



# Town of Orleans

19 School Road Orleans Massachusetts 02653-3699  
Telephone (508) 240-3700 – Fax (508) 240-3388

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TOWN OF ORLEANS

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**SELECT BOARD**  
TOWN ADMINISTRATOR'S OFFICE

## COMMUNITY PRESERVATION PROJECT APPLICATION

**Project Title:** 107 Main Street Affordable Rental Housing

**Submission Date:** 11/19/21

**Applicant (note if Town, individual or non-profit):** Housing Assistance Corporation (non-profit)

**Address:** 460 West Main Street, Hyannis, MA 02601

**Co-Applicant, if any (note if Town, individual or non-profit):**

**Address:**

**Project Contact Person:** David Quinn, Director of Housing Development

**Telephone:** 508-771-5400 ext. 288 **E-mail:** dquinn@haconcapecod.org

**Federal Tax Identification Number (if non-profit):** 237431255

**Project purpose (Check all that apply):**

Open Space     Historic Preservation     Community Housing     Recreation

**Project Location/Address:** 107 Main Street, Orleans, MA

**Community Preservation Funding Request:** \$1,000,000

**Brief Project Summary, Including Justification of Project Category Checked Above:**

Through an RFP process, Housing Assistance Corporation was selected by the Orleans Affordable Housing Trust (AHT) to develop 14 affordable rental units at 107 Main Street in Orleans. In designing the project, HAC closely reviewed the planning and visioning materials that were prepared by the AHT, the Town of Orleans Design Guidelines, and all of the public comments provided by residents of the surrounding neighborhood. Prior to construction, the project will be reviewed by the Zoning Board of Appeals (ZBA), Architectural Review Committee (ARC), the Site Review Committee.

The project is consistent with Community Preservation Plan and will provide much-needed affordable housing for low- to moderate-income residents of Orleans. All units will be deed-restricted as community affordable housing in-perpetuity for residents with households incomes less than 80% of Area Median Income (AMI).

**Please attach the following information with all applications:**

- **Detailed Narrative:** A complete and detailed description of the project including goals and objectives



# Affordable Rental Housing at 107 Main Street



PROPOSAL TO THE ORLEANS COMMUNITY  
PRESERVATION COMMITTEE



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## DETAILED NARRATIVE

***A complete and detailed description of the project including goals and objectives, consistency with Community Preservation Act goals, compatibility with the Orleans Community Preservation Plan and the Orleans Comprehensive Long-Range Plan, and relevance to the community and its needs.***

Housing Assistance Corporation (HAC) was selected by the Orleans Affordable Housing Trust (AHT) to develop 14 affordable rental units at 107 Main Street in Orleans. The units will be a mix of 9 one-bedroom, 4 two-bedroom, and 1 three-bedroom unit. All units will be priced so that housing costs do not exceed 30% of the gross income of households that are at or below 80% of the County median income, and meet state standards for inclusion on the Subsidized Housing Inventory (SHI). The total estimate project cost is \$5,464,785 which will be financed through a combination of private loans, state and local public funds, HAC equity and HAC deferred fees (See Financial Data section below).

Since its inception, the Orleans Affordable Housing Trust has been working on a plan to redevelop the former Universal Lodge property at 107 Main Street. The 1.25-acre property became available when its previous owner, Cape Abilities, Inc., determined that it was not be best property to meet the agency’s needs. After performing its diligence, the Affordable Housing Trust purchased the property in May 2020. The Trust’s objective for the property is to develop affordable homes for as many eligible households as is economically feasible, while creating a safe, aesthetically pleasing, environmentally responsible development consistent with historic Main Street.

The Town of Orleans, through the Affordable Housing Trust, Affordable Housing Committee, Select Board, town staff, and consultants crafted the vision for this project prior to releasing a



Committee, the Affordable Housing Trust voted to accept HAC’s proposal. HAC is thrilled to be selected to bring the Town’s visions for this site to reality.

This project will be permitted under through M.G.L. Chapter 40B (Comprehensive Permit) through Orleans Zoning Board of Appeals (ZBA). In addition, the project will be reviewed by the Architectural Review Committee and the Site Review Committee, with input from the Affordable Housing Trust and Town staff throughout the project. The property will be transferred from the AHT to HAC once the project is fully permitted and all financing is secured.

The project is consistent with Community Preservation Plan and will provide much-needed affordable housing for low- to moderate-income residents of Orleans. The below table lists the how the 107 Main Street project meets most of the Orleans CPC Decision Guidelines and the Orleans Comprehensive Plans goals.

