



George H. Dunham
Town Manager
Town of Sandwich
130 Main Street
Sandwich, MA, 02563

Re: Request For Proposal: Town of Sandwich HT Wing School Responses to the Town's October 16th, 2019 Questions

Dear Mr. Dunham and the Wing School Review Team,

Enclosed please find CHOICE Housing Opportunities for Intergenerational and Community Endeavors, Inc. ("CHOICE"), a non-profit organization, and SCG Development Partners, LLC ("SCG") (collectively CHOICE and SCG are referred to as the "Applicant") response the Town's questions/inquiries for the proposed adaptive re-use of a portion the Henry T. Wing School and new construction into a mixed income senior housing (62+) community/ development named the Henry T. Wing Residences (the "Property") located at 33 Water Street, Sandwich, MA. The Applicant is proposing the Property be constructed in three (3) phases to take advantage of and maximize the tax credit program/funding sources: (i) the first phase would anchor the site with the historic rehab of a portion of the Henry T. Wing school and new construction that will contain forty three (43) senior housing units ('Phase 1'); (ii) the second phase will contain up to forty one (41) senior housing units in one 3 story multifamily structure ("Phase 2"); and (iii) the third phase would contain up to forty four (44) senior housing units in an aesthetically placed three story multifamily structure ("Phase 3"). The Applicant will work with the Town to better the design and compliment the Town's vision.

Below are the Town's questions/inquires (blue text) and the Applicant's responses/answers (black text):

1. Please describe your interest in the site.

The Applicant is interested in creating well needed affordable senior housing at this particular site. The site will allow for multiple phases that enhances the community space and supportive services that seniors are lacking in housing these days. Please see the RFP response for further detail.

2. Please outline your proposal and long-term interests.

The Applicants are long term real estate owners and proven supportive service providers. The Applicant will construct, lease up, and own the Property for the long term. Collaboration with the community on identifying eligible applicants as well as the most vulnerable seniors will be done. Developing long term relationships with the community is the key to the long term success of this project for all involved.

3. How will your proposal positively benefit the Town?



- **Town need for Housing Units.** Per the Cape Cod Commission report/study, there is a need for 26,000 new year-round housing units- 40% of the housing needs for the region are for people age 65 and over earning less than 100% of median income.
- **Free up Existing Housing (for families).** Encourage lower income seniors to transition from their homes to the Property to allow younger families the opportunity to purchase their homes.
- **Town Senior Housing:** The Property will provide well needed senior housing in the Town. Encourage lower income seniors to transition from their homes to allow younger families the opportunity to purchase their homes.
- **Town Affordable Housing:** The Property will provide well needed affordable housing in the Town.
- **Town Community Space:** The proposal as designed, allows for the the Town to use the historic space for meetings, etc...
- **Supportive Housing Services:** The Property will provide well needed supportive housing services to seniors. **Please see the detail of the supportive housing program below within question/response #23.**
- **Historic preservation:** The historic 1927 Henry T. Wing school and auditorium and recreational resources in adjacent playing fields will be preserved and enhanced...protecting the cultural asset of the town and preserving the character so valued by the community
- **Real Estate Tax Roll:** The Property will be added to the tax roll. Based on the initial projections, the Property is projecting real estate taxes to the Town of \$28k, \$27k, and \$27k for Phase 1, Phase 2, and Phase 3, respectively. These calculations were based on the net income approach for affordable housing developments. The Applicant will be the guarantor to demolish the uninhabitable portions of the school. This will put the risk and financials back to the Applicant, not the Town.
- **Purchase Price:** The Town will receive funds via the purchase price (per phase) that will not have CPC restrictions (affordable housing, open space, historic, etc...).
- **Town Maintenance and Utility Expense Savings:** The Town will no longer have to incur significant heat and maintenance expenses for the large structure. The Town will save significant money annually.
- **Promote Clean Energy:** The Property will (i) involve environmental remediation or clean up, (ii) eliminate/reduce neighborhood blight, (iii) significantly enhance an existing community or neighborhood, (iv) use numerous green elements in its construction, (v) comply with EPA's Energy Star guidelines or with a similar system, and (vi) strive to exceed the state energy code.



- **Environmental Clean Up:** An environmental reports (Phase I report and Hazmat Report) will be commissioned immediately after an agreement has been executed. All necessary steps will be taken to remove all identified hazardous materials from the site in accordance with all applicable federal, state and local laws conditions and standards.
 - **WWTF Annual Cost:** The Applicant would bear the cost of the WWTF once the Property is constructed. This would reduce or eliminate the burden from the Town.
 - **Experienced Applicant/Development Team:** The Applicant’s mission and breadth of knowledge is affordable housing development, management, ownership and investment. Please see the resumes submitted with the RFP response.
 - **Sustainable:** by reducing the demolition of the historic structures, the embodied energy is maintained and carbon footprint at the site.
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4. What do you foresee as challenges?

