

THE
Downs
LIVE. WORK. PLAY.

*The Downs Annual Report
September 7, 2022*

Presentation Overview

- CEA REQUIREMENTS
 - NON-RESIDENTIAL STATUS
 - INFRASTRUCTURE
 - RESTRICTIONS
 - '23 OUTLOOK
 - TOWN COMMITTEES
- CONCLUSION
- Q&A

CEA REQUIREMENTS

CEA Requirements |

Section 8.13 requires Developer to make annual report in Years 1 - 4 on:

- Percent completion toward next applicable performance measure
- Assessment of infrastructure buildout
- Conditions restricting non-residential development
- Outlook of work to be accomplished before next annual update
- Conditions restricting progress toward fulfilling requirements in 2.3(b)(2), 2.3(b)(3) and 2.3(b)(5)

Section 8.13 requires Town to make annual report in Years 1 - 5 on:

- Progress made on public process for Downtown
- Progress made on public process for Community Center

NON-RESIDENTIAL STATUS

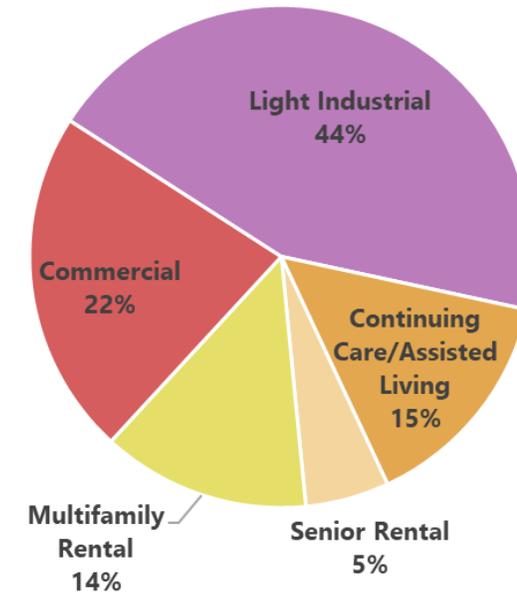
CEA Requirement | Non-Residential as of August '22

Requirement: CEA includes requirements for 500,000 SF and then 900,000 SF of non-residential building construction. SF complete, under construction and/or in permitting/approved all qualify

- ✓ 467,309 Sq. Ft. Completed
- ✓ 230,910 Sq. Ft. Under Construction
- ✓ 355,000 Sq. Ft. Permitting/Approved

✓ 1,053,219 Sq. Ft. Total

Non-Residential Building Square Footage by Use Type,
2024 Projected Buildout



***The 900,000 SF requirement appears to have been met as of August of '22
Can be confirmed by the Assessor in April of '23***

Non-Residential Development by Development Phase and Type (SF), August 2022 Status					
	Complete	Under Construction	Approved	In Permitting	Total
Light Industrial	241,117	152,500	38,000	-	431,617
Retail	-	-	-	163,000	163,000
Medical Office	5,500	-	-	-	5,500
Other Commercial	80,000	-	-	-	80,000
Senior Rental	30,050	30,050	-	-	60,100
Continuing Care/Assisted Living	9,562	-	154,000	-	163,562
Multifamily Rental	101,080	48,360	-	-	149,440
Total Non-Residential	467,309	230,910	192,000	163,000	1,053,219

With focus on Commercial, LI & Senior Care - Downs will meet 900K performance standard without multi-family

INFRASTRUCTURE

CEA Requirement | Infrastructure Assessment

Requirement: Enabling roads, utilities, site prep, environmental improvements & off-site traffic improvements necessary to serve the development that are completed, underway & sized to serve future development as planned for in Planned Development, CEA & Zoning

Crossroads Holdings is meeting its obligation to plan, design, permit & install extraordinary on & off-site infrastructure in accordance with:

- ✓ *CEA Agreement*
- ✓ *Town Zoning & Planned Development Requirements*
- ✓ *Town Planning Board & Town Engineering Infrastructure & Phasing Requirements*
- ✓ *MaineDOT Omnibus Traffic Permit Requirements*
- ✓ *MaineDEP & Federal Environmental Requirements*
- ✓ *Scarborough Sanitary District, Portland Water District & CMP Requirements*