CPC DECISION GUIDELINES	CRITERIA MET?
1. Consistency with the Orleans Comprehensive Plan, the Conservation, Open Space and Recreation Plan and the Affordable Housing Strategy Plan as well as any other planning documents that have received wide scrutiny and input.	Yes, the project is consistent with the affordable housing goals if the Town of Orleans.
2. Preservation of the essential character of the Town as described in the Orleans Comprehensive Plan.	Yes. This project will revitalize the property to better fits the character of Orleans than its current use.
3. Acquisition of, preservation of or rehabilitation of threatened resources.	N/A
4. Serving currently under-served population(s).	Yes. All units will be deed restricted to serve households with incomes at or less than 80% of Area Median Income (AMI).
5. Meeting more than one CPA purpose (linking open space, historic preservation, recreation and community housing) or demonstrating why serving multiple needs is not feasible.	This is a primarily a Community Housing project but it also contains some elements of historic preservation. The project will remove the current building (old Masonic Lodge), which is an eyesore, and replace it with a farmhouse-style building more in-line with the historical character of the site and surrounding neighborhood. The property is not in a designated historic

## AFFORDABLE RENTAL HOUSING AT 107 MAIN STREET



	Outer Cape with a higher percentage of seasonal rentals and second homeowners.
8. Affordability and ability to be implemented expeditiously and within budget.	Yes.
9. Advantageous cost/benefit value.	Yes.
10. Leverage of additional or multiple sources of public and/or private funds.	Yes. The local funds committed to this project will allow HAC to apply for and secure an estimate \$1.7 million in state funds and \$1.5 million in private loans. See Financial Data section below.
11. Preservation or utilization of currently owned town assets.	Yes. The property is owned by the Town of Orleans - AHT
12. Consistency with recent town meeting actions.	Yes. Consistent with recent Town Meeting actions in support of affordable housing.
13. Successful implementation by applicant of similar projects or demonstrations by applicant of ability to implement project as proposed.	Yes. See attached summary of HAC's development experience
14. Qualifications of any individual or team proposed to work on the project.	Yes. See attached summary of HAC's development experience
15. Endorsement by other municipal boards or departments.	Yes. Endorsed by the Affordable Housing Trust, Affordable Housing Committee, and Select Board
16. Creation of incentives for other public and/or private projects and/or collaboration to occur.	N/A
17. Provision for a dedicated source of funding for on-going maintenance, not from CPA funds.	Yes. Project is self-sustaining once constructed
18. Compliance with the current or proposed Orleans Zoning Bylaw and/or the laws of the Commonwealth	Yes. This project will be permitted under through M.G.L. Chapter 40B (Comprehensive Permit) through Orleans Zoning Board of Appeals (ZBA).

### LOCAL COMPREHENSIVE PLAN - AFFORDABLE HOUSING GOALS

### CRITERIA MET?

To promote the provision of fair, decent, safe, affordable housing for rental or purchase that meets

The Town completed a Community Housing Study in 2017, and set forth a ten-year goal of



	affordable rental housing to help achieve the ten-year goal.
To promote equal opportunity in housing, both ownership and rental, and give special consideration to meeting the housing needs of the most vulnerable segments of Orleans' population including, but not limited to: very low income (50% of median income), low income (51%-80% of median income), single parent heads of households, elderly, minorities, the homeless, disabled, and others with special needs.	Yes, project targeted at 80% AMI
Integrate the development of affordable housing with protection of the Cape's environment.	Yes. The project is an infill development on an existing developed site; it is not a greenfield development.

As attachments to this proposal, we have included a set of conceptual plans for the project, and a summary of HAC's housing development experience. HAC's full development proposal to the AHT can be found on the Town's website at <https://www.town.orleans.ma.us/affordable-housing-trust-fund-board/pages/107-main-street-project>

## ACTION PLAN AND TIMELINE

***Note the estimated dates for project commencement and completion and list (with an explanation) all action and steps that will be required for project completion, including any legal requirements or any impediments to implementation.***

The below table shows HAC's projected timeline for the 107 Main Street project.

This project will be permitted under through M.G.L. Chapter 40B (Comprehensive Permit) through Orleans Zoning Board of Appeals (ZBA). In addition, the project will be reviewed by the Architectural Review Committee and the Site Review Committee, with input from the Affordable Housing Trust and Town staff throughout the project. As a result, the project will be thoroughly vetted at each stage of the permitting and design process. CPC funds will not be expended until the construction phase of the project.

## AFFORDABLE RENTAL HOUSING AT 107 MAIN STREET



<b>Conceptual Building &amp; Site Plan</b>	June 2021
<b>Architectural Review Committee - Preliminary Review</b>	October 2021
<b>CPC Application</b>	November 2021
<b>Land Disposition Agreement - Signed by AHT and Select Board</b>	December 2021
<b>Local Initiative Program (LIP) Application Submitted to DHCD for 40B Project Eligibility</b>	December 2021
<b>Soil Testing / Surveys / Schematic Site Design / Permitting Plan Set Finalized</b>	November 2021 - February 2022
<b>Informal Site Review</b>	January 2022
<b>Formal Site Review Committee</b>	January / February 2022
<b>DHCD Project Eligibility Letter (PEL) Received</b>	February 2022
<b>File with ZBA</b>	February / January 2022
<b>State Funding Pre-Application Due</b>	April 2022
<b>ZBA Decision</b>	May / June 2022
<b>State Funding Full Application Due</b>	July 2022
<b>Receive State Funding Award</b>	September 2022
<b>Construction Loan Closing</b>	December 2022
<b>Commence Construction</b>	December 2022
<b>50% Construction</b>	April 2023
<b>Rental Lottery Held / Tenant Selection begins</b>	June 2023
<b>Construction Completion</b>	August 2023
<b>Occupancy - Tenants</b>	August 2023
<b>Sustained Occupancy</b>	September 2023
<b>Final Cost Certification / Audit</b>	December 2023

