



**COLDWELL BANKER COMMERCIAL  
SOUNDVEST PROPERTIES**

147 PARK STREET  
ROCKLAND, ME 04841

BUS. (207) 596-7478

FAX (207) 596-5548

September 11, 2015

James D. Chaousis, II  
City Manager  
City of Rockland  
270 Pleasant Street  
Rockland, ME 04841

RE: Merrill Drive, Rockland, ME

Dear James:

In accordance with your request I have made a comparative market analysis of the above referenced property as of September 9, 2015. This preliminary study is based on information gathered from the City of Rockland, The Maine Real Estate Information System and my own files and my recollection of the property. You should be advised I did not nor was I able to do an onsite inspection of the property. The method used to determine the estimated fair market value range of the property was the Comparable Sales Approach.

It should be clearly understood that the format employed herewith and agreed upon by you, the client, is that of a restricted use report. The intended client is The City of Rockland and the intent of the report is to aid the client in establishing the estimated fair market value of the subject property in an "as is" condition.

The preparation of this workproduct/report is for the sole and exclusive use of the client/user. Furthermore, this report is for the sole purpose stated herewith and cannot be used by others or for other purposes.

James D. Chaousis, II  
September 11, 2015  
Page two

This report is assuming that there are no environmental hazards in or on the subject property and that the property meets all of the City of Rockland's Ordinances.

In an effort to determine the value of the property I used two different approaches, meaning I determined a separate value for the portion of the property considered to be "upland" and a value for the property that is classified as wetlands. As one might conclude the value for the wetland property is considerably less on a per acre basis as this property cannot be used for any development until such time as one is able to seek approvals from the various governmental agencies to fill a portion or all of it. This would be an expensive process possibly making it financially unfeasible to do.

Having said that one could also conclude that while there is little value to the wetlands property, there is a possible benefit for the buyer who might eventually develop the property. The Rockland Zoning Ordinance does provide lot and building coverage ratios for the entire lot. Providing a developer is able to meet the parking requirements, the developer could maximize the building envelope on most if not all of the upland areas.

Finally, regrettably the upland portion of the property is not all in one piece but instead in three separate parcels adding some difficulty in trying to utilize the entire upland portion.

In summary, based upon this preliminary study, it is my opinion that the final estimated fair market value of the subject property on September 4, 2015 would range between \$107,000.00 and \$110,000.00.

Please do not hesitate to contact me if you have any questions or require additional information.

Sincerely yours,



Douglas M. Erickson, CCIM, CRB  
Broker

DME:j

**SUMMARY REPORT OF  
COMPARATIVE MARKET ANALYSIS**

**Subject Property:**

**Property Located At:  
Merrill Drive  
Rockland, ME**

**Date Of Value:**

**September 9, 2015**

**Client:**

**James D. Chaousis, II  
City Manager  
City of Rockland  
270 Pleasant Street  
Rockland, ME 04841**

**Prepared By:**

**Douglas M. Erickson, CCIM, CRB  
Coldwell Banker Commercial SoundVest Properties  
147 Park Street  
Rockland, ME 04841  
(207) 596-7478**



**COLDWELL  
BANKER  
COMMERCIAL**

**SOUNDVEST PROPERTIES**

## **EXECUTIVE SUMMARY**

## EXECUTIVE SUMMARY

<b>Owner of Record:</b>	City of Rockland
<b>Purpose of Comparative Analysis:</b>	The purpose of the comparative market analysis is to estimate Market the fair market value of the property without any improvements..
<b>Location of Subject:</b>	The property is located at the end of Merrill Drive in the Rockland Industrial Park.
<b>Registry Book/Page:</b>	KCRD - Book 740, Page 212
<b>Map/Lot:</b>	City of Rockland Tax Map 62, Blk. B, Lot 100.
<b>Site Description:</b>	Of the 30 +/- acres approximately 21 acres (+/-) is classified as wetlands and not buildable. The remaining 9 (+/-) acres is classified as uplands and is available for a development of some sort.
<b>On Site Parking:</b>	There are no parking spaces at this time.
<b>Zoning:</b>	Industrial
<b>Utilities:</b>	Electricity – Central Maine Power Telephone – Fair Point which is located at the site Water – Public and located in the street. Sewer – located in the street
<b>Improvements:</b>	There are not improvements of any kind on the property.
<b>Assessment &amp; Taxes:</b>	Land Assessment       \$ 280,800 Bldg. Assessment       \$ -0- Total Assessment       \$ 280,800  Tax Rate \$21.20 per \$1,000 Current Taxes: The City of Rockland does not pay any real estate taxes.
<b>Highest &amp; Best Use:</b>	The highest and best use of the property would be a development of several industrial style buildings.
<b>Date of Inspection:</b>	September 9, 2015
<b>Date of Value:</b>	September 9, 2015
<b>Date of Report:</b>	September 11, 2015

## **VALUATION AND COMPARABLE SALES**

## **VALUATION RESULTS**

**Estimated Value:**

**Comparable Sales Approach:** \$107,000 and \$110,000

**Exposure Time:**

Exposure Time is defined as - The estimated length of time the property interest being valued would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of this report. The value estimate contained in this report is premised upon a 12-month time exposure.

