



WHITE CLIFFS MANSION

SELECT BOARD MEETING

March 13th, 2023

METRO WEST COLLABORATIVE DEVELOPMENT

Metro West Collaborative Development

- **30-Year-Old Regional Non-Profit**
- **501(c)(3) Organization**
- **Community Development Corporation (CDC)**
- **Community Housing Development Organization (CHDO)**

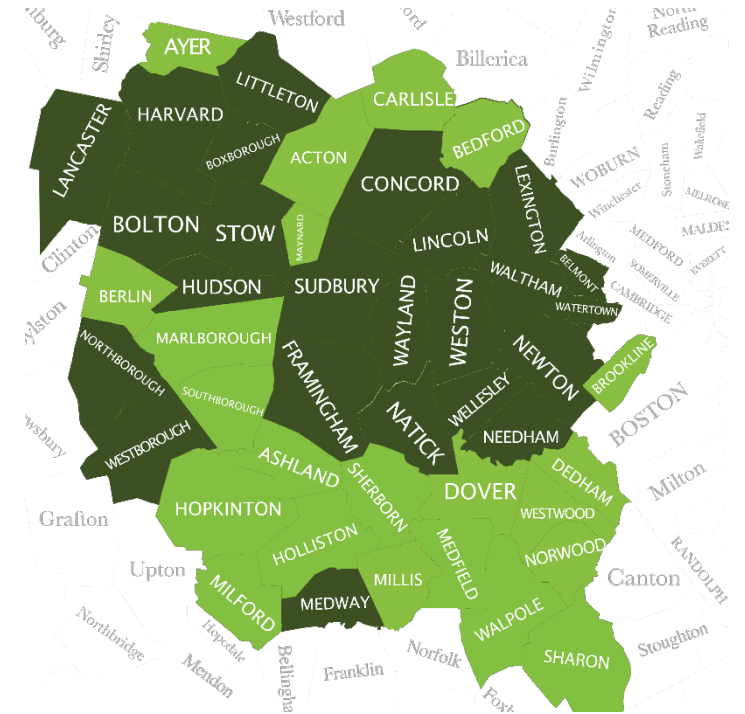


Metro West Collaborative Development

25-Town Target Area

Metro West CD's efforts to promote affordable housing fall into three categories:

1. **We connect** people to it – we work with individuals and families in their search for affordable housing and/or efforts to keep the affordable housing they have, including administering financial and emergency rental assistance.
2. **We advocate** for it – we work with community leaders to create and implement programs and policies that support the construction and preservation of affordable housing.
3. **We build** it – we leverage public and private resources to create permanently affordable housing.



Metro West Collaborative Development: Housing Production

Portfolio: 110 units (Watertown, Medway, Norwell)

Pipeline: 127 units

- 44 Senior Rentals, 83 Family Rentals, **Permanently Affordable**



Medway, MA
Glen Brook Way Ph. 2
44 Units
In Construction



Hudson, MA
62 Packard Street
40 Units
Permitted and Funded
DSA project



Newton, MA
West Newton Armory
43 Units
Permitted + Funding Ongoing
DSA and PAL project



Meet the Development Team



Caitlin Madden
Executive Director

Derek Hansen
Sr. Real Estate Manager



Cliff Boehmer
Principal

Micaela Goodrich
Job Captain



Maureen Cavanaugh
Senior Planner

Attorneys | Wat Matsuyasu, Klein Hornig LLP & Marshall Gould, Gould & Eltenberg, P.C.

Development Consultant | Wendy Cohen, New Seasons Development

Property Manager | Jason Tucker, Maloney Properties

What is Affordable Housing?

