

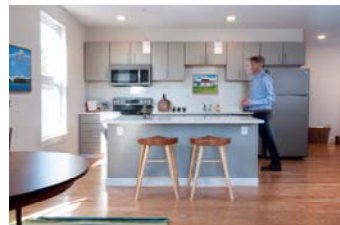


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Anew Development **65 Munjoy Street Condominiums - Portland**



Newly constructed in June of 2017, 65 Munjoy Condominium is a three-story, walk-up building offering 8 high-quality, and amenity rich units in a range of 1, 2 and 3-bedrooms. 65 Munjoy presents the best of modern design and materials while respecting the traditional architectural forms, organization and massing that characterize Portland's Munjoy Hill.

65 Munjoy is a unique and innovative response to Portland's need for quality, efficient, ownership housing that is attainable by middle-income buyers. While the high quality and amenity rich units at 65 Munjoy appeal to buyers at any segment in the market, they were offered at reduced price points and made available exclusively to middle-income households.

The developers of 65 Munjoy have a strong professional commitment to support local business to the highest degree possible. From private equity and bank financing, to design and engineering services, to construction materials and labor; the goods and services that it took to create 65 Munjoy were sourced locally. As a result, dozens of Portland and Southern Maine based firms benefited from over \$2MM in quality contracts for goods and services.

65 Munjoy Condominium is a partnership between local Portland Developers Ethan Boxer-Macomber of Anew Development and Peter Bass of Random Orbit who, in 2014, having grown tired of a lack of housing options for middle income Portlanders, decided it was time to take action. The project would not have been possible without the generous support of and partnership with the City of Portland, the Portland Housing Authority, and the Greater Portland Council of Governments.

65 Munjoy is living proof that the best projects start with the best teams. The architectural design of 65 Munjoy was created by Evan Carroll and his expert team at Bild Architecture. Civil and Environmental Engineering were by John Mahoney and Peter Sherr at Ransom Consulting. Landscape Design was by Peter Burke, Landscape Architect. Sales and Marketing counsel were provided by Rita Yarnold of Bay Realty. Gorham Saving Bank and Sr. VP Karl Suchecki provided construction financing. The project was flawlessly executed and delivered well under budget and ahead of schedule by the whole team at Wright Ryan Construction.

65 Munjoy demonstrates the power of possibilities when a project is developed by and for the community.



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Tedlum Associates Aura - Portland



Aura is the transformation of a 1960s-era nightclub into a sophisticated, high-tech performance venue in the heart of downtown Portland, Maine.

After nearly 20 years in business, Aura's owners wished to expand and modernize its iconic entertainment venue, formerly known as Asylum. This "labor of love" presented many logistical challenges, including a tight urban footprint in a historic district, and the need to fast-track the project to keep staff employed during construction.

A key project objective was to increase audience capacity. To accomplish this, the existing 15,000 SF building was expanded to 24,000 SF by adding 2.5 stories to the main event space, accommodating a new balcony level. The owners also wished to expand the facility's appeal for special events. Additions such as two multi-purpose pre-function areas, as well as renovations to the existing sports bar and dance club, make Aura an exciting option for meetings and celebrations.

Aura's new exterior design grounds the building in traditional masonry and contrasts it with a modern form above. A multi-story curtainwall creates an aperture into the main event space, with additional dazzle from accent lights and color-changeable signage. Inside, design choices across the venue, from floor to ceiling, seating to signage, all work together to help fulfill Aura's mission: To bring its guests a high-quality user experience and an unmistakable sense of "wow."

To improve the sightlines, the stage was raised four feet and a horseshoe-shaped balcony was added to the upper level. Performer amenities include a new loading dock and lift and VIP suite with a separate entrance.

Performance technology is also a major differentiator at Aura. The venue now offers regional audiences state-of-the-art audio, lighting, and video technology, achieved with remarkably little sound emission, through carefully-designed acoustical wall construction, panels, and glazing.

