

DHCD SUBMITTAL – Executive Summary & Self Scoring
THE COADY SCHOOL RESIDENCES
85 COTUIT ROAD
BOURNE, MASSACHUSETTS 02532



FOR MORE INFORMATION PLEASE CONTACT:

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SUMMARY

Enclosed please find SCG Development Partners, LLC (“Stratford”) Repeat proposal for the adaptive re-use and development of the Coady Middle School into the Coady School Residences (“Property”).

I. Introduction

Stratford has formed Coady School Residences Limited Partnership (the “Partnership”), a Massachusetts Limited Partnership that is qualified to undertake the planning, design, development, construction, ownership and operation of the Property, a 58 unit apartment complex located at 85 Cotuit Road, Barnstable County, Bourne, MA. The Property will qualify for (i) low income housing tax credits under Section 42 of the Internal Revenue Code of 1986, as amended (the “Low Income Tax Credits”), (ii) federal historic tax credits under Section 47 of the Internal Revenue Code (“Federal Historic Credits”), (iii) Massachusetts low income housing tax credits (the “State Tax Credits”) and (iii) Massachusetts state historic tax credits (the “MA State Historic Tax Credits”) which have been awarded and are anticipated to be sold to a 3rd party investor.

Stratford and the the Massachusetts Department of Housing and Community Development (“DHCD” or “State Agency”) have worked diligently to make the proposal stand out in the upcoming March 2015 tax credit application round. Stratford has updated the proposal/one stop based on DHCD’s recommendations and new information.

II. Funding Request

Enclosed is a 9% low income housing tax credit application (the “Tax Credit Application”) to the State Agency that will serve as the application for (i) Low Income Tax Credits, (ii) Affordable Housing Trust Funds (the “AHTF Loan”), (iii) Housing Stabilization Funds (the “HSF Loan”), (iv) HOME investment Partnership Program Funds (the “HOME Loan”), (v) State Tax Credits and (vi) eight (8) Massachusetts Rental Voucher Program (“MRVP PBV”).

The proposed development will fit within **Category #1** listed in the DHCD Housing Development Funding Priority list.

“Housing for extremely low-income (ELI) individuals, families, and seniors earning less than 30 percent of area median income with a particular focus on those who are homeless or at risk of homelessness. Projects in this category must be supported by tenant services and include at least 20 percent ELI units. Projects can serve families or individuals, seniors, persons with disabilities, and persons with special needs.”

Homeless. “10% of the units in the project will be committed for homeless families or individuals earning less than 30% of area median income”.

The Coady School Residences will serve Bourne’s senior population. All 58 units will be affordably priced and rented to individuals who earn sixty percent (60%) or less of area median income; of which 12 units (20% of the total units) will be rented to individuals who earn thirty percent (30%) or less of area median income; of which 6 units of the 12 units (at least 10% of the total units) will be rented to homeless individuals.

The eligibility of the Property for this Category has been discussed and confirmed by DHCD staff.

Below is a summary of the Partnership’s funding request:

1. **Low Income Tax Credits**. The Partnership is requesting **\$1,000,000** of Low Income Tax Credits per year from the State Agency. The Partnership assumed 7.51% for the applicable percentage for the rehabilitation credit, which is the applicable percentage as of December 2015 as prescribed in the Spring 2015 Notice of Funding Availability (“NOFA”);
2. **AHTF Loan**. The Partnership is requesting **\$1,000,000** in AHTF loan proceeds allocated by MassHousing. The AHTF loan has been deducted from basis;
3. **HSF Loan**. The Partnership is requesting **\$1,000,000** in HSF loan proceeds allocated by the State Agency. The HSF loan has been deducted from basis;
4. **HOME Loan**. The Partnership is requesting **\$550,000 (11 units at \$50,000 per unit)** in HOME loan proceeds allocated by the State Agency;

The Property will target senior residences at or below 30% and 60% of the Area Median Income (“AMI”). Of the Property’s 58 apartment units, 11 apartment units will be rent restricted pursuant to the terms set forth by the HOME Loan; of which 3 will also be designated Low HOME apartment units (“LH”) and will have rent restrictions at the lesser of (i) rent at 50% of AMI or (ii) HUD’s Fair Market Rent, and 8 will be designated High HOME apartment units (“HH”) and will have rent restrictions at the lesser of (i) 80% of AMI or (ii) HUD’s Fair Market Rent.