Based on experience, if the Applicant, the Town, and the State keep open lines of communication and work together, the development will be a success.

Below are some foreseeable challenges that come to mind:

- The relocation of the non-profit; and
 - Securing CPC monies for the demolition of a portion of the structure.
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5. What do you anticipate the site disruption to be and how do you intend to mitigate it?

The Applicant and Dellbrook (“General Contractor”) would coordinate with Town Officials to maintain safe access to the adjacent parking areas and playing fields given the extent of the proposed project. It is anticipated that the Town will lose access from the Water Street curb cut to the existing parking lot (with access off of Water Street and Morse Road) for the duration of Construction of Phase 1, but access would be restored and improved once Phase 1 is complete. A curb cut will be closed for the parking lot off of Beale Ave to for construction laydown area and access. The Beale Ave access would be limited for demolition of existing buildings and improvements including additional parking and driveways. Demolition would be coordinated with Town Officials to allow for access to the existing ball fields and as much parking as can be set aside during the construction projects. Once areas of demolition and/or construction are complete, access to the parking areas and driveways will be restored.

6. Please describe how your proposal may affect traffic?



As this is senior housing, the Applicant anticipates most of the residents will have a limited impact and travel during off peak hours.

The Applicant engaged CHA to perform a traffic impact assessment. The results are below:

“A review of the expected traffic impacts of the proposed development was performed. Using information available from the Institute of Transportation Engineers (ITE) Trip Generation Manual, we have estimated the number vehicle trips per day at the site under the previous use conditions as an Elementary school as well as the proposed buildout condition as 128 Senior Adult Housing (attached) units. This information is included in the Trip Generation Summary Table. The number of trips for the previous use was derived using ITE Land Use Codes (LUC) 520 Elementary School and a student population of 550 students (Article on Cape Cod Times). The proposed condition was estimated using Land Use Code 221 Multi-family Housing (Mid-Rise) and the number of proposed apartment units.

	Previous Use	Proposed Use	Difference
Time Period/Direction	LUC 520^a Elem. School (vehicles)	LUC 221^a Mutifamily Housing (Mid-Rise) (vehicles)	Trip Generation (vehicles)
Weekday Daily	474	696	-343
Weekday AM Peak Hour	369	46	-322
Entering	199	11	-192
Exiting	170	31	-135
Weekday PM Peak Hour	187	56	-98
Entering	84	24	-60
Exiting	103	15	-87

^aInstitute of Transportation Engineers, Trip Generation, 10th Edition, Washington, 2012

The results of the trip generation evaluation indicate that the proposed project will not have an adverse effect on traffic conditions on the surrounding area. The peak hour trip generation is relatively low and there will be less traffic at the site than there was with past uses as a school. As a result, no traffic capacity issues are anticipated on the surrounding roadways and intersections.”

7. Please describe how you will preserve the Historic Wing School.

The original 1927 portion of the Henry T Wing School- both the auditorium and academic building -has evolved with its context meeting the changing needs of the Sandwich population. We see the evolution continuing with the preservation of these structures. Often times the reality of today’s demands on the built environment are in conflict with current livability, energy and accessibility standards; placing modern needs in opposition to preservation. Our team’s passion is to maneuver the issues one-by-one to balance a harmonious solution; our experience guides the careful



manipulation of each element- from stairs and windows to masonry and millwork – to align with the Secretary of the Interiors Standards of Rehabilitation.

The 1927 portion is a contributing resource in the Sandwich Old King’s Highway Regional Historical District and in the Town Hall Square Historic District for the National Register of Historic Places, the historic building fronts on Water Street and is located on a large lot amongst several single-family houses.

Proposed common areas and amenities will be provided throughout the development. We envision the Auditorium will be available for daily resident use as well as the greater Sandwich senior community. The existing stage and proscenium will be maintained while integrating new support spaces. Common area amenity spaces are varied such as dining areas; game rooms and meeting space. On-Site Senior Service facility will offer access to service providers; offices for use by nurse, social workers, and other visiting care staff; meeting rooms with community kitchen; wellness rooms. Storage is key for residents – and as such we will create storage units in the lower level of the historic structure. The convenient shared laundry facilities will be accessible for all. In addition, there will be quiet spaces throughout the historic structure.

The 3-level academic wing is proposed to be converted to housing; providing 10 units of studios, one- and two-bedroom units on the upper floors. These units will enjoy historic trim work, high ceilings and a wealth of daylight from the large windows that once bathed these classrooms. A new three stop elevator will be located at the juncture of the new and old making nearly all units visit-able. Support services at the ground floor will accommodate private offices and space for visiting service providers. This wing will be integrated into the new construction at the rear with new vertical circulation stair and elevator.

