

An aerial, hand-drawn style illustration of a town. The scene shows a mix of residential houses, some with red roofs and others with grey or brown. There are numerous green trees scattered throughout the landscape. A winding road or path is visible on the left side. In the upper center, the year '2018' is displayed, with each digit inside a separate teal circle. The overall style is colorful and artistic, typical of a conceptual urban planning drawing.

2018

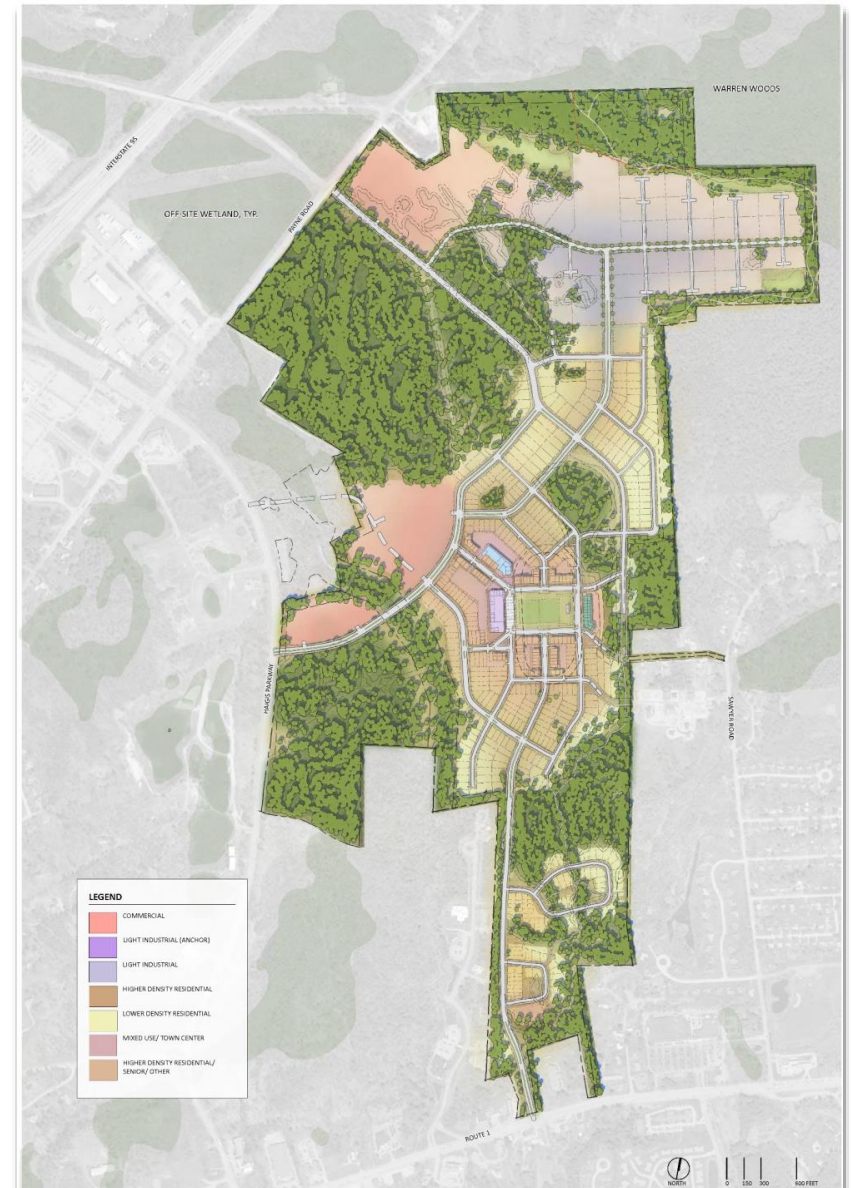
# THE TOWN & THE DOWNS:

## Partnership for a Community Vision



# WORKSHOP OVERVIEW

- Directive from Comprehensive Plan
- Our Plans & Vision
- The Right Mix
- Responsible & Directed Growth
- Value Creation & ROI
- Extraordinary Infrastructure Costs
- Why a Partnership is Critical