With any project of this complexity there is the potential for delays at multiple points in the project, including extended periods for permitting and public hearings, a change in the DHCD funding round schedule, or unanticipated construction delays. HAC has experience successfully completing projects of this scale and we are familiar with these common potential variables outside of our control. We make every effort to avoid delays and HAC will provide regular updates to the Orleans Affordable Housing Trust so that if delays do occur, the Town is made aware of it and HAC's plan to address is.

We have assumed an eight-month construction schedule for this project. However, we are

## FINANCIAL DATA

*Provide financial information for the project including total cost, additional revenue sources (public, private, in-kind, volunteer time and services), basis for the fiscal estimates and any other fiscal details currently available. Applicants are encouraged to submit more than one quotation from potential contractors.*

Based on our experience developing other projects similar in size and scope to 107 Main Street, project finances are structured to include a combination of HAC equity (cash), first mortgage loan (HAC is borrower), state funding through the Department of Housing and Community Development (DHCD), funding from the Orleans Affordable Housing Trust (AHT), and the Orleans Community Preservation Committee (if approved). Additionally, HAC will contribute a portion of our developer fee in support of the funding requests needed to develop this important housing asset.

The below table summarizes HAC proposed development budget for 107 Main Street. Construction costs are estimates based on recent HAC projects as well as input from local contractors; the significant increase in construction material and labor costs within the past year is reflected in our proposed budget.

SOURCES	
Town of Orleans - AHT	\$ 876,625
Town of Orleans - CPC	\$ 1,000,000
Community Scale Housing Initiative (CSHI)	\$ 1,700,000
First Mortgage Lender (HAC is borrower)	\$ 1,500,000
CEDAC Predevelopment Grant	\$ 15,000
HAC Contributed Development Fee	\$ 223,160
HAC Cash Equity	\$ 150,000
<b>TOTAL</b>	<b>\$ 5,464,785</b>
USES	
Acquisition	Orleans AHT Gift of Land
Construction*	\$ 4,112,500

## AFFORDABLE RENTAL HOUSING AT 107 MAIN STREET



<b>TOTAL DEVELOPMENT COST</b>	\$ 5,464,785
<b>PER UNIT COSTS</b>	
TDC per unit	\$ 390,342
Construction Cost per unit	\$ 293,750





\*Includes, Demo, Builder OH/Profit, Gen. Conditions, Permits, Performance Bonds.

Prior to the expenditure of any CPC funds for construction, HAC will provide an updated budget with final contractor pricing. HAC also continues to seek additional public and private funds to support this project. If HAC is able to secure additional funds or reduce project costs, our request to CPC will be adjusted to reflect the budget change.

## Attachment 1 – Project Conceptual Plans



**EXTERIOR LIGHTING LEGEND**

-  12' TALL 3000K LED BLACK DARK SKY COMPLIANT CUT OFF LIGHT POLE
-  LIGHT BOLLARD 3000K LED DARK SKY COMPLIANT (BLACK)
-  DARK SKY COMPLIANT 27'00K LED WALL LIGHT
-  2700K LED RECESSED LIGHT IN SOFFIT



in Cape Cod 107 Main Street Orleans, MA

Architecture  
Landscape Design  
Decorating  
1978.927.3745 1978.927.6365

**SITE PLAN**

Scale/s Indicated	Reference:
Date: June 2021	
Assumees Date:	

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Scale:

Reference:

Date: 06/10/21

Issuance Date:

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BUILDING

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RENDERING

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Date: 06/10/21                      Issuance Date:

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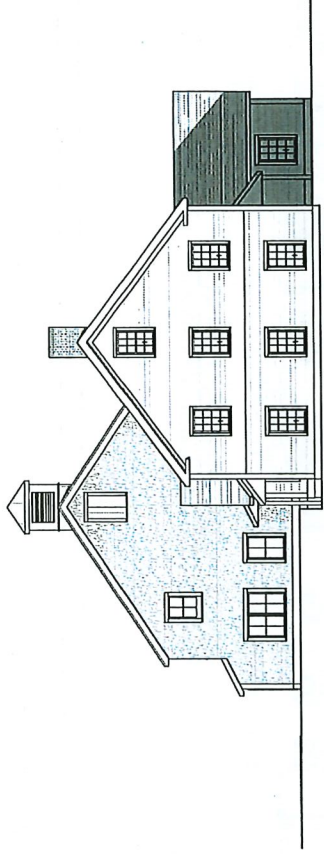
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Date: June 2021

