



May 5, 2025

James Gailey  
Cumberland County Manager  
Executive Department  
142 Federal Street  
Portland, Maine 04101

Dear Mr. Gailey,

On behalf of the Buckspan/Deering Team at RE/MAX Shoreline, we are pleased to submit our proposal to provide real estate services in support of Cumberland County's affordable housing initiatives. With deep knowledge of the local market, decades of combined experience, and a strong commitment to public service, our team is well-prepared to help the County secure key properties that support long-term planning and meet federal funding requirements.

Our team, consisting of Derrick Buckspan, Richard Deering, and Geoffrey Crain, is one of Maine's most respected real estate teams. Backed by the trusted RE/MAX Shoreline brand, we have a strong track record across Cumberland County and throughout the State of Maine. Since 2021, RE/MAX Shoreline has completed more than 100 land transactions. As Designated Broker, Derrick Buckspan has overseen each of these sales, ensuring compliance with state and federal regulations, and a smooth process from start to finish.

We are licensed and in good standing with the State of Maine and have strong relationships with local officials, developers, and nonprofit partners. We understand how important this work is and are ready to provide fast, reliable, and compliant service. Whether it's finding the right parcels, guiding negotiations, or supporting development goals, our team is committed to helping Cumberland County move this important effort forward.

Thank you for the opportunity to be considered.

Sincerely,  
*The Buckspan/Deering Team*  
RE/MAX Shoreline

The Common at 88 Middle Street, Portland ME 04101 | 207.553.7500  
75 Clearwater Drive, Suite 204, Falmouth ME 04105 | 207.553.7500

## **Table of Contents**

1. Qualifications and Experience
2. Approach and Scope of Services
3. Insurance Certificates
4. Fee Schedule
5. References
6. Required Federal Provisions (Signed)
7. Submittal Requirements

## 1. Qualifications and Experience

### Team Overview:

The Buckspan/Deering Team, consisting of Derrick Buckspan, Richard Deering and Geoffrey Crain, brings over 40 years of combined experience in Maine real estate. All members are fully licensed and in good standing with the State of Maine.

### Team Members:



With over 20 years of experience in real estate and a background in building teams, **Derrick Buckspan** and his team continue to achieve award-winning success for each and every client.

In the wake of the pandemic, the real estate markets in Maine and New Hampshire have shifted. Our region has always been a destination for recreation and quality of life. Remote work, flexibility and re-prioritization has resulted in a fundamental change in the pressure to identify and own real estate in our market. The result has been an increase in competition and an increase in price. There is no substitute for expertise, market knowledge and collaboration in this environment.

Derrick established RE/MAX Shoreline with business partner Rachel Reed in December of 2015. They hosted a weekday morning TV program in 2016, "RE/MAX Shoreline, Your Home Inside and Out," and received the RE/MAX Catalyst award for growth. In 2018, Derrick and Rachel were named RE/MAX New England's Broker/Owners of the year. RE/MAX Shoreline was named an RISMedia Power Broker, and was ranked as a US Top 1000 brokerage in the RealTrends brokerage rankings and in the Swanepoel Mega 1000 brokerage rankings, in 2020 and 2021. In 2021, RE/MAX Shoreline's Portland office was named top office in transactions for large markets in New England.

Local community involvement is a core value at RE/MAX Shoreline. The Agency has helped more than 5,000 families and businesses realize their real estate goals, and has transacted well over two billion dollars in real estate volume. RE/MAX Shoreline gives back to its communities through a philanthropic giving model. Events sponsored by RE/MAX Shoreline in 2022 raised over \$190,000 for local nonprofits. Over \$700,000 has been raised over the past four years.





**Rich Deering** is a Maine native who has worked in sales and marketing, community service, relationship building in addition to being an integral primary facilitator of youth residential camping for over thirty years. Rich and his real estate partner Derrick Buckspan have a proven track record of success in protecting and promoting their clients' best interests. A graduate of Colby College with a master's degree in counseling from University of Southern Maine, Rich remains active with his alma maters, the state of Maine Youth Camping Foundation, American Camp Association and Birch Rock Camp for boys.

Rich loves to bike, hike and ski, and works with many home buyers and seniors on the coastline, lakes and Western Maine. He is a member of the Greater Portland Board of Realtors, Maine Association of Realtors and National Board of Realtors.



**Geoffrey Crain** has lived in the Greater Portland area for over 40 years, giving him a deep understanding of the local real estate market. After a successful 25-year career in the insurance industry, most recently as a Director of Claim Operations, he made a seamless transition to real estate in 2023, bringing with him a solid foundation in problem-solving and relationship-building. Geoff quickly earned a reputation for integrity, a strong work ethic, and a commitment to helping clients achieve their goals, whether they're selling for top dollar or finding the perfect home, investment, or vacation property.