# 2006 & Proposed 2018 COMPREHENSIVE PLANS

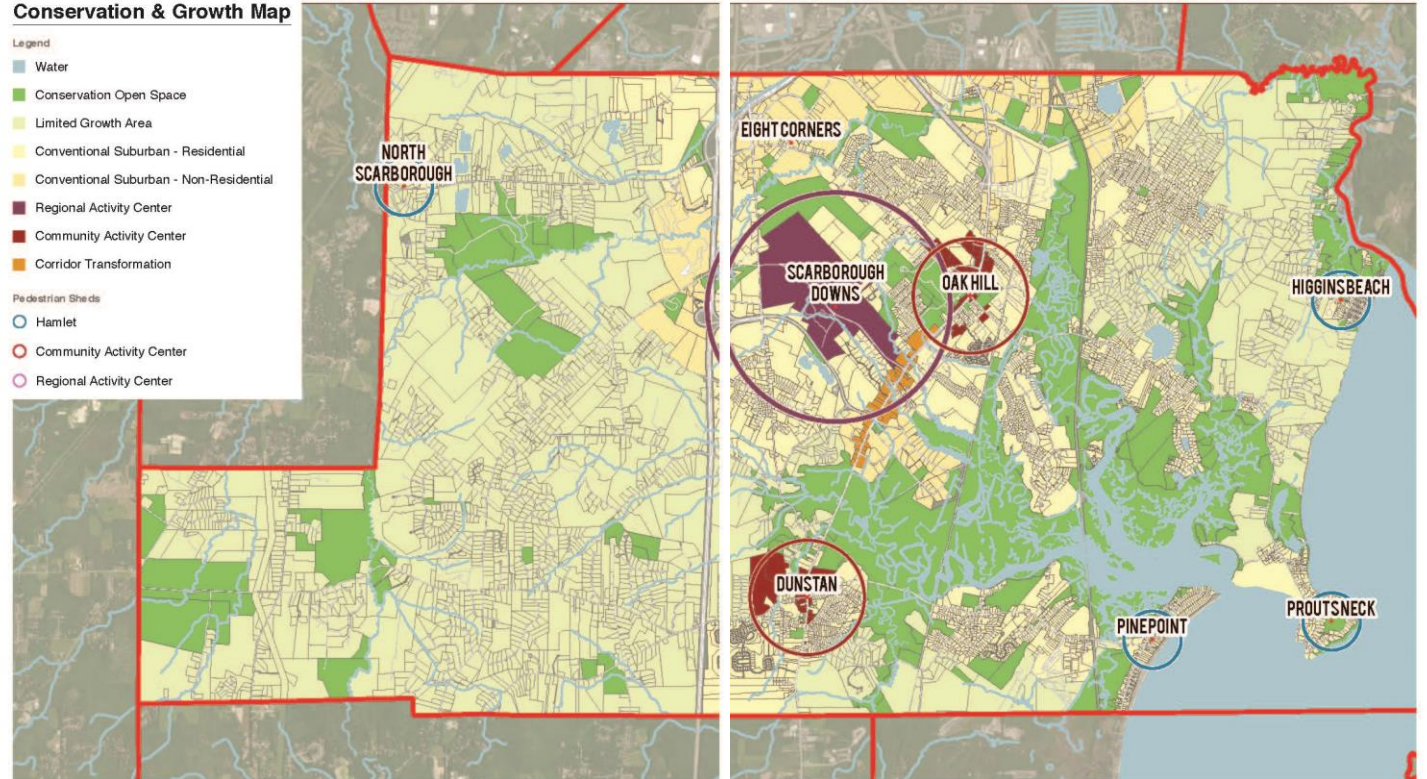
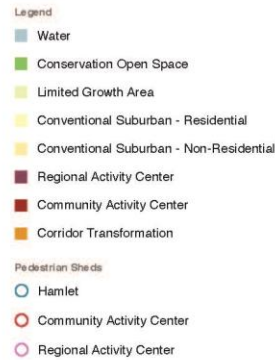
- Scarborough Downs = Regional Center & Growth Area
- Accommodate - Significant Share of Town's Residential & Non-Residential Growth
- Compact, Efficient & Placemaking

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INTRODUCTION | THE PUBLIC PROCESS | TOWN HISTORY | COMMUNITY VISION | THE STATE OF AFFAIRS

PLAN FRAMEWORK | LIVABLE & RESILIENT SCARBOROUGH | DRIVING SUCCESS

Conservation & Growth Map

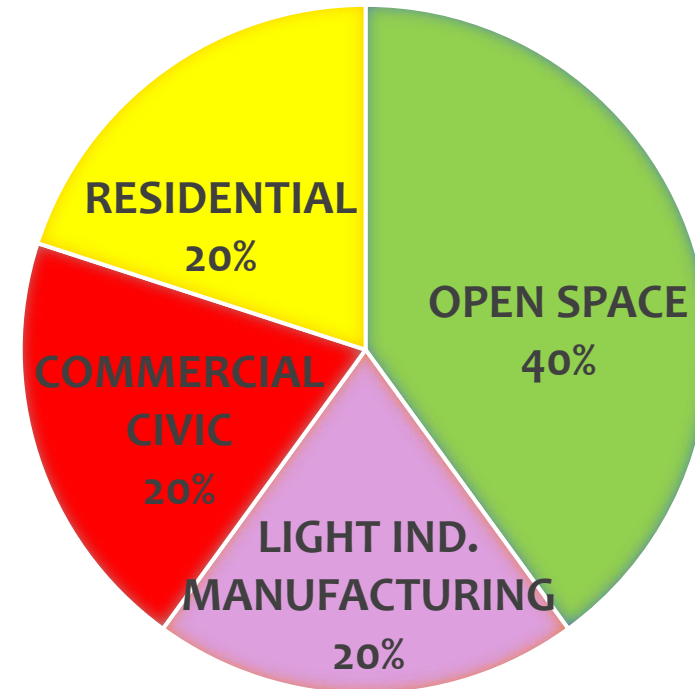


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# BALANCED & DIVERSE DEVELOPMENT MIX