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MAIN STREET (NORTH) ELEVATION

SCALE: 1/16" = 1'-0"



LEFT (EAST) ELEVATION

SCALE: 1/16" = 1'-0"

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EXTERIOR ELEVATIONS

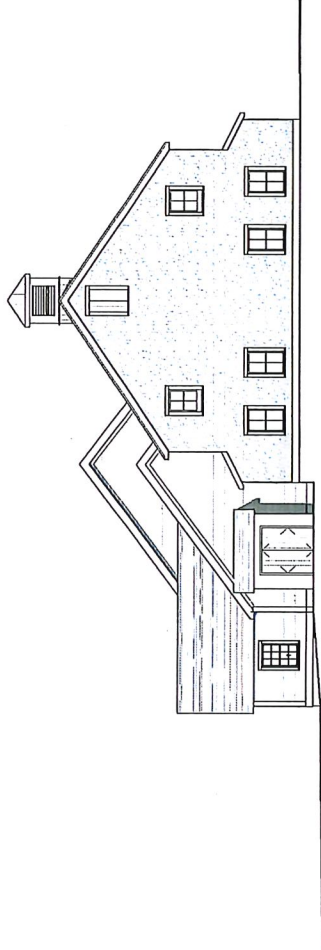
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LEFT (EAST) ELEVATION

SCALE: 1/16" = 1'-0"



REAR (WEST) ELEVATION

SCALE: 1/16" = 1'-0"

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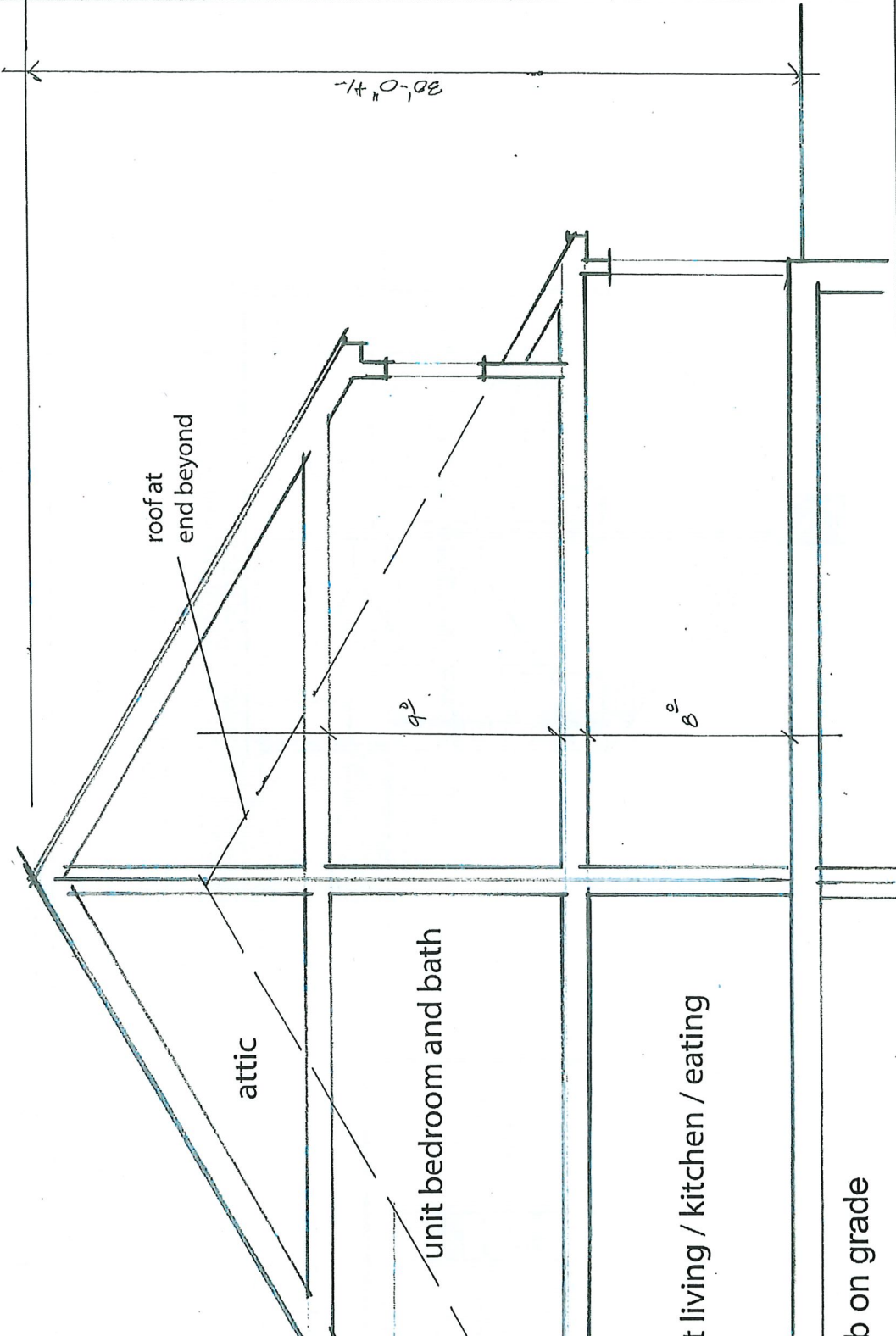
107 Main Street Oldens, MA