Aug '22 On-Site Infrastructure | Complete / Under Construction

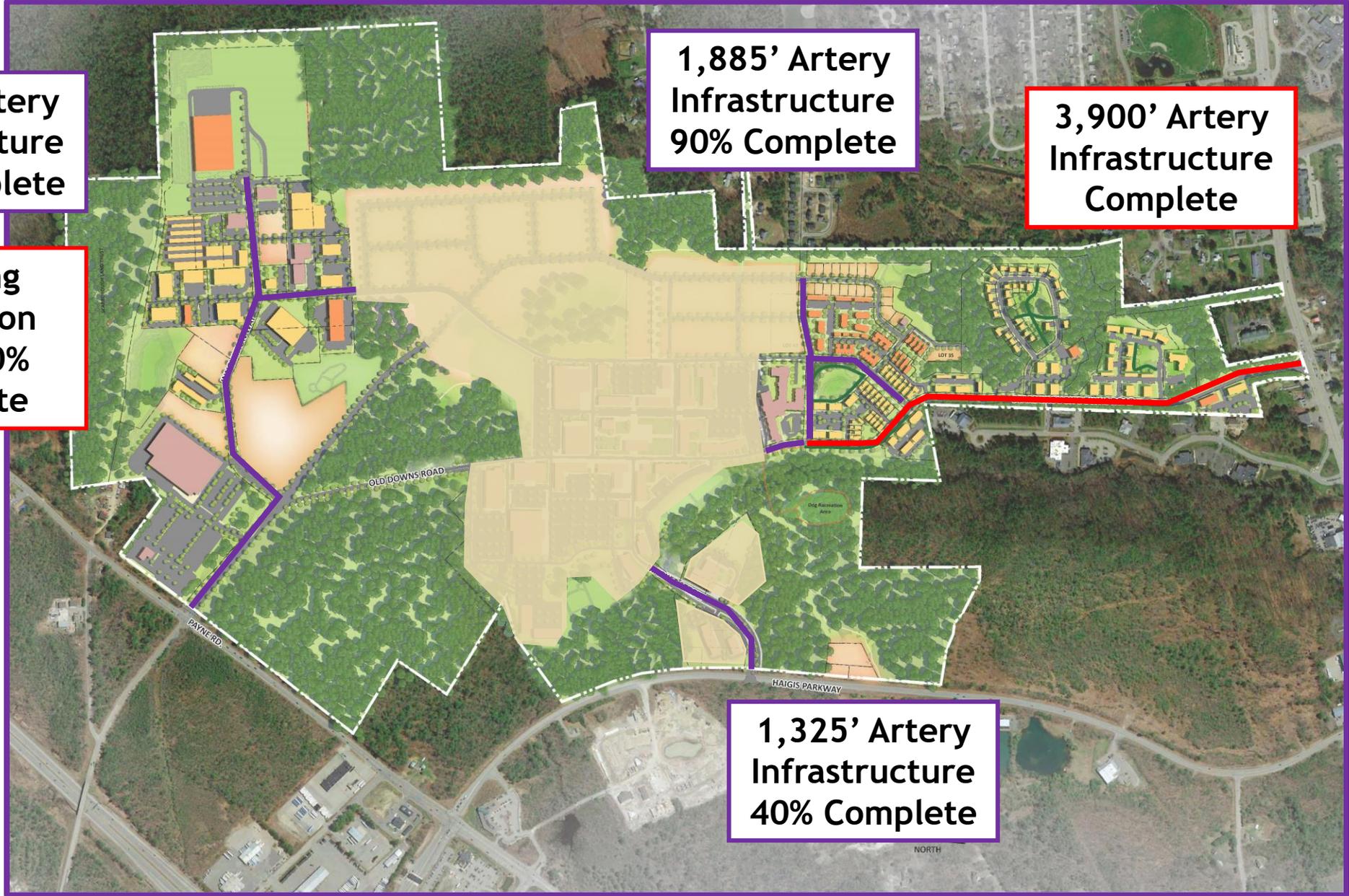
3,200' Artery Infrastructure
95% Complete

