



Town of North Yarmouth
Former North Yarmouth Memorial School
Request for Proposal

Developer:

A.H. Grover, Inc.
82 Doughty Road, North Yarmouth, Maine
P.O. Box 307
Cumberland, Maine 04021

Tel. (207) 829-3373 Fax (207) 829-5502

Email: ben@ahgrover.com

Submission Date: February 3, 2016

A.H. Grover, Inc.

By: Benjamin C. Grover – Vice President

A handwritten signature in cursive script that reads "Benjamin C. Grover".

Development Proposal

**North Yarmouth Community Center,
Wescustogo Hall &
Village Center Senior Housing**

Town of North Yarmouth

**North Yarmouth Community Center, Wescustogo Hall &
Village Center Senior Housing**

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GENERAL STATEMENT

A.H. Grover, Inc. is approaching our forty third year in business this May 2016 in the Town of North Yarmouth. The principals of our company date back six generations here in town and we take great pride in the community and would like to take part in the development of the Village Center. We have asked the opinions of several local citizens in preparing our development plan and most everyone agreed the Town should have a Community Center, rebuild Wescustogo Hall and offer Senior housing. We believe this proposal is the best approach to fulfilling three major needs on Town owned property. This will be a great start to a well planned Village Center and can only add to the quality of living in the Town of North Yarmouth.



The Hilltop Baseball field behind the Memorial School was reserved for 7th & 8th graders in the 1950's. This is a photo of Al Grover at bat in 1952. He is the founder of A.H. Grover, Inc. and at age 77 is still the active President of the Company.

EXECUTIVE SUMMARY

This proposal consists of three major components. The first component is the demolition of various sections of the Memorial School that Town studies show would be costly and not efficient or effective to rebuild. This work would be done in a manner to protect the Gym and Stage Area and its utilities and protect the front foundation & slab for the Wescustogo Hall building project. A.H. Grover Inc. completed this same task on the demolition of the '50's Wing at Greely High School and the new site work construction on the Drowne Road School, both in Cumberland.

The second component is the construction of the Wescustogo Hall building and reconstruction of the Gym & Stage for a new Community Center. This work will also include the parking lot, sidewalks, landscaping and ballfields associated with the Community Center. The major part of this work would be completed by our company with subcontracting limited to framing, siding, roofing, electrical, mechanical and finish carpentry. Our company successfully completed a similar project when we were awarded the Twin Brooks building and Fields Project by the Town of Cumberland for 1.2 million.

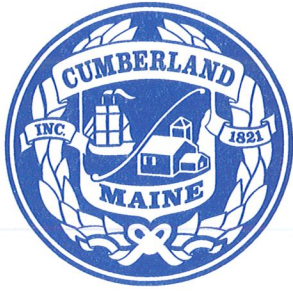
The third and final component is the infrastructure and construction of a 32 lot Senior Housing Community. This would be built and sold on demand. I would imagine it will take several years to complete this piece of the development. The plan is to construct part of the infrastructure year one and immediately build one home for a model and one on speculation for sale or rent. Our real-estate company Walnut Hill Investments, LLC recently finished an 18 lot affordable housing project in West Cumberland two years ago. The time line of construction from ground breaking of the road to turning over the finish project to the Town took less than two years.

In conclusion, A.H. Grover, Inc. has the financial ability and years of experience along with great community ties to successfully construct this development plan in partnership with the Town of North Yarmouth and create a great start to the development of the Village Center.