EXTERIOR ELEVATIONS

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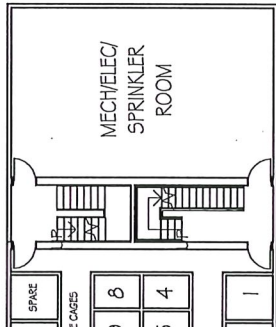
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BUILDING SECTION

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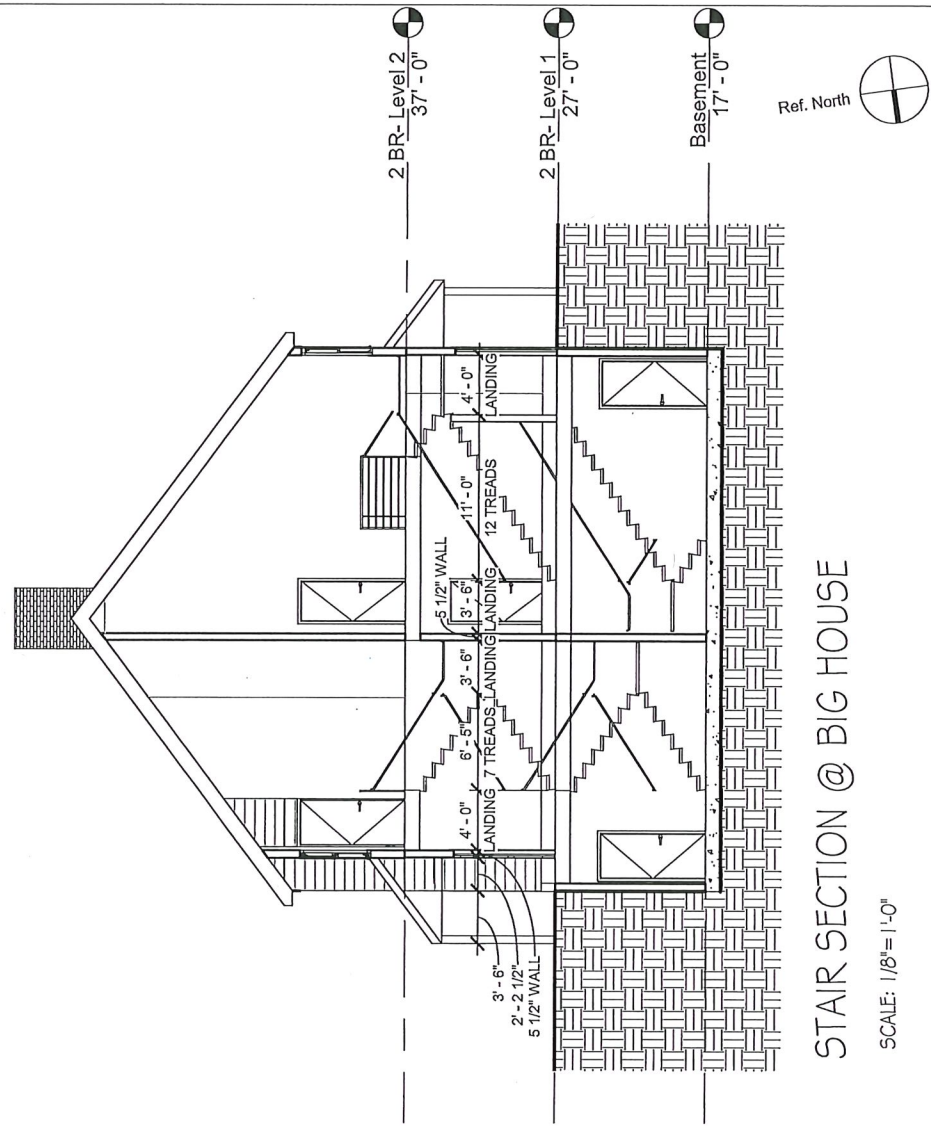
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Basement Level

Scale: 1/8" = 1'-0"



STAIR SECTION @ BIG HOUSE

SCALE: 1/8" = 1'-0"