Energy efficiency increased significantly at Aura by improving the existing envelope and adding new HVAC systems. The building envelope exceeds the energy code insulation values and utilizes high-performance glazing. Other green design choices include LED lighting throughout, low VOC finishes, zoned heating, and automation of major building systems.

Prior to Aura's renovation and expansion, not all areas of the venue were accessible and ADA seating options were less than ideal. Aura is now completely accessible, starting with ground-level entrances and continuing inside to seating, counters, restrooms, and a six-stop elevator.

The economic ripple effect of each Aura concert is significant. Direct, indirect and induced purchases including transportation, parking, food, lodging, and additional staff wages all contribute to the positive economic impact of the project. Aura now employs 35-40 professionals serving the company in talent booking, technical support, food and bar service, accounting, and maintenance.

Project Team: Owners: Tedlum Associates; Design: WBRC Architects Engineers; Construction: Consigli; Brand Consultants: Blaze Partners



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Portland Housing Authority & Avesta Housing *Bayside Anchor - Portland*



Portland Housing Authority (PHA) and Avesta Housing were co-developers on this 45-unit, mixed-income, mixed-use Passive House Building located in the heart of the East Bayside neighborhood in Portland. The building has nine market-rate units and 36 affordable units targeted for individuals and families making between approximately \$23,000 and \$49,000 annually. Bayside Anchor is a service hub for low-income residents in East Bayside, giving the project its name as a stabilizing 'anchor' for the community. The street level is home to a Head Start preschool program and Community Policing and PHA offices. Bayside Anchor is PHA's first new development in 45 years, and a first step in revitalizing their properties in this neighborhood. These homes, along with the community services Bayside Anchor offers, will further enrich this already vibrant neighborhood.

Bayside Anchor is the first multifamily building in Portland designed to the Passive House building standard of the Passive House Institute U.S. (PHIUS). Passive House is a set of design principles used to attain a quantifiable level of energy efficiency and resident comfort. The cost to heat each unit is predicted to be only \$125 annually, and the heating load is estimated to be up to 85% less than if the building had been designed to meet minimum building code requirements. There is no centralized heating system needed in the building because the building is super insulated, airtight, and well ventilated. This design creates healthy, quiet, comfortable, and cost-effective homes for 45 households and makes it the "greenest" building in Portland.



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RBDD Cliff House Acquisitions, LLC *Cliff House Maine – Cape Neddick*



The iconic Cliff House Maine, sitting on the edge of Bald Head Cliff in Cape Neddick, has been welcoming guests since 1872 but reemerged recently as one of the most captivating waterfront resorts of its kind. Leading investment firm, Rockbridge partnered with Maine hoteliers Marc Dugas and Peter Anastos to create RBDD Cliff House Acquisitions, LLC which purchased the property in 2014. The resort has been thoughtfully reimagined with extensive renovations and expansions to capture the best of Maine in every season. The resort recently completed a landmark transformation across 70 oceanfront acres. Cliff House reopened with newly designed guest rooms and suites, over 25,000 square feet of new meeting and event space, including a new cliffside ballroom, oceanfront dining and bars, indigenous landscaping, and many other enhancements. A new luxury spa and wellness center added to the already lengthy list of resort amenities.

The original hotel consisted of three (at one point four) buildings during its lifetime all built during various decades, resulting in different architectural styles and states of repair. Two buildings were completely renovated, one building demolished and rebuilt, and as part of the recent renovation, a new 14,000sf wing was added. The architecture is coastal Maine themed, in a subtle and updated way. Each of the 226 guest rooms and suites boast private terraces with oceanfront and water views. The transformation represents a significant investment in Maine's tourism and hospitality industry, while maintaining the historic significance of the property.