## PLANNED DEVELOPMENT AREA BY LAND USE







THE  
DOWNS







THE  
DOWNS







THE  
DOWNS







THE  
DOWNS







THE  
DOWNS







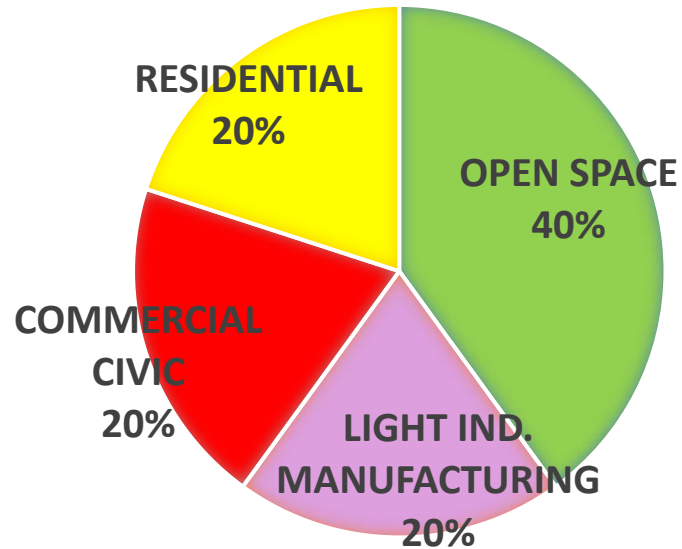
THE  
DOWNS



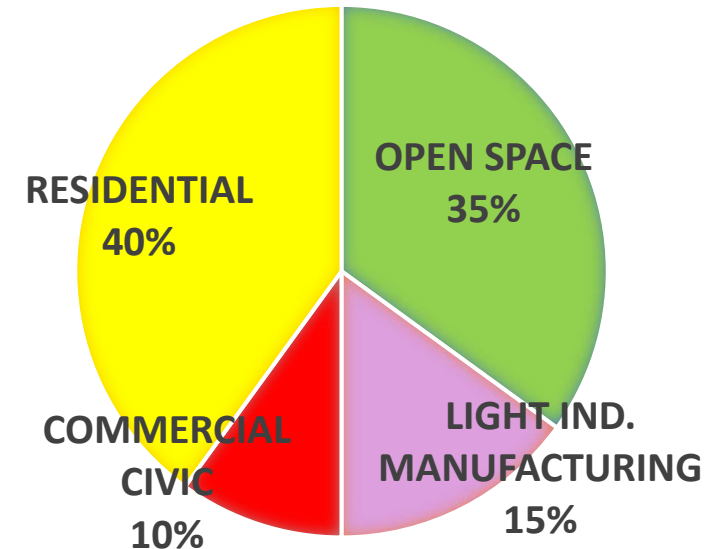


# THE DOWNS - LAND USE MIX WITH & WITHOUT A PARTNERSHIP

PLANNED DEVELOPMENT AREA BY  
LAND USE WITH A PARTNERSHIP



PROJECTED DEVELOPMENT AREA BY  
LAND USE WITHOUT A PARTNERSHIP

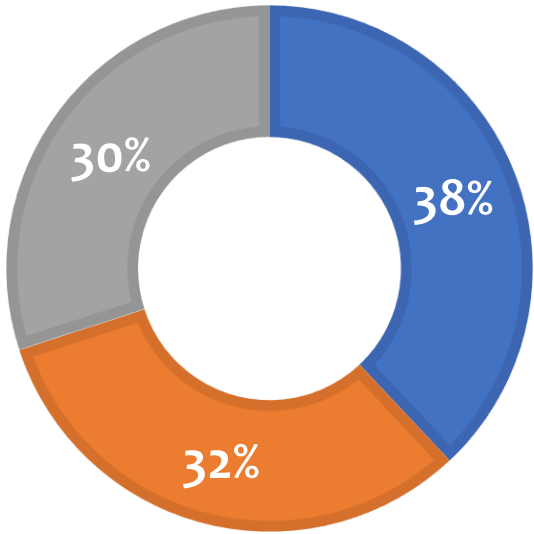




# BALANCED HOUSING MIX THRU A PARTNERSHIP

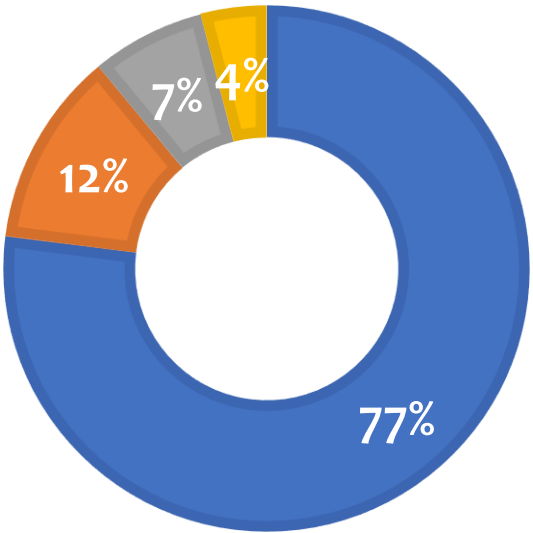
## DOWNS HOUSING MIX

- Single Family Detached
- 1 to 4 Units Attached
- 5 or Greater Units Attached



