33 residential and 5 commercial units. Mirrored after a Train Station to honor the towns history, Station Square is and will continue to be the most notable difference in the Village in a hundred or more years allowing people from all over Maine to take full advantage of all that is going on in our community. We look forward to the potential to make this impact in South Windham's Village as well.

We sincerely hope that our literature successfully demonstrates our interest and ability to meet the development needs of South Windham by developing a space for residents and guests to enjoy and be proud of. We look forward to the opportunity to purchase and develop your real estate in South Windham. Please see the following pages for the services we provide and our similar demonstrated experiences.

ABOUT GREAT FALLS CONSTRUCTION

OUR CONSTRUCTION AND DEVELOPMENT EXPERIENCE

From mixed-use commercial centers to small town centers of commerce, multi-unit affordable housing projects to luxury residential, University campuses and major municipal structures, Great Falls has a wide range of development and construction project experience and resources. We participate in development and construction at every level in order to move a project forward. Some of the disciplines we perform are listed below:

- Preconstruction and Project Estimating
- Development
- Design Build
- Construction Management
- General Contracting Services



DEVELOPMENT EXPERIENCE

Great Falls has enjoyed designing, developing, building and property managing many properties throughout Maine. Our most recent developments are listed below and elaborated on in the following pages.

- The Edge at Berwick at the former Prime Tanning Facility in Berwick, ME (in design)
- Station Square 7 Railroad Avenue, Gorham
- 109 Main Street, Gorham
- Perennial Place at White Rock



PROPERTY MANAGEMENT

JCS Property Management formed in order to help manage our conservative real estate portfolio and ensure continued success of our own developments after construction and acquisitions. JCS Property Management handles the following units throughout Southern Maine.

- 100 total units
 - 45 residential
 - 55 commercial tenants



STATION SQUARE AT 7 RAILROAD AVENUE GORHAM, MAINE

BEFORE: A STORAGE FACILITY WAREHOUSE LOCATED IN THE VILLAGE CENTER



AFTER: 70,000SF OF MIXED-USE BRAND NEW SPACE IN THE VILLAGE CENTER



STATION SQUARE

RESIDENTIAL AND COMMERCIAL MIXED USE FACILITY IN GORHAM, MAINE



Location: Station Square, 7 Railroad Avenue Gorham, ME 04038
Square Feet: -70,000 SF | **Project Completion:** November 2019
Owner/Developer: Great Falls Construction from Gorham, Maine
Design Team: Custom Concepts, Inc., Sebago Technics, Structural Integrity
Award Winning: [MEREDA Top 7 Most Notable Projects](#) and in the running for a 2020 Grow Smart ME award (to be announced October 2020).

Great Falls Construction has been committed to constructing with a purpose since its inception in 1988 and remains dedicated to furthering the importance of quality construction and sound development to enhance and sustain responsible economic growth and prosperity for Maine. Station Square is a great representation of Great Falls' most recent commitment to excellence and meeting diverse community needs in construction and development to best support Maine's economy. Station Square stands as a five story, thirty-three residential, six commercial unit property located in the heart of Gorham's thriving Village. Station Square is currently home for nearly forty-five residents and counting as well as the new hub for Village entertainment, dining, commerce and more. The building, at full capacity houses nearly sixty residents which we estimate to nearly triple the rental offerings in the Village prior to this development. In addition, Station Square has employed over 100+ people throughout the construction and development process and will continue to employee 150+ people once the commercial offerings officially open in late fall. Throughout the planning and development process, this project has contracted over 75 Maine companies. These companies worked hard together to produce this project and millions of dollars were circulated through these companies to the hard working Maine people who's hands created this.

In addition to the economic impact, Station Square includes countless thoughtfully chosen environmentally sustainable upgrades. Throughout the entirety of the project significant choices for sustainable upgrades were selected and executed upon. Some notable examples include the building's envelope at an R value of 42, which is double the amount required by code. In short, this selected upgrade drastically reduces the consumption of heat and a/c. Should the occupants turn on their heat or a/c they use a highly efficient ducted electric heat pump. Each unit of the 33-residential units are equipped with an efficient heat pump system to ensure sustainable consumption by all occupants. This of course lowers consumption and combined with the upgraded envelope R value of 42, maintains heat and a/c at significantly sophisticated and sustainable levels. We also have a sophisticated storm water treatment system on site which includes a system made with storm tree brand filters to filter water run off on site. In addition, our upgraded choice in flooring for the numerous outdoor patios and common roof deck is a recycled tire material that allows water to pass through and run off where required. By using recycled materials we help eliminate waste and reuse existing materials that withstand the harsh Maine climate conditions. The durability of this upgrade will ensure that they last for years to come.