Enabling Innovation Site 100% Complete

1,885' Artery Infrastructure
90% Complete

3,900' Artery Infrastructure
Complete

1,325' Artery Infrastructure
40% Complete



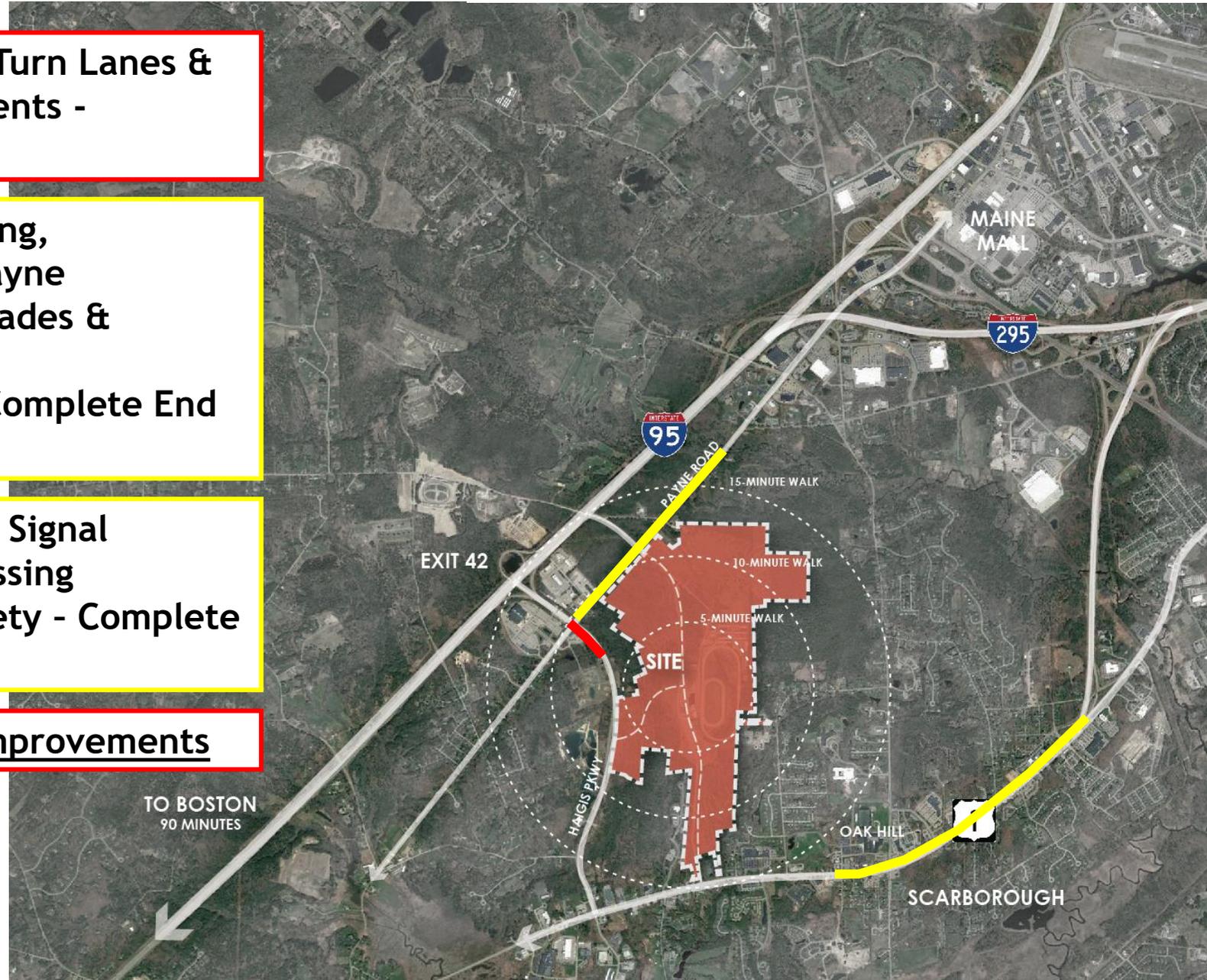
Aug '22 Off-Site Traffic Imp. **Complete** / **Under Construction**

