

# Upcoming Projects & Developments



**Dan Bacon**  
Development Director



**Rebecca Hatfield**  
President & CEO



**John Laliberte**  
CEO



**Shannon Richards**  
President





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# Upcoming Projects & Developments

Moderator: Shannon Richards

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## Dan Bacon: Development Director

- Planning and Real Estate Development company focused on residential, mixed-use and commercial projects and communities
- Vertically integrated with planning, design, development, construction, and property management services
- Executing The Downs in Scarborough as well as a larger portfolio throughout Southern Maine



# Master Plan

## TOWN CENTER RESIDENTIAL

- 06. TANDEM COURT, CONDOMINIUMS
- 07. THE GABLES, CONDOMINIUMS
- 08. FRONTRUNNER PARK, SINGLE FAMILY HOMES
- 09. HAYLOFT, APARTMENTS
- 10. TOWNHOUSES AT FRONTRUNNER PARK
- 11. AMERICAN HOUSE AT THE DOWNS, SENIOR CARE FACILITY
- 12. FRONTRUNNER CONDOS
- 13. HICKORY HILL APARTMENTS
- 14. PACER WAY SINGLE FAMILY
- 15. SIMPLICITY COURT

## MILL VILLAGE DISTRICT

- 01. UPLANDS, SENIOR HOUSING
- 02. THE MOORING, MEMORY CARE HOME
- 03. MILL COMMONS, CONDOMINIUMS
- 04. CARRIAGE WALK, APARTMENTS
- 05. GRIST MILL NEIGHBORHOOD, SINGLE FAMILY HOMES

INTERMED  
Care without compromise

ALLAGASH  
RESIDENTIAL DEVELOPMENT

COSTCO  
WHOLESALE

## INNOVATION DISTRICT

- 16. DUCAS CONSTRUCTION
- 17. ZOOM DRAIN
- 18. MAINWAY TRUS
- 19.a. NEW ENGLAND LIFE CARE
- 19.b. NORTH ATLANTIC CARGO
- 20. CROWN LIFT TRUCKS
- 21. VENTINOVE HOLDINGS
- 22. SCOREBUILDERS
- 23. SCARBOROUGH STORAGE SOLUTIONS
- 24. AV TECHNIK
- 25. THROTTLE CAR CLUB
- 25.a. THROTTLE GARAGE
- 26. PRIDE STORAGE SOLUTIONS
- 27. SURE EXPRESS
- 28. INCUBE 50
- 29. INCUBE 51
- 30. BEZINS REALTY, LLC
- 31. IDEXX
- 32. COSTCO
- 33. DILLON SHEET METAL

- 40. LIGHT INDUS. & MICRO UNITS
- 41. WEST LIGHT INDUSTRIAL
- 42. MIXED COMMERCIAL
- 43. SULLIVAN BAKERY

## TOWN CENTER

- 34. 31 HOME
- 35. ALLAGASH
- 36. CENTER STREET CONDOS
- 37. MIXED-USE RETAIL/RESIDENTIAL
- 38. MULTI-USE RETAIL/RESTAURANT
- 39. INTERMED
- 44. CENTRAL GREEN
- 45. MULTI-FAMILY APARTMENTS

## LEGEND

- EXISTING BUILDING
- PLANNED BUILDING
- BUILDING UNDER WAY
- DOG RECREATION AREA
- EXISTING TRAILS (0.5 MILES)
- PROPOSED TRAILS

THE  
DOWNS



# Status: Housing at The Downs

Complete – Residential ('18-'23)	Units
Multifamily Rental	201
Residential Condos	164
Senior Rental	77
Senior/Memory Care	12
Single-Family	80
Two-Family	4
<b>Total</b>	<b>538</b>

Permitted / 2024 Pipeline	Units
Multifamily Rental	60
Residential Condos	96
Disabled & Affordable	51
Rental in Mixed-Use Buildings	63
<b>Total</b>	<b>270</b>



# Status: Commercial / LI at The Downs

Complete – Commercial ('19-'23)	Sq Ft
Bio-Tech	115,000
Commercial/Medical	5,500
Commercial/Self-storage	80,000
Commercial/Retail	161,000
Industrial/Flex	232,015
Industrial/Office	34,602
<b>Total</b>	<b>628,117</b>

Permitted / '24 Pipeline	Sq Ft
Commercial/Medical	60,000
Commercial/Self-storage	80,000
Commercial/Retail	38,100
Industrial/Flex	32,000
Commercial/Office	20,000
<b>Total</b>	<b>230,100</b>

***Innovation District Sold Out in 2 Years***



# On the Boards: Mixed-Use Town Center





# Mixed-Use Town Center







[AvestaHousing.org](https://AvestaHousing.org)

PHOTO: FOX PHOTOGRAPHY

# Rebecca Hatfield

## President & CEO



# AVESTA HOUSING

## Our Mission:

To improve lives and strengthen communities by promoting and providing quality, affordable homes to people in need.