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Landscape Design  
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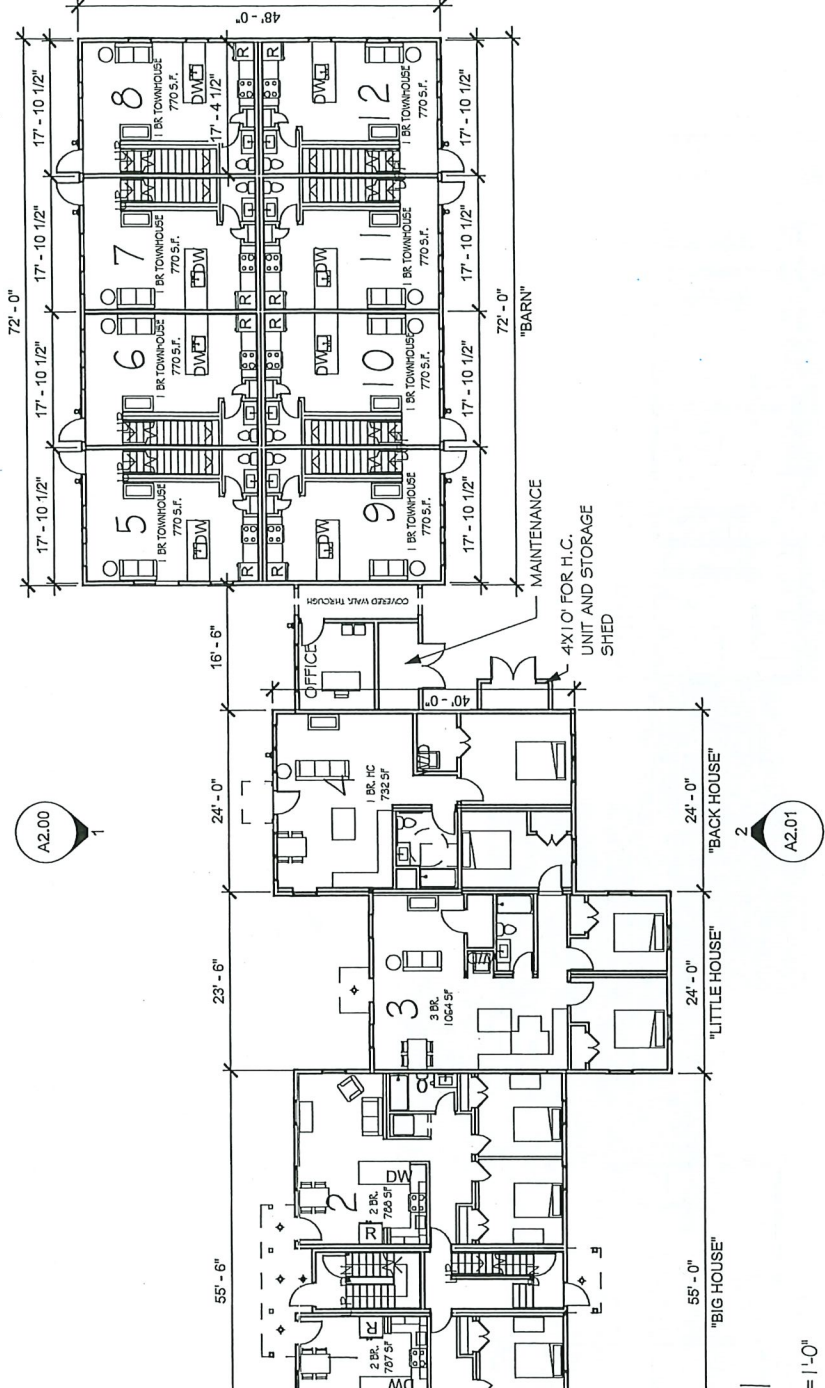
BASEMENT PLAN

Scale: As Indicated  
Date: June 2021  
Issuance Date:

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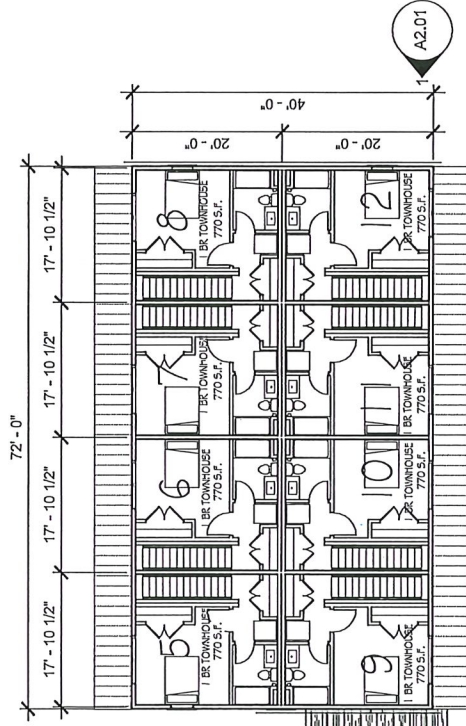
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OVERALL LEVEL 1 PLAN

Scale: 1/16" = 1'-0"    Referent:  
 Date: June 2021  
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OVERALL LEVEL 2 PLAN

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## Attachment 2 – HAC Development Experience

# LOFTS AT 57

## 8-Unit Pocket Neighborhood Completed in 2020

The **Lofts at 57** is a pocket neighborhood, consisting of eight apartments housed in three townhouse buildings around a central green. For more than fifteen years, this lot remained vacant and zoned for a single-family house. This project showed that moderate-density housing in the right place can revitalize distressed areas and provide much-needed workforce housing near downtown Hyannis.