- Deed-restricted for affordability for a set amount of time
- Privately owned
- Professionally managed and maintained
- Maintenance costs paid for by property
- Beautifully designed to fit within neighborhood context
- High-quality construction
- Climate-friendly with high sustainability standards
- Pays property taxes, water/sewer
- Driver for other revenue (meals tax, sales tax, vehicle registrations, etc.)
- A driver for economic development
- A way to attract additional state and federal resources to town



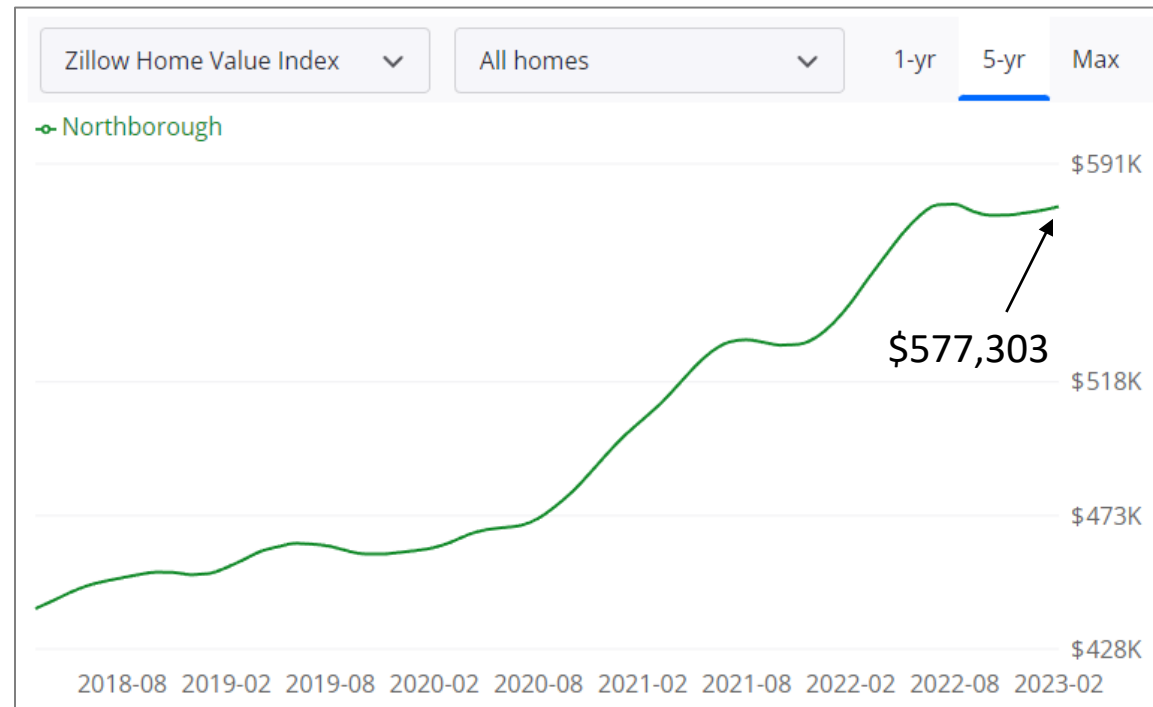
Herring Brook Hill

Glen Brook Way Apartments



Need for Affordable Housing in Northborough

- Median home value in Northborough: \$577,303
- Per Master Plan, from 2000 to 2016, median monthly rent increased 70%, while median HH income increased 38%



Need for Affordable Housing in Northborough

- Master Plan completed in 2020 indicates that insufficient housing choice exists in Town
 - Only 2 out of the 104 subsidized apartments for seniors and people with disabilities are accessible
- Especially true for housing affordable to growing senior population burdened by high housing costs, and for young people who grew up in town but struggle to afford housing that would allow them to stay

A Note on the Subsidized Housing Inventory (SHI)

All 382 units at Avalon are included on the SHI, but only 96 are restricted as affordable.

If only the affordable units are included in the SHI calculation, the % of affordable units in Northborough is 6%.

White Cliffs RFP Evaluation Criteria

1. Restoration and Preservation of the Structure

Highly Advantageous: Comprehensive restoration and preservation plan for the structure, with substantial sustainable design elements.