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8. Is each phase a threshold at which the Town or Stafford Capital has the option to choose to not move forward?

There is only an upside for the Town and Applicant to move forward with all three phases.

If negative market conditions arise, the Town and Applicant should be able to delay and or revisit later phases.

Please note, the Applicant is proposing a friendly Chapter 40B Comprehensive Permit process that will **include all 3 Phases.**

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9. Explain in detail how the see the sequence of events from notice of award including the potential date for transfer of ownership and phases of construction.

The Applicant with work with the Town to select the best zoning and permitting route. That said, for this RFP response, the Applicant is proposing a friendly Chapter 40B Comprehensive Permit process (which may include some zoning relief) that will **include all 3 Phases**. The timeline below highlights specific steps and meetings that serve as the Applicant’s zoning approval process and



strategy. Please note timing moves earlier/later based on the Applicant, the Town, and the State's schedules and desire to close quickly.

Timeline	Phase(s)	Category	Anticipated Date	Comments
RFP Response Submitted	All Phases	RFP	August 2019	
Developer Selected	All Phases	RFP	November 2019	
Executed P&S	All Phases	RFP	January 2020	
Order Third Party Reports	All Phases	Third Party Reports	January 2020	Phase I, Market Study, Structural Report, and other third-party reports
CPC Application	All Phases	CPC Funds	February/ March	Please note, it would be ideal to submit for all phases at this time. That said we must have the demo/grading and Phase I CPC voted on to move forward – total of \$2.25m.
Submit Project Eligibility Site Approval Letter to DHCD	All Phases	Chapter 40B/ Zoning	March/April 2020	Application includes (i) cover letter, (ii) one stop, (iii) tabulation of proposed building, (iv) waiver analysis, (v) locus map, site plan, floor plans, and elevations, and (v) site control.
DHCD Site Visit	All Phases	Chapter 40B/ Zoning	May 2020	
30 Day Letter Received	All Phases	Chapter 40B/ Zoning	May 2020	The letter is sent from DHCD to the BOS Chair of ZBA. The BOS has 30 days to review the application and provide comments.
CPC Vote	All Phases	CPC Funds	May 2020	Please note, it would be ideal to have all phases voted on at this time. That said we must have the demo/grading and Phase I CPC voted on to move forward – total of \$2.25m.
Receive Project Eligibility Site Approval Letter	All Phases	Chapter 40B/ Zoning	June 2020	DHCD will endeavor to process routine applications within 60 days of receipt of a complete Project Eligibility Application
Comprehensive Permit	All Phases	Chapter 40B/ Zoning	July/August 2020	Submit Comp Per App



Timeline (continued)	Phase(s)	Category	Anticipated Date	Comments
1 st Planning Board Public Hearing	All Phases	Chapter 40B/ Zoning	July/August 2020	Assume ZBA provides feedback. Developer will adjust accordingly for next Public Hearing.
2 nd Planning Board Public Hearing	All Phases	Chapter 40B/ Zoning	September 2020	Assumes approval. After hearing Town would circulate conditions, etc.
Comprehensive Permit Final Decision	All Phases	Chapter 40B/ Zoning	November 2020	Assumes recorded decision with special conditions; one months after Public Hearing Approval
*Phase 1 -Tax Credit Pre-Application	Phase 1	Affordable Tax Credits	November/ December 2020	Must be zoned to apply and have local funding commitment (CPC Funds).
*Phase 1 - Tax Credit Full Application # 1	Phase 1	Affordable Tax Credits	February 2021	*1st Funding Application (application includes HOME, AHT, State LIHTC, Federal LIHTC, CBH, and HSF funds)
Phase 1 -Tax Credit Decision	Phase 1	Affordable Tax Credits	May 2021	Applicant assumes the Property will not be awarded an allocation of tax credits in this round
Demo/Grading	Demo/ Grading	Construction	May 2021	Depending of funds available and or the Town/ Applicant agreeing to move forward.
Phase 1 - Tax Credit Full Application # 2	Phase 1	Affordable Tax Credits	January/ February 2022	2 nd Funding Application
Phase 2 - Tax Credit Full Application # 1	Phase 2	Affordable Tax Credits	January/ February 2022	1 st Fund Application
**Phase 1 - Tax Credit Decision	Phase 1	Affordable Tax Credits	May 2022	Applicant assumes Phase 1 will receive an allocation
Phase 1 - Anticipated Construction Commencement	Phase 1	Construction Closing	October 2022	At least 6-9 months after award.
Phase 2 – Mini TC Round Full Application # 2	Phase 2	Affordable Tax Credits	October 2022	2 nd Funding Application
**Phase 2 - Tax Credit Decision	Phase 2	Affordable Tax Credits	January 2023	Applicant assumes Phase 2 will receive an allocation