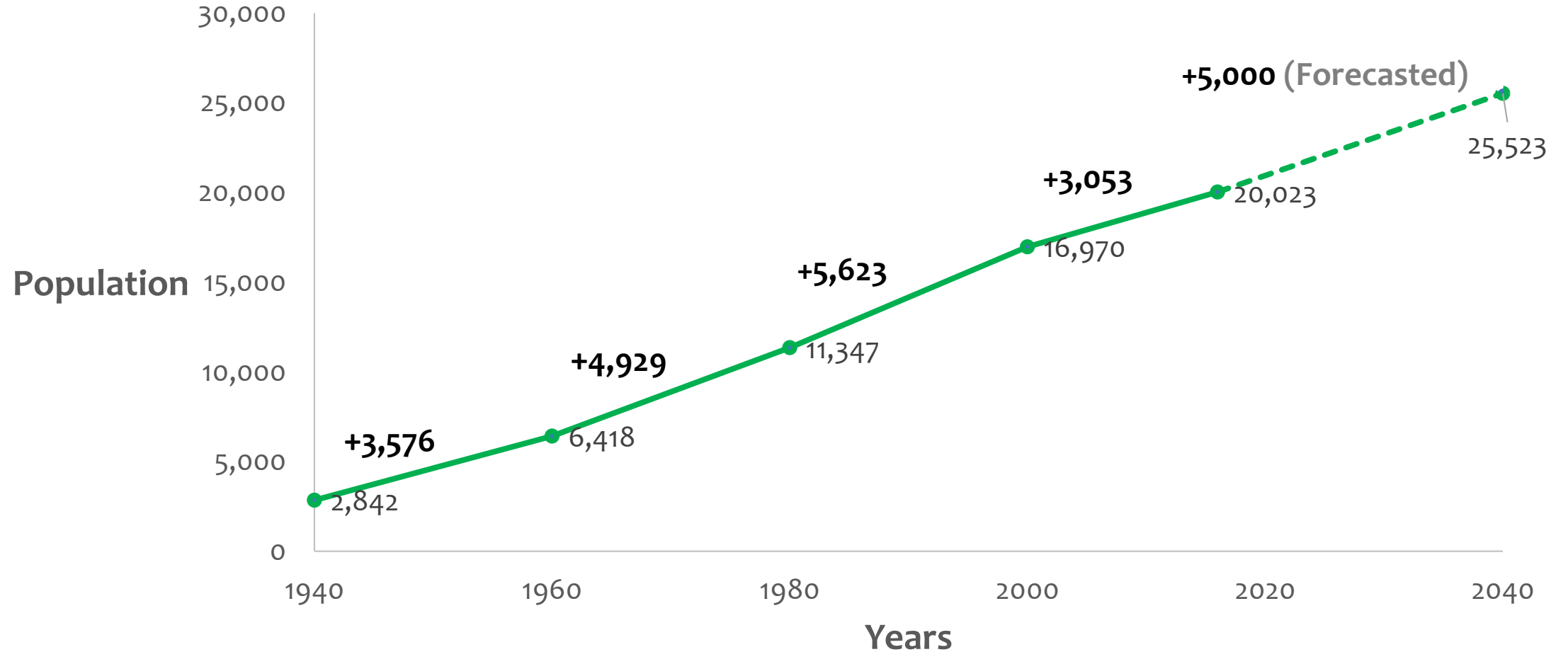
## EXISTING TOWN HOUSING MIX

- Single Family Detached
- 1 to 4 Units Attached
- 5 or Greater Units Attached
- Other Unit Types





## Scarborough's Population Growth Trend





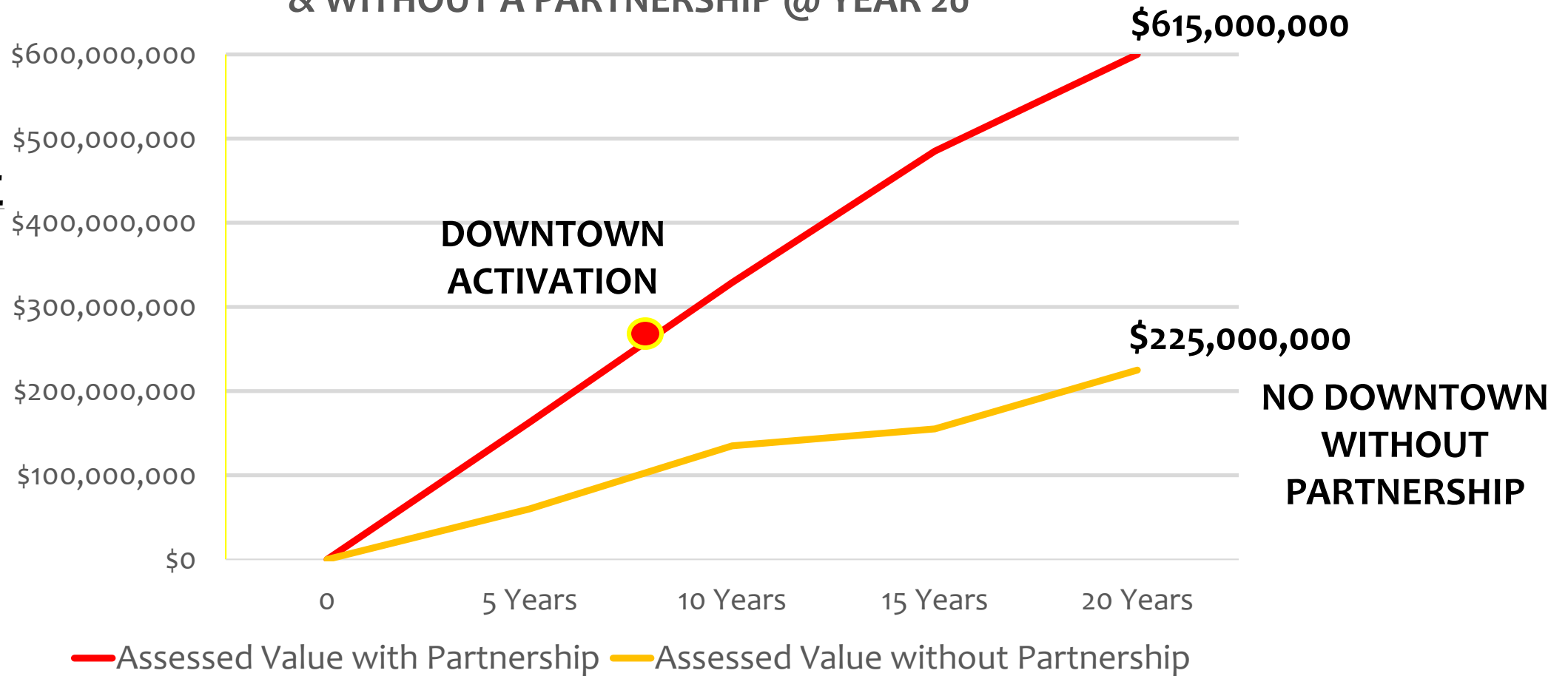
# Demographics of the Downs at Full Buildout of Preferred Scenario (20 Years)

Factors	Current	Downs	New Total	% of Town
Population	20,023	3,634	23,657	15%
School Age Children	2,929	347	3,276	11%
Housing Units (ACS)	8,508	1,986	10,494	19%
Commercial SF	4,876,793	1,156,500	6,033,293	19%
Industrial SF	2,756,003	775,000	3,531,003	22%
Total SF	7,632,796	1,931,500	9,564,296	20%
Road Mileage	161	8	169	5%