**Marketing Time:**

Marketing Time is defined as estimated of the amount of time it might take to sell a property interest in real estate at the estimated market value level during the period immediately after the effective date of an valued. If properly priced and professionally marketed, the property would reasonably be expected to sell within a 12-month marketing time.

**Market Conditions:**

The market today for selling land is slow with little demand for land of any kind. In the past two years there have been ten land parcels sold one of which was a commercial parcel located on Farwell Drive. The outlook for the immediate future, it will continue to be slow.

### **Comparable Sales For The 9.2 Acres (+/-) Upland Parcel:**

Following are the Comparable Sales used to determine the value of the subject property:

#### **Comparable Sale # 1**

Address:	Mount Pleasant Street Rockport, ME
Property Size:	21.38 Acres
Date of Sale:	July, 2014
Sales Price:	\$180,000.00
Price/Acre:	\$8,419.00
Tax Map & Lot:	Map 24, Lot 67
Adjustments:	+ 15%
Adjusted Price/Acre:	\$9,682.00 (rounded)

#### **Comparable Sale # 2**

Address:	Mount Pleasant Street Rockport, ME
Property Size:	54.9 Acres
Date of Sale:	December, 2013
Sales Price:	\$276,500.00
Price/Acre:	\$5,027.00
Tax Map/Lot:	Map 37, Lot 40
Adjustments:	+ 57%
Adjusted Price/Acre:	\$7,900.00 (rounded)

#### **Comparable Sale # 3**

Address:	Farwell Drive Rockland, ME
Property Size:	4.18 Acres
Date of Sale:	August, 2015
Sales Price:	\$78,000
Price/Acre:	\$18,660.00
Tax Map/Lot:	Map 956, Blk. A, Lot 1-2
Adjustments:	- 45%
Adjusted Price/Acre:	\$10,300.00 (rounded)

#### **Footnotes:**

Adjustments were made to each Comparable Sales property to account for the location, paved parking, road entrance, utilities on site, road access, and land size.



**Comparable Sales Valuation And Final Conclusion (Upland Parcel):**

In reviewing the Comparable Sales it is my opinion that, due to its similarity and condition, Comparable Sale Number 1 is most comparable to the subject property. With this in mind, it is my opinion that the Estimated Fair Market Value of the subject (Upland Parcel) property using the Comparable Sale Approach would range between \$90,000.00 (rounded) and \$93,000.00.

**Comparable Sales For The 21.28 Acres (+/-) Wetland Parcel:**

Following are the Comparable Sales used to determine the value of the subject property:

**Comparable Sale # 1**

Address:	West Street Rockport, ME
Property Size:	77.87 Acres
Date of Sale:	May, 2015
Sales Price:	\$70,000.00
Price/Acre:	\$898.93
Tax Map & Lot:	Map 168, Lot 23
Adjustments:	- 8%
Adjusted Price/Acre:	\$827.00 (rounded)

**Comparable Sale # 2**

Address:	Winslows Mills Road Waldoboro, ME
Property Size:	39 Acres
Date of Sale:	August, 2015
Sales Price:	\$35,000.00
Price/Acre:	\$897.43
Tax Map/Lot:	Map R-16, Lot 07
Adjustments:	- 6 %
Adjusted Price/Acre:	\$844.00 (rounded)

**Comparable Sale # 3**

Address:	Dennison Road Saint George, ME
Property Size:	65 Acres
Date of Sale:	July, 2014
Sales Price:	\$50,000.00
Price/Acre:	\$769.23.
Tax Map/Lot:	Map 239, Lot 28
Adjustments:	+ 5%
Adjusted Price/Acre:	\$808.00 (rounded)

**Footnotes:**

Adjustments were made to each Comparable Sales property to account for the location, parking, road access, driveway, utilities on site, wetlands and land size.

**Comparable Sales Valuation And Final Conclusion (Upland Parcel):**

In reviewing the Comparable Sales it is my opinion that, due to its similarity and condition, Comparable Sale Number 1 is most comparable to the subject property. With this in mind, it is my opinion that the Estimated Fair Market Value of the subject (Upland Parcel) property using the Comparable Sale Approach would range between \$17,000.00 (rounded) and \$18,000.00.

