

**The Downs Progress Report #3/Year 4:
Town Reporting Requirements Based on Section 8.13
of The Downs Credit Enhancement Agreement
September 7, 2022**



The Town shall provide to the Developer and the Town Council the following items:

- **Assessed Values**
- **Permits Issued**
- **Zoning Amendments**
- **Initiatives to Promote Non-Residential Development**

Assessor's Report

TAXABLE VALUE OVERVIEW

The Downs: Crossroads LLC CEA <i>(Data as of 8/10/2022)</i>	YEAR 1	YEAR 2	YEAR 3	YEAR 4
	<u>4/1/2019</u>	<u>4/1/2020</u>	<u>4/1/2021</u>	<u>4/1/2022</u>
<i>Mil Rate →</i>	14.70	14.86	15.02	15.39
<u>Assessment Data</u>				
Total Taxable Assessed Value	17,608,590	46,409,413	75,095,117	130,833,024
Original Assessed Value	7,265,700	7,265,700	7,265,700	7,265,700
Total Increased Assessed Value	10,342,890	39,143,713	67,829,417	123,567,324
<i>YoY New Value Created →</i>	10,342,890	28,800,823	28,685,704	55,737,907
<u>Property Tax Revenue</u>				
Total Taxable Revenue	\$258,846	\$689,644	\$1,127,929	\$2,013,520
Tax Revenue from Increased Value	\$152,040	\$581,676	\$1,018,798	\$1,901,701
<u>CEA Payments to Dev. (40% IAV)</u>				
Max CEA Pay-out <i>(if all taxes paid)</i>	\$60,816	\$232,670	\$407,519	\$760,680
Actual Pay-out <i>(to-date)</i>	\$60,816	\$232,670	\$355,383	<i>tbd</i>

Assessor's Report



NON-RESIDENTIAL CONSTRUCTION: SUMMARY

	YEAR 1	YEAR 2	YEAR 3	YEAR 4
	<u>4/1/2019</u>	<u>4/1/2020</u>	<u>4/1/2021</u>	<u>4/1/2022</u>
<u>Non-Res. SqFt *</u>				
SqFt Non-Res. 100% Complete	-	48,480	87,343	470,476
SqFt Non-Res. % Under Construction	48,480	38,863	225,646	37,890
Total Non-Res. SqFt →	48,480	87,343	312,989	508,366
<i>Note: Original Downs Race Track Buildings = 94,160 sqft, not included</i>				<i>Detailed Breakdown on Next Page</i>
<u>Res. vs Non-Res. Assessed Value</u>				
Residential Total Taxable	8,969,100	23,509,200	34,247,100	57,776,800
Non-Residential Total Taxable	8,639,490	22,900,213	40,848,017	73,056,224

* Maine State Tax Law: Title 36: Rule 201: Section I. "Commercial Property"

" 'Commercial Property' means real estate that is used primarily for business purposes

(e.g., service, retail, or wholesale) including, without limitation, apartment buildings with five or more rental or lease units, mobile home parks, office buildings, and recreational facilities. Apartment buildings with fewer than five rental or lease units are considered Residential Property."

Assessor's Report

NON-RES. CONSTRUCTION DETAIL
As of 4/1/2022

COMPLETE		
DBA / Name	SqFt	% Complete
AV Technik	24,420	100% Complete
Carriage Walk Apts: 4 Bldgs	48,480	
Crown Lift Trucks	40,000	
Ducas Construction (<i>et al.</i>)	14,000	
Hayloft Apts: 5 Bldgs	56,946	
Incube 50	18,000	
Incube 51: 1 Bldg - 10 Units	18,000	
Mainely Tubs	44,160	
Pride Self-Storage: 10 Bldgs	81,050	
Scorebuilders	5,057	
Sure Express	12,695	
The Mooring: Memory Care	9,386	
The Uplands: Phase 1 - Senior Apts	30,400	
Throttle Car Club	34,800	
Zoom Drain (<i>et al.</i>)	11,000	
100 Innovation: 2 Bldgs	22,082	
UNDER CONSTRUCTION		
DBA / Name	SqFt	% Complete
Dillon Sheet Metal	7,490	55%
The Uplands: Phase 2 - Senior Apts	30,400	25%
<u>Totals Recap</u>		
SqFt Non-Res. 100% Complete	470,476	
SqFt Non-Res. % Under Construction	37,890	
<i>Note: Original Downs Race Track Buildings = 94,160 sqft, not included</i>	508,366	Total