## PROJECT DETAILS

LOCATION	57 Ridgewood Ave, Hyannis, MA
PROPERTY SIZE	0.75 Acres
PROJECT TYPE	Mixed-Income Rental Development

### Lenders/Sources of Funds

- MassDevelopment Construction Loan: \$1,100,000
- HAC Equity: \$201,000

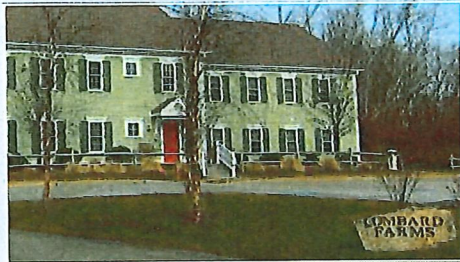
# LOMBARD FARM & KIMBER WOODS

## West Barnstable Communities



### Project Narrative:

HAC had responded to a Town of Barnstable RFP seeking a developer to create affordable housing on two town-owned parcels. After having been granted development rights, HAC engaged POAH as development consultant, partnering to complete the permitting, financing and construction of these two distinct properties, Lombard Farm and Kimber Woods. Securing separate 40B permits for each property, HAC and POAH secured financing from 9% tax credits, MHP, the Affordable Housing Trust Fund, and Barnstable County HOME and Community Preservation Act funds. Lombard Farm was designed with I/A septic systems and required adherence to the Natural Heritage and Endangered Species Program (NHESP) eastern box turtle conservation plan. The projects were completed on-time and within budget, with a highly successful lease-up.



LOCATION	West Barnstable, MA
PROJECT TYPE	Senior rental housing (Lombard Farm) & Family rental housing (Kimber Woods)
PROJECT SCOPE	Lombard Farm Woods: 12 units – new construction of a single building containing all 1 BR units & community room Kimber Woods: 28 units – new construction townhomes (16) 2BR and (12) 3BR
INCOME MIX	100% Affordable. Units set aside for 30% AMI (project based), 50% AMI and 60% AMI.
FIRST MORTGAGE LENDER	Massachusetts Housing Partnership: \$2,070,000
OTHER LENDERS	DHCD: \$2,750,000, Barnstable CPA: \$300,000, Barnstable County HOME Consortium: \$400,000
PERMITTING	40B – SEL issued by DHCD on 06/19/2006 Comprehensive Permit issued on 12/21/2006

### Other Project Features Relevant to 950 Falmouth Road:

- 40B development
- 100% affordable to families earning 60% AMI or less
- Land lease with town of Barnstable
- Innovative Alternative (I/A) septic system

### Reference:

Arden Cadrin, Housing

# CANAL BLUFFS: The Residence at Canal Bluffs, Clay Pond Cove, and High Meadow Townhomes

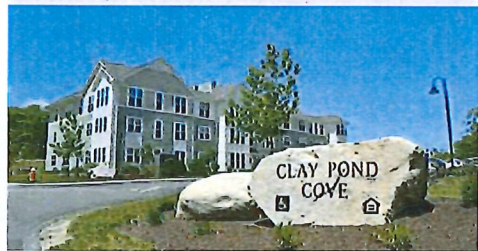


## Project Narrative:

In 2007, HAC received a comprehensive permit to build a three-phase residential community on an extraordinary 17-acre, hilltop site in Bourne. The site overlooks Buzzards Bay, and is within one mile of the Bourne Bridge, a short walk to a variety of retail, employment, and transportation choices. Upon purchasing the site and beginning the 40B permit process, HAC learned that the site was deemed an environmentally sensitive area due to its proximity to the Phinney Harbor watershed. In order to move forward with its plan to create affordable housing in this underserved part of the Cape, HAC would need to build a wastewater treatment plant and partner with an abutting property owner to ensure that zero net nitrogen was released into the watershed. HAC brought POAH in as its co-developer for the project, and they worked closely with Mass DEP to secure a Title V permit for the project's first phase. Utilizing the funding sources described above, including \$4.8 million in LIHTC equity from the MA Housing Investment Corporation (MHIC) and both first and second mortgage financing from MassHousing (the latter via its Priority Development Fund program), the project was completed on budget and one month ahead of schedule.

The Phase II property, Clay Pond Cove, was built after POAH & HAC returned to the town of Bourne ZBA to seek a minor modification to the 40B permit allowing the once homeownership phase to become rental. Clay Pond Cove which included a full build out of a waste water treatment plant (WWTP) large enough for all three phase and the abutting property, was completed 2 months ahead of schedule and \$111,000 under budget.

