

**TOWN OF GREAT BARRINGTON  
AFFORDABLE HOUSING TRUST FUND (AHTF)  
BOARD OF TRUSTEES MEETING  
APPROVED MINUTES  
Tuesday, November 21, 2023 at 6:30 PM  
Remote virtual meeting by ZOOM.**

**MEMBERS PRESENT:** Fred Clark (Chair), Bill Cooke, Joseph Method, Krystyna Kurzyca, Garfield Reed (partial)

**MEMBERS ABSENT:** Ananda Timpane.

**OTHERS PRESENT:** Eugene Curletti, Robin Curletti, Phillip Orenstein (CDCSB), Jim Harwood (CDCSB) Chris Rembold (Assistant Town Manager)

Mr. Clark called the meeting to order at 6:30 PM and read Governor Baker's and Governor Healy's Orders regarding public access to public meetings and listed the members in attendance by roll call.

**Affordable Housing Requirements**

Mr. Clark shared the CPA Area Median Income (AMI) Guidelines for Great Barrington for 2023 (attached) showing income and allowable rent for various percentages of AMI. He also shared a document dated October 1, 2023, titled Affordable Housing Requirements (attached) which he explained was adapted from the Great Barrington zoning by-law and could serve as a summary of affordable housing requirements. In response to a question from Mr. Cooke, Mr. Rembold stated that this is a good model that any affordable housing restriction would apply while the particulars may change. It is good to have the requirements, mechanisms, and the references to Massachusetts General Law laid out.

Mr. Reed apologized but said he was scheduled in another meeting. He left the meeting at 6:56

**RFP review**

Mr. Clark outlined a program for presentation, discussion, and voting on the two RFP proposals. Mr. Clark welcomed Eugene Curletti and Robin Curletti applicants for an affordable housing grant at 121 Front Street in Housatonic. 121 Front Street is under renovation and will have two two bedroom units. The proposal is for a grant of \$150,000 (\$75,000 each unit) in exchange for a deed restriction to rent at no more than 100% AMI for fifteen years. If the grant is not received the rent will likely be \$2,500. Heat and hot water are included. Mr. Clark explained that if the tenant pays the electric then an allowance must be made for the allowable rent. Mr. Method made a motion, seconded by Mr. Cooke, to provide a grant of \$150,000 at 100% AMI income restricted to running for fifteen years. The committee discussed whether 100% or 80% AMI was appropriate with Mr. Clark and Ms. Kurzyca favoring 80%. Mr. Clark made a motion, seconded by Mr. Cooke, to amend the motion on the table to be 90% AMI income. The motion

failed 2-2 with Mr. Cooke and Mr. Clark voting in the affirmative. A vote was taken on the original motion of 100% AMI which also failed 2-2 with Mr. Cooke and Mr. Method voting in the affirmative. The committee was unwilling to abandon the grant proposal and further discussion highlighted the impact of the 100% AMI and 90% AMI. Mr. Clark stated that the 90% AMI would allow a rent up to \$2,000+/- and a family income of \$82,000+/- which appeared to meet the Curletti's rental goals. Mr. Method made a motion, seconded by Mr. Cooke, to approve a grant of \$150,000 for 90% AMI deed restriction to run for fifteen years. This motion passed with Mr. Cooke, Mr. Clark, and Ms. Kurzyca voting in the affirmative. Mr. Clark thanked the Curlettis and said he would forward an outline of the affordable housing requirements.

The second RFP proposal received was from Community Development Corporation of Southern Berkshire (CDCSB) represented by board member Philip Orenstein and board president Jim Harwood. This proposal was for Thornewood Inn to be converted to short-term shared housing. CDCSB is asking for \$175,000 for fifteen years. Mr. Orenstein and Mr. Harwood presented the project. Thornewood will create eighteen units of "local workforce housing" with fifteen rooms to open by March 2024. The room rates will be rented from \$1,000 to \$1,375 which will be below the 100% AMI guidelines. Local employers will underwrite some rooms which will result in a subsidized room rental rate. All rooms have private bathrooms. There is room on the site to add additional development.

Mr. Clark said that this project is somewhat unconventional for affordable housing as it is congregate housing and not separate dwelling units such as individual studios. Mr. Clark asked what would the deed restriction include? Mr. Orenstein said that some units would be restricted rents and, based on what we heard tonight, we will need to limit incomes as well. Mr. Harwood said that single room occupancy is a traditional solution to work force housing. Mr. Clark questioned the stated purchase price and asked for assurance that while the seller was on the CDCSB board that this was an arm's length transaction.

(Mr. Method left the meeting at 8:01pm, thereby reducing the membership below the quorum requirement)

Mr. Clark said that the Trust is primarily funded by the CPA and the Trust has made the case that they can be good stewards of the funds. He stated that the CDCSB is asking for money from the Trust and CPA which will be seen as double dipping as both funds go back to the same source. Mr. Clark said that he did not believe that funding the project from both sources would not be well received in town. Mr. Harwood said that they often come back to funding sources to request funds and he doesn't see it as a conflict. Mr. Clark said that he doubted that this project as workforce housing fits within the mission of the Trust to provide affordable housing.

Eileen Mooney: How is a Great Barrington resident defined for the purpose of allowing GB residents to live here? Mr. Harwood responded that they had said Great Barrington employees or residents would be given preference.

Mr. Clark stated that because Mr. Method had left the meeting thereby falling below the quorum limit that the Trust could not vote on this proposal tonight and it would not be productive to

continue to discuss it with so few members. Mr. Clark wished the CDCSB much luck with their application before the CPA. Mr. Clark stated that he would not vote for this proposal and Ms. Kurzyca agreed that she also would not vote in favor of this proposal. Mr. Clark said that he could invite CDSB back at the next regular meeting.

**Citizen speak time:** None

**Press or Trustee speak time:** None.

**Adjournment:** Hearing no objection, Mr. Clark adjourned the meeting.

Recorded by Fred Clark

CPA GUIDELINES Area Median Income for Great Barrington, MA

Blue text = inputs.