The building was custom designed with coastal style and handcrafted elements. Massive windows in the lobby, restaurant, and lounge offer panoramic views of the crashing waves from nearly every point within the resort. Landscaping throughout the site is tiered to offer multiple seating areas and patios with ocean views. Guests choose from an array of amenities including three dining options ranging from fine to casual, 25,000 square feet of meeting space with a 150-seat amphitheater, a 2,500-square-foot fitness center, vanishing edge swimming pools, 75-foot indoor lap pool, 3 hot tubs, steam room and sauna. The renovated spa offers services with indigenous products like blueberries, juniper and wild roses, providing an authentic Maine experience. In addition, the home to the Weare Family was restored to a quintessential, coastal New England cottage with and is part of the 40 newly designed suite collection.

Since the Cliff House renovations, the resort has received national recognition including:

- Third best Maine hotel by U.S. News & World Report
- #11 Top Resorts in New England by Conde Nast Traveler's Readers' Choice Awards
- Best Day Spa, Portsmouth Herald
- #6 Cliffside Hotels in the World by Jetsetter Magazine
- Best Beach Resorts by American Ways/Celebrated Living 2017
- Upscale Lobby/Common Space Design by Travel Weekly



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Augusta Housing Authority & Developers Collaborative *Hodgkins School Apartments, Augusta*



The Ella R. Hodgkins Intermediate School was constructed in 1958 as part of a comprehensive school building campaign in Augusta, Maine to improve the quality of education for students of the city. The school is on the National Register of Historic Places. The school is significant architecturally as an intact example of a modern, mid-century school building following the most recent trends in design and construction. Original architectural drawings indicate the building retains much of its integrity encompassing a total footprint of approximately 30,575 square feet. As the second intermediate school constructed in the city, the Hodgkins School represents the conclusion of an effort to create modern elementary school buildings. Basement areas of the school are located beneath the north and south wings of the building which were used as a bomb shelter in the 1960's. The central portion of the building is constructed on a slab-on-grade concrete foundation. The exterior walls are brick, with masonry and plaster interior walls.

While the building was vacant vandals broke skylights along with a considerable amount of the ridged glass block in the rear façade. Fortunately matching glass block was sourced to replace the damaged ones. Hodgkins School was one of the first buildings of its kind to be evaluated by the National Park Service that contained a large amount of glass block in its facade. Making this building not only unique to Maine, but also to the entire U.S.A. The NPS approval process for the glass block details required setting a precedent for future historic renovations of this era throughout the U.S.A. and thus required more than typical dialog between SHPO, NPS, Owner, and MaineHousing.

The Augusta Housing Authority (AHA) partnered with Developers Collaborative (DC) to take on this major redevelopment project. DC has redeveloped many historic schools, and is one of the most prolific affordable housing developers in the state. The combination of DC's experience and AHA's position as a leader in the community proved to be especially productive in this instance. This project focused on hiring local businesses whenever possible. This historically significant school was renovated into Hodgkins School Apartments resulting in 47 apartment units for low income elderly.

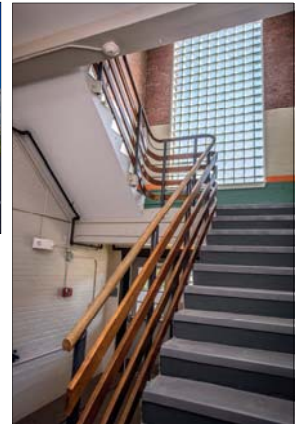


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The Szanton Company *Huse School Apartments - Bath*



Huse School Apartments involved the renovation of the former John E.L. Huse Memorial School, built in 1942 and 1949 in Bath. We re-purposed this elementary school to create 31 apartments and added a new construction wing with 28 apartments, for a total of 59 units. The project was financed using a combination of affordable housing tax credits and historic tax credits.

We believe that cities and their downtowns are stronger when residents are able to build and maintain their well-being, careers, and families in quality housing that is plugged into neighborhood services and amenities. When we were introduced to the Huse School, we realized that by partnering with the City of Bath we could redevelop a historic building in an established neighborhood, while creating new quality housing in a city with high demand.