Assessor's Report



HOUSING UNITS SUMMARY

	YEAR 1	YEAR 2	YEAR 3	YEAR 4
	<u>4/1/2019</u>	<u>4/1/2020</u>	<u>4/1/2021</u>	<u>4/1/2022</u>
Single Family: Completed		30	36	55
Single Family: Under Construction	5		7	7
Condo: Completed		48	48	102
Condo: Under Construction	8		24	54
Assisted Living: Completed			12	12
Assisted Living: Under Construction		12		
Apartment: Completed		48	48	145
Apartment: Under Construction	48		97	39
<i>Total Housing Units</i>	61	138	272	414
YoY New Housing Units Created →	61	77	134	142

Assessor's Report



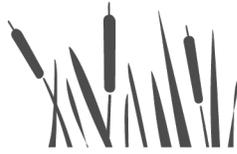
INCREASED ASSESSED VALUE & CEA/TIF REVENUE <i>Town of Scarborough - Crossroads LLC Credit Enhancement Agreement (CEA)</i>										
Fiscal Year	CEA Year	Original Assessed Value (OAV)	Total Taxable Assessed Value	Increased Assessed Value (IAV)	Mil Rate	Total Revenue	Total Revenue from IAV	Total General Fund Revenue (IAV)	Total CEA Revenue to Dev. (IAV)	Total TIF Revenue to Town (IAV)
								57%	40%	3%
2019-2020	1	\$7,265,700	\$17,608,590	\$10,342,890	14.70	\$258,846	\$152,040	\$86,663	\$60,816	\$4,561
2020-2021	2	\$7,265,700	\$46,409,413	\$39,143,713	14.86	\$689,644	\$581,676	\$331,555	\$232,670	\$17,450
2021-2022	3	\$7,265,700	\$75,095,117	\$67,829,417	15.02	\$1,127,929	\$1,018,798	\$580,715	\$407,519	\$30,564
								0%	40%	** 60%
2022-2023	4	\$7,265,700	\$130,833,024	\$123,567,324	15.39	\$2,013,520	\$1,901,701	\$0	\$760,680	\$1,141,020.7
Cumulative 4 Year Total →								\$998,933 General Fund	\$1,461,686 CEA	\$1,193,596 Town TIF

Notes:

~ Data as of 8/10/2022

~ Revenues Assuming All Taxes Paid

~ ** FY23: Downtown Omnibus TIF Capture Rate Increased
 from 3% to 100% [less 40% CEA = 60% within CEA Parcel Area]



Downs Permits Issued to Date: July 1, 2021- June 30, 2022

Total Permitted for Construction:

10 Single Family homes (10 Growth Permits issued, 3 occupied)
 102 multi-family units (102 Growth Permits, 0 occupied)
 159,186+/- SF commercial (see footnote page 1 Assessor's Report)

Total Reviewed, Approved or Permitted:

Phase 2 (Innovation District):

Project Name	Sq. Ft.	Under Review	Planning Board Approved	Permitted	Under Construction	Occupied
BOJO Warehouse/Office	7,490		✓	✓		✓
IDEXX	114,000		✓	✓	✓	
Throttle Garage	7,696		✓	✓	✓	
DPR	30,000		✓	✓	✓	
Shuck's Lobster	13,100		✓			
HFR Holdings Office/Storage	10,000		✓			
Costco	161,100	✓*				
Total	343,386					

*Approved after close of FY 22 on 8/29/22

Phase 3 & 4 (Town Center Residential):

Project Name	Units	Under Review	Planning Board Approved	Permitted	Under Construction	Occupied
Frontrunner Park Condominiums	36		✓	✓	✓	
American House at The Downs^	145		✓			
Hackamore Place Apartments	36		✓			
Town Ctr. Residential 5 th Amended Subdivision – 8 Tiny Home Units	8	✓				
Total	225					

^40 Senior Living, 75 Assisted Living, 30 Memory Care

Initiatives to Promote Non-Residential Development

Economic Development:

- 1) General support and referrals – talking with prospects, making appropriate connections between companies and The Downs, coordinating between staff and the Downs’ Team to support prospects.
- 2) Featured Dan Bacon of The Downs as the speaker at the SEDCO Annual Meeting October, 2021.
- 3) Image Building Ads in New England Real Estate Journal promoting Scarborough, and featuring The Downs as part of the ad.

Planning:

- 1) Weekly/Bi-monthly on-site meetings with Downs construction team and Town Engineer to coordinate on-going and future infrastructure improvements.
- 2) Staff readily accessible to development team and tenants for pre-application discussions and reviews

Executive Department and Council

- 1) Support of Ad Hoc Downtown Committee - Town Manager served as primary staff support, with assistance from SEDCO. Final Report submitted to Council in October 2021
- 2) Council Liaison met regularly with The Downs Team.
- 3) Ongoing negotiations regarding multifamily Exemption through the Growth Management Ordinance.