Calendar Year

2023

[https://www.communitypreservation.org/sites/g/files/vyhlif4646/f/uploads/cpa\\_low\\_and\\_moderate\\_income\\_worksheet\\_for\\_2023.pdf](https://www.communitypreservation.org/sites/g/files/vyhlif4646/f/uploads/cpa_low_and_moderate_income_worksheet_for_2023.pdf)

**Annual Income by Household Size and AMI percentage**

	1 person	2 people	3 people	4 people	5 people	6 people	7 people	8 people
120% of AMI	\$ 85,260	\$ 97,440	\$ 109,620	\$ 121,800	\$ 131,544	\$ 141,288	\$ 151,032	\$ 160,776
100% of AMI	\$ 71,050	\$ 81,200	\$ 91,350	\$ 101,500	\$ 109,620	\$ 117,740	\$ 125,860	\$ 133,980
80% of AMI	\$ 56,840	\$ 64,960	\$ 73,080	\$ 81,200	\$ 87,696	\$ 94,192	\$ 100,688	\$ 107,184
60% of AMI	\$ 42,630	\$ 48,720	\$ 54,810	\$ 60,900	\$ 65,772	\$ 70,644	\$ 75,516	\$ 80,388
50% of AMI	\$ 35,525	\$ 40,600	\$ 45,675	\$ 50,750	\$ 54,610	\$ 58,870	\$ 62,930	\$ 66,990
30% of AMI	\$ 21,315	\$ 24,360	\$ 27,405	\$ 30,450	\$ 32,886	\$ 35,322	\$ 37,758	\$ 40,194

CPA Max

**Monthly Incomes by household size and AMI percentage**

	1 person	2 people	3 people	4 people	5 people	6 people	7 people	8 people
120% of AMI	\$ 7,105	\$ 8,120	\$ 9,135	\$ 10,150	\$ 10,962	\$ 11,774	\$ 12,586	\$ 13,398
100% of AMI	\$ 5,921	\$ 6,767	\$ 7,613	\$ 8,458	\$ 9,135	\$ 9,812	\$ 10,488	\$ 11,165
80% of AMI	\$ 4,737	\$ 5,413	\$ 6,090	\$ 6,767	\$ 7,308	\$ 7,849	\$ 8,391	\$ 8,932
60% of AMI	\$ 3,553	\$ 4,060	\$ 4,568	\$ 5,075	\$ 5,481	\$ 5,887	\$ 6,293	\$ 6,699
50% of AMI	\$ 2,960	\$ 3,383	\$ 3,806	\$ 4,229	\$ 4,568	\$ 4,906	\$ 5,244	\$ 5,583
30% of AMI	\$ 1,776	\$ 2,030	\$ 2,284	\$ 2,538	\$ 2,741	\$ 2,944	\$ 3,147	\$ 3,350

CPA Max

**"Affordable" Monthly Housing Costs for those households (i.e., 30% of their monthly income)**

	1 person	2 people	3 people	4 people	5 people	6 people	7 people	8 people
120% of AMI	\$ 2,132	\$ 2,436	\$ 2,741	\$ 3,045	\$ 3,289	\$ 3,532	\$ 3,776	\$ 4,019
100% of AMI	\$ 1,776	\$ 2,030	\$ 2,284	\$ 2,538	\$ 2,741	\$ 2,944	\$ 3,147	\$ 3,350
80% of AMI	\$ 1,421	\$ 1,624	\$ 1,827	\$ 2,030	\$ 2,192	\$ 2,355	\$ 2,517	\$ 2,680
60% of AMI	\$ 1,066	\$ 1,218	\$ 1,370	\$ 1,523	\$ 1,644	\$ 1,766	\$ 1,888	\$ 2,010
50% of AMI	\$ 888	\$ 1,015	\$ 1,142	\$ 1,269	\$ 1,370	\$ 1,472	\$ 1,573	\$ 1,675
30% of AMI	\$ 533	\$ 609	\$ 685	\$ 761	\$ 822	\$ 883	\$ 944	\$ 1,005

CPA max



**Affordable Housing Requirements**  
revised (draft) October 1, 2023

**Definition: Affordable Housing Restriction:** a deed restriction for Affordable Housing meeting the statutory requirements in G.L. Chapter 184, Section 31 and the requirements of this Section.

Affordable housing shall be subject to the following requirements:

1.0 Monitoring Agent. A Monitoring Agent, which may be the local housing authority or other qualified housing entity, shall be submitted to the Trust. In a case where the Monitoring Agent cannot adequately carry out its administrative duties, upon certification of this fact by the Trust or by DHCD such duties shall devolve to and thereafter be administered by a qualified housing entity designated by the Trust. In any event, such Monitoring Agent shall ensure the following, both prior to issuance of a grant, and on a continuing basis thereafter, as the case may be:

- a. prices of Affordable Homeownership Units are properly computed; rental amounts of Affordable Rental Units are properly computed;
- b. income eligibility of households applying for Affordable Housing is properly and reliably determined;
- c. the housing marketing and resident selection plan conforms to all applicable requirements, has been approved by DHCD specifically with regard to conformance with M.G.L. c.40R and 760 CMR 59.00, and is properly administered;
- d. sales and rentals are made to Eligible Households chosen in accordance with the housing marketing and resident selection plan with appropriate unit size for each household being properly determined and proper preference being given; and
- e. Affordable Housing Restrictions meeting the requirements of this Section are approved by DHCD, specifically with regard to conformance with M.G.L. c.40R and 760 CMR 59.00, and recorded with the proper Registry of Deeds.

2.0 Submission Requirements. The Applicant must submit the following documents to the Trust and the Monitoring Agent:

- a. evidence that the Project complies with the cost and eligibility requirements of subsection 3.0;
- b. a form of Affordable Housing Restriction that satisfies the requirements of subsection 4.0.

3.0 Cost and Eligibility Requirements. Affordable Housing shall comply with the following requirements:

- a. Affordable Housing required to be offered for rent or sale shall be rented or sold to and occupied only by Eligible Households.
- b. For an Affordable Rental Unit, the monthly rent payment, including utilities and parking, shall not exceed 30 percent of the maximum monthly income permissible for an Eligible Household, assuming a household size equal to the number of bedrooms in the unit plus one, unless other affordable housing program rent limits approved by the DHCD shall apply.
- c. For an Affordable Homeownership Unit the monthly housing payment, including mortgage principal and interest, private mortgage insurance, property taxes, condominium and/or homeowners' association fees, insurance, and parking, shall not exceed 30 percent of the

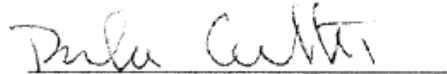
2023 PROPOSAL TO THE AFFORDABLE HOUSING TRUST FUND

1. We the undersigned are applying for funds from The Great Barrington Affordable Housing Trust Fund for the purpose of renovating a house in Housatonic. This house has sat abandoned for over two decades and we would like to convert it from a single family to a multi family with the intention of renting both units as affordable housing. We understand that the acceptance of these funds will be associated with temporary deed restrictions and we are willing to enter into the required contracts with the town. The property associated with this project is at 121 Front Street in Housatonic.