## FORECASTED ASSESSED VALUE CREATION & RATE – WITH & WITHOUT A PARTNERSHIP @ YEAR 20

**TRIPLE VALUE  
OVER 20  
YEARS**





# DOWN'S PROJECT COSTS

## BASE

- Base Road & Utility Infrastructure
- Earthwork & Site Prep
- Stormwater Mang.
- Impact Fees
- Design & Permitting

\$150,000,000

## EXTRAORDINARY

- Entry & Collector Streets
- Utility ext. & Arteries
- Off-site Transportation Improvements
- Downtown
- Greenways
- Environmental Restoration

\$115,000,000



\$265,000,000 TOTAL

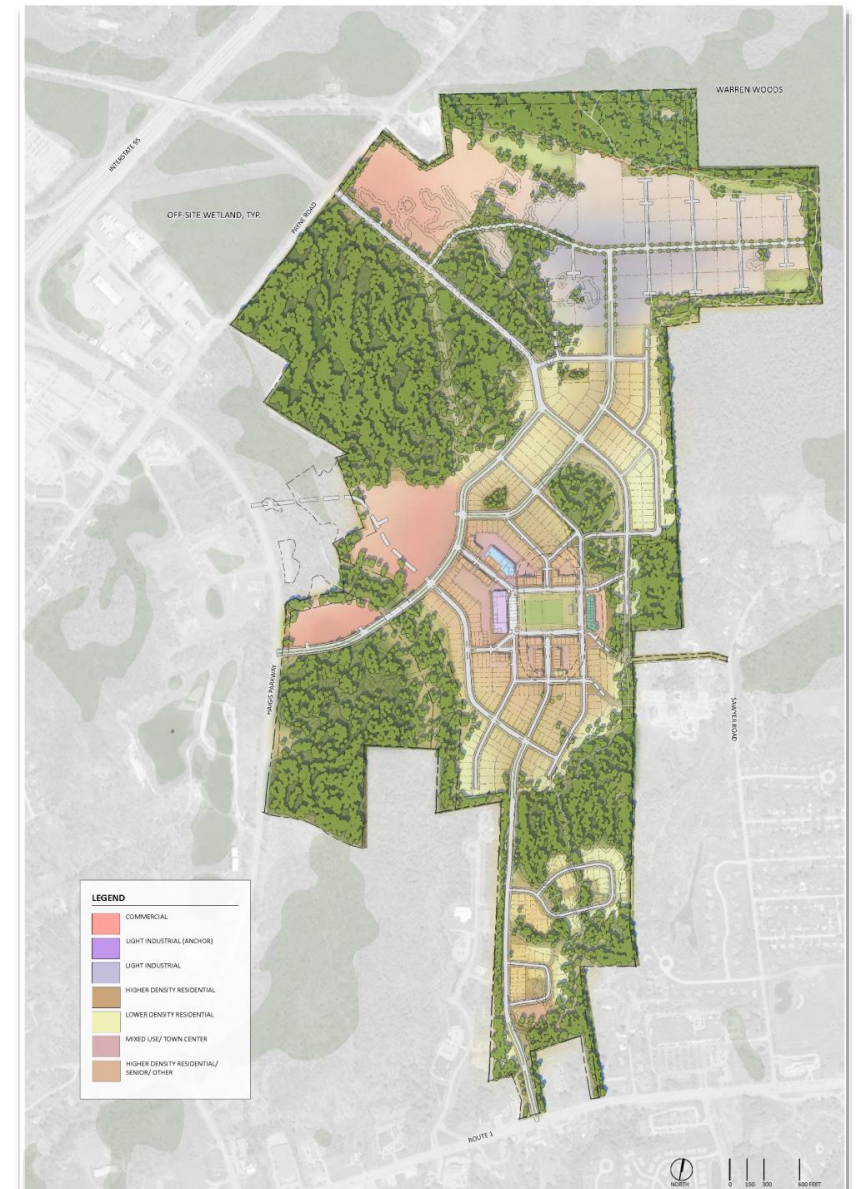
THE  
DOWN'S





# KEY TAKE AWAYS

- Growth is Coming – Downs is RESPONSIBLE & PLANNED Place to Direct It
- IMMEDIATE Economic Development
- FIXES the Res / Non Res Development MIX
- NO New Town Borrowing
- Developer Assumes ALL THE RISK & UPFRONT COST
- Portion of DOWNS TAX REVENUE ONLY Used Toward Investment in Downs Infrastructure