## **STATEMENT OF LIMITING CONDITIONS**

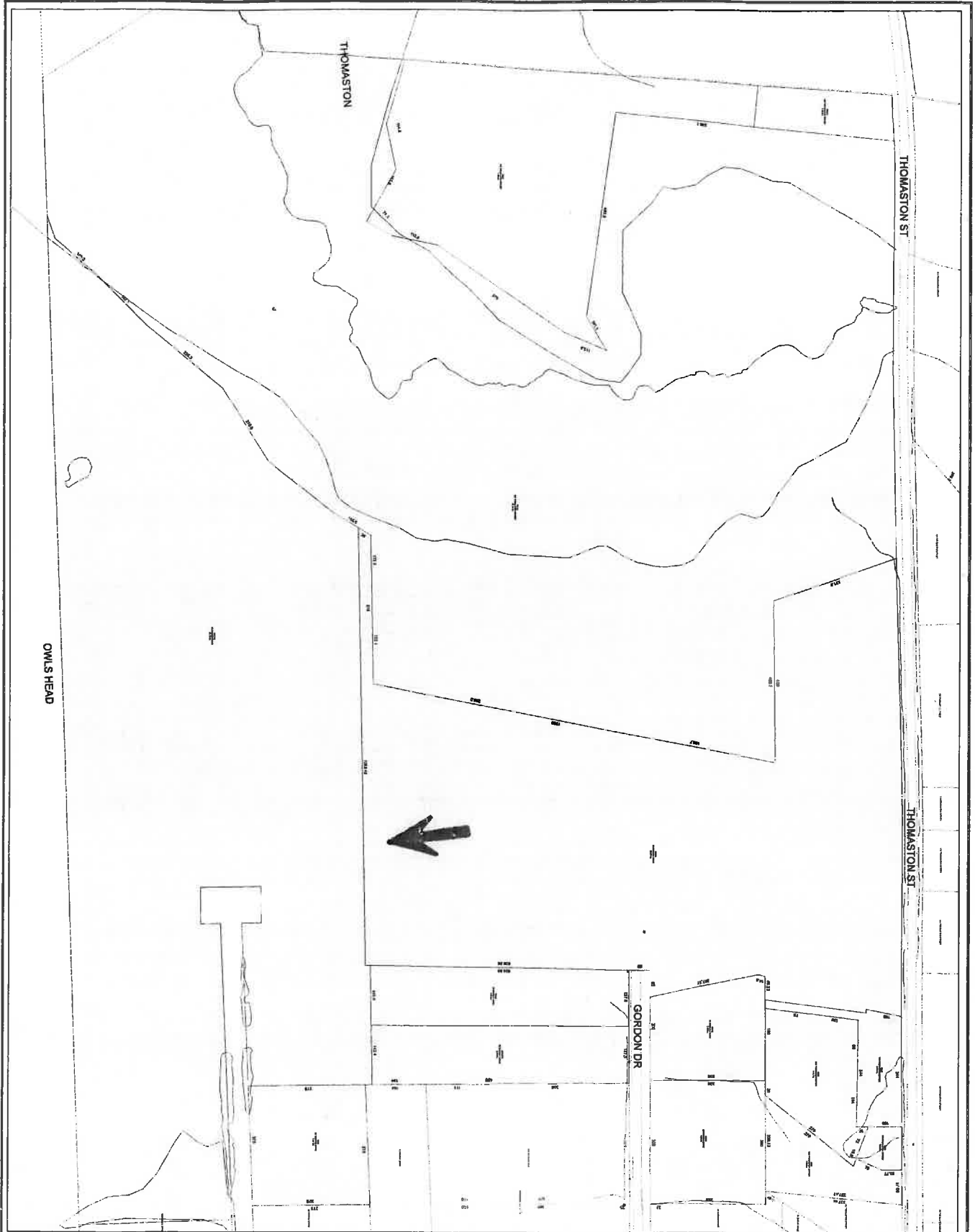
## **STATEMENT OF ASSUMPTIONS AND LIMITING CONDITIONS**

This report has been prepared under the following general assumptions and limiting conditions:

- 1) Information furnished by others is assumed to be true, factually correct, and reliable. No effort has been made to verify such information and no responsibility for its accuracy is assumed by the appraiser. Should there be any material error in the information provided to the appraiser, the results of this report are subject to review and revision.
- 2) All mortgages, liens and encumbrances (except lease documents) have been disregarded unless so specified within this report. The subject property is analyzed as though under responsible ownership and competent management. It is assumed in this analysis that there were no hidden or any apparent conditions of the property, subsoil, or structures, including hazardous waste conditions, which would render it more or less valuable. No responsibility is assumed for such conditions or for engineering which may be required to discover them. No responsibility is assumed for legal matters existing or pending, nor is opinion rendered as to title, which is assumed to be good.
- 3) The appraiser assumes that no hazardous wastes exist on or in the subject property unless otherwise stated in this report. The existence of hazardous material, which may or may not be present on the property was not observed by the appraiser. The appraiser, however, is not qualified to detect such substances or detrimental environmental conditions. The value estimate rendered in this report is predicated upon the assumption that there is no such material on or affecting the property which would cause a diminution in value. No responsibility is assumed by the appraiser for any such conditions, or for any expertise or environmental engineering knowledge required to discover same. The client is urged to retain an expert in this field if so desired.
- 4) It is assumed that there is full compliance with all applicable federal, state, and local environmental regulations and laws unless non-compliance is noted.
- 5) The Americans with Disabilities Act (ADA) became effective January 26, 1992. I have not made a specific compliance survey and/or analysis of this property to determine whether or not it is in conformity with the various detailed requirements of the ADA. It is possible that a compliance survey of the property together with a detailed analysis of the requirements of the ADA could reveal that the property is not in compliance with one or more elements of the ADA. IF so, this fact could have a negative effect upon the value of the property. Since I have no direct evidence relating to this issue, I did not consider possible noncompliance with the requirements of the ADA in estimating the value of the subject property.
- 6) It is assumed that all applicable zoning and use regulations and restrictions have been complied with, unless a non-conformity has been stated, defined and considered in the analysis.

- 7) It is assumed that all required licenses, consents or other legislative or administrative authority from any local, state or national governmental or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based.
- 8) Possession of this report or a copy thereof, does not carry with it the right of publication.
- 9) The appraiser assumes that there is no hazardous waste contaminating the subsoils. The appraiser is not qualified to detect such substances on the property or to evaluate the effect of such substances on the value of the property.
- 10) Unless prior arrangements have been made, the appraiser, by reason of this report, is not required to give further consultation or testimony, or to be in attendance in court with reference to the property that is the subject of this report.
- 11) The conclusions apply only to the property specifically identified and described herein.
- 12) The appraiser(s) have made no legal survey nor have they commissioned one to be prepared. Therefore, reference to a sketch, plat, diagram or previous survey appearing in the report is only for the purpose of assisting the reader in visualizing the property.
- 13) **This opinion or appraisal was prepared solely for the client, purpose and function stated in this report and is not intended or subsequent use. It was not prepared by a licensed or certified appraiser and may not comply with the appraisal standards of the Uniform Standards of Professional appraisal Practice.**

## **EXHIBITS**



CITY OF  
**ROCKLAND**  
KNOX COUNTY  
MAINE



**DISCLAIMER**  
This map is not intended to be used for legal purposes. It is provided for informational purposes only. The map is not a substitute for a professional survey. The map is not a substitute for a professional survey. The map is not a substitute for a professional survey.



**Map 62 1of2**  
Published: 2/14/2013



# Gartley & Dorsky

ENGINEERING SURVEYING

November 13, 2014

John Holden  
City of Rockland  
270 Pleasant Street  
Rockland, ME 04841

**Project # 2013-190**

**RE: Development Feasibility Study #2 letter  
Rockland Industrial Park Map 62 Lot B100**

Dear John,

This correspondence is intended to update the City of Rockland (City) on our ongoing Development Feasibility Study project on a nine acre portion of the 30.48 acre City-owned property Map 62 Lot B100. The Study area is adjacent to the southern property boundary of the Fisher Engineering property and is identified in drawings provided by your office as '2013 TIF Expansion +/- 9.2 acres'. Merrill Drive forms the eastern extent of the southern boundary of the 9.2 acre parcel. Merrill Drive at this point is an un-paved 50' wide Right-of-Way (ROW) that extends approximately 600' due east before connecting with the finished portion of Merrill Drive.

In the first phase of the Feasibility Study, we provided several preliminary development options. Based on direction from the City, the second phase of the study focused on the costs and permitting associated with developing the upland area in the middle of the TIF and upgrading Merrill Drive.