Eugene Curletti



Robin Curletti



10/5/23

Eugene Curletti

c. 413-535-6038

Robin Curletti

c. 413-274-1111

[121frontstreet@gmail.com](mailto:121frontstreet@gmail.com)

119 Front Street / PO Box 303

Housatonic, MA 01236

2. The concept for the proposed project is to convert a single family house at 121 Front Street in Housatonic into a two family with the purpose of renting both apartments. Because of the scope of the renovations the property must be brought to the current standards of energy efficiency and will follow the guidelines of modern building code. The project already has architectural drawings and all necessary building permits which indicate that the town's building inspector has approved the concept. No further permits or zoning requirements are needed for this project and no structural changes are being made. When completed the property will consist of two energy efficient apartments, one upstairs and one downstairs. Each apartment consists of two bedrooms, one living room, two private entrances, one bathroom, one full kitchen as well a washer/dryer hook-up and access to hi-speed internet. The apartments will provide strong natural light and privacy. With funding from The Great Barrington Housing Trust we can drop the rents from \$2500 a month to \$1900 keeping the rent under 30% for a two person family with incomes of 100% of AMI or less.

As to the timeline of the project, work has already begun. All of the demolition is complete and the interior partition walls have been built. We expect windows to be installed by the end of October and the infrastructure will be close behind. Our intention is to have both units ready to rent by summer 2024. We purchased the abandoned property in January of 2023 and have secured financing through Lee Bank in the amount of \$250K.

3. In the past twenty years we have renovated several properties both residential and commercial. We have also owned and operated Fuel coffee shop for 18 years. We see firsthand how difficult it is for our employees and customers to find affordable housing and how they feel pushed out of their own community. If necessary we could rent the apartments via Airbnb or to the highest bidder but that goes against our core values. We would rather see our community thrive; both second home owners and our workforce living in harmony within their respective wage brackets. The principal individuals involved in this project are Eugene and Robin Curletti. The architectural drawings were done by Steve McAlister. The general contractor is Kevin Roller. In order to comply with energy efficiency standards we have hired Powerhouse energy consulting and the HERS rating number for the project falls in the acceptable range. The HVAC and plumbing will be done by Don Brazie and the electrical work will be done by Eric Gabriel Electric.

4. Organizational chart for Eugene and Robin Curletti of FMST, LLC

Eugene Curletti

c. 413-535-6038

Robin Curletti

c. 413-274-1111

[121frontstreet@gmail.com](mailto:121frontstreet@gmail.com)

119 Front Street / PO Box 303

Housatonic, MA 01236

5. In the past ten years we renovated the commercial space at 293 Main Street Great Barrington MA known as Fuel Bistro. Work included bringing all infrastructures up to current building code and fully remodeling the interior on a strict timeline and budget. In 2003 we also bought, renovated and managed a duplex in Housatonic until we sold in 2007. We have gained a lot of experience from these projects that we can use to successfully manage 121 Front Street while helping to add to the affordable housing market in our community.

6. References

Eric Gabriel (413) 717-0503

John Curletti (413) 329-4613

Jed Tuckscherer (413) 464-3404

Bill Foster (413) 446-8370

Rich Aldrich (413) 243-1739

7. The development project is as follows and includes a few spreadsheets for your convenience;

The project is well underway. The property has been purchased for \$160k which we propose to pay back over 300 months in the amount of \$535 a month. All permits and demolition have been completed. A loan from Lee Bank has been acquired in the amount of \$250k with an interest rate of 7% for a monthly payment of \$1795. If the RFP can provide \$150k our mortgage with Lee Bank would go down to \$100k for a monthly payment of \$670 which would allow us to offer both apartments under 30% of 100% AMI. Rent would go respectively from \$2500 & \$2400 a month to \$1900 & \$1800 a month.

- a. We are requesting \$150,000 to be paid in one lump sum
- b. All pre-development requirements have been taken care of



- c. See attached spreadsheet with our estimates to complete the project and contractors to be used
- d. See attached P&L with and without funding from the RFP
- e. We had to get estimates for all aspects of building the project to satisfy Lee Bank and since we live next door to the project we were able to use our expenses to establish costs associated with renting the apartments.

**Appendix A**

**Required Forms:**

- Certification of Tax Compliance
- Certificate of Non-collusion
- Certificate of Vote/Authority

**CERTIFICATE AS TO PAYMENT OF STATE TAXES**

Pursuant to M.G.L. Chapter 62C, Section 49A, I certify under the penalties of perjury that the proposer named below has complied with all laws of the Commonwealth of Massachusetts relating to taxes, reporting of employees and contractors, and withholding and remitting of child support.

31-2847763  
Social Security Number  
or Federal Identification Number

FMST, LLC  
Corporate Name

Robin Curtis  
Signature of Individual

by: ROBIN CURTIS

**CERTIFICATE OF NON-COLLUSION**

The undersigned certifies under penalties of perjury that this proposal is in all respects bona fide, fair and made without collusion or fraud with any other person. As used in this certification, the word "person" shall mean any natural person, joint venture, partnership, corporation, or other business or legal entity.

Robin Curtis  
Signature/Title

FMST, LLC  
Company/Firm Name

## RENTAL PROPERTY PROFIT AND LOSS TEMPLATE

RENTAL BUSINESS / LANDLORD NAME  
FMST, LLC / WILL & ROBIN CURLETTI

## RENTAL REVENUE

[illegible]

### ADDITIONAL REVENUE

REVENUE SOURCE	PROPERTY ID	AMOUNT	DATE	DETAILS
Reserved Parking				
Storage				
Pet deposit(\$?)				
ADDITIONAL REVENUE		\$		

## ONGOING EXPENSES

CATEGORY	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	YTD
Mortgage (\$250k @ 7% 300mo.)	\$ 1,795	\$ 1,795	\$ 1,795	\$ 1,795	\$ 1,795	\$ 1,795	\$ 1,795	\$ 1,795	\$ 1,795	\$ 1,795	\$ 1,795	\$ 1,795	\$ 21,544
Return initial investment (160k 0% 300mo.)	\$ 535	\$ 535	\$ 535	\$ 535	\$ 535	\$ 535	\$ 535	\$ 535	\$ 535	\$ 535	\$ 535	\$ 535	\$ 6,420
Plowing & sanding/ mowing	\$ 200	\$ 200	\$ 150	\$ 150	\$ 150	\$ 150	\$ 150	\$ 150	\$ 100	\$ 100	\$ 200	\$ 200	\$ 1,900
Property mgmnt	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,200
Heat/hot water	\$ 350	\$ 350	\$ 350	\$ 350	\$ 50	\$ 50	\$ 50	\$ 50	\$ 50	\$ 350	\$ 350	\$ 350	\$ 2,700
Electric - common areas	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 300
water	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 3,600
													\$ -
													\$ -
													\$ -
													\$ -
ONGOING EXP	\$ 3,305	\$ 3,305	\$ 3,265	\$ 3,265	\$ 2,965	\$ 2,965	\$ 2,965	\$ 2,965	\$ 2,905	\$ 3,205	\$ 3,305	\$ 3,305	\$ 53,744