The project provides quality affordable and market-rate apartments with amenities such as an elevator, fitness room, community room in a part of the re-purposed gym, laundry room, and more. Nearby amenities include Bath's modern YMCA, the 5-mile Whiskeag Trail, and the bus line. Downtown Bath (with all of its services and attractions) is a 1/2 mile walk from the Huse School.

Before we purchased the school, it had been abandoned for several years, and endured minor vandalism, broken windows, and minor leaks. Overall the condition of the building was excellent—the original wood joists and masonry bearing walls were in very good shape. The hardwood floors, under several layers of glue, carpet, and pads, were in amazingly good condition. Our 2017 project also included a new addition.

The renovation included gutting the school building interiors to expose brick walls and original wood floors, removing small amounts of asbestos and lead paint, refinishing the hardwood floors, etc. We added new roofing and insulation to button up the building, new walls to frame the brand-new apartments, modern electrical and mechanical/HVAC systems, and all the interior finishes to complete the new apartments. We retained the historic vibe of the school by replacing the mid-century modern signage at the 1942 front canopy, replacing historic doors and windows, preserving hardwood floors, and sprinkling the common spaces with memorabilia such as vintage classroom clocks, sections of original chalkboard, original blueprints and class pictures, and Huse School photos from the era. We also did extensive sitework to build a large, modern neighborhood playground, an expanded parking lot, new landscaping including many evergreen trees, and new walking paths linking to existing city trails.

Huse School was named after the first son of Bath killed in World War II. John Huse was an outstanding scholar and citizen graduating with honors from the U.S. Military Academy at West Point in 1939. He then served as First Lieutenant in the 93rd Army Air Force Bomb Squadron earning the Silver Star for an act of bravery in the Philippines. On February 3, 1942, his airplane was shot down over Java.



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Avesta Housing *Huston Commons - Portland*



Huston Commons is a Housing First development for 30 disabled individuals who have experienced chronic homelessness. Through a unique series of nonprofit collaborations, Huston Commons provides essential 24-hour support services, including a medical care room to accommodate regular practitioner hours and telemedicine services for residents, all of whom have disabilities. Avesta Housing is the developer and property manager for Huston Commons, and Preble Street provides the 24/7 supportive services. The project includes a partnership with Greater Portland Health to address specific health concerns and more generally ensure that residents have access to the health and personal care services that medically-compromised individuals typically benefit from in their homes. The onsite medical care room allows Greater Portland Health to schedule regular practitioner hours and telemedicine services for use in treating residents. Portland Housing Authority provides federal project-based rental assistance to all of the residents to make the rent affordable.

The development is located outside of the downtown peninsula of Portland, where there are no other Housing First developments and very few LIHTC developments. The site is located less than a quarter mile from the largest transportation corridor in the city and two bus lines. The building has an attractive modern design with advanced energy efficient features. The open areas have tremendous solar exposure which provides helpful therapeutic benefits. The building is nestled in a serene setting adjacent to fields, brooks, and a ballfield.

The unmet needs of the target population for Huston Commons are particularly great given the extent to which the experience of chronic homelessness exacerbates their medical vulnerabilities. For most individuals, this includes mental illness or substance abuse, often compounded by the trauma of living in shelters and/or on the streets. Huston Commons is intended to provide services that stabilize individuals who not only have these disabilities but also a range of chronic medical conditions that require specialized programming and services. Recent studies across the country and in Maine have shown that the homeless population is aging and that, given their age, instability, and lack of medical care, diseases such as COPD, diabetes, cancers, and dementia from Alzheimer's disease and other neurological conditions are becoming more and more common. In fact, studies show that the life expectancy of someone experiencing chronic homelessness is often two decades less than the average American.

Huston Commons is Avesta Housing and Preble Street's third Housing First development in Portland, although it distinguishes itself from the others by being home to a far more challenging resident population with disabilities and various documented medical issues as well as a history of long-term homelessness.