For phase 2 of the Feasibility Study, Gartley & Dorsky completed the following tasks:

1. Delineation of wetland boundaries in the select upland area in the middle of the TIF;
2. Location of wetland flags and a limited topographical survey of the select upland area;
3. Creation of base map of the development area;
4. Review of City files on the Industrial Park;
5. Review of available MDEP permits for the Industrial Park;
6. Produced several Preliminary design options of Merrill Drive upgrade and a connector to the upland area;
7. Calculation of wetland impact associated with the Merrill Drive improvement;
8. Construction cost estimate for the improvement of Merrill Drive; and,
9. Creation of Preliminary Merrill Drive Extension Plan C-1.

### **Permit Review**

Based on our review of City records and the available MDEP files, we identified numerous MDEP Site Location of Development Law (Site Law) permits for the Industrial Park but no MDEP Natural Resource Protection Act (NRPA) permits (associated with wetland impact). The original Site Law permit tracking number for the first 70-acre phase of the Industrial Park is listed as permit #39-2324-13100 dated September 10, 1975. This MDEP Site Law tracking number was later changed to #L 2324-39-A-X. The MDEP issued Site Law addendum permit #L-234-39-I-X dated July 25, 1979 for the 66-acre expansion of Industrial Park which included 13 new lots and an additional 2,200 lf of roadway and associated infrastructure.

It appears that all of the road and infrastructure construction completed by the City at the Industrial Park occurred prior to the effective date of the Chapter 310 NRPA regulations. As such, wetland impact relating to the City's mid-1970s and early-1980s construction of the Industrial Park roadways and infrastructure should not count towards the current NRPA wetland impact standards. Additionally, since the Industrial Park subdivision lots were created pre-Chapter 310, then the cumulative wetland impact from the post-Chapter 310 development of the individual lots should not count toward an Industrial Park-wide wetland impact area.

Therefore, the following is a list of permits that will be required for the development of Merrill Drive:

1. MDEP Site Law Minor Amendment
2. MDEP NRPA Tier wetland 2 impact permit which involves a full NRPA permit application and requires mitigation and/or compensation since the impact exceeds the Tier 1 threshold of 15,000 sf. The In Lieu Fee program is an option for compensation, with a current charge of approximately \$4.00 per square foot of wetland impact.
3. Army Corp of Engineers Programmatic General Permit for fill in a wetland

### **Merrill Drive Upgrade**

Gartley & Dorsky created several preliminary designs for the upgrade of Merrill Drive, ranging from a 20 to 24' wide roadway with shoulders ranging from 2-4'. Since the entire section of the Merrill Drive Right-of-Way is mapped as a wetland, in an effort to limit wetland impact the road design presented on Sheet C-1 presents a 20' wide road with minimal 1' shoulders on either side of the roadway. The Merrill Drive Extension Plan includes an approximately 150' long by 20' wide spur connecting to the upland area. Total wetland impact for this option is 19,053 sf.

We have attached our preliminary cost estimate for the Merrill Drive Extension plan. The cost estimate is \$120,000 to \$125,000 plus design and permitting costs. Civil engineering design, surveying and Tier 2 wetland impact permitting costs will be approximately \$12,000 to \$15,000.

### **Upland Areas**

The irregularly-shaped upland area is approximately 40,000 sf in size. This area includes approximately 3,000 sf of upland within the Industrial zone 25' rear setback.

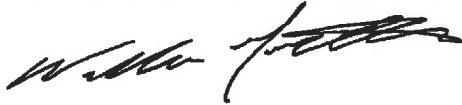
We have provided an aerial image of the area to the south of the 2013 TIF showing the general location of uplands to the south of Merrill Drive.

### **Recommendations**

We look forward to meeting with the City to discuss the Feasibility Study #2 results and the City's plans for the development of the TIF area. At this meeting we should discuss the option of accessing the uplands to the south of Merrill Drive.

Thank you for contacting us to provide a proposal for this work. If you have any questions, please feel free to contact me at (207) 236-4365.

Sincerely,  
**Gartley & Dorsky Engineering & Surveying, Inc.**



William B. Gartley, P.E.  
President

Attachments: Sheet C-1  
Feasibility Study #2 Upland Area Sketch

# Gartley & Dorsky

ENGINEERING SURVEYING

September 9, 2014

John Holden  
City of Rockland  
270 Pleasant Street  
Rockland, ME 04841

**Project # 2013-190**

**RE: Development Feasibility Study letter  
Environmental Review Map 62 Lot B100**

Dear John,

This correspondence is intended to update the City of Rockland on our ongoing Development Feasibility Study project on a nine acre portion of the 30.48 acre City-owned property Map 62 Lot B100. The Study area is adjacent to the southern property boundary of the Fisher Engineering property and is identified in drawings provided by your office as '2013 TIF Expansion +/- 9.2 acres'. Merrill Drive forms the eastern extent of the southern boundary of the 9.2 acre parcel. Merrill Drive at this point is an un-paved 50' wide Right-of-Way (ROW) that extends approximately 600' due east before connecting with the finished portion of Merrill Drive.