Proposed: Historic Tax Credit restoration that preserves significant character defining features, while adding efficient building system, envelope upgrades and enhanced accessibility.

2. Reduction of the White Cliffs burden on municipal finances

Highly Advantageous: Proposal for purchase, lease, or use/operating arrangement with no further Town expenditures on the Property.

Proposed: Private acquisition with rigorously underwritten State and Federal funds ensures no further obligation on town after property conveyance. New owner pays property taxes, water/sewer, etc. Property managed by experienced 3rd party management co. with on-site staff.

3. Landscaping and Natural Beautification and improvements

Highly Advantageous: Proposal includes robust plan to enhance the site, landscaping, and natural resources on the Property.

Proposed: Professional landscape design will augment existing screening, replant paved area, enhance site with drought resistant, non-invasive species, and selectively add hardscape.

4. Consideration of Public Access or an enhanced relationship to the community

Highly Advantageous: Proposal includes a fully developed plan and implementation strategy for an enhanced relationship of the Property to the neighborhood and the community as a whole that includes substantial public access to the Property.

Proposed: Community access to the first floor of the historic mansion for small events, similar in scale to a baby shower or film screening. No cost for Northborough organizations or residents to use the space.

Affordability at White Cliffs

White Cliffs Unit Mix

Affordability	Unit Type	Count
30% Area Median Income	1-bedroom	3
	2-bedroom	7
	3-bedroom	6
60% Area Median Income	1-bedroom	14
	2-bedroom	13
	3-bedroom	9
Total		52

White Cliffs Income Limits

Household Size	60% AMI	30% AMI
HH of 1 earning up to	\$46,440	\$23,220
HH of 2 earning up to	\$53,040	\$26,520
HH of 3 earning up to	\$59,700	\$29,850
HH of 4 earning up to	\$66,300	\$33,150

*Based on 2023 HUD Rent and Income Limits for the Worcester, MA HMFA. Established annually.

Who Would Qualify to Live in Affordable Housing?

- Senior couple earning less than \$53,000 per year, looking to ease the burden of a high cost of living and remain in town
- Newly hired Town employee in a Grade 1 or Grade 2 classified position, such as Library Assistant or Light Equipment Operator, living alone or with a child ¹
 - Grade 3 employees, such as Assistant Town Accountant, earning on the low end of the range would qualify if living in a single-income household with children ¹
- A single parent working full-time as a Pharmacy Technician at CVS on West Main Street for \$24 per hour ²
- An Oral Surgery Assistant in Northborough earning \$55,000 per year, whose spouse is the full-time caregiver to their child ²
- Recent college graduates and families with young children who want to live close to their parents

Sources

¹ NMEA Collective Bargaining Agreement, July 1, 2022 – June 30, 2025 | ² Job posting on Indeed as of 3/13/23

Development Proposal – Historic Preservation

Preservation Restriction

- Maintain historic sightlines
- Standards for Rehabilitation of Historic Properties

Historic Tax Credits

- National Park Service
- Massachusetts Historical Commission

Efficiency Upgrades

- Insulation and weatherization
- Mechanical systems

Layout & Use

- Restore historic footprint
- Community access
- Management office, and potentially residential units