5. **State Low Income Housing Tax Credits (“State Tax Credits”)**. The Partnership is requesting \$425,000 of State Tax Credits per year from the State Agency. The Partnership received a Letter of Interest from a qualified Buyer to purchase the State Tax Credits for \$.72 per credit. The Partnership limited the State Tax Credits request to well below the \$10,000 per unit as prescribed in the Spring 2015 Notice of Funding Availability (“NOFA”);
6. **Massachusetts Rental Voucher Program (“MRVP PBV”)**. Per DHCD’s recommendation, we will not be requesting any PBV’s for the proposed senior housing development.

The Partnership is requesting eight (8) MRVP PBVs that that will assist in (i) marketing 20% of the Property’s units rent at 30% or less of AMI and (ii) funding the annual supportive service program. Both the ELI units and the supportive service program have put a strain (negative trending) on the 15 year proforma. The four MRVP PBVs would minimize “negative trending”. We are requesting MRVP PBVs from those as set forth in the NOFA available for projects not meeting unit and size requirements.

7. **First Mortgage sized with a 1.45 Debt Service Coverage (“DSC”)**. In order to achieve above a 1.0 DSC at the end of the First Mortgage term (18 years), the Partnership sized the First Mortgage based on a 1.45 DSC.

Please note that DHCD may substitute an in-kind amount of any other resource for any of those requested above.

III. **Readiness to Proceed**.

The Partnership has worked diligently with DHCD, the Town of Bourne, the MA Historic Commission, and the National Park Historic Commission in order to successfully meet all requirements and attain all approvals to move forward with construction. DHCD funding is all the project lacks in order to close on the acquisition of the Property, pay the Town, pull a building permit and commence construction.

1. Property Ownership. The Sponsor has an executed Purchase and Sales Agreements with the Town of Bourne.
2. Zoning. The Bourne Zoning Board of Appeals (the “Board”) approved a Comprehensive Permit on February 22, 2013 for the Partnership pursuant to the terms, conditions and obligations imposed by Massachusetts General Laws Chapter 40B. Enclosed in this submission is the recorded decision.
3. Advanced Plans. The Partnership has a full set of “Permitted Plans” and is ready to move forward to closing.
4. Federal Historic Tax Credits. Subject to satisfaction of procedural and ongoing compliance requirements of the Federal Historic Tax Credit Program, the Partnership is eligible to receive Federal Historic Tax Credits in the amount of \$1,394,174 at the time of construction completion. The Partnership has received Part I and Part II historic approvals.
5. MA State Historic Tax Credits. The Partnership is eligible to receive MA State Historic Tax Credits in the amount of \$1,394,174. Subject to satisfaction of procedural and ongoing compliance requirements of the Massachusetts State Historic Tax Credit Program, the Property has been awarded a total of \$1,400,000 of MA State Historic Tax Credits; \$300,000 awarded October, 26, 2011, \$300,000 awarded March 8, 2012, \$300,000 awarded July 12, 2012, \$300,000 awarded October 13, 2012, and \$200,000 awarded March 27, 2014. The Partnership has received Part I and Part II MA historic approvals.
6. Environmental Review. A 21E site assessment, a limited Phase II, and Hazardous Material Assessment have been completed. Plans and the construction budget conform to the remediation recommendations.

IV. The Property Description

General

As part of the redevelopment proposal, the proud Coady School will be sensitively renovated per National Park Service Guidelines for Historic Renovation, and expanded to the rear to provide 58 units of new respectable housing and support services. The preserved historic façade will stand testament to the honorable Coady name and the original school structure will provide continued service to the community. The 58 units will consist of 1 studio unit, 31 one bedroom units, and 26 two bedroom units. The Property will serve Bourne and the surrounding area’s senior population (age 55+). All 58 units will be affordably priced and rented to individuals who earn sixty percent (60%) or less of area median income; of which 12 units (20% of the total units) will be rented to individuals who earn thirty percent (30%) or less of area median income; of which 6 units of the 12 units (at least 10% of the total units) will be rented to homeless individuals. At or before the construction closing, we are hopeful that the Partnership will enter into a 15-year Massachusetts Rental Voucher Program Contract (the “MRVP Contract”) benefiting eight (8) of the Property’s apartment units through the Low Income Tax Credit compliance period. The MRVP PBVs will be dedicated to the 30% AMI units.