## ANNUAL EXPENSES

REVENUE SOURCE	PROPERTY ID	AMOUNT	DATE	DETAILS
Real Estate Taxes		\$ 6,000		This is a estimate
Property Insurance		\$ 4,000		This is a estimate
Sewer		\$ 1,472		Each unit is \$736 per year
Repairs & Maint		\$ 5,000		This is a estimate
Accountant		\$ 3,000		This is a estimate
Legal		\$ 500		This is a estimate
Advertising		\$ 150		This is a estimate

## RENTAL PROPERTY PROFIT AND LOSS TEMPLATE

RENTAL BUSINESS / LANDLORD NAME

FMST, LLC / Will & Robin Curletti

## RENTAL REVENUE

[illegible]

### ADDITIONAL REVENUE

REVENUE SOURCE	PROPERTY ID	AMOUNT	DATE	DETAILS
Reserved Parking				
Storage				
Pet deposit (\$\$)				
		ADDITIONAL REVENUE \$		

## ONGOING EXPENSES

CATEGORY	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	YTD
Mortgage (\$100k @ 7% 300mo.)	\$ 670	\$ 670	\$ 670	\$ 670	\$ 670	\$ 670	\$ 670	\$ 670	\$ 670	\$ 670	\$ 670	\$ 670	\$ 8,040
Return initial investment (100k @ 300mo.)	\$ 535	\$ 535	\$ 535	\$ 535	\$ 535	\$ 535	\$ 535	\$ 535	\$ 535	\$ 535	\$ 535	\$ 535	\$ 6,420
Plowing & sanding/ mowing	\$ 200	\$ 200	\$ 150	\$ 150	\$ 150	\$ 150	\$ 150	\$ 150	\$ 100	\$ 100	\$ 200	\$ 200	\$ 1,900
Property mgmt	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,200
Healthful water	\$ 350	\$ 350	\$ 350	\$ 350	\$ 50	\$ 50	\$ 50	\$ 50	\$ 350	\$ 350	\$ 350	\$ 350	\$ 2,700
Electric - common areas	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 300
water	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 3,600
													\$ -
													\$ -
													\$ -
													\$ -
CONGOING EXP	\$ 2,160	\$ 2,180	\$ 2,130	\$ 2,130	\$ 1,830	\$ 1,830	\$ 1,830	\$ 1,830	\$ 1,760	\$ 2,080	\$ 2,180	\$ 2,180	\$ 24,160

## ANNUAL EXPENSES

REVENUE SOURCE	PROPERTY ID	AMOUNT	DATE	DETAILS
Real Estate Taxes		\$ 6,000		This is a estimate
Property Insurance		\$ 4,000		This is a estimate
Sewer		\$ 1,472		Each unit is \$736 per year
Repair & Maint		\$ 5,000		This is a estimate
Accountant		\$ 3,000		This is a estimate
Legal		\$ 900		This is a estimate
Advertising		\$ 150		This is a estimate
Office Supplies		\$ 150		This is a estimate
		<b>\$20,372</b>		<b>ONE-TIME EXPENSES</b>

# ESTIMATES

RENTAL BUSINESS / LANDLORD NAME

FMST, LLC / Will & Robin Curletti

VENDER	ITEMS	AMOUNT
DRESSER HULL	WINDOWS & DOORS	\$ 30,000
ERIC GABIREL	ELECTRICAL; WIRING; FIXTURES	\$ 51,000
DON BRAZIE	HVAC & PLUMBING	\$ 70,000
KEVIN ROLLER	GENERAL CONTRACTOR,	\$ 80,000
COLLINS & CO	INSULATION	\$ 10,000
POWERHOUSE; TOWN OF GB	ENERGY CONSULTING & PERMITS	\$ 5,000
BARBADOS	WASTE REMOVAL	\$ 5,000
APPLIANCES & FIXTURES TBD	APPLIANCES; FRIDGE, STOVE, DISHWASHER	\$ 11,000
MISCELANIOUS	MISC AND HOLDING COSTS	\$ 5,000
STEVE MCALISTER	ARCHITECTURAL	\$ 5,000
TOTAL COSTS		\$ 272,000



October 30, 2023

Town of Great Barrington, Affordable Housing Trust Fund  
c/o Christopher Rembold  
Assistant Town Manager/Director of Planning and Community Development  
334 Main Street  
Great Barrington, MA 01230

Dear Mr. Rembold:

The Community Development Corporation South Berkshire (CDCSB) is a 501(c)3 helping forge a healthy, diverse, and sustainable community through its dual-pronged mission of creating affordable housing and economic development opportunities that reduce the wealth gap in our region.

We are pleased to submit this "2023 Proposal to the Affordable Housing Trust Fund" application to the Great Barrington Affordable Housing Trust for the Thornewood Inn, located at 453 Stockbridge Road. Our application is aligned with the Trust's mission to provide housing options that are affordable to low and moderate income households in Great Barrington. CDCSB in partnership with the town of Great Barrington and the Commonwealth of Massachusetts has created 106 affordable housing units for our community at Hillside Ave, Bentley Apartments, and Windrush Commons. These projects took decades to create and will be an asset to the community for generations to come. But, we still need to do more, and do it more nimbly. With that in mind CDCSB has begun taking a more entrepreneurial approach to solving the housing crisis, implementing a broader range of project types to serve a wider range of income levels. The Thornewood Inn is our most recent example.

The Thornewood Inn will provide, almost immediately, 14 clean, safe rooms with private bathrooms for our local workforce. The property will add 4 additional rooms the following year. These units serve those moderate earners in our community who may not qualify for affordable housing. The property will include onsite co-working space providing live/work accommodations to its occupants. Through the creation of these workforce housing units, we will have a direct impact on mitigating the housing crisis.

Should we be awarded a grant from the Trust, we will limit the occupancy fees to work within the parameters of workforce housing income limits (up to 100 or 110%, whichever is appropriate for the Trust and its mandate) and are willing to have a deed restriction applied to a proportionate number of units. We understand that this commitment will be included in a grant agreement with the Town of Great Barrington.