Haigis & Exit 42 Turn Lanes & Safety Improvements - Complete

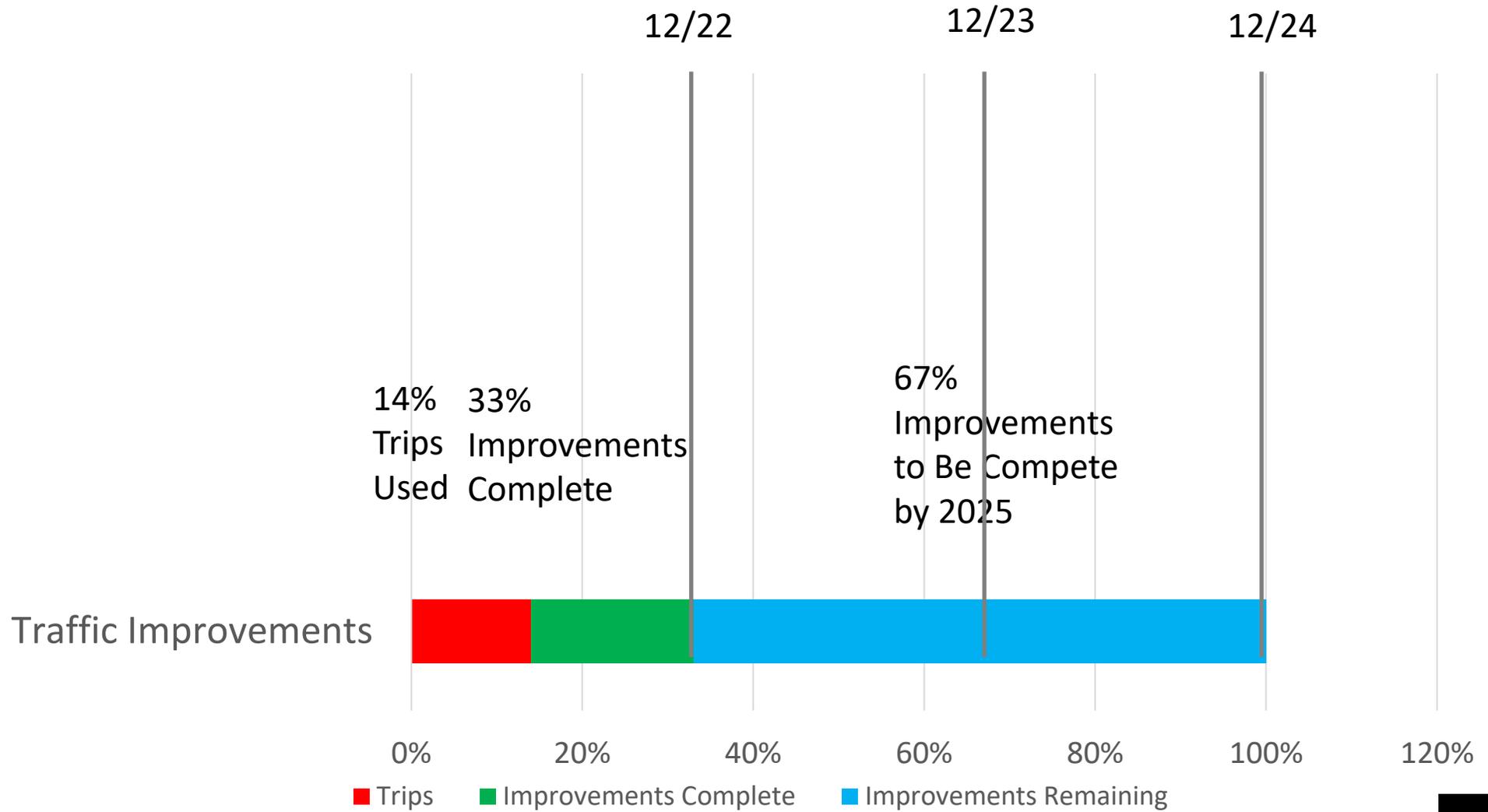
Payne Rd Widening, Holmes/Downs/Payne Intersection Upgrades & Bridges Dr Safety Improvements - Complete End of '22

Route 1 Corridor Signal Overhaul - Addressing Congestion & Safety - Complete End of '22

\$5.0 Million in Improvements



Trip Count Use Progress Chart



CEA Requirement | Conditions Restricting Development

Conditions restricting progress toward achievement of additional non-residential development & planned Downtown:

Permit restrictions on the CPD District are restricting the following progress:

- Cannot extend infrastructure to Town Center for multi-family, mixed-use & non-residential development & public amenities
- ✓ Cannot develop mixed-use buildings
- ✓ Cannot complete infrastructure as required by Town Zoning, Town engineering, public utilities & MaineDOT
- ✓ Cannot meet CEA agreement development & tax revenue forecast