Prior to performing any site work, Gartley & Dorsky reviewed the design and permitting files for our work at the abutting Fisher site. At your request, we met with Fisher representatives to review their development plans relating to the possible use of the 9.2 acre parcel. A summary of the results of the Fisher meeting notes are listed below:

- Fisher needs additional land to support an increase in their production process;
- Fisher is looking for an additional 2-4 acres of land for additional parking and/or outdoor storage space; and,
- A road connecting to Merrill Drive, to expand/upgrade the truck travel route, is preferred.

## NATURAL RESOURCE IDENTIFICATION

Per the Work Plan approved by the City for this project, we evaluated the available floodplain and significant wildlife habitat maps. MIFW has a mapped Shorebird Roosting Habitat Area in the far northwest corner of the parcel. This habitat area is not an issue because the far NW corner of the parcel has a steep slope (heading down to the Weskeag River) that is too steep for development. Otherwise there are no other habitat areas identified by MIFW in the development area. We have attached the following maps as part of this Study:

1. FEMA Flood Plain Map: The project location is out of the flood zone

2. MIFW Habitat Map: Showing no habitat conflicts other than the Shorebird Roosting Area near the NW corner of the parcel.
3. Site Location Map: Showing a close-up of the Shorebird Roosting Habitat area in the far NW corner of the parcel. This map also shows the non-significant vernal pool on the Fisher property boundary.

In July 2014, David Marceau of Gartley & Dorsky completed 1) a preliminary evaluation of the wetlands and other natural features and 2) a preliminary soil analysis to determine the suitability of soils for development. The approximate wetland boundaries were placed on a Tax Map (attached, Figure 1).

As seen on the attached Site Location and Habitat Map, the TIF parcel has extensive wetlands. This sketch shows two primary developable upland areas, a larger area in excess of 1.0 acre on the western portion of the parcel and another smaller (less than 1.0 acre) upland area in the middle portion of the TIF parcel. These upland soils are suitable for supporting development.

No potential vernal pools were identified in the TIF area with the possible exception of standing water in several drainage ditches along a portion of the Merrill Drive ROW. The City of Rockland Tax Map 62 shows the outline of the pools along the northern and southern portions of Merrill Drive. It is unlikely the MDEP would consider these drainage ditches as a vernal pool but the Army Corp of Engineers (ACOE) could consider them a protected habitat. However, during Fisher's 2008 expansion a vernal pool was identified in the southeastern corner of the Fisher property (see Sketch SK-1). The pool straddles the Fisher property and the abutting property to the east, Map 62 Lot A17. This pool is classified as 'non-significant' but needs to be considered in any development on the TIF parcel. The MDEP has a 250' radius buffer around such pools which the Army Corp of Engineers (ACOE) has up to a 750' buffer.

#### DEVELOPMENT OPTIONS

Based on the natural resources found on the parcel, we offer the following practicable development options for the two separate upland areas on the parcel:

1. City Use: The two separate upland areas of the property could be developed with a small drive connecting the two upland areas and a driveway connecting to the Merrill Drive ROW. The development could be completed under a Tier 1 wetland impact permit (less than 15,000 sf of freshwater wetland impact), thereby avoiding costly Tier 2 or Tier 3 wetland impact mitigation costs. The City could use, lease or sell the property with approximately 1.5 or 2.0 acres of development area. If the total development area is less than 1 acre of impervious surface, MDEP stormwater law requirement would be avoided.

Fisher Use: Fisher's development of their production facility was permitted under the MDEP Site Location of Development Law (Site Law) regulations so any further Fisher development must meet the extensive Site Law permitting guidelines. This means any/all development of the TIF parcel for Fisher's use must meet MDEP stormwater law

standards for both quantity and quality. Stormwater management of the TIF parcel is problematic due to the flat topography and the extensive wetlands. Due to Site Law 'scheme of common development' statutes, the City does not have the option of developing the property then leasing it to Fisher.

Given the extensive wetlands and Fisher's development needs, the property does not appear to be well suited for their use. To provide Fisher with a minimum of 2+ acres of development area, a large area of wetland must be filled. Fisher has already impacted in excess of 15,000 sf of freshwater wetland in their development for their use so any wetland impact associated with the development of the TIF parcel would require a modification to their Site Location and NRPA permits including wetland mitigation. Under the worst-case budget scenario, the MDEP In Lieu Fee program could be used at a rate of \$3.96 per square foot of wetland impact. Alternate mitigation plans may be possible at reduced costs.