The final phase, High Meadow Townhomes, was completed in December 2018. High Meadow Townhomes was awarded tax credits in September 2016 and was one of the first DHCD awarded projects to close in 2017. High Meadow Townhomes includes 7 workforce housing units and 2 market rate (unrestricted units).



## THE RESIDENCE AT CANAL BLUFFS (PHASE I)



LOCATION	Bourne, MA
PROJECT TYPE	Family rental housing
PROJECT SCOPE	28 units, new construction, one 3-story building with (26) 2BR units, (1)1BR and (1) 3BR
INCOME MIX	100% Affordable. Units set aside for 30% AMI (Section 8 – PBV) 50% AMI and 60% AMI.
FIRST MORTGAGE LENDER	Massachusetts Housing: \$805,678
OTHER LENDERS	DHCD: \$1,550,000; MassHousing (PDF) \$1,800,000; Barnstable County HOME Consortium: \$150,000; POAH (Deferred Fee) \$181,302
PERMITTING	40B – SEL issued by DHCD on 09/01/2005 Comprehensive Permit issued on 01/20/2006

CANAL BLUFFS: The Residence at Canal Bluffs, Clay Pond Cove, and High Meadow Townhomes



CLAY POND COVE  
(PHASE II)



LOCATION	Bourne, MA
PROJECT TYPE	55+ rental housing
PROJECT SCOPE	45 units, new construction, one 3-story building with (30) 1BR and (12) 2BR units
INCOME MIX	100% Affordable. Units set aside for 30% AMI (Section 8 - PBV), 50% AMI and 60% AMI.
FIRST MORTGAGE LENDER	MHP: \$745,000
OTHER LENDERS	DHCD: \$2,330,000; Barnstable County HOME Consortium: \$150,000; POAH (State Tax Credit Proceeds): \$4,456,000; POAH (Def Fee): \$348,708
9% TAX CREDIT AWARD	September 2010
CONSTRUCTION START	September 2011
CONSTRUCTION COMPLETION	Projected: October 2012; Actual: August 2012
LEASE-UP COMPLETION	October 2012. Lease-up involved lottery with local preference.
LIHTC INVESTOR	Hudson Housing Capital
LEASE-UP INSTALLMENT	November 2012
TOTAL DEVELOPMENT COSTS	\$13,956,681 (\$111, 564 under budget – funds returned to DHCD)

HIGH MEADOW  
TOWNHOMES (PHASE III)



LOCATION	Bourne, MA
PROJECT TYPE	Family rental townhouses
PROJECT SCOPE	44 units, new construction, 10 buildings with (24) 2BR and (20) 3BR
INCOME MIX	80% Affordable. Units set aside for 30% AMI (Section 8 PBV), 50%, 60% and 75% AMI.
FIRST MORTGAGE LENDER	MassHousing: \$3,391,000
OTHER LENDERS	DHCD: \$1,868,000; Barnstable County HOME Consortium: \$250,000; MassHousing Workforce Funding: \$700,000; POAH (Def Fee): \$282,911
9% TAX CREDIT AWARD	September 2016
CONSTRUCTION START	July 2017
CONSTRUCTION COMPLETION	Projected: November 2018; Actual: December 2018
LEASE-UP COMPLETION	January 2019. Lease-up involved lottery with local preference.
LIHTC INVESTOR	Boston Capital.

# MALPET FARM

Dennis, MA



## Project Narrative:

In 2010, the Town of Dennis designated HAC as the developer for the 6.4-acre former Melpet Farm site, located within a historic district along Route 134. HAC subsequently brought POAH in as a co-developer. Zoning for the project made use of a local affordable housing bylaw, and the site's development includes the implementation of a regulatory agreement, deed restrictions, and a land lease with the Town of Dennis. As noted above, the project includes many innovative sustainability features, and is designed as a "near net zero energy" project, producing as much energy as it uses via roof-mounted solar panels. The project was awarded tax credits and other DHCD funding in November 2013 and was one of the first LIHTC projects receiving 2013 credits to close. Construction began in November 2014 and in the mist of the harsh winter of 2015 still managed to complete in January 2016 only 1 month off its targeted completion date.



LOCATION	Dennis, MA
PROJECT TYPE	Family rental housing
PROJECT SCOPE	New construction of 27 townhouse units in eight residential building and one community building. Unit mix included 1BR (X), 2BR (XX) and 3BR (4).
INCOME MIX	100% Affordable. Units set aside for 30% AMI (project based), 50% AMI and 60% AMI.
FIRST MORTGAGE LENDER	Massachusetts Housing Partnership (MPH): \$1,090,000
OTHER LENDERS	DHCD: \$2,300,000; Town of Dennis CPA: \$470,000; Barnstable County HOME Consortium: \$175,000; POAH – Deferred Fee Loan \$156,000
PERMITTING	Special Permit Review completed 07/28/14

## Other Project Features Relevant to Cape View Way:

- 100% affordable to families earning 60% AMI or less
- LIHTC execution
- CPA funding
- Town owned land disposition and long-term lease,
- Energy focused design,