Recognized as the ReMax Rookie of the Year for the State of Maine in 2024, Geoff is among the region's top rising Realtors. He also serves on the Cumberland County Board of Assessment Review, enhancing his expertise in property valuation and local governance, insight that directly benefits his clients.

Outside of real estate, Geoff enjoys being outdoors, spending time with his family, and helping with his wife's holistic healing business, Energymend. He is a proud member of the Greater Portland Board of Realtors, the Maine Association of Realtors, and the National Association of Realtors. Geoff also gives back to the community by supporting Habitat for Humanity, which helps people find safe, affordable homes. He is also a member of the Ferry Beach Retreat & Conference Center, a non-profit organization, where he supports environmental education, coastal conservation, and sustainability projects.

**Key Qualifications:**

- Licensed Maine realtors with a strong understanding of zoning and development guidelines.
- Expertise in evaluating development potential, affordability metrics, and compliance with governmental guidelines.
- Deep familiarity with public property records and parcel research.
- Strong relationships with regional stakeholders, municipalities, and non-profits.

**Brokerage and Team Track Record: 2021–2024**

RE/MAX Shoreline is a recognized leader in Maine real estate, known for high standards, local expertise, and consistent results. From 2021 through 2024, within the state of Maine, the brokerage completed 1,734 real estate transactions across residential, land, multi-unit, and commercial property types. These included:

- 114 land transactions, including 16 parcels of 10 acres or more (large parcels)
- 1,494 home sales
- 96 multi-unit property sales
- 30 commercial property transactions

This depth of experience demonstrates our comprehensive understanding of the Maine real estate landscape, from residential neighborhoods to large-scale land parcels suitable for development. Our experience aligns directly with Cumberland County's goals for land banking, strategic site identification, and affordable housing development.

As the Designated Broker and Co-Owner, Derrick Buckspan oversees every transaction across the brokerage, providing direct leadership, compliance guidance, and support for all agents. His hands-on involvement ensures high-quality execution and strict adherence to state and federal real estate regulations, a critical requirement for SLFRF-funded acquisitions.

Within RE/MAX Shoreline, the Buckspan/Deering Team plays a key role. Over the past four years, the team has successfully handled 194 real estate transactions, including:

- 4 land sales
- 179 home sales
- 10 multi-unit sales
- 1 commercial property sale

Our team brings specialized knowledge of site identification, zoning, market analysis, and negotiation, all critical components outlined in the RFP scope. We have worked with municipalities, attorneys, and appraisal professionals to ensure smooth, compliant transactions,

and we understand the due diligence required to ensure the property meets our clients specifications, including zoning, surveys, legal use, infrastructure and ecological conditions.

The Buckspan/Deering Team also has proven experience handling large land transactions that require attention to development potential and long-term affordability. One of our most notable transactions was the 2022 sale of an 85-acre lakefront summer camp located at 198 Raymond Hill Road in Raymond, Maine, a complex, multi-faceted transaction involving land use, environmental review, and coordination with multiple stakeholders. This type of project aligns directly with the County's vision for creating a portfolio of developable land to support workforce housing goals.

Our combination of leadership, experience with diverse property types, and ability to manage transactions involving federal compliance makes us uniquely qualified to serve Cumberland County's real estate needs under this initiative.

## **2. Approach and Scope of Services**

The Buckspan/Deering Team will provide:

- Countywide search and vetting of properties suitable for workforce housing
- Research of zoning, past studies, land use plans, and environmental considerations
- Parcel evaluation with market analysis and comparable sales
- Direct negotiation with property owners on the County's behalf
- Coordination with appraisers, County legal counsel, and municipal contacts
- Presentation of viable options to County staff, aligned with SLFRF guidelines and 2 CFR Part 200
- Attendance at public meetings and presentations, as required
- Due diligence and support through to closing

We will ensure each acquisition meets cost reasonableness standards and is backed by data and documentation.