SIMILAR PROJECT HISTORY

- **Morrison Hill Neighborhood**
18 Lot Affordable Housing Development in West Cumberland owned by Walnut Hill Investments, LLC a subsidiary of A.H. Grover, Inc.
Constructed by Walnut Hill Investments in its entirety. Sold out and completed in two years. Project cost \$4,050,000.00
Reference: Contact William Shane, Town of Cumberland Manager
- **Twin Brooks Recreation Facility**
Post and beam snack and restroom building. Maintenance Facility, soccer field and infrastructure. Owned by Town of Cumberland and constructed in one year by A.H. Grover, Inc. Project cost \$1,200,000.00
Reference: Contact William Shane, Town of Cumberland Manager
- **School Projects (Infrastructure and Field Construction)**
Cheverus High School – Complete Athletic Facility
Bonny Eagle High School – Track & Fields
Bonny Eagle High School – Sewer Treatment Plant
Yarmouth High School – Synthetic Field & Track
North Yarmouth Academy – Synthetic Field
East End Elementary – New School Site Work - Portland
Congin School – New School Construction – Westbrook
Greely High School – Gyger Gym Renovations Site Work
Greely Middle School – Site Work
Greely High School – Site Work
Twin Brooks Greely Road – Baseball & Softball Fields
Woolwich School - Site Work – Town of Woolwich
Brunswick Harriet Beacher Stowe School – Sitework – Brunswick
Windham Intermediate School – Sitework – Windham
Bug Light Park – City of South Portland
Scarborough Middle School – Sitework & Fields – Scarborough
Falmouth High School – Original Track & Fields at the old high school facility

A.H. Grover, Inc. has worked for most every Town and City in Southern and Central Maine on projects from road construction, sewer mains, water mains, storm drainage to new schools, athletic facilities, ballfields, tennis courts, housing subdivisions and more. We have been involved with several bridges and do a great deal of work for the Maine Department of Transportation.



TOWN OF CUMBERLAND, MAINE

290 Tuttle Road

Cumberland, Maine 04021

Telephone (207) 829-5559 • Fax (207) 829-2214

January 20, 2016

North Yarmouth Selectmen
10 Village Square Road
North Yarmouth, ME 04097

Dear North Yarmouth Selectmen,

This is a letter of recommendation for Ben Grover and A.H. Grover, Inc. Construction Company of North Yarmouth, Maine.

I have worked with Ben for nearly 30 years in every aspect of municipal infrastructure, including the 17 lot, affordable housing project located on Route 100 at Morrison's Hill. Ben is conscientious, dedicated and always committed to doing quality work in all of the projects that I have worked with him on over the past 30 years.

I believe that Ben is qualified to take on any type of project. He recently did the shelter and maintenance building at Twin Brook Recreation Area. Ben is easy to work with, does not require a lot of supervision, and is able to find good solutions when problems arise due to unforeseen circumstances. Ben brings a lot to the table and I think he would be well suited to work on any Town project in the building or construction trade.

Please feel free to contact me anytime regarding my work experience with Ben Grover.

Sincerely,

William R. Shane, P.E.
Town Manager



January 20, 2016

Board of Selectmen and Planning Board
Town of North Yarmouth
10 Village Square Road
North Yarmouth, ME 04097

RE: A.H. Grover, Inc. / Financial Capacity - Memorial School redevelopment project

Ladies and Gentlemen,

At the request of Ben Grover, I write this letter to provide to you my opinion on the financial capacity of A.H. Grover, Inc. to undertake the redevelopment of the Memorial School property.

I spoke with Ben about the plans and scope of the project in some detail recently. A.H. Grover, Inc. maintains its banking relationship with Norway Savings Bank so I am familiar with company's background and finances.

Based on my banking relationship with the company and the information discussed with Ben, about the proposal and plans for the Memorial School property, it is my opinion that A.H. Grover, Inc. has the financial capacity to support this project.

Although this letter is not a commitment to lend, Norway Savings Bank looks forward to consideration of any financing needs of A.H. Grover, Inc.

Sincerely,

A handwritten signature in blue ink, appearing to read "Peter H. Godsoe", is written over the word "Sincerely,".