OUTLOOK

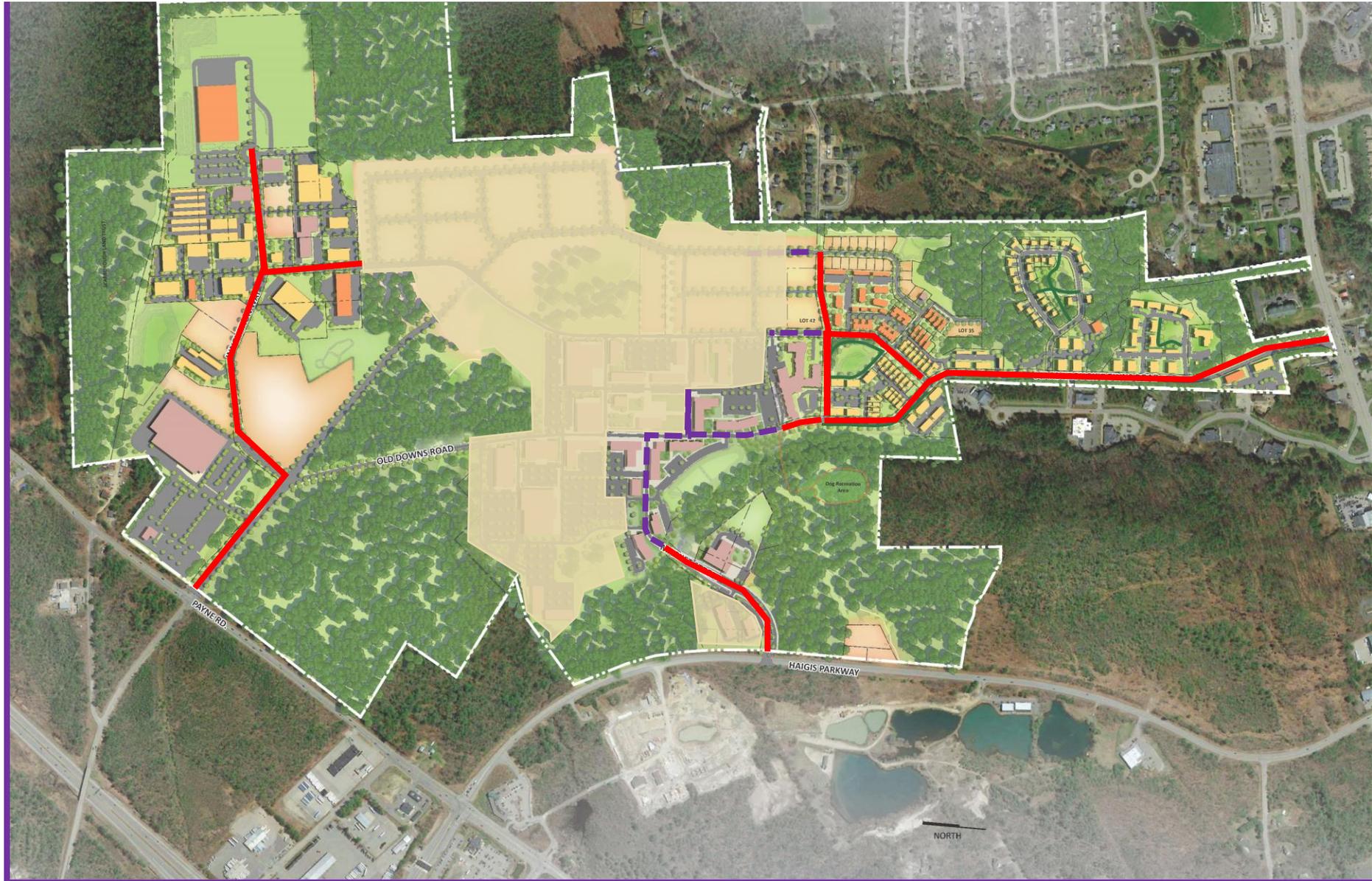
'23 Outlook Without Permits

No New Infrastructure & Non-Residential Dev Can Proceed



'23 Outlook With Permits

Town Center Infrastructure & Mixed-Use Development Can Proceed



Outlook Without Permits

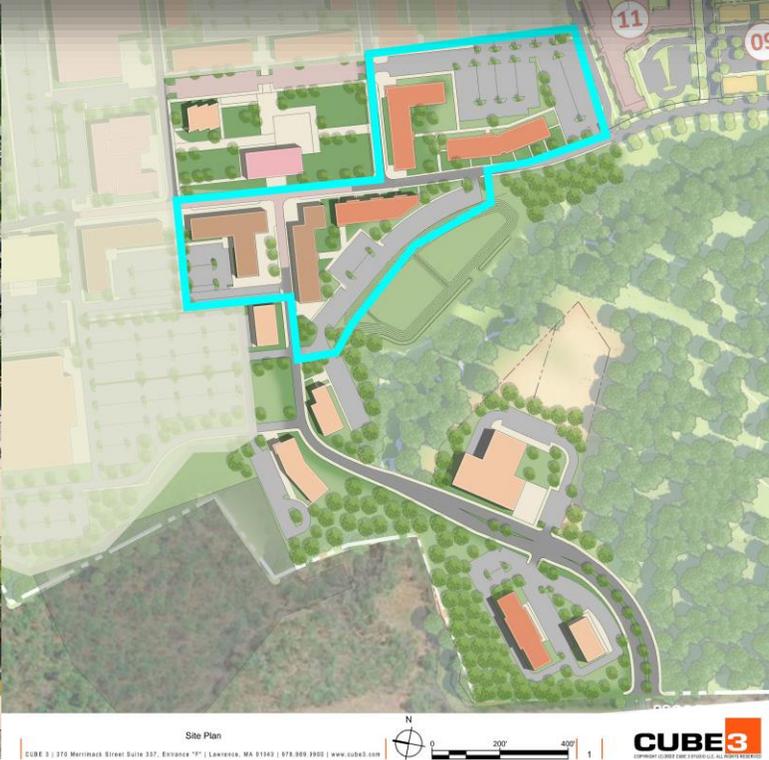
Without Exemption - Non-Residential Development SF by Type and Year Complete, Past and Pipeline								
	2019	2020	2021	2022	2023	2024	2025	Grand Total
Light Industrial	-	24,510	157,117	66,990	183,000	-	-	431,617
Retail	-	-	-	-	163,000	-	-	163,000
Medical Office	-	5,500	-	-	-	-	-	5,500
Other Commercial	-	-	80,000	-	-	-	-	80,000
Multifamily Rental	46,080	-	55,000	15,360	33,000	-	-	149,440
Senior Rental	-	-	-	60,100	-	-	-	60,100
Continuing Care/Assisted Living	-	9,562	-	-	-	154,000	-	163,562
Total Non-Residential	46,080	39,572	292,117	142,450	379,000	154,000	-	1,053,219

- Non-Residential Development Pipeline & New Tax Revenue is dependent on Permits for Mixed-Use Town Center

