



TOWN OF LINCOLN

REQUEST FOR PROPOSALS

“CAMPER’S WORLD” DEVELOPMENT

Background

Over the past 50 years, the Town of Lincoln has transformed from a paper mill town with some seasonal tourism to a 4-season destination resort town. Currently, the vast majority of the housing in our town consists of second homes and short-term rentals. Second homeowners and tourists are now occupying the homes that have historically been used to house full-time residents. Local families are no longer able to find or afford local housing.

Additionally, this has caused a reduction in our school population, a reduction in community volunteerism, and a loss in the feeling of community.

At the 2024 Town Meeting, a warrant article was submitted to purchase a 322-acre parcel of land with the goal of providing a range of housing types that will appeal to families, couples, and individuals who are looking to live and work locally. The Town signed an Intent to Purchase with the landowners, which allowed us to secure the property as we went through the Town Meeting process. Voters agreed by over a 60% majority to appropriate \$4M to acquire the property.

Vision

The town seeks to sell this property to a developer who will:

- Build a residential development with various housing types to accommodate full-time local residents.
- Provide adequate common space, open space, and recreation space.
- Build a mix of both market-rate and affordable workforce housing.
- Deed a portion of the 322 acres back to the Town. In concert with a developer, the Town would like to develop this portion of the land, or use it for recreational purposes. This would be done cooperatively with a developer in order to augment, not compete with, the developer’s project.
- Incorporate cost-effective, energy efficient design in the buildings.

Land Information

0.62 acres of this property sits on the west side of the Pemigewasset (Pemi) River with frontage on US Route 3. 321.96 acres sits on the east side of the river. There is an old one-lane metal bridge that is currently used to access the property. A new 2-lane bridge will be needed.

Town water and sewer are available on Rte. 3. To serve this development, however, they will need to cross Rte. 3 and the Pemi River.

Town water is currently able to provide adequate water pressure to approximately 1200' elevation. Much of this land contains higher elevations and will require a new tank to serve these higher areas.

A full build-out of this property may require an upgrade to the sewer pumping station that serves this area of the Town.

A major snowmobile trail (Corridor #11) crosses this property. This trail is also used for hiking and mountain biking. This trail will need to remain on the property. It can be moved to accommodate development, but it must connect the three points where it currently enters the property. One of these points is the existing metal bridge. The Town's thought is to have the existing 1-lane bridge remain for snowmobile/groomer/bicycle use and have the developer build a new 2-lane bridge further downstream for vehicle access to the property. A Developer may have alternate plans that are acceptable to the Town.

A portion of this property is in Current Use status. The Town will work with the Developer to abate the Land Use Change tax.

The Town has the following documents available upon request. These were obtained from the previous landowner. The Town makes no warranty of the accuracy of the data:

- Perimeter Plan
- Topography maps
- Current Use diagram
- Soil boundary plan

Town Data also available:

- Property tax cards
- Town of Lincoln Master Plan
- Town of Lincoln Land Use Ordinance

Goals

Our goal is to partner with a developer, or multiple developers, to build various housing types on the property. We are seeking to include:

- Small lots and/or clusters suitable for affordable single-family houses
- Small lots and/or clusters suitable for affordable duplexes
- Reasonably priced Condominiums: townhouses, garden style
- Reasonably priced apartments
- Common space, recreation space, snowmobile/hiking/biking trails

All of these units are to be deed-restricted from being used as short-term rentals.

Along with these more affordable and deed-restricted units, we assume a developer will want to build additional, more expensive units without deed restrictions.

Some grants may be available to assist with certain aspects of this development. Developers are encouraged to investigate options. The Town will participate in applying for grants as we see fit.

Developers may also want to partner with non-profit entities that will participate in building affordable housing.

The Town would like to retain ownership of a portion of this land so that we may seek a non-profit developer partner. This can be in one or multiple parcels.

The Town paid \$4M to purchase this parcel. Additionally, we have spent approximately \$20,000.00 on acquisition costs and will incur up to \$200,000.00 a year in interest. At a minimum, our goal is to recoup this investment in a sale to a developer.

Town Retained Land

The land that will be owned by the Town could be subdivided prior to the transfer of the property or could be deeded back after the sale.

We are not expecting all of the Town land to be the prime land that is easiest to develop, nor are we expecting it to be the least desirable land that will be difficult and expensive to develop.

We expect a mix of land quality that will allow the Town to possibly partner with a non-profit developer to add additional workforce housing. This land can consist of one large parcel or multiple smaller parcels.

Types of Housing Needed

The Town would like this development project to ultimately consist of a mix of “Affordable Housing”, “Workforce Housing”, and “Fair Market Rent” housing that meets the current HUD guidelines for Grafton County and can adequately serve the needs of a broad range of the area workforce.

The median household income (family of 4) in Grafton County is \$108,200 (2024 NH Housing). The median household income (all) in Lincoln is \$55,714 (2021 Census, American Community Survey).

For the purposes of this RFP:

“Affordable Housing” is defined as housing costs that are no more than 30% of household income. Housing costs include rent and utilities for renters and include mortgage, taxes, insurance and HOA fees for homeowners.