The Property's unit mix will consist of the following:

Unit Type	Number Of Units	Income/Rent Limit (% of AMI)	Area (SF)
Studio (MRVP)	1	30% AMI	540
1 BD – (MRVP)	2	30% AMI	696
1 BD	28	60% AMI	696
2 BD (MRVP)	5	30% AMI	894
2 BD	22	60% AMI	894
	58		

The Property is an existing Georgian Revival style, red brick, with cast stone and wood-details constructed in 1905 and known as the former Bourne High School/Coady Middle School. The Property has been vacant for the last several years and will be undergoing a historic rehabilitation and adaptive re-use to create an apartment complex for rental to senior tenants. The existing Coady Middle School is to be renovated in accordance with the United States Department of the Interior's Historic Preservation Standards. The existing building is approximately 44,225 gross square feet. The rehabilitation consists of (i) the selective demolition & removal of existing floor, wall and ceiling systems and finishes, (ii) the total removal of existing electrical, plumbing & mechanical systems, (iii) the addition and/or reinforcement of structural elements to meet current codes, (iv) the replacement of the majority of existing windows, exterior doors and roofing systems, (v) the installation of new elevators, new mechanical, plumbing, electrical and fire protection systems, (vi) the reconfiguration of the existing spaces, and (vii) the restoration of interior wood trim and paneling in existing auditorium. The exterior scope of work consists of (i) the complete restoration of the existing brick facade, (ii) the restoration of existing wood siding and trim, and (iii) the installation of new fenestration treatments consistent with historic preservation standards.

The new construction portion of the development consists of the construction of a new 32,650 gross square feet, three-story, wood frame structure with slab-on-grade, elevator, mechanical, electrical, plumbing, and fire protection services, and central laundry facilities. The exterior facade will consist of fiber cement board siding materials, PVC trim, and new fiberglass window systems.

All apartment units will have complete appliance packages, including (i) electric cooking ranges, (ii) fan hoods, (iii) frost-free refrigerators, (iv) dishwashers, (v) garbage disposals, (vi) wall-to-wall carpeting, (vii) window covering (mini-blinds) and (viii) pre-wired cable TV, internet, and telephone connections. Each apartment unit will be individually metered for natural gas and electricity allowing residents to control their environment and utility costs, as well as other optional utilities (cable, telephone, etc.). Tenants will benefit from laundry facilities, a community and media room, as well as dedicated storage units for tenants.

The Property is situated on approximately 4.37 acres of land located at 85 Cotuit Road, Bourne, Massachusetts (Barnstable County). Specifically, the Property is bounded: to northeast by various residences; to the northwest by the Bourne School Department administrative offices, to the east by James Peebles Elementary School, to the west by woodlands, to the southeast by Bourne High School; and, to the south by baseball diamond and landscaped areas (portion of the site parcel).

V. Resident Coordination/ Homeless

Resident Coordination

WinnResidential ("Winn"), based in Boston, MA, provides supportive services which are essential to a well-managed, vibrant, housing community. Winn has 30 years of experience providing on-site

supportive social service programs to diverse populations in affordable housing communities in New England, New York, Maryland, Pennsylvania, Washington, DC, Virginia and elsewhere across the country. Winn's model is that of an integrated team, working with residents to build a sense of community, and supporting senior residents in being self-sufficient for as long as possible in their own homes. Winn takes pride in helping residents age in place with dignity. Working with community partners, they effectively meet the needs of residents by offering state-of-the-art opportunities to learn, work and have fun cooperatively with neighbors, management and the community.

Winn will employ a Resident Service Coordinator ("RSC") at the Property, on-site approximately 15-20 hours per week to coordinate programs & activities and provide one-to-one assistance to residents with social service issues, as needed. The RSC will provide information and referral to appropriate Senior Service agencies in the local community. The RSC will conduct an initial 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.