# Economic Impact at Buildout

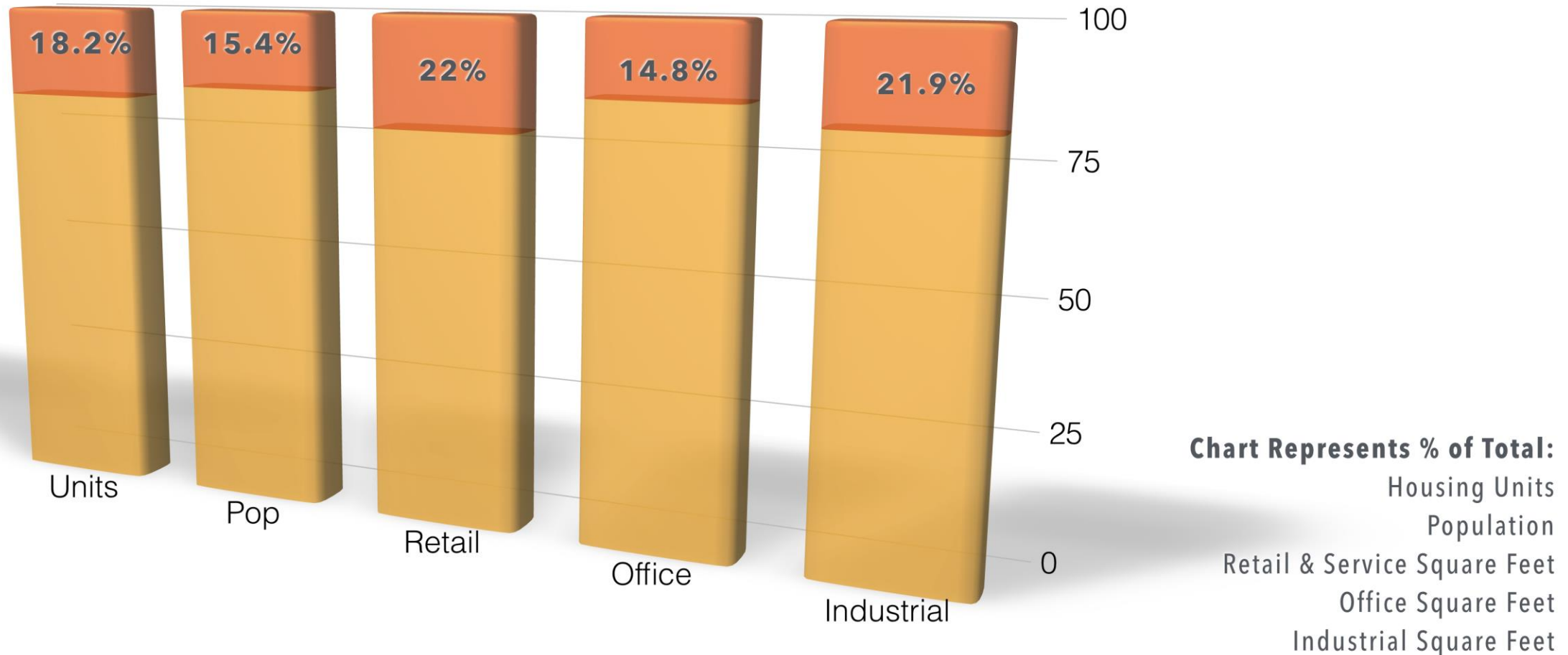
- 2,500 to 3,100 Potential Jobs
- 3,600 Potential New Residents, 350 School Age Children
- 1.9 Million Square Feet of Commercial
- \$615 Million in Taxable Value across Diverse Sectors
- \$11 Million in Tax Revenues (Property & Excise) at today's rates for 1 year
- Net Positive Impact - Revenues Exceed Costs
- Mix of uses moves us closer to our Goal of 25% non residential valuation