Peter H. Godsoe
Regional Vice President
Commercial Lending

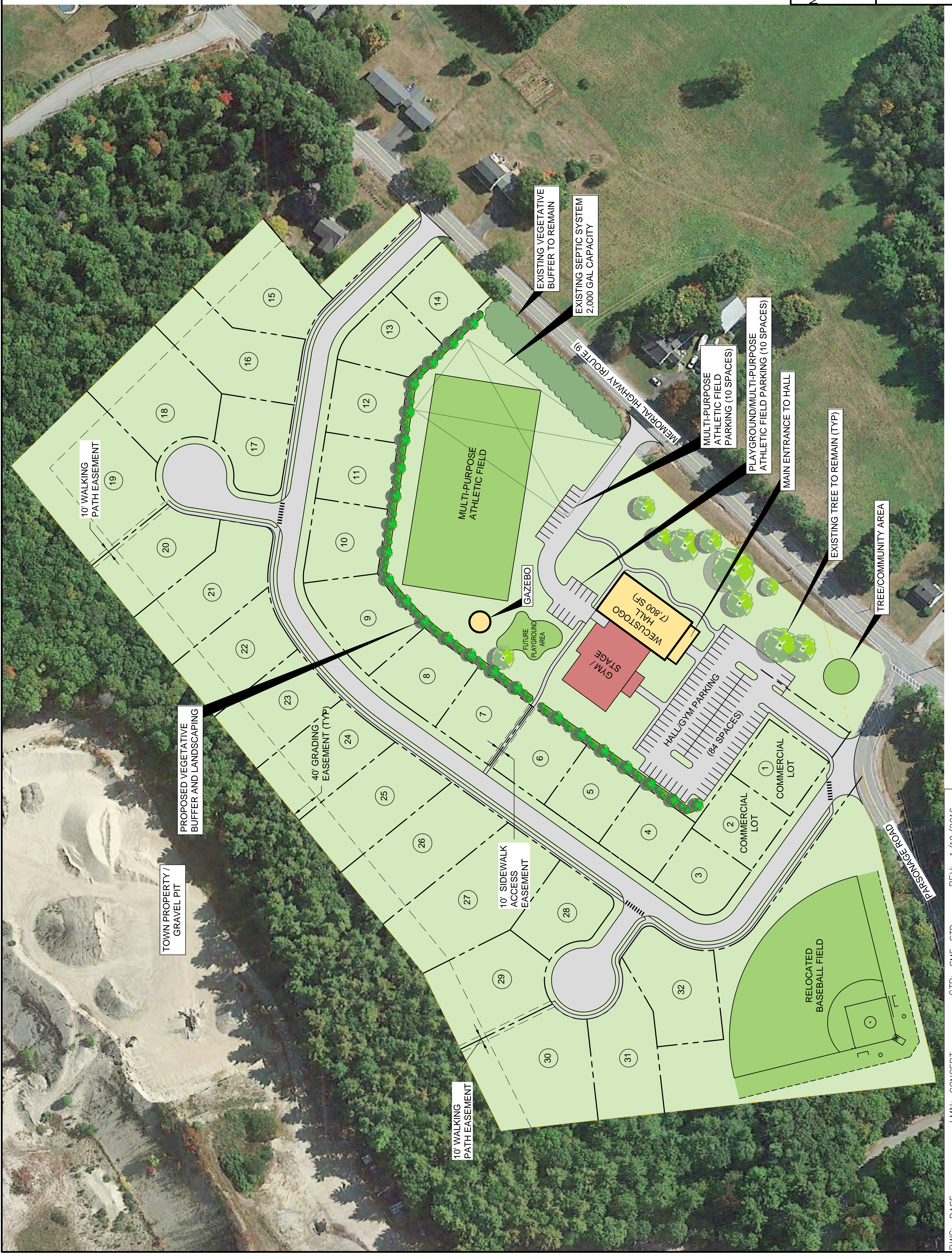
PHG/tbm

CONFLICT OF INTEREST STATEMENT

In preparing this proposal I feel it is important to disclose that my wife, Deborah Allen Grover, is the Town Clerk and Assistant Town Manager for the Town of North Yarmouth. I do not see her position with the Town as a conflict as she would not be involved in the decision making process to award a Developer a contract for construction. The Town Manager and the Board of Selectmen are the deciding team that will make any decisions related to this RFP.