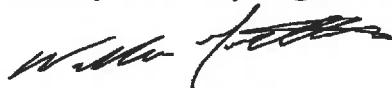
#### NEXT PHASE OF DEVELOPMENT PLANNING

Gartley & Dorsky is ready to meet with the City to discuss the site conditions and development options. Given the results of this Study, the following tasks should be completed prior to any formal decision on the development of the 2013 TIF:

1. Meeting with the MDEP and ACOE to discuss the development plans and confirm that the vernal pools are not a major concern of the ACOE.
2. The wetland boundaries should be delineated
3. A survey base plan should be completed to document the wetland impact areas and associated permitting requirements

Thank you for contacting us to provide a proposal for this work. If you have any questions, please feel free to contact me at (207) 236-4365.

Sincerely,  
**Gartley & Dorsky Engineering & Surveying, Inc.**



William B. Gartley, P.E.  
President

## **PARTIAL LIST OF CLIENTEL**

Our Partial List Of Clientele Include:

FMC Corporation  
Weatherend Furniture, Inc.  
State of Maine G.S.A.  
School House Togs, Inc.  
State of Maine  
F.W. Webb, Inc.  
Stephen Little & Associates  
Key Bank of Maine  
Restoration Associates, II  
Onni Kangas, MD  
Park Drive Associates  
Fifty Associates  
Thinner Productions, Inc.  
(Movie - "Thinner")  
Myer Dana & Sons  
Courier Publications  
Thomas J. Auger  
Jeff's Marine, Inc.  
Nautica Enterprises  
Village Soup  
Peoples Heritage Bank  
Rockland Downtown Group  
Maritime Energy  
Village Soup Times  
Bangor Savings Bank  
Machias Savings Bank  
Tim Horton's, Inc.

T.D. Banknorth  
Merrill Bank  
Internal Revenue Service  
City of Rockland  
Cohen & Cohen, LLC  
James W. Strong, P.A.  
Troubh, Heisler & Piampiano, P.A.  
Rockland Leathers, Inc.  
Camden National Bank  
Craig Leindenroth, MD  
Consumer's Maine Water Company  
Union Trust (formerly Waldoboro Bank)  
Garthorpe, Inc.  
(Movie "Man Without A Face")  
VanBaalen Pacific Corporation  
Rockland Container Corporation  
V.I.P. Discount Auto, Inc.  
Bicknell Management Corporation  
The First, N.A.  
Drummond & Drummond, LLC  
Waldoboro Medical Realty Group  
Damariscotta Bank & Trust  
Goodnow's Pharmacy, Inc.  
Rockland Downtown, LLC  
Androscoggin Bank  
Wendy's Corporation  
Norman, Hanson & DeTroy, LLC



**BROKERS EDUCATION AND  
EXPERIENCE**

**DOUGLAS M. ERICKSON, CCIM, CRB**  
Curriculum Vitae and Qualifications

**Hiram Scott College - 1970**

Bachelor of Arts Degree

- a. Major - Business Administration
- b. Minor – Economics

**Signet Educational Systems – 2014**

- a) Maine Easements
- b) Working with Section 1031 Tax Free Exchanges

**Signet Educational Systems - 2012**

Section 1031 Tax Free Exchanges

**Maine Real Estate Education - 2011**

Reverse Mortgages 101

**Maine Real Estate Development Association - 2010**

MEREDA'S 2011 Annual Real Estate Forecast

**Signet Educational Systems - 2010**

- a) Section 1031 Tax Free Exchanges
- b) Offers and Counter Offers
- c) Maine Shoreline Zoning

**Real Estate Continuing Education - 2010**

FHA To The Rescue

**Real Estate Education Company - 2005**

- a) Commercial Real Estate Sales
- b) Commercial Real Estate Valuations

**CMSU Seminars Unlimited - 2003**

- a) Real Estate & Taxes
- b) Environmental Issues I Real Estate

**Real Estate Education Company - 2000**

- a) Red Flags - Property Inspection Guide
- b) Commercial Real Estate Sales

**University Of Southern Maine - 2000**

Tax Advantages Of Home Ownership

**Penobscot Bay Board of Realtors - 1999**

Environmental Regulations Related To Real Estate In Maine

**Real Estate Brokerage Managers Counsel - 1998**

- a) 505 - Interactive Decision Making
- b) 504 - Managing People For Maximum Productivity

**Penobscot Bay Board of Realtors - 1998**

Property Disclosure

**Maine Commercial Association of Realtors - 1997**

The Taxpayer Relief Act - 1997 (Changes in the Capital Gains Tax Law)