The Partnership will build a relationship and 'partner' with Elder Service of Cape Cod and the Islands, Inc. ("ESCCI) and Bourne Council on Aging ("BCOA") to bring in educational programs/events to the residents and to provide them streamlined access to community services and supports that will better enable them to live independently in our housing community. Below is a list of some supportive services we hope to include:

- a) Health and Education Programs: (i) health & wellness education workshops, (ii) health fairs, (iii) health screenings, (iv) exercise classes, and (v) computer learning centers.
- b) Social and Cultural Programs: (i) community-building events, (ii) diversity programming, (iii) discussion groups, (iv) seasonal celebrations, (v) intergenerational programs, and (vi) spiritual & religious opportunities.
- c) Supportive Services: (i) information & referrals to service providers and agencies, (ii) benefits & entitlements information, (iii) a wide variety of in-home services and amenities, and (iv) family support, and advocacy.

Homeless. Stratford will work closely with the Town of Bourne and surrounding areas to address the homeless or at risk of homelessness population. At least 10% of the total units will be rented to homeless individuals. Stratford, the Town, and Winn will work together and incorporate housing and services at the Property.

VI. Self-Scoring

Aggregate Sponsor Self Scoring

Stratford has taken the liberty to score our application in accordance with the 2015 Qualified Allocation Plan and Program Guidelines. We respectfully submit the results of our “self-scoring”:

Summary	Self-Scoring	Max
Fundamental Project Characteristics	100	100
Special Project Characteristics	39	82
Total	139	182

Fundamental Project Characteristics	Self-Scoring	Max
Financial Feasibility	20	20
Design	20	20
Development Team	20	20
Marketability	20	20
Readiness to Proceed	20	20
Subtotal	100	100

Special Project Characteristics	Self-Scoring	Max
Official Local Support	4	4
Inclusion in Neighborhood Revitalization Effort	2	4
MBE/WBE Membership on Development Team	3	6
Non-Profit Sponsorship	0	5
Special Needs Groups	0	8
Inclusion of Market Rate Units in Project	0	6
Location in an Opportunity Area	0	14
Conformance with Section 42 Code	3	3
Energy Efficient Envelope Design	5	5
Efficient Building Systems	4	5
Healthy Indoor Air Quality	4	4
Site Design	3	4
Renewable Energy	1	2
Enhanced Accessibility	4	6
Proximity to Transit	6	6
Subtotal	39	82

Self-Scoring Detail

Fundamental Project Characteristics (Total Category Points – 100)

A. Financial Feasibility - (20 points)

Sponsor's Self-Score: 20 points.

The **Coady School Residences** is very similar to **The Brown School Residences**, **The Fulton School Residences**, **The School Street Residences**, and **The Simpkins School Residences**, and the **Chelmsford Woods Residences**. The same team members from these developments have reviewed and analyzed the financial feasibility of the Property. These entities are the developer; market studier, Bonz and Co.; management company, Winn Management; architect, ICON Architecture; GC, Callahan; Civil Engineer, CHA; and Owner's Rep., Design Technique. The collaboration of these organizations provides a high level of certainty of the project's success.

The same investors and lenders on our previous developments will participate in the development of the Property, namely, TD Bank as investor in Low Income Tax Credits and Federal Historic Tax Credits; Foss & Co as the syndicator for MA State Historic Credits; TD Bank as the construction lender; and TD Bank as the permanent lender.

B. Design - (20 points)

Sponsors Self-Score: 20 points.

- Conformance with applicable laws, regulations and code requirements: Pursuant to regulations promulgated by the Commonwealth of Massachusetts governing residential developments and the state's Building Code for Residential Construction, the design of the proposed project complies with all applicable laws, regulations and code requirements. ICON and the team have extensive experience working with MAAB, ADA, and FHA requirements relevant to both building interiors and site-wide accessibility. It is ICON's goal to provide designs which exceed basic code requirements and aspires to achieve Universal Design through creating environments that are inherently accessible to the greatest extent possible.
- Appropriate architectural treatment: ICON architecture has designed an aesthetic consistent with the historic rehabilitation of the existing school and a contemporary addition compatible with its context, as well as open areas maximizing the site's potential. Additionally, the structure is in keeping with area's surroundings. As such, the Property shall have an immensely positive impact to the residents and community at large. The units are designed efficiently and are very comfortable in size.
- Sufficient amenities for target population: The restoration of the historic school allows opportunities for unique amenity spaces that are available for resident use including: a Dining | Lounge area with full kitchen, a media room, a Fitness Room [all located within the volume of the existing gym | auditorium]; a library within the historic entry of the school, and a Sun Room in the old science classroom. A private outdoor courtyard is also designed for the rear of the entry with seating, BBQ area and communal table. The building is situated on a site which will provide the residents with access to transportation, and access to shopping, and banking. Unit amenities will include central air conditioning, full bathrooms, full kitchen, and wall-to-wall carpeting. Two new elevators will be installed.