Finally, from a historical and cultural perspective the building intentionally preserves Gorham's historic identity and modernly invites the community to enjoy working, living and playing in the center of Gorham. The name and design of the space is centered on Gorham's history as a heavily traveled train village. The building is situated at 7 Railroad Avenue atop where the old train ran from 1851 until the tracks were ultimately abandoned in 1961.

109 MAIN STREET GORHAM, MAINE

BEFORE: A RUNDOWN, 15-YEAR +/- ABANDONED GAS STATION ON MAIN STREET



AFTER: A 4-UNIT VIBRANT COMMERCIAL HUB ON MAIN STREET



109 MAIN STREET FEATURING SUBWAY, AROMA JOES, 9 ROUND FITNESS &
NAIL XPERTS
GORHAM, MAINE



Developer: Great Falls Construction
Property Manager: JCS Property Management
Architect: Bild Architecture
Square Feet: 11,086
Project Completion: Spring 2015

This new construction retail center was a welcome change from the vacant dilapidated structure on site for over 15 years. This new building location is highly visible from all angles at the prominent intersection of Main Street and New Portland Road in Gorham, Maine. Great Falls constructed the new building and four interior tenant fit-ups for the new Aroma Joes, Subway, 9 Round Fitness and Nail Xperts.

The project houses four retail spaces with future second floor residential or office areas. Site work includes ample parking and drive through windows for Aroma Joes. Both Aroma Joes and Subway use the brand's latest interior retail store designs.

Great Falls Construction was the Developer and Construction Manager for the project having worked closely with the project team to ensure a high quality building and conducive spaces for all tenants and the community. The building changed the dynamic of Gorham's busy Village center and greatly enhanced the economic vibrancy of the town's center. Great Falls and JCS Property Management owns and operates this busy downtown commercial building.



PERENNIAL PLACE AT WHITE ROCK GORHAM, MAINE

BEFORE: A FORMER SCHOOL THAT WAS ABOUT TO BE TORN DOWN



AFTER: A RENOVATED, UPGRADED, 12-UNIT 55+ MODERN APARTMENT FACILITY



PERENNIAL PLACE AT WHITE ROCK - 55+ LIFESTYLE APARTMENTS GORHAM, MAINE



Developer: Great Falls Construction
Property Manager: JCS Property Management
Engineering/Design: MacLeod Engineering
Square Feet: 11,360
Project Completion: Winter 2015

Perennial Place at White Rock is the former White Rock School in Gorham, Maine converted into twelve 55+ lifestyle apartments. This development provides local residents with a beautiful facility that boasts extensive grounds including ball fields, nature paths and gardens. All units are on a single level and have wide hallways and generous common spaces providing residents with easy access from their units to all amenities. A storage structure is located on site and provides each unit with a sizable private secure storage unit.

Great Falls construction was the developer and Construction Manager and worked closely with the town throughout the entire planning, design and construction phases to complete this successful and community-orientated project. Perennial Place is a great example of our experience working with municipalities on needs and executing on thoughtful design and usages for the community. JCS Property Management continues to operate this property that is surrounded by recreational fields the town utilizes for little league needs and town recreation.