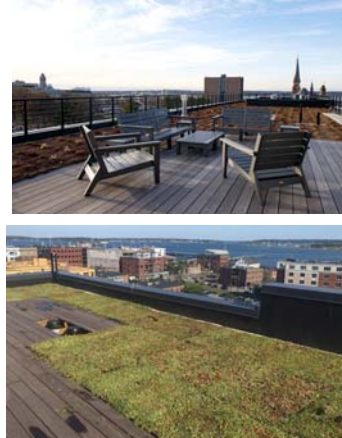


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NewHeight Group *Luminato Condominium - Portland*



In 2017, NewHeight Group achieved their goal of creating a diverse residential community by encouraging home ownership at a variety of unit sizes and prices. Luminato Condominium offered 24 market-rate units ranging from 1 to 3 bedrooms at prices that ranged from the mid \$200,000s to more than \$1,000,000.

Luminato offered opportunities for workers contributing to the Maine economy to purchase a new home in a well-constructed building at a total annual cost comparable to renting one of the new Class A apartments in Portland. Buyers range in age from 20-something to 70-something. Five buyers are first-time homeowners and five own businesses while nine others work for Maine-based organizations.

Luminato embraces and promotes the concept of “living light” as part of a *sharing economy* philosophy. Twelve one-bedroom units under 740 square feet were included in the design. All home owners benefit from the shared amenities – a guest room they can reserve for overnight visitors, a lounge for quiet time or small meetings, a well-equipped fitness room, and a roof deck with 360 degree views surrounded by a beautiful natural green roof.

Intended to enable city dwellers to “buy small while living large,” Luminato residents enjoy forward-thinking features that help make day-to-day life hassle free—a dedicated mailroom where deliveries are out of sight and secure, indoor parking and racks for bikes, skis and paddles.

Being the first to apply under the inclusionary zoning required creativity and engagement of several organizations. The Luminato project team collaborated with Community Housing of Maine to workforce housing units on a contiguous parcel versus contributing to the city housing fund.

Luminato was the first newly constructed building in the Urban Transition district under the new India Street Neighborhood Form Based Code, creating an interesting facade with angled walls, inset decks, and as it gets taller, terraces that are surrounded by green roof that also provides the storm water management system.

All units were under contract more than six months prior to construction completion. The project contributes substantively to the city’s tax base, creating 24 housing units on the same footprint formerly occupied by 5 housing units.

The all-local project team included NewHeight Group, Archetype Architects, Landry/French Construction and Saco & Biddeford Savings Institution. In support of Maine’s creative economy, NewHeight Group engaged local craftspeople to provide furnishings and three Maine artists were commissioned to create artworks for the building’s public spaces.

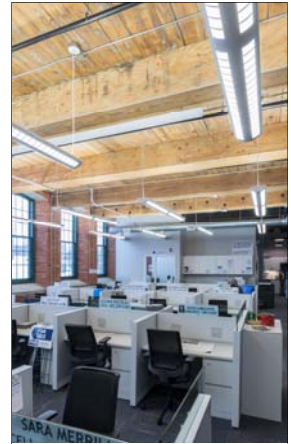


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Chinburg Properties ***Saco Mill #4 - Saco***



Saco Mill #4 is a mill redevelopment project that created 150 market rate apartments and 30,000 square feet of leasable commercial space. The project was an adaptive re-use of a long vacant mill building situated on Saco Island in the Biddeford-Saco Mills Historic District. The development team restored the mill to National Park Service standards.

The building is about a quarter of a mile long with four floors. It commands a strong gateway presence atop the hill on Factory Island.

The 4-story, 240,000 square foot 19th century mill was acquired by an affiliate of Chinburg Properties in December 2014. Construction began in September 2015. The apartments were completed in two phases, with the first 93 apartments completed on April 1, 2017 and the remaining 57 apartments completed on June 1, 2017. The apartments feature exposed brick and timber ceilings, beams and columns, polished concrete floors with radiant heat, kitchens with granite countertops and stainless steel appliances. The building also includes amenities such as a club room, roof-top deck, fitness center, dog wash & groom room, cyber lounge, café, and conference room. The commercial space at Saco Mill #4 includes Coldwell Banker Residential Brokerage and other locally owned small businesses.

