

**Client:** The Park Danforth

**Description:** A nonprofit organization providing housing and services to seniors since 1881.

**Location:** Portland, Maine.

**Perkins Thompson practice group:**  
Real Estate and Nonprofit Organizations.

**Client's goal:** The Park Danforth's vision was to further its mission by renovating and expanding its existing campus allowing for a wider range of housing and service offerings to reach a greater number of the Portland area's seniors.

**The Challenge:** Accomplishing The Park Danforth's goal called for acquiring and integrating additional property into its existing campus, negotiating design and construction contracts, and evaluating, coordinating and meeting the terms of multiple sources of financing, including internal funds and funds from public, commercial and nonprofit lenders, all while acting as good stewards of the organization and its resources.

**The Outcome:** The Park Danforth now owns an entire city block as a fully-integrated campus, with an even greater range of independent and assisted living options and a renovated and expanded Main Street allowing for improved life enrichment programs for all residents. Throughout this complex project, we kept the best interests of the organization and its residents at the forefront, completing the project within its budget while providing a new financial engine to keep the organization viable into the future to serve its mission.

**Perkins Thompson's Difference:** Perkins Thompson and The Park Danforth, both established Portland institutions, have worked together for generations, building a relationship bridging the past and the future. Perkins Thompson understands The Park Danforth's role in and contributions to our community and uses that understanding to provide a range of services to the organization recognizing the delicate balance needed for a nonprofit organization to achieve growth and maintain financial stability while fulfilling its mission. At every step in the project and our work with The Park Danforth, we ask: *"What is our mission and how can we better accomplish it?"*



Melissa Murphy of Perkins Thompson and  
Denise Vachon, CEO of The Park Danforth

*"We are proud to be a longtime partner of this landmark Portland institution, and celebrate this latest advancement of its mission to provide exceptional and affordable housing for our seniors."*

Melissa Murphy, Attorney, Perkins Thompson