Timeline (continued)	Phase(s)	Category	Anticipated Date	Comments
Phase 3 - Tax Credit Full Application # 1	Phase 3	Affordable Tax Credits	January/February 2023	1 st Fund Application
Phase 2 - Anticipated Construction Commencement	Phase 2	Construction Closing	July 2023	At least 6-9 months after award.
Phase 3 – Mini TC Round Full Application # 2	Phase 3	Affordable Tax Credits	October 2023	2 nd Funding Application
**Phase 3 - Tax Credit Decision	Phase 3	Affordable Tax Credits	January 2024	Applicant assumes the Phase 3 will receive an allocation
Phase 3 – Ant. Construction Commencement	Phase 3	Construction Closing	July 2024	At least 6-9 months after award.

*Note an Applicant can apply for tax credits if an approved recorded zoning decision occurs prior to the Full Tax Credit Application.

Please note the tax credit application process is competitive. The Applicant envisions at least **two (2) tax credit applications since this is a senior 62+ deal (DHCD’s priority is family housing). The tax credit application dates are tentative dates based on the Applicants experience with similar submissions. The Department of Housing and Community Development issues the deadline dates only month(s) in advance of each tax credit submission deadline.

Per the above conservative/ 40B Zoning timeline assumptions, the anticipated construction closings for each phase are below:

Construction Timeline	Construction Start	Construction Completion
Demo/ Grading	***	3-4 months
Phase 1	October 2022	October 2023
Phase 2	July 2023	July 2024
Phase 3	July 2024	July 2025

***Please note, demo/ grading can occur as early as receipt of approximately \$2m in CPC funding, assuming advanced closing documents (construction contract, etc..) and weather permitting. The demo/ grading must occur prior to or coterminous to Phase I.

10. How do you see the Town’s wastewater plan fits into your phases?

Per the RFP and discussions with the Town, the Phase 1 and Phase 2 proposed developments would connect to a Town owned Waste Water Treatment Facility (WWTF). The existing Town WWTF is reportedly a Title 5 system that would require minimal operation costs. It is anticipated the Applicant and the Town will mutually agree to the annual cost to be transferred from the Town



to the Property and documented in the Land Development Agreement (LDA). It is anticipated that Phase 3 would tie into Town sewer (anticipated new Town sewer to be constructed over the next five years)

11. Can you explain the funding sources?

The below description highlights the first two components of the Applicants proposal and a description of the proposed funding sources; the (A) demolition and grading and (B) Phase I construction.

A. Demolition and Grading. The Applicant intends to obtain the following financing for the demolition of a portion of the school. The demolition and site work must be completed prior to or in conjunction with Phase I for many reasons, of which, a clean site (remove hazmat, asbestos, etc...) for residents. If feasible, it may benefit the Town/ Applicant to begin and complete this component while seeking State funding for Phase 1.

CPC Funds. The Partnership will be requesting \$2,000,000 of Community Preservative Committee Funds (“CPC Funds”) from the Town of Sandwich Community Preservation Committee.

B. Phase 1. The Applicant intends to obtain the following financing for the Phase I Property – **all funding will close coterminous to the construction closing.**

Investor Capital. The Partnership will be requesting \$1,000,000 of Affordable Tax Credits per year from the State Agency. The Partnership assumed 9.00% for the applicable percentage for the rehabilitation credit. It is currently projected that the investor limited partnership (“ILP”) will invest \$.95 per Affordable Tax Credit.

CPC Funds. The Partnership will be requesting \$250,000 of Community Preservative Committee Funds (“CPC Funds”) from the Town of Sandwich Community Preservation Committee.

Construction Loan. It is anticipated that a **construction loan** in the amount of \$8,500,000 (the “Construction Loan”) will be provided by TD Bank. It is expected that the Construction Loan will (i) bear a variable interest rate equal to the thirty day LIBOR rate plus 3.0% adjusted monthly (assumed 5.00% in projections), and (ii) be payable interest-only during a term up to 30 months until permanent conversion (“Final Closing”);

First Mortgage Loan. A **permanent first mortgage loan** in the anticipated amount of \$1,200,000 will be provided by an institutional bank (the “First Mortgage Loan”). It is expected that the First Mortgage Loan will (i) bear interest at a fixed rate of 6.00% pursuant to a 30 month forward commitment, (ii) be payable in level monthly installments of principal and interest over a 30-year amortization period upon Final Closing, (iii) mature in not less than 15 years after Final Closing, (iv) have an initial debt service coverage of at least 1.20:1, and (v) be non-recourse to the partnership and its partners;