Windham Brewery
Windham, Maine

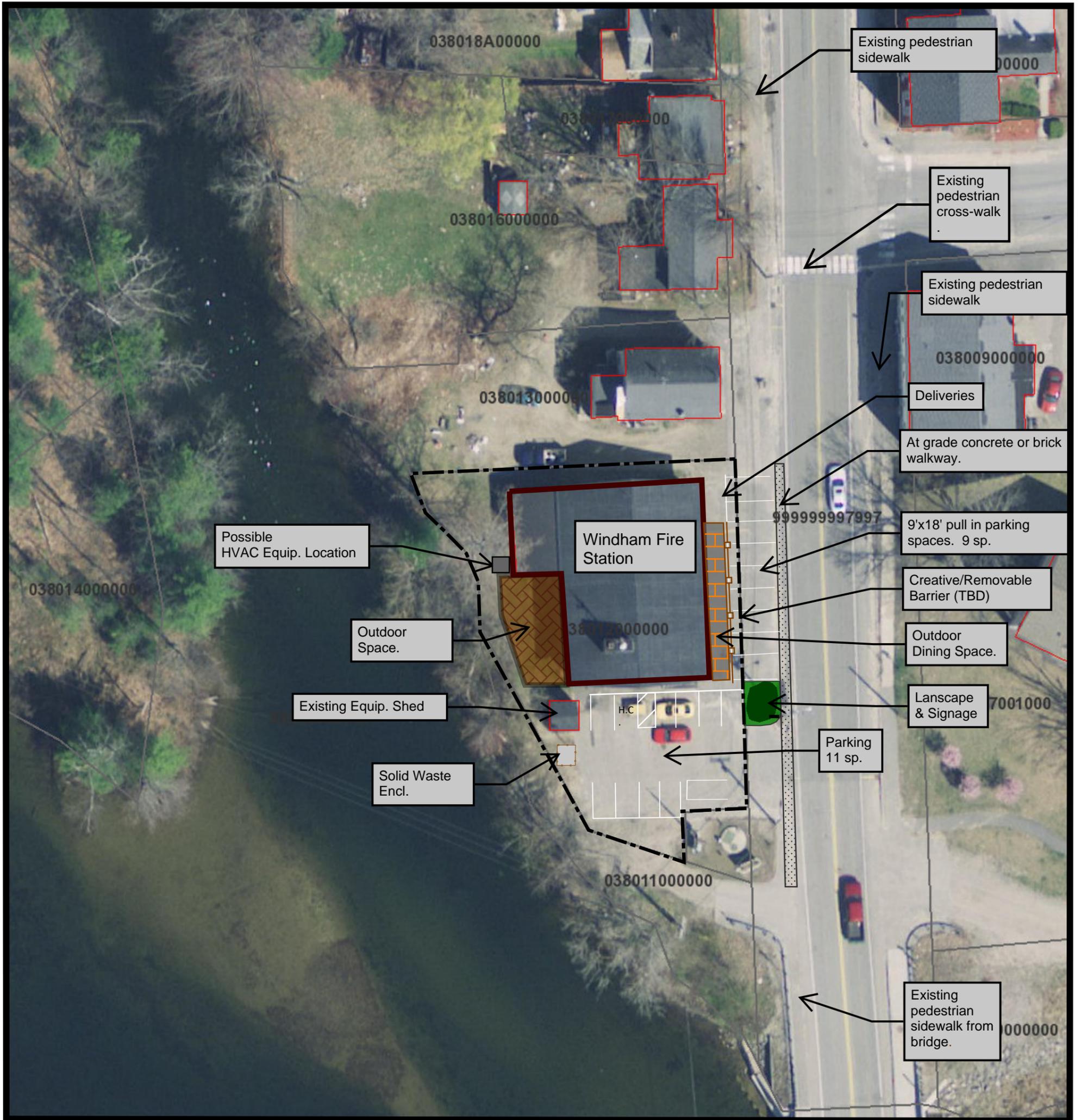
SEPTEMBER 30, 2020



1 CONCEPT IMAGE
NTS

PROGRESS PRINT ONLY
Not for Construction

RYAN SENATORE **ARCHITECTURE**

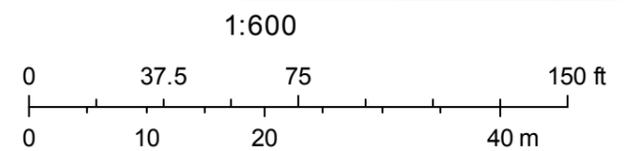


**CONCEPT SITE DEVELOPMENT PLAN
WINDHAM FIRE STATION RE-DEVELOPMENT**

FOR: GREAT FALLS CONSTRUCTION

PREPARED BY: SEBAGO TECHNICS, INC.

