



Item: 7.k.

ITEM REPORT

To: Town of Falmouth Select Board

Submitted By: Jed Cornock, Town Planner

Meeting Date: March 23, 2026

Department/Office: Planning Department

Item Name: 9:30 PM - Discuss the Affordable Housing RFP Review Committee's evaluation of the proposal for the development of the Town-owned parcel at 0 West Falmouth Highway and the Town Manager's recommendation (**15 minutes**)

Purpose:

To discuss the Affordable Housing RFP Review Committee's evaluation of the proposal for the development of the Town-owned parcel at 0 West Falmouth Highway and the Town Manager's recommendation.

Background/Summary:

- On November 5, 2025, a Request For Proposals ("RFP") was issued for the disposition of town-owned land for affordable housing on the land located at 0 West Falmouth Hwy.
- The proposals were due and opened on February 10, 2026.
- One (1) proposal was received for this RFP.
- On February 26, 2026, and March 10, 2026, the Town Owned Land for Affordable Housing RFP Review Committee ("Review Committee") met to discuss the proposal.
- The proposal was submitted by Falmouth Housing Trust, Inc.
- The proposal includes two (2) homes for homeownership in one (1) duplex building. One (1) 2-bedroom unit and one (1) 3-bedroom unit. One (1) unit deed restricted in perpetuity at 80% of the area median income ("AMI") and one (1) unit deed restricted in perpetuity at 140% of the AMI.
- The proposal was complete and after reviewing the criteria and completing the Evaluation Form, they came to the following consensus:

○ **Criteria**

- Developer Experience & Capacity (Team)
- Affordability
- Site Design
- Sustainability
- Building Design
- Financial Feasibility
- References and Site Visits

Score

Highly Advantageous
Highly Advantageous
Highly Advantageous
Advantageous
Advantageous
Highly Advantageous
Highly Advantageous

▪ **RESULTS**

**5 Highly Advantageous
2 Advantageous**

- The Review Committee issued a memo to the Town Manager on March 12, 2026, advising that the proposal meets all the requirements of the RFP and has demonstrated Falmouth Housing Trust's ability to carry out similar projects.
- On March 12, 2026, Town Counsel and the Assistant Town Manager provided a recommendation via memorandum regarding the disposition of this property.

Recommended Actions:

Department Recommendation:

The Community Development Department recommends that the Select Board follow the recommendation of Town Counsel in the attached memo.

Options:

- 1) The Select Board accepts the Town Manager's recommendation not to proceed with an award **(no vote required)**.
- 2) The Select Board votes to authorize the Town Manager to sign the Notice of Award (vote required - "Motion to authorize the Town Manager to issue a Notice of Award for Land Development to Falmouth Housing Trust to develop the land located at 0 West Falmouth Hwy for affordable housing.").
- 3) Some other Board defined alternative.

Town Manager's Comments:

The Town Manager recommends that the Select Board follow the recommendation outlined in Town Counsel's March 12 memorandum, and that the Select Board not proceed with an award of the parcel at 0 West Falmouth Highway under the Request for Proposals.

Budget:

Applicable? (yes or no):

N/A

Budgeted? (yes or no):

Fund	Dept.	Acct No.	Budget	Balance	Requested	Remaining
-------------	--------------	-----------------	---------------	----------------	------------------	------------------

Finance Director's Comments (if applicable):

N/A

Attachments:

1. Memo re 0 West Falmouth Disposition (3.12.26)
2. HC recommendationMemo TM WestFalHwy 3-12-26