- Site layout & design addresses environmental issues; parking needs; outdoor improvements appropriate for the target population: The Property will provide residents with sufficient common areas and outdoor space and will provide the resident with access to transportation and access to store, shopping, and banking. Accessible routes are provided through the site and all units are visitable.
 - An Environmental Report was prepared by Fuss & O'Neill. All necessary steps are being taken to remove and abate all hazardous materials from the site in accordance with all applicable federal, state and local conditions and standards.
 - Energy conservation measures: The design team is working with an Energy Star Homes provider-Conservation Services Group in the detailing of energy conservation measures including a high performance envelope with insulation at the walls and tight air-sealing requirements at the new construction. Systems are designed with energy efficiencies that exceed the state building code requirements. All lighting, appliances, windows [new addition] and shingle roofs are Energy Star rated. All of these elements lend to greater occupant comfort and better operating efficiencies.
 - Material selection consistent with promoting healthful interior environmental quality and mechanical ventilation measures to control humidity and indoor air quality: ICON and team of engineers have designed individual HVAC systems so each resident can control their own environment within the unit. Bathrooms are continuously exhausted. Natural Ventilation is provided through operable windows that are also selected for their energy star rating. All common areas will have HVAC systems. Limited carpet will be utilized in common areas.
 - CO Detectors will be installed.
 - Water conservation requirements have been included in our specifications. Opportunities for further conservation continue to be explored. Storm water retention | recharge.
 - Construction oversight: Design Technique (Owner's Rep) will provide oversight of the construction activities in the field; additionally through the engagement of a third party provider of the Energy Star - *MA Residential New Construction Program*, CSG will oversee construction practices for the execution of energy efficient measures to ensure the sustainable aspects of the project are executed in the field.
 - Conservation of Resources: The project is on a previously developed site with the re-use of the existing Coady School for use in providing new active senior living opportunities. Hence energy, effort and cost expenditures are reduced in not clearing the site for a fully new construction project.
 - Tel|Data: 3 Distinct Networks. ICON has designed the development to contain the required networks. See Specifications included in Exhibit 13.
 - Construction Cost Proforma: Callahan, our GC and construction manager, has calculated the construction costs and those figures have been used in our proforma.
 - Design Self Evaluation (Appendix I Green Building and Appendix H Accessibility). The evaluation that was completed by ICON architecture is set forth with the Specifications. A set of plans and specifications have been completed and submitted to the Town of Bourne.
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C. Development Team - (20 points)

Sponsor's Self-Score: 20 points.

- Prior experience in developing tax credit developments:

Developer. SCG Development Partners, LLC (“SDC”) would be the developer of the Property. It is the development arm and wholly owned subsidiary of Stratford Capital Group, LLC (“Stratford”). As real estate professionals first and foremost, the principals of SDC have extensive experience in identifying unique opportunities, site selection, diligently underwriting and ultimately acquiring and financing rental apartment properties. Leveraging off of this skill set, the principals of Stratford Capital Group have been involved in the successful development of 50 properties using tax credits in the role of developer or co-developer. See Exhibit 8 for SDC’s/Stratford’s curriculum vitae. The table below illustrates SDC’s affordable housing developments that are either completed, under construction, or in the permitting stage located in Massachusetts:

Development	Units	Location	Const. Period	Status
Brown School Residences	61	Peabody, MA	July 2006 – July 2007.	Completed on time and under budget and fully leased up.
Fulton School Residences	63	Weymouth, MA	Sept. 2008 – Sept. 2009.	Completed on time and under budget and fully leased up.
School Street Residences	50	Athol, MA	Sept. 2009 – Nov. 2010.	Completed on time and under budget and fully leased up.
Simpkins School Residences	65	Yarmouth, MA	Oct. 2012 – October 2014	Completed and fully leased up
Chelmsford Woods Residences	58	Chelmsford, MA	October 2014	Chapter 40B (fully permitted), received financing.
Coady School Residences	58	Bourne, MA	TBD	Chapter 40B (fully permitted), applying for financing.