Board of Directors

James Harwood,  
President

Eric Audicino  
Cara Becker  
Erik Brown  
Spring Burke

Eugene Gatti  
Thomas Doyle  
Allen Harris  
Robin Helfand  
Brian Huran  
Michael Igwe  
Danaa Norman  
Philip Orenstein  
Richard Stanley  
David Thorne

Carol Bosch Bandmann,  
Executive Director

PO Box 733  
Great Barrington, MA 01230  
413.528.7788  
[www.cdcsb.org](http://www.cdcsb.org)

We are grateful for the support that the people of the Town of Great Barrington have provided for our developments. Many thanks for your consideration of this project; we are very much looking forward to further discussing it with you. If there are questions or if additional information is needed, please do not hesitate to contact me.

With gratitude,



Carol Bosco Baumann  
Executive Director  
413-717-5232  
[carol@cdcsb.org](mailto:carol@cdcsb.org)



**UPDATED 2023 Proposal to the Affordable Housing Trust Fund**

**October 30, 2023**

**Thornewood Inn**

**Community Development Corporation South Berkshire**

**Concept:**

The Community Development Corporation of Southern Berkshire ("CDCSB") is exploring a variety of avenues for developing and preserving alternative forms of housing. Our newest initiative, to create and preserve what the state calls "workforce housing," housing for those who earn too much (60-110% of area median income) to benefit from affordable housing programs, touches both areas of our mission, housing and economic development. Many businesses have stated that a major barrier to growth is their inability to hire staff and managers—due to lack of affordable housing in our community. We view the development of "workforce housing" (not our preferred way to describe this type of housing, but rather a state-defined designation) as vital to both individuals and families as well as area businesses.

Inspired by the success of a similar effort by Construct at the Windflower Inn, the CDCSB has entered into an agreement to purchase the Thornewood Inn in Great Barrington to provide workforce housing. We will make these rooms available on an affordable basis to people employed in Great Barrington or adjacent areas.

**Location:**

Located at 453 Stockbridge Road (just north of Route 183) the Inn rests on a 2.7 acre lot and was purchased in 1973 by current owner/operators David & Terry Thorne (David is a current CDCSB board member). The property is currently active and has been well maintained over its 40+ year life. Its 10,000+ sq ft. of usable space includes 14 private rooms of varying size each with a private bath. In addition, the main floor includes a 2,500 square foot dining room and commercial grade kitchen. There is ample room for parking on the property with capacity estimated at 50 cars. The property can accommodate the addition of a handful of tiny homes for workforce occupancy, providing another option for those who earn too much to qualify for affordable housing, but do not earn enough to afford market rates.

The Thornewood Inn is conveniently located in the northern end of Great Barrington, where Route 7 intersects with Route 183 and is on the Berkshire Regional Transit Authority's public transportation route. The CDCSB concentrates its work in the communities that have some level of public infrastructure (town water and sewer, public transportation) and have ready access to services. Within one mile to the Inn are medical services; a community and fitness center with daycare; a major local grocery store and other stores that offer hardware, housewares, toys, and clothing; used clothing and thrift stores; auto part and repair shops; and a variety of restaurants.



**Units:**

*Incl # units, their types, sizes and their proposed future sale prices or rents, level of affordability (expressed as a percentage of Area Median Income)*

The purpose of this acquisition is to increase the supply of workforce housing units in and around Great Barrington. The Inn currently has 14 rooms which are readily converted to single room occupancy units, all of which will have a private bath; the buildings can accommodate the addition of four rooms, and the property has space for a handful of small homes. Single rooms average 193 square feet each and suites average 480 square feet each; there are four larger rooms and two suites. The innkeepers' apartment is approximately 1200 square feet, and can be easily converted into two units with en suite bathrooms.

The pro forma budget includes occupancy fees ranging from approximately \$1,000 to \$1,350 per month. In 2023, 100% of area median income from one person is \$73,300 and \$83,800 for two people; 80% of area median income for one person is \$58,650 and \$67,000 for two people. Thornewood Inn occupancy fees are within the recommended range of 30% of one's income.

***Please view a selection of rooms in the images below***









**Marketing Plan:**

The marketing plan will include: in-person meetings with large local employers supplemented by direct marketing to employers, social media promotion, and press releases to local media.

**Zoning:**

The site is located in B2-A zoning. CDCSB proposes a continuation of use for the property as a hotel/transient lodging facility. Minor renovations in the main building will allow us to convert underutilized space into two new units. In the smaller building, the innkeepers' apartment will be split into two additional units. No Zoning approvals are required. A building permit will be required.

**Plan of Operations:**

The plan of operations for the property summarized below is subject to further discussions with the various stakeholders including the town of Great Barrington, sponsoring employers and various financing partners.

- The property will be used to provide an economical housing alternative to persons working in Great Barrington (private businesses, government or non-profits).
- The financing plan does not rely on state or federal sources in order to allow such a local preference.
- The rooms will be offered on a month-to-month basis with occupancy fees that are aligned with workforce housing rent rates (to be confirmed).
- Professional kitchen facilities and dining area to be shared by the residents.
- A property management company will be responsible for certain administrative and oversight functions.
- An on-site co-working and small business education space provides true live/work accommodations to the occupants. This space is also available on a subscription basis to the community at large.

**3. Experience:****Mission:**

The mission of the Community Development Corporation of South Berkshire, a 501(c)3 nonprofit, is to create housing and economic opportunity for low- and moderate-income households in the southern Berkshires.

**History:**

CDCSB selected the southern Berkshires and specifically Great Barrington to carry out its mission due to two primary reasons: the deep need for homes that are affordable; Great Barrington is an economic hub for the region with a variety of industries with large and small employers and a burgeoning entrepreneur ecosystem that fosters small business development. Initially incorporated in 1988 to promote business development and main street revitalization, the CDCSB took on the formidable challenge of remediating polluted land 25 years ago in order to provide much-needed affordable housing in downtown Great Barrington.

The CDCSB completed and leased-up Bentley Apartments in 2021, buildings which include balconies, lots of light and fresh air, and easy access to the outdoors and two nearby parks (one across the street and a riverside park in development adjacent to the complex); a baseball and skate park are a 2-minute walk away. Each of the 49-units of affordable housing at Windrush Commons, which completed lease up in September 2023, has direct access to the outdoors, greenspaces, and conserved woodlands that encompass six acres of the property. Windrush Commons is conveniently located near a shopping plaza with a major grocery store, medical facilities, and a senior center; is within walking distance to downtown Great Barrington; and is on the regional transportation network.