AHTF Loan. A **second mortgage loan** in the anticipated amount of \$1,000,000 will be provided by the Commonwealth's Affordable Housing Trust Fund which will be allocated by MassHousing. It is expected that the AHTF Loan will (i) bear 2.00% non-compounding interest, (ii) not be payable until its maturity, (iii) mature in not less than 30 years after construction closing ("Initial Closing"), (iv) be subordinate to the First Mortgage Loan, and (v) be non-recourse to the partnership and its partners;

HSF Loan. A **third mortgage loan** in the anticipated amount of \$1,000,000 will be provided by the Commonwealth Housing Stabilization Fund (the "HSF Loan") which will be allocated by the State Agency. It is expected that the HSF Loan will (i) bear 2.00% non-compounding interest, (ii) not be payable until its maturity, (iii) be subordinate to the First Mortgage Loan (iv) mature in not less than 50 years after Final Closing, and (v) be non-recourse to the Partnership and its partners;

HOME Loan. A **fourth mortgage loan** in the anticipated amount of \$550,000 will be provided by the Commonwealth HOME Investment Partnerships Program which will be allocated by the State Agency. It is expected that the HOME Loan will (i) bear 2.00% compounding interest, (ii) not be payable until its maturity, (iii) be subordinate to the First Mortgage Loan, (iv) mature in not less than 30 years after Final Closing, and (v) be non-recourse to the partnership and its partners; and

State LIHTC Loan. A **fifth mortgage loan** in the anticipated amount of \$1,944,000 which will be provided by a to-be-determined non-profit lender and funded from the sale of the State Tax Credits to a third-party investor ("State LIHTC Loan"). It is expected that the State LIHTC Loan will (i) bear no interest, (ii) not be payable until its maturity, (iii) be subordinate to the First Mortgage Loan, (iv) mature in not less than 30 years after Final Closing, and (v) be non-recourse to the partnership and its partners.

CBH Loan. A **sixth mortgage loan** in the presently anticipated amount of \$600,000 provided by the Community Economic Development Assistance Corporation's Community Based Housing program (the "CBH Loan"). The CBH Loan will (i) be available prior to Final Closing, (ii) bear interest at a fixed rate of approximately 2.00% per annum, (iii) not be payable until maturity, (iv) mature in note less than 30 years after Initial Closing, (v) be subordinate to the First Mortgage Loan, and (vi) be non-recourse to the partnership and its partners.

Barnstable HOME Loan. A **seventh mortgage loan** in the presently anticipated amount of \$200,000 provided by the Barnstable County HOME Consortium (the "Barnstable HOME Loan"). The Barnstable HOME Loan will (i) be available prior to Final Closing, (ii) bear interest at a fixed rate of approximately 2.00% per annum, (iii) not be payable until maturity, (iv) mature in note less than 30 years after Initial Closing, (v) be subordinate to the First Mortgage Loan, and (vi) be non-recourse to the partnership and its partners.

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12. Please describe your need for CPA funding and what would happen if Town Meeting did not authorize the request?



CPC Request. The proposed development is a significant undertaking and will need the support of the Town of Sandwich, the State, and local authorities. It is assumed the Applicant/partnership will be requesting the following Community Preservation Committee Funds (“CPC Funds”):

CPC Fund Request	Demo/ Grading	Phase 1	Phase 2	Phase 3	Total
Total	*\$2,000,000	*\$250,000	200,000	200,000	2,650,000

*Please note, the requested \$2.25m in CPC funds (\$2m and the \$250k for demo/grading and Phase 1, respectively) will be earmarked for demolition and site work costs associated with the whole property. The demolition and site work must be completed **prior to or** in conjunction with Phase I for many reasons, of which, a clean site (remove hazmat, asbestos, etc...) for residents.

If the Town / Applicant agrees to pursue the demolition/ grading prior to Phase I closing, the Applicant will use the \$2m CPC Funds solely on the costs associated with this scope of work.

The Applicant does not need the CPC Funds for any predevelopment activities/costs (zoning, third party costs, etc...) associated with Phase 1. The Applicant will bear all predevelopment risk.

Given today’s (i) market conditions, (ii) construction costs, (iii) tax credit pricing, and (iv) available funding sources, if the Town meeting does not authorize the request, the Phase I (including demolition and grading component) would not be financially feasible.

13. Please name the largest project you have completed to date? - Can you list any project you have completed with 128 units or more

Please see the exhibit at the end of the response.

14. Have your previous projects met the stated goals at completion?

Yes, the previous projects have met the stated goals at completion and evidenced by compliance reports from the State.

The Applicant is well adverse in constructing, managing, and owning affordable housing developments – this includes stated goals at completion and lease up phase.