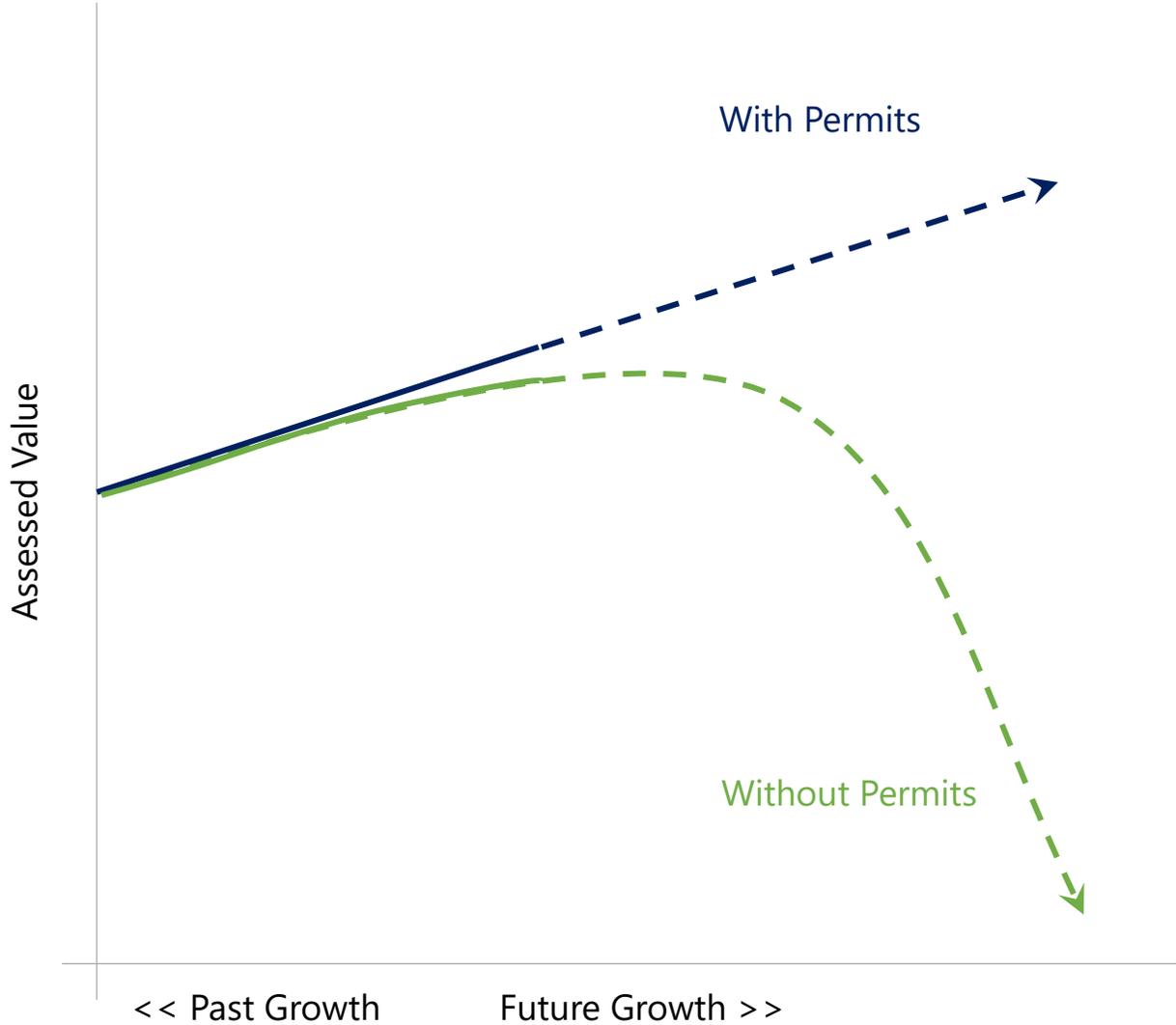
Outlook With Permits

With Exemption - Non-Residential Development SF by Type and Year Complete, Past and Pipeline

	2019	2020	2021	2022	2023	2024	2025	Grand Total
Light Industrial	-	24,510	157,117	66,990	183,000	-	-	431,617
Retail	-	-	-	-	163,000	12,500	22,500	198,000
Medical Office	-	5,500	-	-	-	-	-	5,500
Other Commercial	-	-	80,000	-	-	-	-	80,000
Multifamily Rental	46,080	-	55,000	15,360	83,572	99,110	99,110	398,232
Senior Rental	-	-	-	60,100	-	45,050	-	105,150
Continuing Care/Assisted Living	-	9,562	-	-	-	154,000	-	163,562
Total Non-Residential	46,080	39,572	292,117	142,450	429,572	310,660	121,610	1,382,061