Each participant below has successfully collaborated in the undertaking of the development and or management of the developments/properties in the table above.

Architect. ICON Architecture (“ICON”), based in Boston, MA, will be the design and supervising architect for the Property. ICON is widely recognized for its award winning residential designs, specifically in the area of affordable housing. SDC’s established relationship with ICON provides a decided advantage during the design and construction process. ICON has been and is the architect for SDC’s recent developments located in the Northeast. ICON is certified by the State Office of Minority and Women Business Assistance. See Exhibit 8 for ICON’s curriculum vitae.

Civil. Coler & Colantonio (“Coler”), based in Norwell, MA, was recently acquired by Clough Harbour & Associates (“CHA”). CHA is a full service engineering firm with the in-house capabilities to supply all the engineering, planning, surveying, permitting, environmental, and construction inspection and administration services needed to complete the development. The technical staff possesses a strong sustainable design ethic that has been ingrained in our culture for decades. Throughout its 50-plus years in the business, CHA has led the way in developing innovative green designs. From CHA’s early work on America’s most scenic highways to its

recent award-winning environmentally-friendly projects, CHA is proud of our green approach to planning and design.

Owner's Representation. Design Technique Incorporated ("DTI"), based in Newburyport, MA, is an established on-site construction administration company. DTI offers developers, owners and institutions, owner's representation and quality assurance services to manage risk and add value to their design and construction projects. DTI offers total program management, project support and site representation by providing personal, hands-on attention and staying fully engaged throughout the process.

Legal. Klein Hornig LLP ("Klein"), based in Boston, MA is counsel to the Sponsor. Klein is one of the nation's premier firms concentrating exclusively on affordable housing and community development. The firm focuses on structuring, managing and closing all types of multilayered affordable housing transactions for both new development and housing preservation/revitalization, under a myriad of federal and local programs including HOPE VI/mixed-finance, Low Income Housing Tax Credits, Section 202, and many more.

Accountant. CohnReznick, based in Bethesda, MD (offices nationwide, including Boston), is a leading national accounting firm which has one of the most extensive and experienced affordable housing industry practices in the United States. As such, CohnReznick provides input into the review and development of government affordable housing programs. CohnReznick provides for-profit and nonprofit developers, public housing authorities, state housing credit agencies, syndicators, investors, and lenders with a range of accounting, tax and business advisory services.

Property Manager. Winn Management Co. LLC ("Winn"), based in Boston, MA, a subsidiary of WinnResidential will manage the Property. Winn helps create, market, manage, and maintain a wide spectrum of apartment communities in urban, suburban and rural America. Winn employs over 2,600 persons and manages in excess of 85,000 apartment units and condominiums in more than 22 states. Winn has developed a sophisticated marketing program, which operates in accordance with Affirmative Fair Housing Laws. Winn's Marketing Department provides the expertise to help achieve optimal occupancy levels in the competitive multifamily marketplace. Attractive and effective brochures, websites, and other promotional materials serve to heighten the appeal of new properties as they come on the market. Winn managers are responsible for the implementation of budgets, staffing, annual audits, and the collection and distribution of revenue of over \$200 million per year. For those properties with an affordable housing component, Winn has designed and implemented sophisticated techniques and procedures for reliable compliance with housing restrictions. Winn is the management agent for SDC's recent Massachusetts developments. See Exhibit 8 for Winn's curriculum vitae.

General Contractor. Callahan, Inc. ("Callahan"), based in Bridgewater, MA, established in 1954, is an experienced general contractor which provides design, site development and construction management services for projects located throughout the northeast United States and Florida. SDC and Callahan completed three (3) developments which are similar to the proposed development: (i) The Brown School Residences, Peabody, MA (61 apartment units), (ii) The Fulton School Residences, Weymouth, MA (63 apartment units), and (iii) The School Street Residences, Athol, MA (50 apartment units). All three projects are affordable housing developments that were completed on time and under budget.