The CDCSB also owns Hillside Avenue Apartments, ten affordable housing units in downtown Great Barrington. The CDCSB's acquisition of the historic Sumner Block in 2023 preserved six workforce housing units in the community's walkable downtown. These locations provide walkable access to the town's economic center and transportation to other areas of the region, and there are ample outdoor recreational opportunities and cultural venues nearby.

As part of its mission to find entrepreneurial approaches to solving the housing crisis the CDCSB recently took ownership of and has been operating the Sumner Block in downtown Great Barrington. This building includes 6 apartments and retail space on the ground floor.

CDCSB began offering technical assistance, at no charge, to local small businesses in early 2021 as a response to the Covid-19 pandemic. CDCSB's Small Business Technical Assistance (SBTA) program has helped more than 60 businesses launch, pivot, or stabilize, and helped secure more than \$1.5MM in funding for those businesses.

**Development philosophy:**

There remains a great need for affordable and workforce housing within south Berkshire, and the CDCSB is confronting that need from multiple angles with determination and steadfastness. While we will continue to develop larger affordable housing developments, those developments take five to seven years to bring to fruition—and they do not fill the sustained demand for workforce housing. Our goal is to swiftly develop new as well as preserve existing housing, providing both affordable and workforce options.

We carefully explore each opportunity that can help mitigate the housing crisis, with support from the expertise of our Board of Directors Projects Committee. Our dual mission of providing affordable housing options and economic development opportunities synergizes well around this innovative workforce housing initiative. Our intent is to engage the services of a housing management provider that will thoughtfully direct the day-to-day operations of the Thomewood Inn and ensure the safety of its occupants.

Although Berkshire county has a wealth of outdoor spaces and recreational opportunities, they are not necessarily convenient or easily accessed, especially to those who rely on public transportation. An important component of our development approach includes a proven tactic for improving health outcomes: access to fresh air and greenspace and including opportunities



for healthful, intergenerational activities. The Thomewood Inn is located within walking distance to several walking and hiking trails.

#### **4. Organization:**

##### **Proposer**

Carol Bosco Baumann  
Executive Director  
Community Development Corporation South Berkshire  
40 Railroad St, Suite 8  
Great Barrington, MA 01230  
413.528.7788

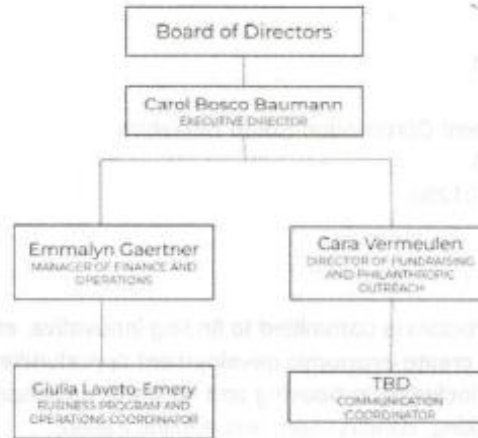
##### **Board of Directors**

CDCSB's Board of Directors is committed to finding innovative, entrepreneurial ways to mitigate the housing crisis and create economic development opportunities for all. Board members bring a variety of expertise, including in housing and business development, architecture, legal, entrepreneurship, banking, construction, and administration.

Eric Aulicino  
Cara Becker  
Erik Bruun  
Spring Burke  
Eugene Carr  
Thomas Doyle  
Allen Harris  
James Harwood

Robin Helfand  
Brian Horan  
Michael Igoe  
Donna Norman  
Philip Orenstein  
Richard Stanley  
David Thorne

**Community Development Corporation South Berkshire (CDCSB)  
Organizational Chart**



CDCSB's Executive Director, Carol Bosco Baumann, will oversee the housing management provider and Manager of Operations and Finance, Emmalyn Gaertner, will oversee the financial management of the property. The CDCSB is working with a local lender for a commercial mortgage. The CDCSB will work with a local architect to develop the renovation plans, and will hire a Berkshires-based contractor to implement the building renovations and maintenance.

**5. Projects:**

**Sumner Block**

- Location: 306, 308, 310 Main Street Great Barrington, MA 01230
- Owner: CDCSB
- Property Manager: Berkshire Housing Services
- Number of Units: 6 NOAH (naturally occurring affordable housing), or workforce housing apartments, 1 commercial space
- Project Type: Preservation of existing housing units
- Purchased in 2023
- Local support (American Rescue Plan Act, Affordable Housing Trust Fund) total is \$600,000

**Windrush**

- Location: 910 South Main Street Great Barrington, MA 01230
- Owners: CDCSB and Wayfinders, Inc.
- Property Manager: Berkshire Housing Services
- Project Type: New construction

- Number of Units: 49 (1 bedroom, 2 bedroom, and 3 bedroom units)
- Tenant Income Levels: Reserved for Households earning 60% Area Median Income or less
- Sustainable Development Practices: All units are "Net Zero ready" energy efficient and made from green building materials.
- Property purchased June 2018, Awarded funding November 2020, Started construction January 2022, lease-up started May 2023, full occupancy August 2023.
- Open space Conservancy Restriction on property

#### Project Funding

- Total Budget: \$20,241,585
- Local support (Town of Great Barrington, Community Preservation Act Funds) total is \$577,000
- Other support total is \$19,664,585 and was provided by:
  - Federal Home Loan Bank Affordable Housing Program
  - Mass. Affordable Housing Trust Fund
  - Mass. Dept of Housing and Community Development Facilities Consolidation Fund-Dept. Of Mental Health
  - Mass. Dept of Housing and Community Development Facilities Consolidation Fund-Housing Stabilization Fund
  - Mass. Dept of Housing and Community Development Facilities Consolidation Fund-HOME
  - Mass. Dept of Housing and Community Development Facilities Consolidation Fund-Housing Innovation Fund
  - State-based Tax Credit
  - Accessible Affordable Housing Grant
  - Low-Income Housing Tax Credit

#### **Bentley Apartments**

- Location: 20 Bentley Ave. Great Barrington, MA 01230
- Owners: CDCSB and Berkshire Housing Development Corporation
- Property Manager: Berkshire Housing Services
- Project Type: New construction
- Number of Units: 45 (1 bedroom, 2 bedroom, and 3 bedroom)
- Tenant Income Levels: Reserved for Households earning 60% Area Median Income or less
- Construction started December 2019, Lease-up started May 2021, full occupancy August 2021.
- Sustainable Development Practices:
  - Buildings have photovoltaic panels on the rooftop to effectively harvest solar energy.
  - The general contractor recycled 25% of the construction waste materials.
  - The project was designed to mediate adverse stormwater effects on the surrounding ecosystem.