The Applicant hopes to always maintain a great working relationship with DHCD and Towns.

15. What is the completion percentage of ongoing projects?

Currently, the Applicant does not have any Massachusetts developments under construction. Chelmsford Woods Residences Phase II was the latest development completed on time and underbudget and is currently 100% leased up.



The Applicant has recently applied for funding for the Oxford School Residences, a proposed adaptive re-use of a historic school and new construction senior housing (62+) affordable housing development consisting of 52 units located in Fairhaven, Massachusetts. The Applicant is hopeful for an allocation of tax credits and soft subsidies in the next DHCD round slated for 1st quarter of 2020.

Side note, the Applicant has received a certificate of occupancy on all development.

For all constructed and to be constructed affordable housing developments, the Applicant has/will provide completion guarantees to the construction lender and tax credit investors.

16. Where is the Wing School in relation to other SCG bids?

The Applicant opted not to respond to any other Town RFP's this year. We hope to focus our attention on this opportunity.

17. How does your project compare with other municipal project subsidy per affordable unit?

The proposed project subsidies are in line with other developments the Applicant has closed.

The funding sources limits are primarily based on the Notice of Funding Availability (“NOFA”) submitted on an annual basis by DHCD notifying developers of the funding sources and criteria. Based on the latest NOFA and experience, the Applicant is confident in securing the proposed subsidies. Example of Phase 1 DHCD subsidies and brief criteria is highlighted below:

DHCD Subsidies	Phase 1	Guideline Per NOFA
Tax Credit Equity	9,500,000	Max \$1m annual TC Per Project
Affordable Housing Trust Loan	1,000,000	Lesser of \$50k per unit or \$1m per Project
Housing Stabilization Funds Loan	1,000,000	Lesser of \$50k per unit or \$1m per Project
Federal HOME Loan	550,000	\$50k-\$75k max per unit in HOME entitlement community
State LIHTC Loan	1,944,000	Lesser of \$700k annual STC or \$12k per unit
Community Based Housing Loan	600,000	Lesser of \$750k or 50% of TDC of Eligible Units



18. Please explain the advantage of 62 and older housing v. 55 and older.

In order to receive the state funding (including tax credits) assumed, DHCD has strongly encouraged/mandated that senior housing units be at 62+ rather than 55+.

19. Please provide more Clarity on Sources of Revenue specifically the Affordable Housing Fund.

AHTF Loan. A **second mortgage loan** in the anticipated amount of \$1,000,000 will be provided by the Commonwealth's Affordable Housing Trust Fund which will be allocated by MassHousing. It is expected that the AHTF Loan will (i) bear 2.00% non-compounding interest, (ii) not be payable until its maturity, (iii) mature in not less than 30 years after construction closing ("Initial Closing"), (iv) be subordinate to the First Mortgage Loan, and (v) be non-recourse to the Partnership and its partners;

20. Why not do the entire project at one time, are phases important? Why?

Yes, phases are very important. Due to the State's limited funding per unit and maximum annual low-income housing tax credit per project, unfortunately the Applicant will have to submit for financing in phases rather than all at once. That said, per the above, the Applicant hopes to zone the development at once. Please note the development team recently completed the Chelmsford Woods Residences, a two phased affordable housing development consisting of 116 affordable units (58 units per phase).

21. Design Features including exterior cladding will be important to gaining community support.

The design of Phase 1 is in-keeping with a vernacular Cape-cod style design, fitting for the Sandwich community and in harmony with the historic district in which it sits. The pitched rooflines and dormers, window style, clapboard and shingle siding, and generous use of trim ensures that these classic two and three-story, elevator-fed buildings blend in with Sandwich's historic character. The pinwheel-shaped footprint of the proposed phase 1 building reduces the apparent mass of the addition and relationship to the larger mass of the historic wings to allow it to better fit into Sandwich's small-town architecture and scale. The new wood frame cape style shingle façade is differentiated from the historic brick structure.

22. Would SCG be willing to collaborate with the Town on a potential sub-lessor, or continued use prior to construction?

The Applicant would be willing to explore sub-lessor possibilities.



From the Applicants perspective, any sub-lessor approach cannot not affect NEPA compliance or add material costs, e.g. relocation costs.

If chosen to move forward, the Applicant would be applying for federal HOME loan funds. It is the Applicant's understanding, if a tenant is in place while there is an application for the federal HOME loan funds, this application would trigger the Uniform Relocation Act (URA). The guidelines and steps for the URA would cause hardship (time and \$) to the proposed development. In fact, I think the Barney Frank Amendment (MA law) is a non-URA provision that will get triggered. Currently, I don't know a way around the URA.