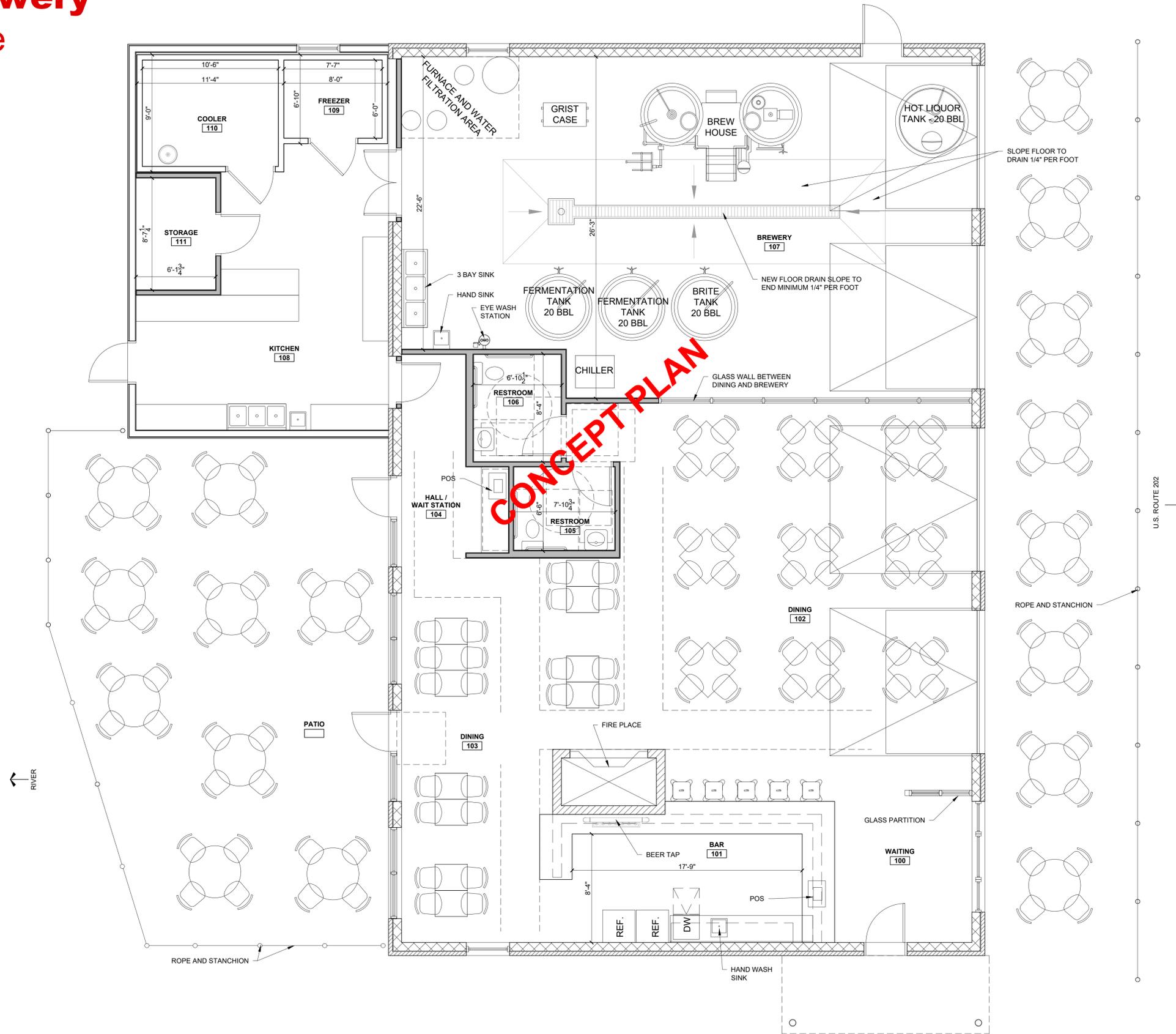
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Windham Brewery

Windham, Maine

SEPTEMBER 28, 2020



CONCEPT PLAN

1 CONCEPT PLAN
1/4" = 1'-0"

PROGRESS PRINT ONLY
Not for Construction

PRINCIPALS FOR THE PROJECT DEVELOPMENT

Great Falls was established in 1988 by Jonathan Smith. With over 30 years of experience in the industry Great Falls has grown into more than a General Contracting Firm by adding a development portfolio to its repertoire. Jon and Cindy have built a small development portfolio which currently exists of over 100-managed units. With a portfolio of that size, the Smith's opened JCS Property Management, LLC as the operator. Both Jon and Cindy are passionate about promoting community and economic development and their drive for constructing with a purpose permeates the organization and all of its staff. Cindy, Jon and Julie will be the primary team responsible for and involved in the early development and pre-construction process of this project. As the project moves further along, more team members will be brought into the project planning and execution. Our entire team of Great Falls employees and talented local subcontractors are top talent in the industry and have experience on any one or numerous of our development projects. For all of our construction and development projects we meticulously choose the design and execution team that will best facilitate the most successful project depending on their specific skill sets, interest in the project and ability to get it done on time and on budget. We are confident and excited to assemble the entire team should we be selected. For now, below is the currently assembled preconstruction and development team.



Cindy is the Vice President of Great Falls Construction. She is very involved in Human Resource operations, accounting and the procurement and overall design of our executed development projects. She has over 30 years of experience in everything from balancing the books to employee onboarding and training and procurement for our development projects.