2018

# The Downs at Buildout: As a Share of Scarborough

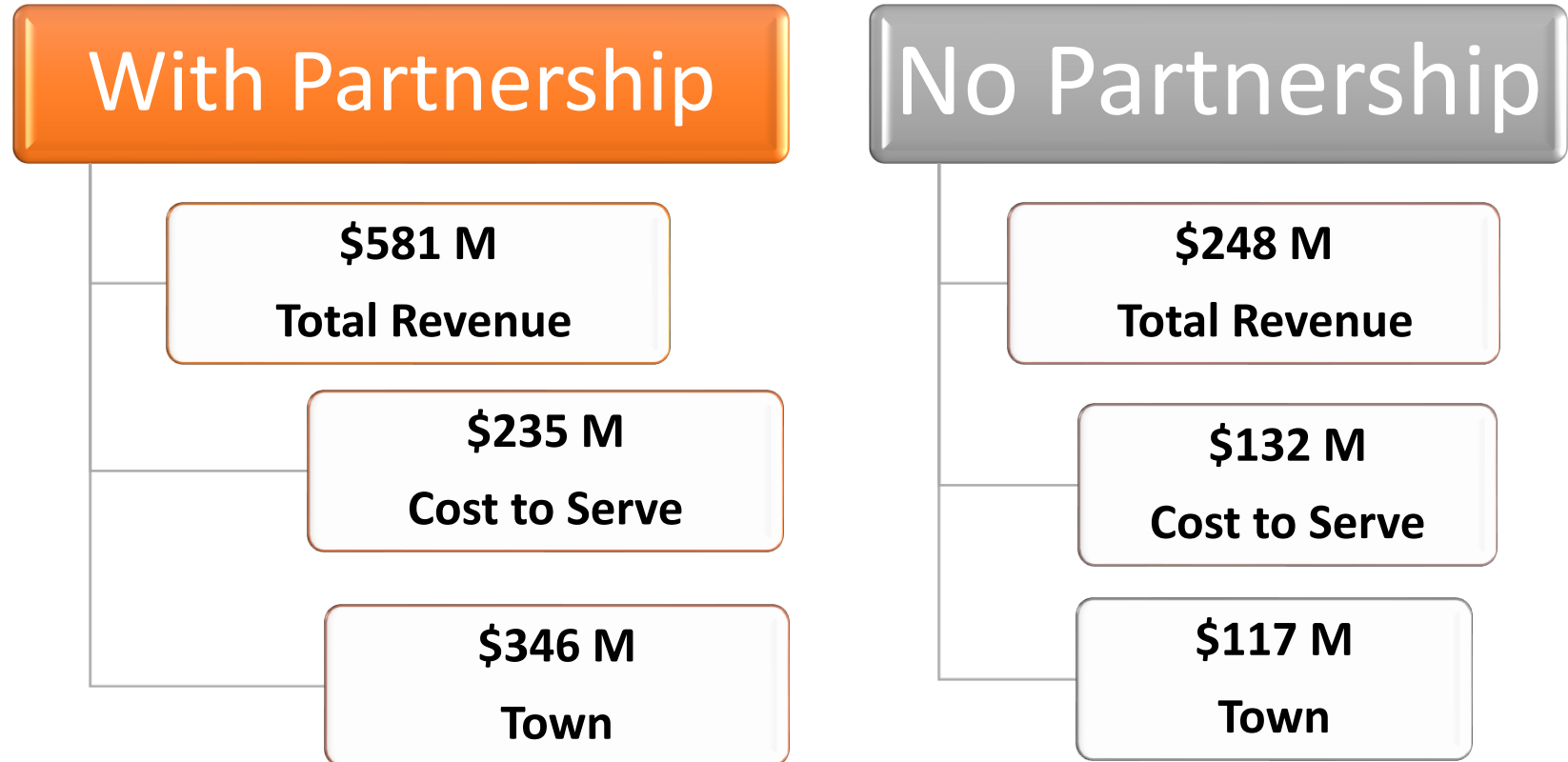




# Analyze Development Patterns: With & Without Partnership

**Net Difference  
in Scenarios,  
after Service  
Costs:**

**\$229 Million  
(Over 30 Years)**





# CEA Partnership

**NET Difference:**

**\$148 Million**

## With Partnership

**\$581 M**  
**Total Revenue**

**\$235 M**  
**Cost to Serve**

**\$81 M CEA**  
**Investment**

**\$265 M**  
**Town**

## No Partnership

**\$248 M**  
**Total Revenue**

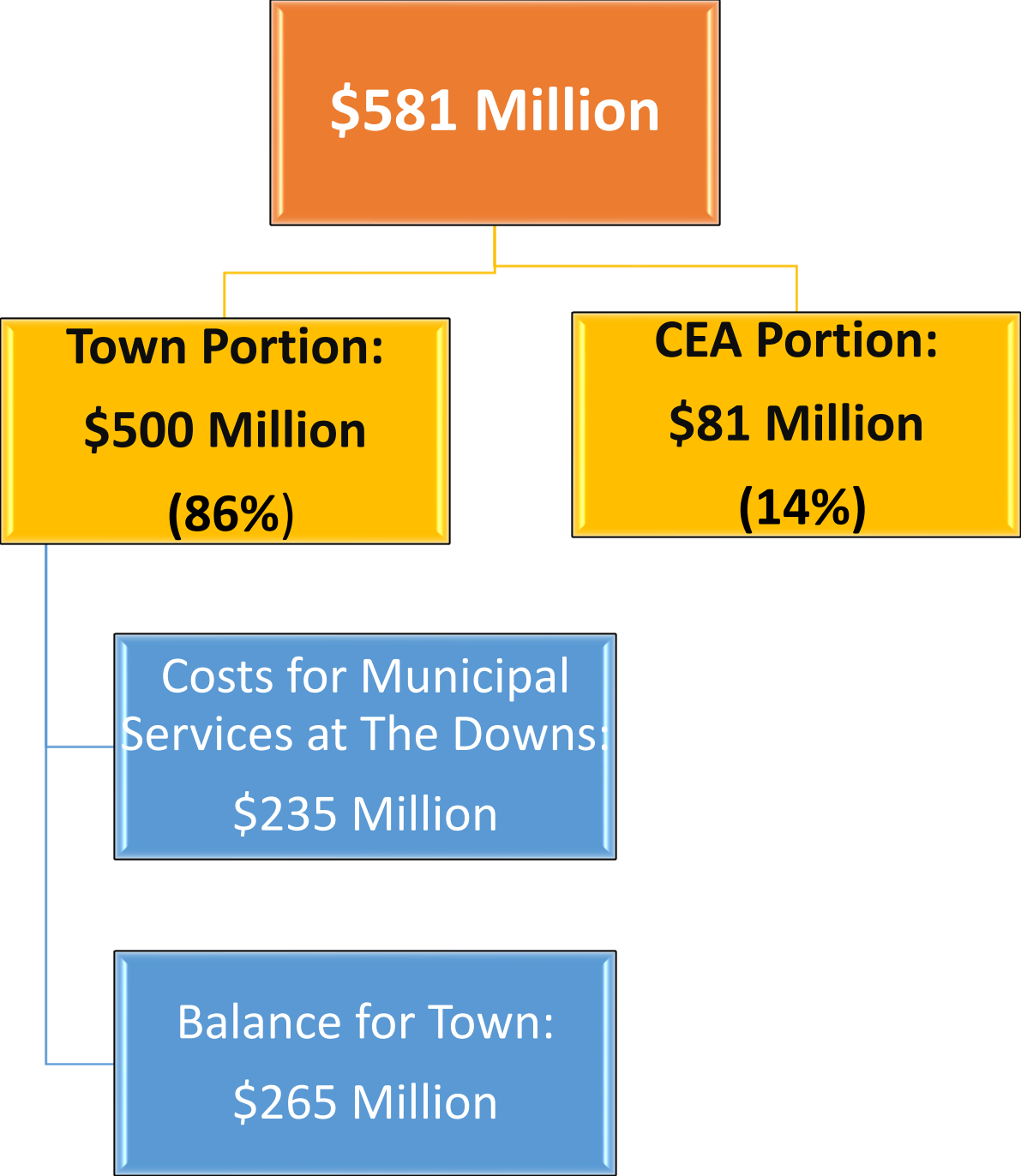
**\$132 M**  
**Cost to Serve**

**\$0 CEA**  
**Investment**

**\$117 M**  
**Town**



Estimated Impact of CEA  
if Requirements are Met:





# Guiding Principles for Developing CEA

- Must benefit Town
- No upfront Town Investment
- Fund only public benefit or extraordinary costs
- Performance based
- Caps based on agreed upon costs