23. Supportive Housing Detail?

A. Introduction.

Beyond the 'bricks and mortar, the Applicant's believe that supportive service programs and community-building events are essential to a vibrant, healthy housing community. The Applicant will provide the necessary support to insure self-sufficiency, independence and a high quality of life to senior residents. Knowing that some residents will face greater challenges and may have social service needs, the Property's owners and management team will build relationships with supportive service agencies and partners with them and seamlessly connect residents with services. As appropriate, the Applicant and Property Manager will make use of the Outreach Service and Information & Referral services available through CHOICE and the Cape Cod Property Manager.

CHOICE and the local Cape Cod Property Manager, along with other community agencies when needed, will provide and implement a Social and Supportive Services Program for the residents at the Property. The goal of these services is to provide relevant supports that will help tenants maintain independence and a successful tenancy. CHOICE's current team of three social workers will be expanding to assist with on-site case management for the residents. We anticipate clustering the services for the site to establish a delivery plan that delivers the greatest amount of services in an economic fashion. Based upon the needs of the residents, programs are to be established and or relevant referrals made.

B. Resident Service Coordinator ("RSC").

Pending Property cash flow, the Applicant intends to employ a Residence Service Coordinator ("RCS") at the Property. The Partnership envisions the RSC to be on-site part time hours (less than 20 hours) per week to coordinate programs & activities and provide one-to-one assistance to residents with social service needs. The RSC will provide information and referral to appropriate Senior Service agencies in the local community. The RSC will conduct an annual Survey of Needs & Interests with residents to determine what they see as their own needs, and many of our programs and activities will be based on this information.

To serve the formerly homeless population, we will work closely with the Town of Sandwich and surrounding areas to address special housing needs and to incorporate intensive



supportive services at the Property. The RSC will have the skills to address the issues of residents with special needs, with the goal of integrating successfully into the housing community.

C. Proposed Supportive Service Plan.

CHOICE, the local Cape Cod Property Manager, and community agencies will provide/ implement the following Supportive Service plan.

CHOICE and the local Cape Cod Property Manager will create Individualized Resident Goals consistent with following:

1. Maintain residency at the Property to maximize independence and allow each resident to age in place.
2. Accept services from the assigned provider. Services are designed and arranged based on resident’s individual need.
3. Adhere to medical and or psychosocial treatment plans and address ongoing and emerging health conditions.
4. Access all prevention and treatment modalities available through the CHOICE that will assist each resident in remaining independent in their home.
5. Build skills in areas of interest.

CHOICE, the local Cape Cod Property Manager, and the RSC will arrange the following In House Services:

- Solicit opportunities and forge strategic partnerships that will enhance both the physical and psychosocial needs of each resident at the Property.
- Create a sense of community that recognizes and integrates the needs of the residents.
- Case management collaboratively through the Resident Service Coordination and Service Providers.
- Collaborations with area providers to provide needed services for the residents.
- Visiting Nurses, Home Health Care and Homemaking Services.
- Adult Day Health and Social Day Services Referrals.
- Services of interest as requested by the residents.
- Traditional and Holistic Health approaches available in the community.
- Hospice Services.
- Create options for residents that will maximize their quality of life.

D. Supportive Service Budget.

The Property intends to budget the following annual expenses to assist in the supportive services.

Line Item	Phase 1 Budget	Phase 2 Budget	Phase 3 Budget	Total
RSC Staff	10,400	10,400	26,000	46,800
Seasonal & Community Events for residents	2,200	2,200	2,200	6,600



Resident Program Op Ex & Supplies	2,200	2,200	2,200	6,600
RSC Equipment & Operating Expense	2,500	2,500	2,500	7,500
Resident Newsletter	200	200	200	600
RSC Training & Professional Development	300	300	300	900
Total	17,800	17,800	33,400	69,000