### **3. Insurance Certificates:**

Attached - Please see attached Liability and Errors and Omissions Insurance  
(Note: professional box is the E&O)





# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

12/26/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Fred C. Church Insurance 41 Wellman Street Lowell MA 01851	<b>CONTACT NAME:</b> Phyllis Riordan, CISR, CPIA <b>PHONE (A/C No. Ext):</b> 978-322-7149 <b>E-MAIL ADDRESS:</b> phyllis.riordan@assuredpartners.com <b>FAX (A/C No.):</b> 978-454-1865
<b>INSURED</b> Integrity By the Bay NH, LLC Shoreline Holdings, LLC; Maine Shoreline Referrals and Rentals LLC New Hampshire Shoreline Referrals and Rentals LLC PO Box 8121 Portland ME 04104-8121	<b>INSURER(S) AFFORDING COVERAGE</b> <b>INSURER A:</b> Citizens Insurance Company of America <b>INSURER B:</b> Hanover Insurance Company <b>INSURER C:</b> <b>INSURER D:</b> <b>INSURER E:</b> <b>INSURER F:</b>
<b>INTBYT-01</b>	<b>NAIC #</b> 31534 22292

**COVERAGES****CERTIFICATE NUMBER:** 1768951455**REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			OBNA817461	12/31/2024	12/31/2025	EACH OCCURRENCE \$ 2,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 2,000,000 GENERAL AGGREGATE \$ 4,000,000 PRODUCTS - COMP/OP AGG \$ 4,000,000 \$
A	<input type="checkbox"/> AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input checked="" type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY			OBNA817461	12/31/2024	12/31/2025	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> EXCESS LIAB DED <input checked="" type="checkbox"/> RETENTION \$ 0			OBNA817461	12/31/2024	12/31/2025	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000 \$
A	<input type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below		N/A	WBNA817450	12/31/2024	12/31/2025	PER STATUTE <input type="checkbox"/> OTH-ER <input type="checkbox"/> E.L. EACH ACCIDENT \$ 500,000 E.L. DISEASE - EA EMPLOYEE \$ 500,000 E.L. DISEASE - POLICY LIMIT \$ 500,000
B	Professional Liability			LHNA818901	12/31/2024	12/31/2025	Each Claim \$1,000,000 Aggregate \$1,000,000 Retention \$7,500

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Locations; 88 Middle St Portland ME 04101; 75 Clearwater Dr Unit 204 Falmouth ME. 04105; 875 Greenland UB9 Portsmouth NH 03801

**CERTIFICATE HOLDER****CANCELLATION**

Integrity By The Bay NH LLC  
dba RE/MAX Shoreline  
Po Box 8121  
Portland ME 04104-8121  
USA

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

© 1988-2015 ACORD CORPORATION. All rights reserved.

#### **4. Fee Schedule**

##### **Buyer Broker Commission Rate:**

In accordance with the National Association of Realtors' August 2024 policy changes and in compliance with Maine real estate guidelines, all buyer broker commissions are fully negotiable and subject to mutual agreement.

We propose a tiered, all-inclusive buyer broker compensation structure as follows:

- **3.0% of the purchase price** for properties under \$500,000; and,
- **2.5% of the purchase price** for properties at or above \$500,000

Where customary and mutually agreed upon, our commission may be paid by the seller. In instances where the seller does not offer to compensate the buyer broker agency in full, we propose that Cumberland County fund the balance of the agreed-upon commission.

## **5. References**

### **Reference #1:**

Seth Brewster  
Partner at Eaton Peabody  
(207) 430-8807

### **Reference #2:**

Dennis O'Donovan  
Partner at Epstein ODonovan  
(207) 772-4100

### **Reference #3:**

Geoffrey Alexander  
CEO of RM Davis  
(207) 774-0022

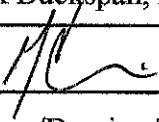
## 7. Submittal Requirements

By submitting a proposal, you represent that you have:

- (1) thoroughly examined and become familiar with the scope of services outlined in this RFP.
- (2) are capable of performing quality work to achieve the County's objectives.

Submissions should include Realtor's contact information to include Name, Address, Telephone, website, and email contact information, as well as signed proposal as shown below.

- (3) Completed Federal Requirements Packet included with your proposal, please see page 9 of this RFP. Please note these federal requirements apply to all contractors receiving payment from SLFRF funds, including individual real estate agents operating as sole proprietors.

<b>Realtor's Name</b>	Derrick Buckspan, Richard Deering and Geoffrey Crain
<b>Signature</b>	
<b>Name &amp; Title</b>	Buckspan/Deering Team - Designated Broker, Associate Broker and Sales Agent
<b>Address</b>	88 Middle Street, Portland, ME 04101
<b>Date</b>	May 5, 2025
<b>Telephone #</b>	(207) 400-6758
<b>E-Mail Address</b>	team@mainepropertysource.com
<b>Website URL</b>	mainepropertysource.com

Submit proposal to James H. Gailey by 2:00pm, Tuesday, May 6, 2025.

Inquiries concerning this request for proposals should be directed to James H. Gailey, County Manager at 207-871-8380 or [gailey@cumberlandcounty.org](mailto:gailey@cumberlandcounty.org).