The project is noteworthy due to its sheer size, its recognition of the strong demand for downtown living outside of Portland, and the joint efforts of the developer, the City, and the developer's financing team led by Maine-based Camden National Bank and Coastal Enterprises, Inc. to make the project a reality.

Saco Mill #4 was the last remaining undeveloped mill building on Saco's Factory Island. Redevelopment efforts stalled a number of times over the last 30 years. As a result, the building suffered from neglect and exposure to Maine's harsh weather. As with many historic rehabilitation projects, the costs to restore Saco Mill #4 exceeded conventional economics. The team utilized federal and state historic preservation tax credits to close the financing gap. In addition, the City of Saco provided additional support through the designation of the development as a Tax Increment Financing District ("TIF").

Recognizing the challenge of heating 19th century buildings in Maine, the developer worked with Unitil to bring natural gas to Saco Island. The developer installed new building systems to the restored building and many energy efficiency considerations.

This project has added approximately 250 residents who now live, work and play in the heart of downtown Saco and Biddeford. The mill is ideally situated between the two downtowns for exceptional walkability. It is also a stone's throw away from the Saco Transportation Center for the Amtrak Downeaster and local bus routes for easy commuting and travelling by Saco Mill #4 residents.

The Chinburg Properties team thanks MEREDA for this recognition.



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Zachau Construction ***Tyler Technologies Expansion - Yarmouth***



Founded in 1966, Tyler Technologies is the leading provider of end-to-end information management solutions and services for local Government. Purchased from Cole Haan in 2008, the original 87,000 SF office building is located on Route 1 in Yarmouth that would later become known as 1 Tyler Drive. With offices throughout the country, Yarmouth is home to the Enterprise Resource Planning and School divisions. The campus also houses the company's cloud-based services and is the location of several top executives including CEO & Chairman of the Board, and Falmouth native, John Marr, Jr.

For Tyler Technologies, the expansion project represents the heart of a strategic growth plan that includes hiring 550 new employees by embracing Maine's loyal workforce while positively impacting the community. The objective was clear; design and build a state-of-the-art office building that would provide workspaces and the technology infrastructure for people to collaborate, work, and play.

By doubling their office space capacity, Tyler Technologies is now able to provide high-tech office space to house the more than 550 new employees expected through 2021. With robust integration of modern telecommunication technology, both new and existing employees will experience reduced travel and will find more time at home and in the community. As Yarmouth Economic Development Director Denise Clavette said of the expansion "It sets the stage for strategic growth in the market. It keeps people in Maine and attracts young people right out of college. Providing new job growth while increasing and diversifying the local tax base; it will be the pinnacle for the town's economy".

Designed by Mark Mueller and Associates and built by Zachau Construction, the new Tyler Technologies expansion project consists of 5 floors of high-tech office space combined with numerous health and wellness amenities. Completed in November of 2017, the 100,000 square foot office building includes new state-of-the-art product demo spaces, (5) new training centers, and an array of collaborative flex-office and private breakout rooms that allow for long-term project collaboration. The project also includes a new auditorium, cafeteria, fitness center, and an outstanding connection to the outdoors with deliberate focus on employee health, sustainability, and community.

From employment to the environment, considerations were made every step of the way to ensure that what was right for Tyler Technologies was also right for the community. To reduce excessive tree removal and site clearing, site retention ponds were eliminated and replaced with a subsurface retention system housed below the parking lots. Embracing the connection to the outdoors while focusing on interior sustainability such as LED lighting, advanced HVAC and lighting controls, and special consideration to daylighting were paramount to creating an office building with a balance of privacy and collaboration to stimulate creativity and also provide unique quiet spaces for focused planning.

Owner: Tyler Technologies

Construction Manager: Zachau Construction

Architect: Mark Mueller Associates