INDEMNIFICATION STATEMENT

A.H. Grover, Inc. “Developer” shall agree to indemnify and hold harmless the Town of North Yarmouth “Town” from any claims, demands, suits, causes of action and judgements arising from this proposal’s performance including all Developers Agents.



10' WALKING PATH EASEMENT

PROPOSED VEGETATIVE BUFFER AND LANDSCAPING

TOWN PROPERTY / GRAVEL PIT

40' GRADING EASEMENT (TYP)

10' SIDEWALK ACCESS EASEMENT

10' WALKING PATH EASEMENT

MULTI-PURPOSE ATHLETIC FIELD

FUTURE PLAYGROUND AREA

GAZEBO

EXISTING VEGETATIVE BUFFER TO REMAIN

EXISTING SEPTIC SYSTEM 2,000 GAL CAPACITY

WECUSTOGO HALL (7,800 SF)

GYM / STAGE

HALL/GYM PARKING (84 SPACES)

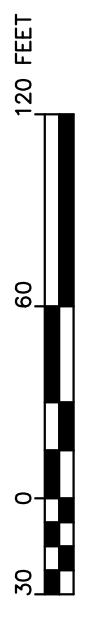
MULTI-PURPOSE ATHLETIC FIELD PARKING (10 SPACES)

PLAYGROUND/MULTI-PURPOSE ATHLETIC FIELD PARKING (10 SPACES)

MAIN ENTRANCE TO HALL

EXISTING TREE TO REMAIN (TYP)

TREE/COMMUNITY AREA



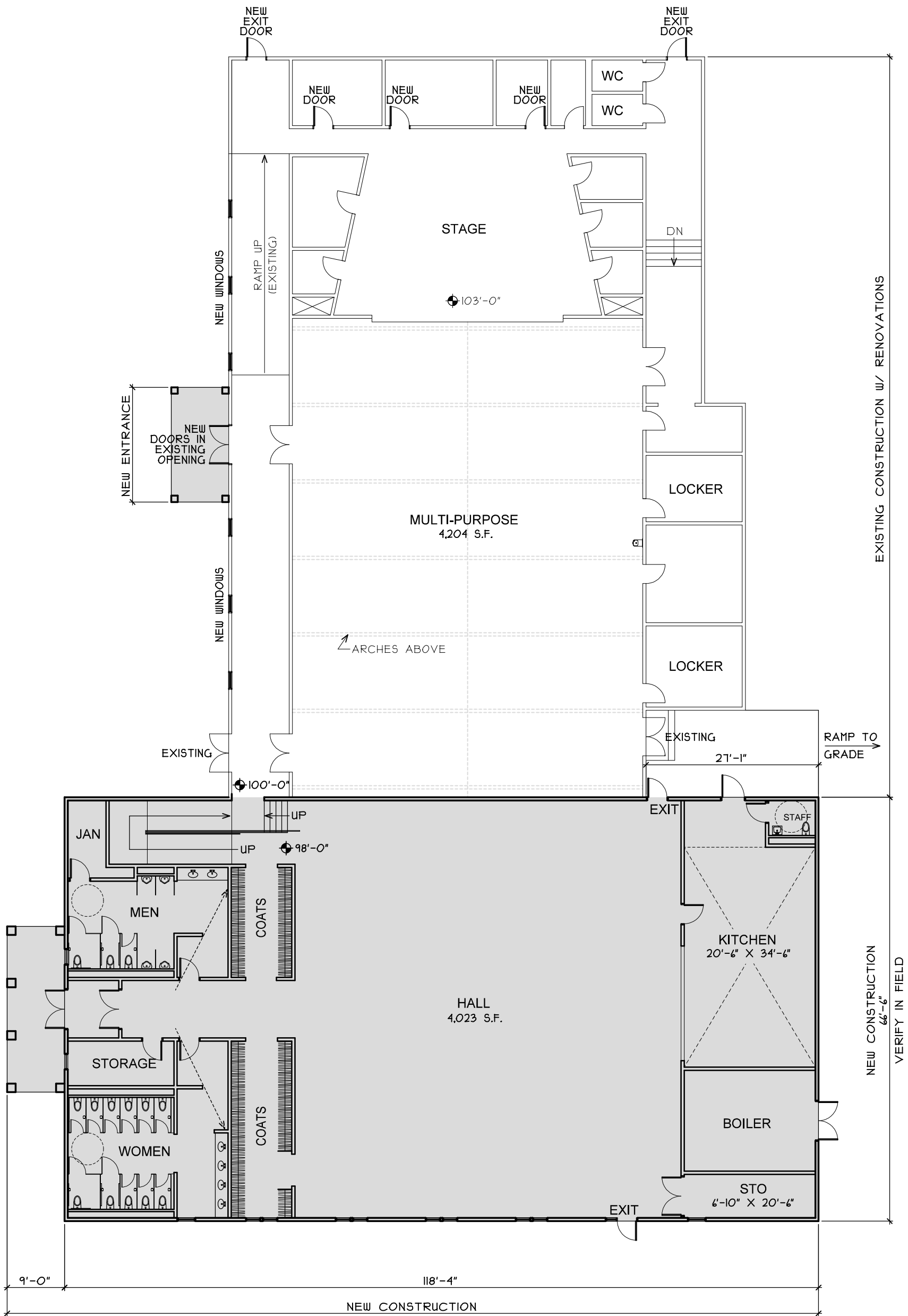
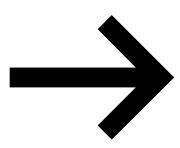
NORTH YARMOUTH MEMORIAL SCHOOL
CONCEPTUAL REDEVELOPMENT PLAN
BEN GROVER
NORTH YARMOUTH, MAINE