Annual Incremental Growth in Assessed Value of The Downs



'23 Outlook Off-Site Traffic Imp

Planned Improvements *Development Needed to Execute*

County / Gorham Rd Lane Improvements & Signal Overhaul - To Address Congestion

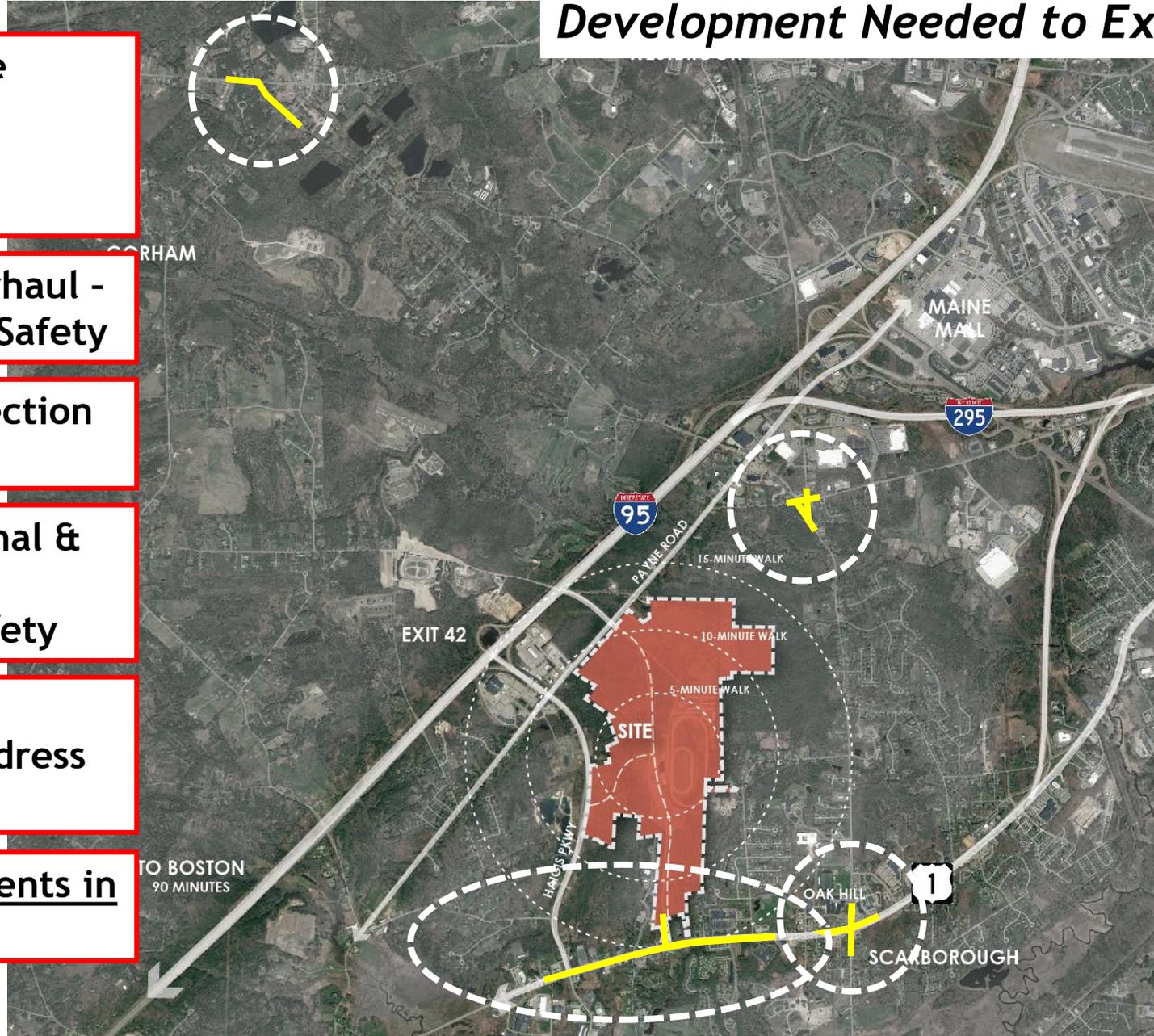
Eight Corners Signal Overhaul - To Address Congestion & Safety

Downs / Route 1 - Intersection Upgrades & Expansion

Oak Hill Intersection Signal & Lane Improvements - To Address Congestion & Safety

Route 1 Corridor Signal Overhaul Phase 2 - To Address Congestion & Safety

\$4.5 Million in Improvements in '23



'24 Outlook Off-Site Traffic Imp

Planned Improvements *Development Needed to Execute*

Signalize & Improve Mussey /
Payne Intersection

Signal, Congestion & Corridor
Improvements on Payne / Maine
Mall Rd from Mussey
Intersection Past Maine Mall

Payne Rd / Gorham Intersection
Improvements

Haigis Parkway Intersection
Improvements & New Sidewalks

\$4.5-\$6 Million in
Improvements in '24



TOWN COMMITTEES

CEA Requirement | Town Committees

Requirement:

- Town to undertake public processes by March 31, 2024 - 3 Defined Projects
- Developer to participate in public processes

Downtown:

- ✓ Downtown Committee Study Completed 10/21
Study & Recommendations provided to Town Council

Community Center:

- ✓ Community Center Committee Completed 02/20
Study & Recommendations provided to Town Council

School:

- Town to provide update on process? Expiration 03/24

CONCLUSIONS

Conclusions

- Project To-Date:

Developed as per the CEA Agreement forecast, Town's Zoning & the Town's Comprehensive Plan

Delivered on the non-residential, infrastructure & committee process requirements

Is addressing the Town's biggest needs - *Workforce (57%) & Affordable Housing (37%), Traffic Fixes (33% Complete this Year) & Substantial New Sheltered Tax Revenue*

\$55M in Increased Assessed Value in '21/'22, but '23 & '24 will see an Adjustment Down in Sheltered Incremental Tax Revenue due to Restrictions

Conclusions

- With Permits:

Project can continue per CEA Agreement, continue executing Comp Plan, Zoning, permitting requirements & all these goals, needs & town-wide public benefits

Start building Town Center & the amenities, destinations & public spaces for the entire town to enjoy



Q&A

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