## Our Vision:

A future where communities thrive because everyone has a place to call home.





# WHAT WE DO

- Real Estate Development
- Property Management & Resident Services
- Financial Counseling & Homeownership Education
- Assisted Living
- Advocacy



**100**  
PROPERTIES

**3,200**  
UNITS

**4,500**  
RESIDENTS

# THE NEED FOR AFFORDABLE HOUSING

**AVESTA**

**6,500+**  
APPLICATIONS IN 2023

**420**  
# VACANCIES IN 2023

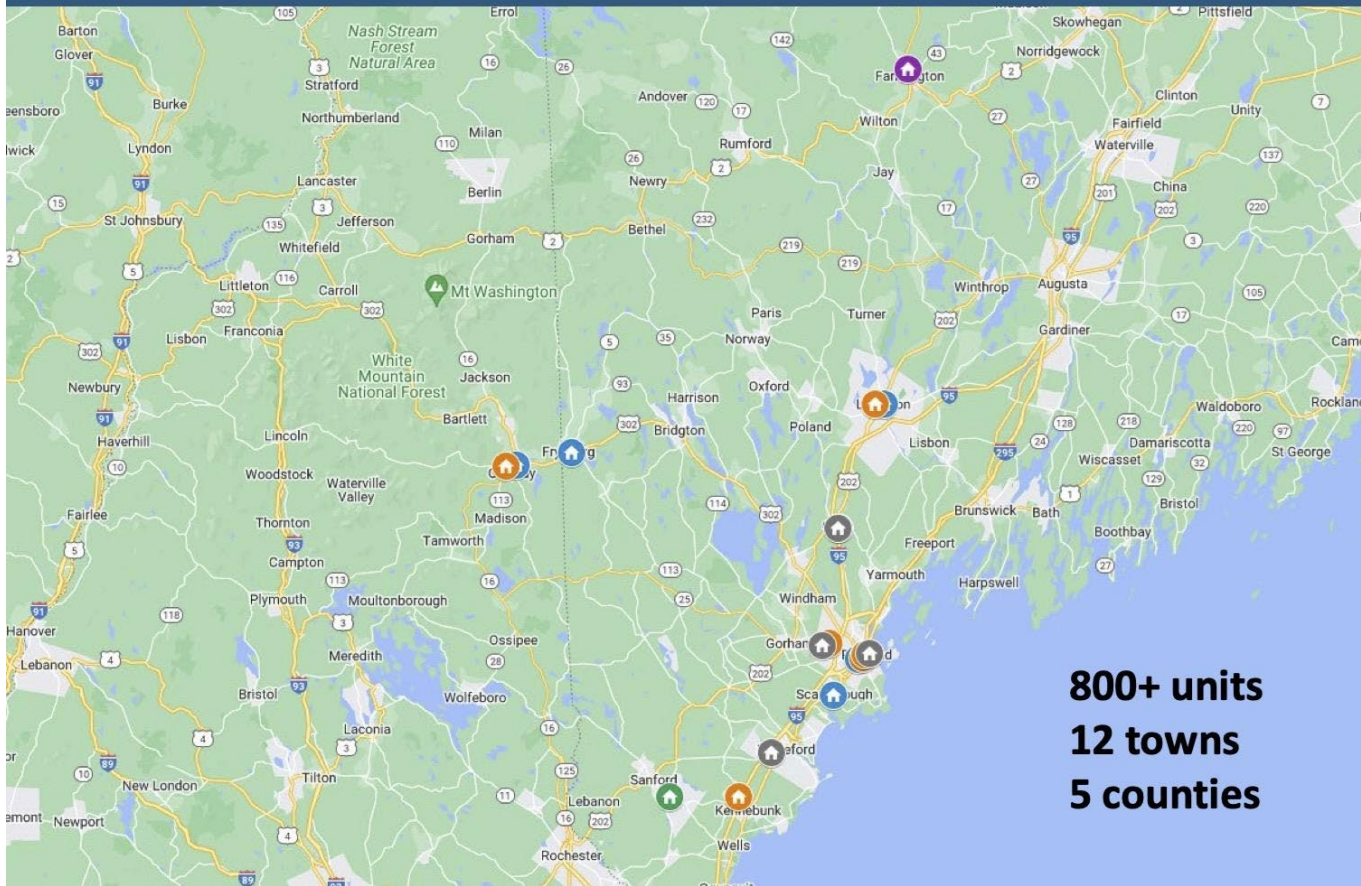
**MAINE**

**84K**  
NEW HOMES NEEDED

**20K to 30K**  
NEW AFFORDABLE HOMES NEEDED



# DEVELOPMENT PIPELINE





# PORTER STATION | Portland

- 60 units
- Non-age-restricted
- Mixed-income
- Passive House



# SEAVEY STREET | Westbrook



- 61 units
- Mixed-income community
- Age 55+



## **JOHN LALIBERTE**

### **CEO**

John joined Reveler in 2018. Originally from Southern Maine, his work is influenced by his connection to the market and his relationships with local stakeholders working to address a growing need for housing. Focused on multi-family development, John is responsible for leading the team through the full-cycle development process, beginning with deal-sourcing and concluding on project stabilization.



# 2023 PROJECT HIGHLIGHTS

## LOFTS ON THE LEVEE

1 UPPER FALLS ROAD, BIDDEFORD

ADAPTIVE REUSE/HISTORIC TAX CREDITS

Lofts on the Levee is the inaugural property at The Levee, a vibrant mixed-use community hub that comprises four distinct developments alongside the Saco River. Through a strategic acquisition by Reveler of the entirety of a peninsula in downtown Biddeford, Lofts on the Levee was **repurposed from an underutilized mill building into a 96-unit residential community** with a self storage facility on the ground floor. Self-performed by Reveler's internal construction team, Lofts on the Levee was completed in 2023 and was **fully leased within one month of opening**.

**24%**

ABOVE PROFORMA FOR  
RESIDENTIAL RENT AVG

**6 MONTHS**

AHEAD OF PROFORMA  
FOR 100% OCCUPANCY

**\$32.2M**

TOTAL DEVELOPMENT COST



# 2023 PROJECT HIGHLIGHTS

## THE ARMATURE

52 HANOVER STREET, PORTLAND