23-25 Alaska Street

Boston, MA

- Historic renovation
- 17 units



Carter School Apartments

Leominster, MA

- Historic
- Adaptive reuse
- 39 units
- State & Federal HTC



Historic Experience

Historic South End Apartments

Boston, MA

- Historic renovation
- State & Federal HTC



Development Proposal – Intergenerational Housing

Dwelling Mix

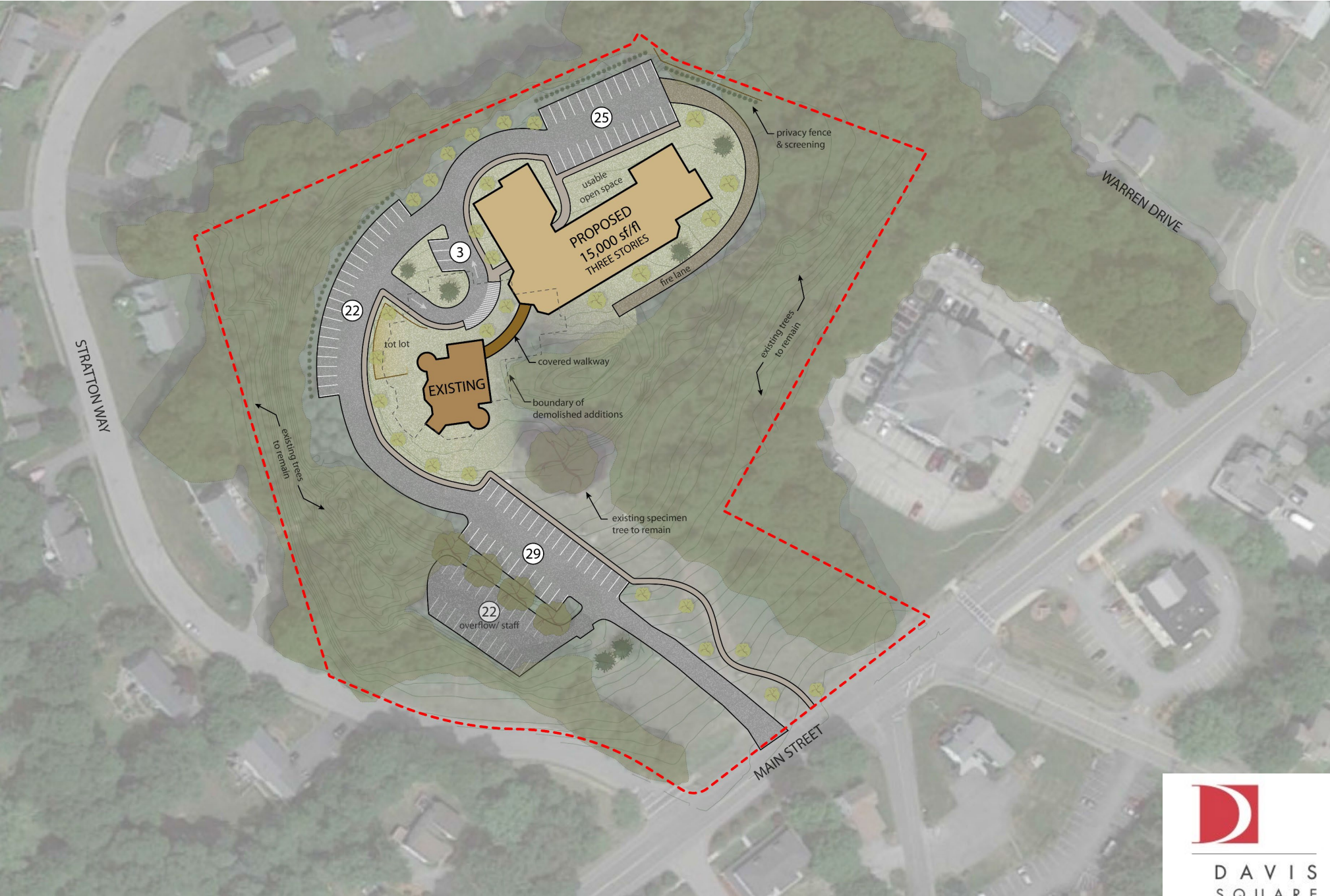
- 52 units
 - 1-bd: 17 units, 2-bd: 20 units, 3-bd: 15 units

New Construction

- 3 story building
- Approximately 15,000 sqft. footprint
- Sloped shingle roof with dormers
- Low visibility from Main Street
- All electric building systems
- Pursuit of ambitious sustainability goals
- Universal design for accessibility
- Maintain significant open space on property