Jon is the Founder and President of Great Falls Construction. He is the overall project executive on all of Great Falls Construction and development projects. He's also very involved with JCS Property Management, ensuring the continued success and community enjoyment of each of the development portfolio's properties. He has over 30 years of experience in the industry with extensive knowledge in all divisions of construction and development. He oversees the daily operations of the company and all its talented staff.



Julie went to Cheverus, a Jesuit high school, and then on to Saint Anselm's for her undergraduate degree in Sociology and Criminal Justice. She went on to get her Master's Degree in Management with a focus on Strategic Management at Harvard University School of Extension. Julie joined Great Falls to pursue her interest in Development where she seeks to responsibly and sustainably develop the business through strategic growth. Her previous work experience is in non-profit development.

In addition, should our submission be selected, we intend to work with Sebago Technics for civil engineering and Ryan Senatore Architecture for the architectural needs. Both firms are highly regarded and have extensive industry knowledge. Should you like additional information please don't hesitate to ask.





March 4, 2020
16029

Mr. Jonathan Smith, President
Great Falls Construction, Inc.
17 Railroad Avenue
Gorham, ME 04038

Letter of Reference - Station Square
Gorham, Maine

Dear Jon:

On behalf of Sebago Technics, Inc., I am pleased to provide this letter of reference for the Station Square project constructed by Great Falls Construction in Gorham, Maine. This was a visionary project that has transformed an historically underutilized area in the Village of Gorham.

Sebago Technics worked collaboratively with the Great Falls team to create the land plan, seek a contract zone through the town along with acquiring the required land use permits. From the onset, the Great Falls Team had a vision to create a visually attractive project while recognizing the railway-based history of the area and to fill a void in the area.

The goal was to create a focal point in the Village with a multi-use building offering residential living, leasable commercial and office space along with dining opportunities and recreation. Located in the lower village area of Gorham near transportation corridors, the project provided a unique opportunity to reduce dependence on the car through the creation of livable and walkable neighborhoods with housing, jobs, commercial, retail and recreation opportunities.

I am pleased to recognize the success of this project and the important role it will play in the future of the Town of Gorham. Congratulations to the Great Falls team.

Sebago is proud to have participated with Great Falls on this project.

Sincerely,

SEBAGO TECHNICS, INC.

A handwritten signature in black ink, appearing to read "Owens A. McCullough". The signature is fluid and cursive, written over a white background.

Owens A. McCullough, P.E., LEED-AP
Senior Vice President, Strategy and Client Development

OAM: oam



February 20, 2020

Great Falls Construction
20 Mechanic Street
Gorham, ME 04038
Attn: Jon and Cindy Smith

Jon and Cindy,

I am writing this letter to explain our experience working with Great Falls Construction on the Station Square project.

In general, I want to express how amazing it was to work with both of you, as well as your entire team, throughout the project. I felt that our meetings and conversations were always friendly but professional, honest and productive. I feel that you responded well to the needs of the project, the community and most importantly, those who would someday use the property on a daily basis. I felt free to offer ideas, as well as discuss limitations due to code or construction standards, and these conversations felt collaborative instead of combative. Working with you for several years I felt that we were all partners in the process and in the project. This truly felt like a team environment and effort.

As the owner of a small Architecture firm, I am often asked if I prefer residential or commercial design projects. Typically, my response is that I would rather design 100 homes rather than a commercial project since it is rare to find a commercial client that has any type of emotional attachment to their project. It is more about maximizing space, tight budgets and timelines. But in the case of Station Square, and working with Great Falls throughout the process, I found this to be completely the opposite of a typical commercial development. I truly felt your passion to create something special for the Town of Gorham every step of the way, and this emotion was felt throughout your team during the design and construction process. I felt that both of you were making decisions based on civic duties to the community, rather than personal gain, and this approach has led to a unique and satisfying project.

I am quite proud of Station Square and I look forward to working with you again on another project.

Please let me know if I can offer anything further.

Thank you,

Michael Richman - Custom Concepts Inc. Architecture



PROJECT PRICE, TERMS AND SCHEDULE

PRICE & TERMS

Great Falls Construction (“the buyer”) hereby offers to purchase the real estate at 8 Main Street, Windham Maine from The Town of Windham (“the seller”) at a purchase price of [REDACTED] and the commitment to further invest in redeveloping per our proposal. [REDACTED]

SCHEDULE

Upon selection for the development project, the estimated timeline of the project from design to completion is one calendar year.

Next steps: Upon selection for the development project, a Memorandum of Understanding to be drafted followed by a formal Purchase and Sales agreement.