#### Project Funding:



- Total Budget: \$17,882,064
- Local support (Town of Great Barrington, Community Preservation Act Funds) total is \$450,000
- Other support total is \$17,432,064 and was provided by:
  - Federal Home Loan Bank Affordable Housing Program
  - Mass. Affordable Housing Trust Fund
  - Mass. Dept of Housing and Community Development Facilities Consolidation Fund-Housing Stabilization Fund
  - Mass. Dept of Housing and Community Development Facilities Consolidation Fund-Dept. Of Mental Health
  - Mass. Dept of Housing and Community Development Facilities Consolidation Fund-HOME
  - Mass. Dept of Housing and Community Development Facilities Consolidation Fund-Dept. Of Developmental Services
  - Mass. Dept of Housing and Community Development - Community Based Housing
  - State-based Tax Credit
  - Low-Income Housing Tax Credit

#### 6. References:

- Eileen Peltier, CEO, Berkshire Housing Development Corporation, [epeltier@berkshirehousing.com](mailto:epeltier@berkshirehousing.com)
- Keith Fahey, CEO, Wayfinders, [kfahey@wayfinders.org](mailto:kfahey@wayfinders.org)
- Rep. Smitty Pignatelli, [Smitty.Pignatelli@mahouse.gov](mailto:Smitty.Pignatelli@mahouse.gov)
- Jane Ralph, Executive Director, Construct, [jralph@constructberkshire.org](mailto:jralph@constructberkshire.org)
- Betsy Andrus, Executive Director, Southern Berkshire Chamber of Commerce, [betsy@southernberkshirechamber.com](mailto:betsy@southernberkshirechamber.com)

#### 7. Budget:

Please see the attached budget, which includes sources and uses. The pro forma shows positive cash flow beginning the second year.

*Provide a development financing plan, including:*

*a. The amount of grant funds the Proposer is seeking from the Trust, when those funds would be expected (month/year) and whether those funds would be needed in one lump sum or over a period of time.*

The CDCSB is seeking \$175,000 in one lump sum from the Trust in November 2023.

*b. A proposed pre-development budget, if applicable, including all projected sources to be used to secure necessary permits and approvals for the rehabilitation and any construction.*  
Please see Thomewood predevelopment + development costs, attached.

*c. A development budget that includes a list of sources and uses.*  
Please see Thomewood predevelopment + development costs, attached.

*d. Operating budgets with income and expenses over a minimum 10-year period.*

Please see Thomewood 10-year operating budget, attached.

*e. Assumptions used in making the above determinations, for example, utility costs, taxes or exemptions, price escalations, etc.*

- Projected room rates based on comparable units in the market and affordability to the targeted occupants. Rates increase at a projected 3.0% annual rate.
- Projected room fees are inclusive of heat, hot water, electricity, trash and snow removal.
- The existing 14 rooms are immediately available with another 4 rooms available after renovations in year 2
- The co- working space to be developed in the former dining room and adjacent areas is expected to be modest in size and generate approximately 3% of total revenues.
- Additional revenue of \$15,000 per year (about 5% of projected revenues) is projected to come from local employers and other non-profits in the form of partnership arrangements and underwritten rooms.
- The largest expense is the mortgage with projected payments based on our accepted bank proposal
- The pro forma assumes Thomewood will be exempt from Great Barrington property taxes based on its non-profit status
- Other costs such as electric, heat, insurance, water and sewer are based on historical cost data provided by the seller and updated for the proposed new use plan. These expenses are projected to increase 10% in year 2 and thereafter at a 4% annual rate.
- A 10% expense contingency is also included.

Phase I - Purchase of Existing Property			Phase IIA - Renovation of Expansion Rooms	Phase IIB - Refinance Construction loan
Sources and Uses				
Sale Price		1,365,000		
Closing costs (% of price)	1.5%	20,475		
Allowance for Required repairs		50,000		
Renovation of Expansion Rooms			\$ 110,000.00	
<b>TOTAL FUNDS USED</b>		<b>1,435,475</b>	<b>1,545,475</b>	<b>1,545,475</b>
Mortgage	80.0%	1,148,380		1,258,380
Construction Loan			110,000	-
Equity	20.0%	287,095		287,095
<b>TOTAL FUNDING SOURCES</b>		<b>1,435,475</b>	<b>1,545,475</b>	<b>1,545,475</b>

Equity Uses		
Equity to Close	287,095	
Reserve for Year 1 Cash shortfall	\$13,000	
Reserve for DSCR Compliance	\$25,000	
<b>TOTAL</b>	<b>325,095</b>	
Equity & Sub Debt Sources		
Subordinated Loan (for bridge equity)	150,276	46.2%
Affordable Housing Trust	175,000	53.8%
Roll CDC Deposit	-	0.0%
Thorne Purchase money Mortgage	-	0.0%
<b>TOTAL</b>	<b>325,276</b>	<b>53.8%</b>