# Goals of Town in CEA Discussion

- Affect the mix and pattern of development to reduce costs to serve
- Understand potential costs to serve
- Work with the Downs and community to achieve public policy goals (Downtown and Community Center Concepts)
- Work with the Downs on achieving successes early in the development



# Anatomy of the CEA:

- Specified reimbursement cap (\$55 M initial, \$2 M/year in bonus period)
- Performance measures to assure desired mix and pattern of development
- Maximum reimbursement rate of 40%, if performance measures are met; otherwise 25%
- Single Family dwelling cap of 750 units
- 20-year Initial term, with 10-year bonus of 10% for good performance
- Preserve options of community-driven discussions regarding the benefits of a Town Center and Community Center
- Required reporting to the public on progress

# Reimbursements

## Years 1-10

- 40% of new Prop Taxes

## Years 11-15

- 25% if performance standards NOT met
- 40% if met

## Years 16-20

- 25% if performance standards NOT met
- 40% if met
- Capped at \$55 million (*estimated in Year 17*)

## Year 21-30

- 10% up to \$2 M if all requirements are met



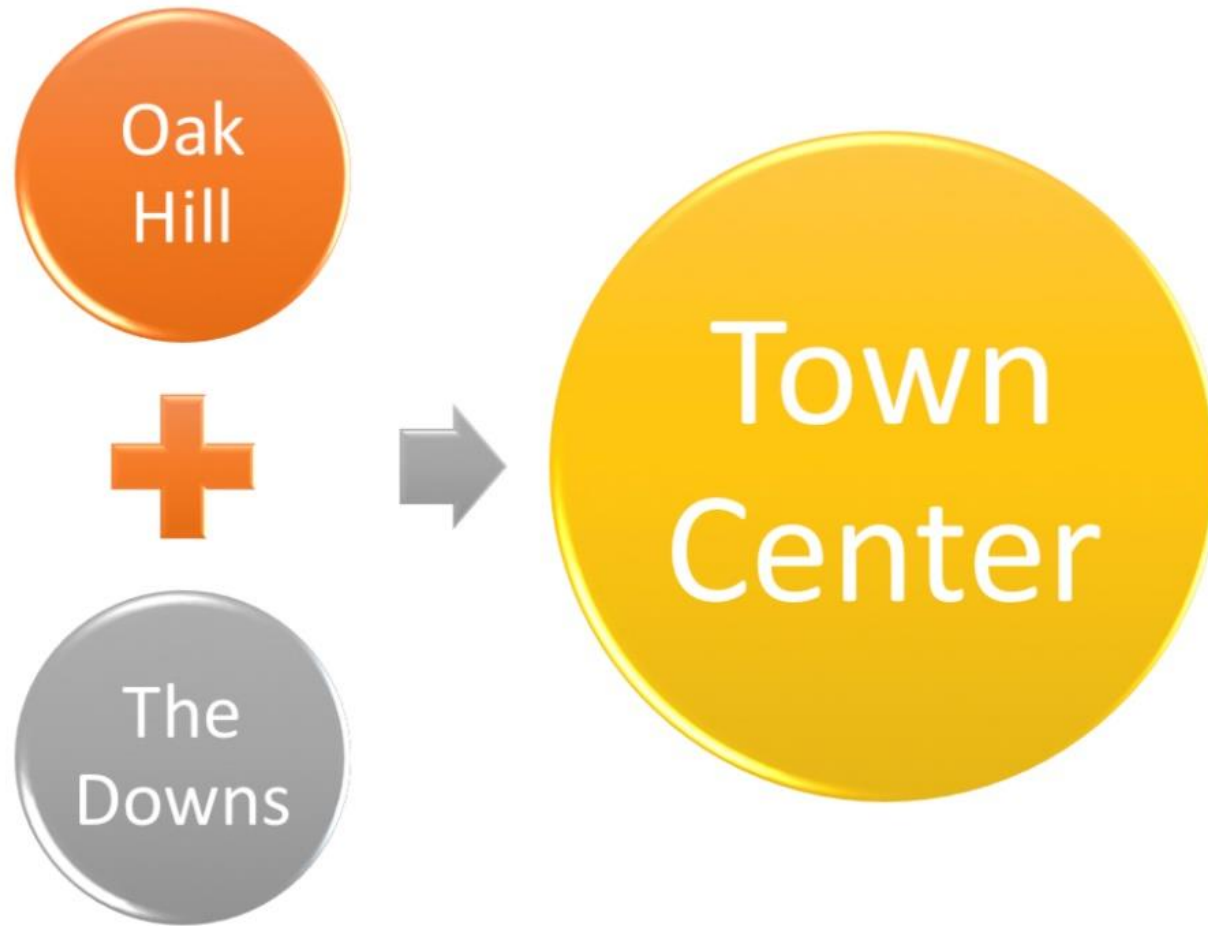
# Performance Standards

- Year 10: 600,000 SF of Non-residential Space, Infrastructure needed to serve current development, preservation of the town center concept
- Year 15: 900,000 SF of Non-residential space, infrastructure needed to serve development
- Year 20: must have reached \$55 million cap and 1.2 Million of non residential SF
- Cannot exceed 750 Single Family Units (excluding affordable and senior housing)

## Caps

Cap of \$55M initial development/Cap on Bonus limited to \$2M per year

# Opportunity + Strategy



*"Downtown"[town center] means the traditional central business district of a community that has served as the **center of socioeconomic interaction** in the community, characterized by a **cohesive core of commercial and mixed-use buildings**, often interspersed with civic, religious and residential buildings and **public spaces**, that are typically arranged along a main street and intersecting side streets and served by public infrastructure.*



# Discussion

- Does the partnership make sense?
- What portion, if any, is preserved for other qualified projects in the District?

The End