SME
Sevee & Maher Engineers, Inc.
ENVIRONMENTAL • CIVIL • GEOTECHNICAL • WATER • COMPLIANCE
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CONCEPTUAL REDEVELOPMENT RENDERING FOR
WESCUSTOGO HALL AND COMMUNITY CENTER

Stephen Blatt & Associates



CONCEPT DESIGN FOR NORTH YARMOUTH MEMORIAL SCHOOL

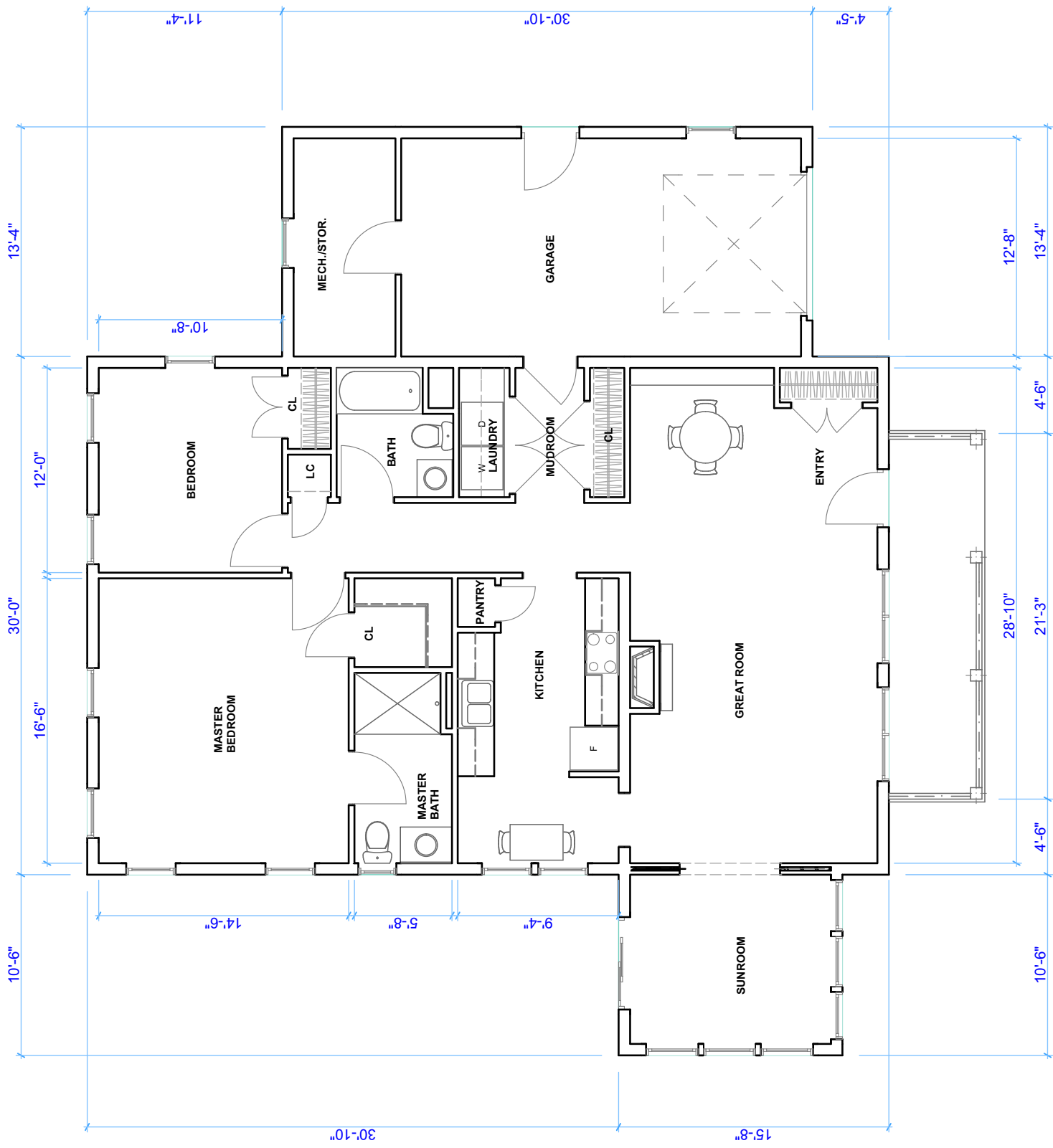
NORTH YARMOUTH, MAINE

JANUARY 27, 2016





Wescustogo Cottage: Senior Housing
Stephen Blatt Associates



WESCUSTOGO COTTAGE
NORTH YARMOUTH

SCALE: 1/8" = 1' 1.28.2016

**DEVELOPMENT COST AND INCOME ANALYSIS
MUNICIPAL PORTION OF THE DEVELOPMENT**

COSTS

- Selective Demolition of the Memorial School consisting of the front section of the building protecting the existing foundation & slab. This section is approximately 14,497 square feet. Fully demolish the building and foundation in the rear of the stage area. This section is approximately 14,226 square feet.

Demolition Cost: \$114,892.00

- New Construction from slab up of Wescustogo Hall. 7,800 square feet. Specifications following development acceptance.

Wescustogo Hall Cost: \$758,100.00

- Reconstruction of the Gym, Stage and Locker rooms for a new Community Center. 8,955 square feet. Specifications following development acceptance.

Community Center Cost: \$425,362.00

- New Parking Lot, Sidewalks, Landscaping and Lighting for the Wescustogo Hall and Community Center. Site Plan following development acceptance.

Site Improvements Cost: \$155,000.00

- Construction of one new general purpose field measuring 240 feet wide by 360 feet long with irrigation. Specifications to follow development acceptance.

General Purpose Field Cost: \$115,000.00

- Reconstruct the baseball field with irrigation and new outfield fencing over the onsite senior housing septic system when completed. Specifications to follow development acceptance.