**EXHIBIT
APPLICANT DEVELOPMENT DEALS**

Property Name	City	State	Year Built	Total Units	Development Type	Tax Credit Equity	Total Development Cost
Castle Creek Apartments	Aspen	CO	2020	24	New Construction	\$6,031,000.00	\$12,847,507.00
Georgia Commons Apartments (dba Three Tree Flats)	Washington	DC	2009	130	New Construction	\$7,028,000.00	\$30,295,506.00
Griffin Heights Apartments	Tallahassee	FL	1971	100	Acquisition Rehab	\$2,000,000.00	\$10,293,900.00
Perrytown Apartments	Perry	FL	1972	100	Acquisition Rehab	\$2,588,000.00	\$12,117,855.00
Pine Meadow	Gainesville	FL	1983	78	Acquisition Rehab	\$1,752,000.00	\$9,616,317.00
Sand Dunes	Panama City Beach	FL	1983	104	Acquisition Rehab	\$2,469,000.00	\$12,501,100.00
Ashley House Apartments	Valdosta	GA	1925	61	Historic Rehab	\$5,391,000.00	\$9,803,722.00
Ashton Cove	Kingsland	GA	2000	72	Acquisition Rehab	\$6,647,000.00	\$11,120,545.00
Ashton Pines Apartments (dba The Reserve at Sugar Mill)	St. Marys	GA	1997	70	Acquisition Rehab	\$5,141,000.00	\$8,629,575.00
Douglass Village Apartments	Douglasville	GA		88	Acquisition Rehab	\$5,209,000.00	\$19,543,395.00
Eureka Heights	Ashburn	GA	2015	56	New Construction	\$5,496,000.00	\$8,578,894.00
Hand Trading Company Apartments	Pelham	GA		54	Historic Rehab	\$6,865,000.00	\$13,650,300.00
Market Station	Thomasville	GA	2017	80	New Construction	\$8,792,000.00	\$15,051,500.00
Southfork Apartments	Camilla	GA	2016	96	Acquisition Rehab	\$9,007,000.00	\$14,889,377.00
1500 Westwood (dba Cypress Place)	Marrero	LA	1982	132	Acquisition Rehab	\$8,199,000.00	\$14,092,609.00
Cypress Parc Apartments	New Orleans	LA	2015	62	New Construction	\$9,398,000.00	\$13,041,529.00
Elm Drive Senior Apartments	Baton Rouge	LA	1982	60	Acquisition Rehab	\$2,057,000.00	\$6,344,188.00
Tangi Village Apartments	Hammond	LA	1982	96	Acquisition Rehab	\$3,720,000.00	\$10,790,104.00
Chelmsford Woods Residences	Chelmsford	MA	2015	116 -58 per phase	New Construction	\$9,013,000.00	\$15,686,334.00
Chelmsford Woods Residences - Phase II	Chelmsford	MA	2017		New Construction	\$9,120,000.00	\$17,401,443.00
Fulton School Residences	Weymouth	MA	2009	63	Historic Rehab/ New Const.	\$10,650,000.00	\$14,214,091.00
School Street Residences	Athol	MA	2010	50	Historic Rehab	\$8,098,000.00	\$12,367,140.00
Simpkins School	Yarmouth	MA	1931	65	Historic Rehab/ New Const.	\$9,255,370.00	\$16,405,718.00
The Coady School Residences	Bourne	MA	2017	58	Historic Rehab/ New Const.	\$12,291,910.00	\$20,289,681.00
The Elms	Harvard	MA	2018	9	New Construction	\$476,185.00	\$4,668,289.00
Lynn Marcella Residences	Chelmsford	MA	2012	5	New Construction	\$150,629.00	\$2,127,545.00
Richard O'Neil Veterans Housing	Westford	MA	2015	14	New Construction	\$539,459.00	\$4,594,034.00
CHOICE CENTER	Chelmsford	MA	2011	37	New Construction	\$240,000.00	\$8,798,232.00
Momentum at Shady Grove	Derwood	MD		110	New Construction	\$12,456,000.00	\$37,802,520.00
Park Heights Apartments	Baltimore	MD	1980	100	Acquisition Rehab	\$5,598,000.00	\$18,842,313.00
St. James Terrace Apartments	Baltimore	MD	1967	151	Acquisition Rehab	\$8,236,000.00	\$25,715,606.00
Parkside at Hudson	Gastonia	NC		80	New Construction	\$8,998,000.00	\$13,748,000.00
The Forge on Broadway	Buffalo	NY		158	New Construction	\$26,494,000.00	\$50,687,459.00
Page Woodson	Oklahoma City	OK	1910	128	Historic Rehab	\$13,385,192.86	\$31,042,350.00
Appian Way Apartments	North Charleston	SC	2007	204	New Construction	\$3,007,898.00	\$20,524,437.00
Lakeside Apartments	Columbia	SC	1981	110	Acquisition Rehab	\$3,400,000.00	\$8,387,357.00
Parkside at Bethel	Clover	SC	2017	42	New Construction	\$6,202,165.00	\$7,665,463.00
Parkside at Boulevard	Orangeburg	SC	2016	44	New Construction	\$6,891,000.00	\$8,291,628.00
Parkside at Drayton	Spartanburg	SC		41	New Construction	\$6,584,367.00	\$7,444,366.50
Parkside at Main	Simpsonville	SC		42	New Construction	\$6,155,000.00	\$8,560,001.00
Residences at Government Center I	Fairfax	VA	2015	150	New Construction	\$18,172,000.00	\$34,837,600.00
Residences at Government Center II	Fairfax	VA	2016	120	New Construction	\$7,437,000.00	\$24,516,688.00