GROUND-UP CONSTRUCTION

Purchased by Reveler in 2017, The Armature was built on the site of an abandoned public works building listed by the City for redevelopment. The **mixed-use, 239,000 square foot building** was completed on time and in part by Reveler's in-house construction team. Portland's first-ever lifestyle community, The Armature offers a wide range of luxury amenities unique to the market, including a courtyard, pool and sky lounge. The outside space adjoins 82 Hanover Street, creating a new **retail and dining destination called Hanover Works.**

171

UNITS

\$73.7M

TOTAL DEVELOPMENT COST

22,000+

SQUARE FEET OF AMENITY SPACE



# 2024 FORECAST

## **60 BARRA ROAD** GROUND-UP CONSTRUCTION, RESIDENTIAL

- Construction is underway at 60 Barra Road, an upcoming residential community from Reveler Development that will feature 250 apartments and a unique offering of onsite amenities.

## **BAYSIDE MDP** MULTI-PHASE, MIXED-USE DEVELOPMENT

- Reveler expects to break ground on Phase 1A of the Bayside Master Development Plan (MDP) in 2024.
- Phase 1A proposes a redevelopment of three existing parcels into an 8-story building featuring affordable housing and three ground level retail spaces.
- The MDP consists of 8 phases and proposes to construct approximately 804 total dwelling units and 28,200 square feet of commercial retail space at full build out.

## **THE FOUNDRY & LANDING** COMMERCIAL PROPERTY + FOR-SALE COMMUNITIES

- Reveler has begun construction on the next phase of The Levee in downtown Biddeford.
- The Foundry: Located at 30 Upper Falls Rd. and being redeveloped from a 22,000 SF historic building into a commercial destination with four leasable units along the Saco River. The building is currently under construction and is on target for a Fall 2024 delivery.
- Landing: Reveler's first for-sale community, comprising (20) one- and two-bedroom flats and (11) four-story townhomes. Construction is underway with delivery dates of Winter 2024 (townhomes) and Summer 2025 (flats).







2024 and beyond



# Questions/ Discussion