**Penobscot Bay Board of Realtors - 1997**

License Law Disclosure

**Commercial Investment Real Estate Institute - 1996**

- a. CI-101 - Financial Analysis For Commercial Investment Real Estate
- b. CI-201 - Marketing Analysis For Commercial Investment Real Estate
- c. CI-301 - Decision Analysis For Commercial Investment Real Estate
- d. CI 402 - Essentials Of Marketing Commercial Investment Property & Services
- e. CI-407 - Advanced Techniques In Marketing And Leasing

**Penobscot Bay Board of Realtors - 1996**

Section 1031 "Like Kind" Exchanges

**Maine Association Of Realtors - 1996**

Procuring Cause

**Commercial Investment Real Estate Institute - 1995**

CI-401 - Introduction To Commercial Real Estate Analysis

**University of Southern Maine - 1994**

- a. Selling Real Estate the Auction Way; Foreclosure
- b. Drawing Plot Plans From Deed

**University of Southern Maine - 1993**

- a. The Auction Process - Real Estate
- b. Agency Relationships In Real Estate (Buyer, Seller and Broker Responsibilities)

**University of Southern Maine - 1990**

- a. Marketing Office Building Space
- b. Negotiating The Commercial Lease
- c. Residential Property Management
- d. How To Buy & Manage Income Properties

**Spectrum Marketing Group of America, Inc. - 1988**

- a. Analyzing and Appraising Commercial and Multiple Unit Properties
- b. Marketing Commercial and Multiple Residential Units

**Maine Management Group - 1988**

Analyzing and Appraising Commercial Real Estate and Investment Properties

**Northeast Education Center - 1986 and 1987**

- a. Shopping Center Construction, Financing, Leasing and Management
- b. Office Building Leasing and Management
- c. Office Building Site Location and Development

**University of Southern Maine - 1987**

Tax Reform Act of 1986

**Miami-Dade County Community College - 1978**

- a. Office Building Estimating and Construction
- b. Shopping Center Leasing and Management

**Miami Board of Realtors - 1975**

- a. Real Estate Investing and Strategy
- b. Office Building Leasing and Management
- c. Commercial Real Estate Appraising
- d. Residential Real Estate Appraising

**H & R Block - 1974**

Federal Income Tax and Real Estate Investing

**University of Miami - 1972**

- a. Apartment Building Construction and Management
- b. Shopping Center Construction, Leasing and Management

## **DOUGLAS M. ERICKSON, CCIM, CRB**

Professional Organization Memberships

### **Licensed Real Estate Broker:**

State of Florida - 1971 to present

State of Maine - 1984 to present

### **Licensed Auctioneer:**

State of Maine - 2010

### **Designations:**

CRB - Certified Real Estate Broker - 1999

CCIM - Certified Commercial Investment Member - 1997

CIB - Certified Investment Broker (ERA) - 1988

Realtor Emeritus - 2015

### **Real Estate Organization Memberships:**

National Association of Realtors - 1972 to present

Maine Association of Realtors - 1985 to present - (past Treasurer)

New Hampshire Commercial Investment Board of Realtors

Commercial Investment Real Estate Institute (CCIM)

Coldwell Banker Commercial Office Advisory Board - 2008 to present

Midcoast Board of Realtors - 1985 to present

Maine Commercial Association of Realtors - 1990 to present - Director

Real Estate Brokerage Managers Council (CRB)

New England Chapter - CCIM

Real Estate Cyberspace Society (RECS)

### **Community Organization Memberships:**

Zoning Board of Appeals - Town of Thomaston - 1989 to present - (Vice Chairman)

Thomaston Budget Committee - 2013 to present

Penobscot Bay Regional Chamber of Commerce - 1990 to present - (Past President)

Thomaston Main Street Enhancement Committee 2002 to present - (Vice Chairman)

Thomaston Land Use Study Committee - (Vice Chairman)

Maine Resources For Economic Development

Dragon Products Community Advisory Panel

Regional Micro Loan Committee

Brownfields Advisory Committee

Trekkers, Inc. - Board of Directors

### **Acknowledgments/Recognition:**

Penobscot Bay Board of Realtors - Realtor of the Year - 1997

Bronze Circle of Distinction Award - 2005 and 2007 - Coldwell Banker Commercial Real Estate Corp.

Silver Circle of Distinction Award - 2006 and 2008 - Coldwell Banker Commercial Real Estate Corp.

Number One Producer Award - Maine - 2006, 2007 and 2008 - Coldwell Banker Commercial Real Estate Corp.