Site Plan



Schedule and Budget

Milestones

February 2023

- Developer recommended by White Cliffs Committee

March 2023

- Recommendation Approved by Board of Selectmen

May to September 2023

- Town and community engagement, including Meet the Developer Night

September 2023

- Town meeting vote
- Option to Purchase agreement executed

September to December 2023

- Design Charettes, and meetings with Northborough boards

December 2023 to March 2024

- Comprehensive permit process

March 2024 to January 2025

- Design development

January 2025*

- Funding application submitted to DHCD

May 2025

- Funding awarded

November 2025

- Construction started / conveyance of property

December 2026

- Construction substantially completed

DEVELOPMENT BUDGET	
ITEM	TOTAL PROJECT COST
ACQUISITION	\$100
HARD COSTS	\$17,163,086
<i>New Construction</i>	<i>\$14,369,859</i>
<i>Renovation</i>	<i>\$2,793,227</i>
SOFT COSTS	\$4,360,573
RESERVES	\$509,023
DEVELOPER COSTS	\$2,097,410
TOTAL DEVELOPMENT COST	\$24,130,193

Leveraging Local Funds

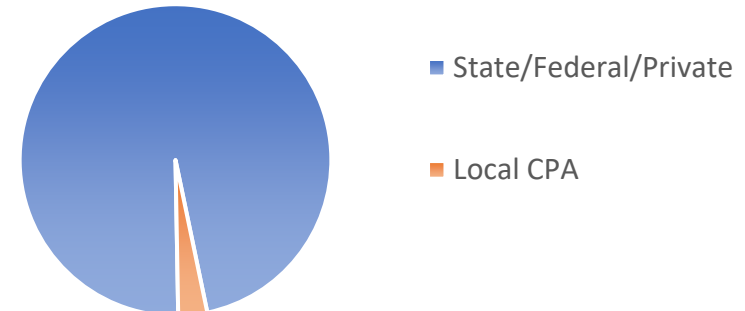
Sources	Amount
Federal & State LIHTC	\$12,737,990
Federal & State Historic TC	\$1,151,906
Permanent Mortgage	\$4,247,583
DHCD: AHTF	\$1,000,000
DHCD: CBH	\$750,000
DHCD: HIF	\$500,000
DHCD: HOME	\$990,000
DHCD: HSF	\$1,000,000
DHCD: Other	\$952,713
Local CPA	\$800,000
SOURCES	\$24,130,193

State/Federal/Private: \$23,330,193
 Local CPA: \$800,000

Community Preservation Criteria

- ✓ Historic Preservation
- ✓ Affordable Housing
- ✓ Open Space

Source of Funds



White Cliffs RFP Evaluation Criteria

5. Consideration of 2020 Master Plan

Highly Advantageous: Proposal includes comprehensive consideration of the 2020 Master Plan recommendations and incorporates many elements of the recommendations into a use plan for the Property.

- **NCH2:** Expand protection of historic resources
- **H1:** Encourage diversity of housing options to increase housing affordability
- **H2:** Promote housing types that accommodate future growth
- **PFS2:** Ensure Town departments have capital and staffing available to meet community needs
- **PFS3:** Incorporate sustainable development and renewable energy
- **LU2:** Enhance Downtown Northborough revitalization effort

H2-4: Incorporate housing into Downtown to attract residents and support the area's economic viability

“[Northborough] envisions a future where... **historic sites are preserved** and integrated into the community to welcome, educate, and inspire; where a well-balanced **housing stock supports long standing residents and new arrivals** alike... and where future environmental and fiscal changes are given consideration in planning for **a more sustainable and resilient community.**”



Thank you



VIEW OF
NORTHBOROUGH.
MASSACHUSETTS.
1887.

A Post Office.	F Congregational Church.
B O.R.R. Station.	G Baptist Church.
C High School.	H Catholic Church.
D Public School.	I Northboro Hotel.
E Unitarian Church.	K National Bank.