Baseball field cost: \$75,000.00

- Survey, Engineering, Architectural and Geological Costs: \$60,000.00
- Contingency 2% \$35,000.00

Total Development Cost of the Municipal Portion of the Project: \$1,738,354.00

INCOME

- Our internal appraisal value of the 20 acre parcel of land not including the building is \$850,000.00. In this proposal the Town will retain ownership of the property that the Baseball Field, Multipurpose Field, Community Center, Wescustogo Hall, parking and future playground are located on. This is approximately 10 acres of land or a land value of \$425,000.00., to be Municipally owned. The remaining 10 acres of raw land the Developer agrees to offer the Town \$13,281.25 for the proposed 32 lots at a total value of \$425,000.00. This \$425,000.00 would be applied towards the cost of the Community Center's construction.
- The Senior Housing development plan is based on lowering the remaining property to elevation 212. There is a proposed 40 foot wide grading easement around the property that would be built to a 2 to 1 slope so that marketable sand and gravel could be removed. The sale of this material would generate \$218,750.00 which would be applied towards the cost of construction of the Community Center, parking lot and playing fields.
- There is \$626,691.00 per the Town Manager available for the insurance reimbursement of the Wescustogo Hall. This value does not include reimbursement for current code items like sprinklers. This proposal assumes using these funds to build the Wescustogo Hall portion of the project.
- The annual rental income from the Community Center and Wescustogo Hall is a very difficult number to budget on. The newly reconstructed space totaling a combined 16,755 square feet with a new kitchen, new heating, air

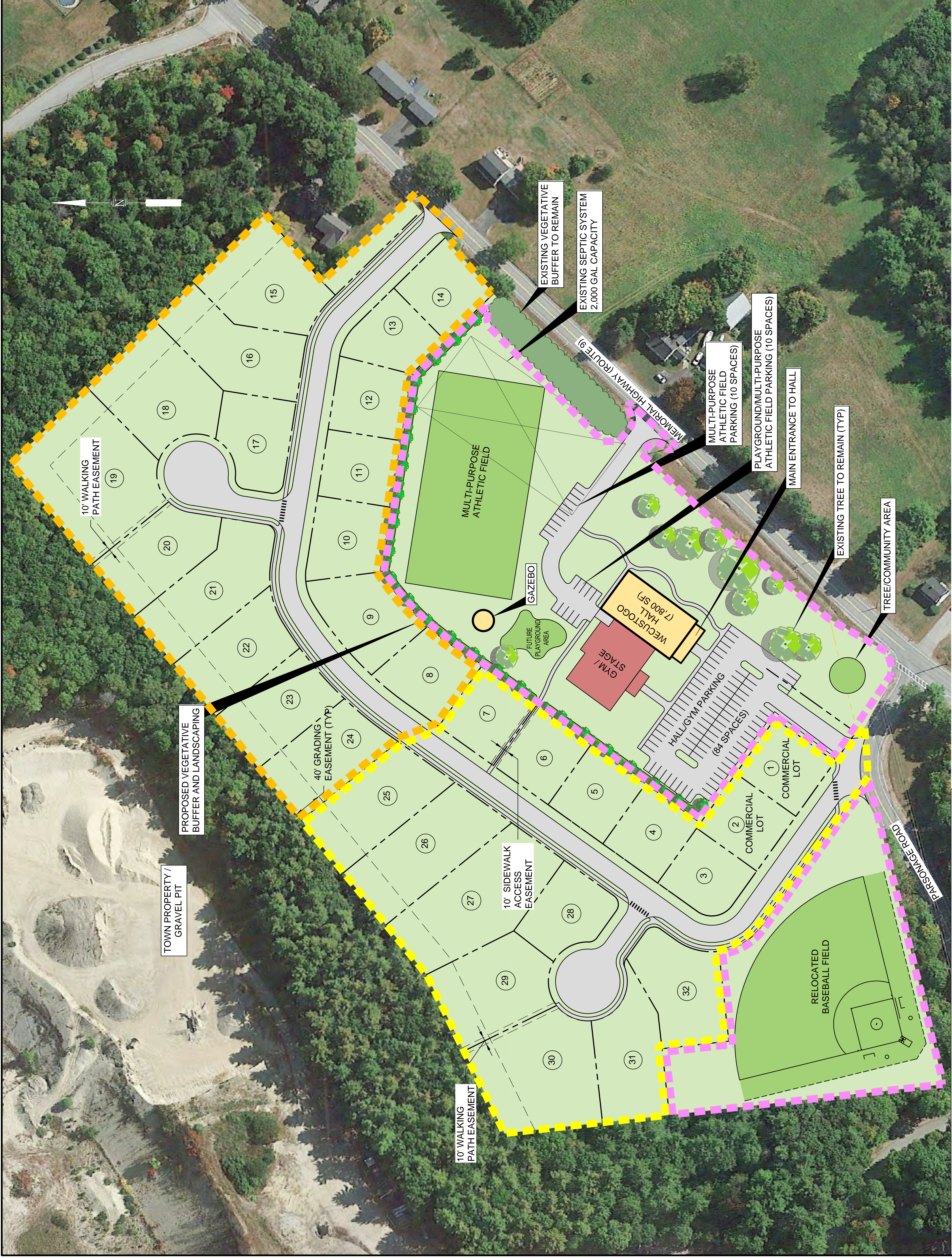
and fire protection system will have endless rental opportunities. The income should more than cover the buildings annual cost and eventually should exceed what may have been a tax benefit from other build out plans that would fit in this space. The benefits to the Community are priceless.