Thornewood Workforce Inn - Pro Forma (See Notes Below)	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Core 14 room Rooms - Fee Schedule	211,680	218,030	224,571	231,308	238,248	245,395	252,757	260,340	268,150	276,194
Occupancy Rate	96%	96%	96%	96%	96%	96%	96%	96%	96%	96%
Annual Fee Increase	-	3%	3%	3%	3%	3%	3%	3%	3%	3%
Core 14 room Room revenue	202,860	208,946	215,214	221,671	228,321	235,170	242,225	249,492	256,977	264,686
Phase II Room conversions - Fee Schedule		56,362	58,052	59,794	61,588	63,435	65,339	67,299	69,318	71,397
Occupancy Rate		96%	96%	96%	96%	96%	96%	96%	96%	96%
Annual Fee Increase		3%	3%	3%	3%	3%	3%	3%	3%	3%
Phase II Room Conversion Revenue		54,013	55,634	57,303	59,022	60,792	62,616	64,495	66,429	68,422
TOTAL ROOM FEE INCOME	\$202,860	\$262,959	\$270,848	\$278,973	\$287,342	\$295,963	\$304,842	\$313,987	\$323,406	\$333,109
Co-working Space Revenue										
Price Increases		3%	3%	3%	3%	3%	3%	3%	3%	3%
Monthly Memberships	10	15	15	15	15	15	15	15	15	15
Monthly membership rate	\$ 50.00	\$ 51.50	\$ 53.05	\$ 54.64	\$ 56.28	\$ 57.96	\$ 59.70	\$ 61.49	\$ 63.34	\$ 65.24
Day passes per month	10	15	15	15	15	15	15	15	15	15
Day passes price	\$ 20.00	\$ 20.60	\$ 21.22	\$ 21.85	\$ 22.51	\$ 23.19	\$ 23.88	\$ 24.60	\$ 25.34	\$ 26.10
Total Co-working Revenue	6,200	9,579	9,866	10,162	10,467	10,781	11,105	11,438	11,781	12,134
Other Revenue										
Underwritten Rooms/Community Partners										
number of rooms	2	2	2	2	2	2	2	2	2	2
amount	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500
Total Other Revenue	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
GRAND TOTAL REVENUE	\$224,060	\$287,538	\$295,714	\$304,136	\$312,810	\$321,744	\$330,946	\$340,425	\$350,187	\$360,243
EXPENSES										
annual increase %		10%	4%	4%	4%	4%	4%	4%	4%	4%
Electric	11,219	12,341	12,835	13,348	13,882	14,438	15,015	15,616	16,240	16,890
RE Taxes										
Insurance	12,000	13,200	13,728	14,277	14,848	15,442	16,060	16,702	17,370	18,065
Fuel	13,455	14,801	15,393	16,008	16,649	17,314	18,007	18,727	19,476	20,256
Refuse	2,875	3,163	3,289	3,421	3,557	3,700	3,848	4,002	4,162	4,328
Water (well)	1,725	1,898	1,973	2,052	2,134	2,220	2,309	2,401	2,497	2,597
Sewer	4,533	4,987	5,186	5,394	5,609	5,834	6,067	6,310	6,562	6,825
Common Space cleaning	2,875	3,163	3,289	3,421	3,557	3,700	3,848	4,002	4,162	4,328
Maintenance - Landscaping/Plowing	5,750	6,325	6,578	6,841	7,115	7,399	7,695	8,003	8,323	8,656
Maintenance - Pool										
Property Management Services	52,960	58,256	60,586	63,010	65,530	68,151	70,877	73,712	76,661	79,737
SUB TOTAL EXPENSES	107,393	118,132	122,857	127,772	132,882	138,198	143,726	149,475	155,454	161,672
CONTINGENCY at 10%	10,739	11,813	12,286	12,777	13,288	13,820	14,373	14,947	15,545	16,167
GRAND TOTAL EXPENSES	\$118,132	\$129,945	\$135,143	\$140,549	\$146,171	\$152,017	\$158,098	\$164,422	\$170,999	\$177,839

Operating Cash flow	\$105,928	\$157,593	\$160,571	\$163,587	\$166,639	\$169,776	\$172,848	\$176,003	\$179,188	\$182,404
Cumulative		\$263,521	\$424,092	\$587,679	\$754,318	\$924,044	\$1,096,892	\$1,272,895	\$1,452,083	\$1,634,487
Annual 1st Lien Mortgage payments	\$ 95,211	95,211	95,211	95,211	95,211	95,211	95,211	95,211	95,211	95,211
Cash flow after mortgage payments	\$10,717	\$62,381	\$65,360	\$68,375	\$71,428	\$74,515	\$77,637	\$80,791	\$83,977	\$87,193
Cumulative		\$73,098	\$138,458	\$206,833	\$278,260	\$352,775	\$430,412	\$511,203	\$595,180	\$682,373
Subordinated loan interest-fees (2.5 years term)	15,701	13,901	6,950	-	-	-	-	-	-	-
Cash flow after mortgage and equity loan		\$48,481	\$58,409	\$68,375	\$71,428	\$74,515	\$77,637	\$80,791	\$83,977	\$87,193
Cumulative Cash flow		\$43,497	\$101,906	\$170,282	\$241,709	\$316,224	\$393,861	\$474,652	\$558,629	\$643,821
Phase II construction loan										
construction phase interest	\$ 5,878									
Increased mortgage payments		\$ 7,296	\$ 7,296	\$ 7,296	\$ 7,296	\$ 7,296	\$ 7,296	\$ 7,296	\$ 7,296	\$ 7,296
Total Phase II Financing Costs	\$ 5,878	\$ 7,296	\$ 7,296	\$ 7,296	\$ 7,296	\$ 7,296	\$ 7,296	\$ 7,296	\$ 7,296	\$ 7,296
Cash flow after mortgage, equity loan and phase II		\$41,185	\$51,113	\$61,079	\$64,132	\$67,219	\$70,341	\$73,495	\$76,681	\$79,897
Cumulative Cash flow		\$30,323	\$81,436	\$142,515	\$206,647	\$273,866	\$344,207	\$417,702	\$494,382	\$574,279
DSCR Calculation										
Room Fee Income	\$202,860	\$262,959	\$270,848	\$278,973	\$287,342	\$295,963	\$304,842	\$313,987	\$323,406	\$333,109
Co-working Income	6,200	9,579	9,866	10,162	10,467	10,781	11,105	11,438	11,781	12,134
Underwritten Rooms	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
Cash Reserve	\$38,000									
Operating Expenses	<del>\$116,132</del>	<del>\$129,945</del>	<del>\$135,143</del>	<del>\$140,549</del>	<del>\$146,111</del>	<del>\$152,017</del>	<del>\$158,098</del>	<del>\$164,432</del>	<del>\$170,999</del>	<del>\$177,839</del>
NET OPERATING INCOME	\$143,928	\$157,593	\$160,571	\$163,587	\$166,639	\$169,776	\$172,848	\$176,003	\$179,188	\$182,404
1st Lien Mortgage (includes construction)	\$ 101,090	\$ 102,597	\$ 102,507	\$ 102,507	\$ 102,507	\$ 102,507	\$ 102,507	\$ 102,507	\$ 102,507	\$ 102,507
2nd Lien Debt	15,701	13,901	6,950	-	-	-	-	-	-	-
Debt Service Coverage Ratio (DSCR)	1.23	1.35	1.47	1.60	1.63	1.66	1.69	1.72	1.75	1.78
Revenue Mix										
Room Fee Income	90.5%	91.5%	91.6%	91.7%	91.9%	92.0%	92.1%	92.2%	92.4%	92.5%
Co-working Space	2.8%	3.3%	3.3%	3.3%	3.3%	3.4%	3.4%	3.4%	3.4%	3.4%
Underwritten Rooms/Community Partners	6.7%	5.2%	5.1%	4.9%	4.8%	4.7%	4.5%	4.4%	4.3%	4.2%
TOTAL	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%