“Workforce Housing” is affordable to renters making 60% of the area median income (\$1,460/mo. for rent & utilities for family of 3) or homeowners making 80-100% of the area median income (home purchase price of \$261,000 - \$326,500 for family of 4). (Based on data from NH Housing’s Workforce Housing Purchase and Rent Limits 5/20/2024)

“Fair Market Rent (FMR)” is considered a rent amount in the 40th percentile in the identified area, adjusted for the number of bedrooms. As of October 2023, the FMR for Grafton County is:

- 1 bedroom: \$1,001/mo
- 2 bedrooms: \$1,315/mo
- 3 bedrooms: \$1,708/mo

In addition to these three types of housing, we would like to see reasonably priced homes for sale (single-family, duplex, condo) that are priced for workers making 100% - 200% of the Town’s median income (\$55K - \$110K). These units should be suitable for teachers, police officers, business professionals and executives, medical professionals, and upper/middle management workers. These units should still be moderately built and priced to be affordable to these types of workers.

Submission Requirements

Developers responding to this RFP are required to submit detailed information as set forth in this section. Additional materials and information may also be included in the submission package as deemed appropriate by the respondent.

Proposals must be received no later than **Friday, September 27, 2024, at 3:00 pm.**

All materials submitted in response to this RFP become the property of the Town of Lincoln and may be used as the Town deems appropriate. All submittals will be subject to the applicable provisions of NH RSA 91-A.

Respondents should follow the format and instructions outlined below, but additional ideas and details are welcome. The Proposal should include the following:

1. Cover Page including:
 - Title of RFP
 - Respondent/Name of Firm(s)
 - Business Address & phone
 - Website & email addresses
 - Primary contact person information

2. Table of Contents

The Table of Contents should outline the major areas of the proposal.

3. Development Team and Organization

State the members of the development team, including the developer (including principals and any joint venture partners), management company, engineers, financial partners and any other members key to the development of the project. Outline the roles and organization of the team.

4. Development Plan

We want to understand your ideas and vision for developing this property. We do not expect a detailed Master Plan of the entire 320-acre parcel, but we would like to understand the developer's overall vision for the buildout of the property. This vision should include:

- Types and amounts of housing units you would expect to build.
- Target price for different types/sizes of housing units. (in 2024 dollars)
- Project timeline and sequencing.
- For the first 100 housing units built, how many would you anticipate to be workforce housing with deed restrictions against short-term rentals (STR's)? How many would be more expensive homes with no restrictions? What about the second 100 units? What about at full build-out?
- What is your anticipated timeline and process for determining the size or sizes and location of the parcel(s) to be town-owned?
- How do you plan to incorporate the existing snowmobile trail into this development project?
- Would you include any other recreational uses or open spaces?
- A conceptual layout design for the property showing and explaining your vision of the eventual buildout

5. Developer Qualifications and Financial Capacity

- Describe your approach to financing the project, including financial sources to be pursued for debt and equity, including the amount and source of equity.
- Do you anticipate seeking any government funding or special financing?
- Identify the level of financial commitment which the principals of the development entity will pledge to the project.
- Provide a summary level narrative which details the developer's and project team's experience in successfully executing comparable housing development projects.

Provide information for Development Team members including:

- Number of years the member has been in business, # of employees, primary markets served.
- Description of your organization's history, legal structure, development experience, and qualifications.

- Description of significant, comparable projects developed including name and location of project, total dollar value, client's contact information, and specification of the development team member's role in the project.

Selection Process & Criteria

Limitations:

This RFP does not commit the Town to select any developer or proposal, paying any costs incurred in preparing a response to this request or entering into any contract for services or the sale of the property.

The Town reserves the right to accept or reject any or all submissions or proposals received as a result of this request or to cancel this RFP in part or in its entirety if deemed to be in the Town's best interest.

Process:

All responses to the RFP will be reviewed and evaluated based on the information in the respective submission packages, responsiveness to the selection criteria set forth below, and other factors reflecting the Town's best interests.

The Selectmen and Town Manager will evaluate submissions beginning after the submission due date. At the conclusion of deliberations, a short list of developers will be invited for interviews and possible public presentation(s).

Selection Criteria:

The factors to be considered in the selection process with their relative weight include:

Development Vision – 45%

The Committee will consider:

- Development team's creativity and overall development vision for this site. (12 pts)
- Development team's proposed mix of housing unit types. (12 pts)
- Development team's inclusion of recreational and open space. (8 pts)
- Any proposal, or option for, affordable workforce housing units, including proposed eligibility criteria. (7 pts)
- Responsiveness to the characteristics and qualities presented in the Master Plan. (6 pts)

Development Team – 40%

The Committee will consider:

- Development team's relevant credentials, particularly related to comparable residential development projects. (15 pts)
- Development team's demonstrated ability to effectively execute work in a timely manner. (10 pts)

- Proven ability to work effectively and productively with the community and public agencies. (10 pts)
- Development team's track record in contributing to the revitalization of adjacent neighborhoods and sustainable building practices. (5 pts)

Financial – 10%

The Committee will consider:

- Revenue generated from the sale of the property. (7 pts)
- Other components, which might result from a public/private partnership. (3 pts)

Other - 5%

The Committee will consider:

- Completeness and quality of the submission. (2 pts)
- Overall value of the project in supporting goals of the Town's Master Plan and Land Use Ordinance. (2 pts)
- Other compelling information and materials as provided by the development team. (1 pt)
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