In summary, the total cost of the Town's portion of the project would be \$1,738,354.00. The following three sources of income itemized previously would be subtracted from \$1,738,354.00:

- 1) Sale of the remaining 10 acres of raw land for the proposed 32 lot Senior Housing Project valued at \$13,281.85 per lot or \$425,000.00
- 2) Lowering the existing elevation of the proposed Senior Housing property and marketing the sand and gravel for a value of \$218,750.00
- 3) Applying the available insurance reimbursement money for the Wescustogo Hall Reconstruction of \$626,691.00.

This would bring the Town's portion of this Development to a cost of \$467,913.00. This does not take in to consideration the tax benefit to the Town when the 32 lots are built out. Based on this year's tax rate of 17.51 and a valuation of \$320,000.00 per home the total tax benefit would be \$179,302.40 per year. In theory, the tax basis from the Senior Housing would pay back the Town's cost in the project in less than 3 years.

The total completed project cost of Phase 1 of the municipal portion of this development is \$467,913.00.



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HALL/GYM PARKING (84 SPACES)

COMMERCIAL LOT

COMMERCIAL LOT

COMMERCIAL LOT

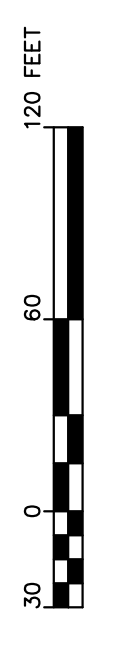
RELOCATED BASEBALL FIELD

MEMORIAL HIGHWAY (ROUTE 9)

PARSONAGE ROAD

LEGEND

- PHASE 1
- PHASE 2
- PHASE 3



NORTH YARMOUTH MEMORIAL SCHOOL
CONCEPTUAL REDEVELOPMENT
PHASING PLAN
BEN GROVER
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DEVELOPMENT TIME LINE

- RFP Submission February 3, 2016
- Two public hearing dates to review RFP's. Dates to be determined.
- Annual Town Meeting Vote April 9, 2016
- Referendum Election June 14, 2016
- Select Board to award RFP, and Contract Zone per approval June 21, 2016
- Planning Board Meeting Site Plan Review July 12, 2016
- Planning Board Meeting Public Hearing/Preliminary Plan Review August 9, 2016
- Planning Board Meeting Public Hearing/Final Plan Review/Approval September 13, 2016
- Select Board Meeting, for Contract Zone Approval and Senior Housing Property Closing September 20, 2016
- Construction of Phase 1 Wescustogo Hall, Community Center, Baseball Field and General Purpose Field: Start September 22, 2016 – completed June 2017.
- Construction of Phase 2 Senior Housing consisting of 50% of the infrastructure and 15 houses: Start September 22, 2016 – completed September 2019.
- Construction of Phase 3 Senior Housing consisting of the balance of the infrastructure and remaining 18 houses: Start September 2019 – completed June 2024.

Note: Phase 2 and Phase 3 completion dates may vary depending on sales and rental demand.