- Prior experience developing tax credit developments. Every member of the development team has extensive tax credit and real estate expertise.

- Financial Strength: See Exhibits 8 for a description of the various developments that the sponsors have completed.
 - Physical and financial condition of other properties developed by the Sponsor/Owner: See Exhibit 8 to view a complete curriculum vitae on the Sponsor/Owner's prior development experience.
 - Prior experience on other DHCD-assisted projects: As previously discussed herein, Principals of the Sponsor have developed several DHCD-assisted projects. See Exhibit 8 for a complete curriculum vitae. All other key development team members have successfully participated in other DHCD-assisted projects.
 - Inclusion of SOMWBA-certified members on team. ICON Architecture is SOMWBA certified. Please see their curriculum vitae included in Exhibit 32. Also, several of the engineering companies and subcontractors of ICON and the GC qualify as SOMWBA-certified.
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D. Marketability - (20 points)

Sponsor's Self-Score: 20 points.

Stratford has commissioned a Market Study which has been performed by Bonz and Co. Bonz has thoroughly analyzed the market and written the report located in Exhibit 3. The report conforms to DHCD and NCAHMA requirements. The study confirms that the Property meets the demand of the marketplace.

E. Readiness to Proceed - (20 points)

Sponsor's Self-Score: 20 points.

Based on the following, the Partnership believes the Property satisfies the "readiness to proceed" category.

7. Property Financing. Enclosed is the Tax Credit Application to the State Agency that will serve as the application for (i) the Low Income Tax Credits, (ii) the AHTF Loan, (iii) the HSF Loan, (iv) the HOME Loan, and (v) the MRVP-PBV vouchers.
8. Property Ownership. The Sponsor has an executed Purchase and Sales Agreements with the Town of Bourne.
9. Zoning. The Bourne Zoning Board of Appeals (the "Board") approved a Comprehensive Permit on February 22, 2013 for the Partnership pursuant to the terms, conditions and obligations imposed by Massachusetts General Laws Chapter 40B. Enclosed in this submission is the recorded decision.
10. Environmental Review. A 21E site assessment, limited Phase II, and Hazardous Material Assessment have been completed. Plans and the construction budget conform to the recommendations.
11. Ten-Percent Carryover Test. The Partnership will be able to meet the Ten Percent Carryover Test with a combination of property acquisition, hard and soft costs as set forth below. The Partnership could expect, in the event of a successful tax credit allocation, to be under construction in the third quarter of 2015.

Description	Total
Building	\$320,000
Land	\$80,000
Hard Cost/Site	\$750,000
Title and Recording	\$50,000
Legal	\$100,000
Architectural and Engineering	\$384,956
Environmental	\$65,000
Market Study/ Appraisal	\$30,000
Insurance	\$112,000
Total	\$1,891,956
Total Development Costs ("TDC")	\$17,584,343
% / TDC	10.76%

12. Advanced Plans. The Partnership has a full set of "Permitted Plans" and is ready to move forward to closing.
13. Federal Historic Tax Credits. Subject to satisfaction of procedural and ongoing compliance requirements of the Federal Historic Tax Credit Program, the Partnership is eligible to receive Federal Historic Tax Credits in the amount of \$1,394,174 at the time of construction completion. The Partnership has received **Part I** and **Part II** historic approvals.
14. MA State Historic Tax Credits. The Partnership is eligible to receive MA State Historic Tax Credits in the amount of \$1,394,174. Subject to satisfaction of procedural and ongoing compliance requirements of the Massachusetts State Historic Tax Credit Program, the Property has been awarded a total of \$1,200,000 of MA State Historic Tax Credits; \$300,000 awarded October, 26, 2011, \$300,000 awarded March 8, 2012, \$300,000 awarded July 12, 2012, \$300,000 awarded October 13, 2012, and \$200,000 awarded March 27, 2014. The Partnership has received **Part I** and **Part II** MA historic approvals.

Special Project Characteristics (Total Category Points - 82)

Official Local Support - (4 points)

Sponsor's Self-Score: 4 points.

The Town Administrator (the chief elected official) of the Town of Bourne has provided a letter of support for the development. See Exhibit 2 for the various letters of support issued on behalf of the project.

Inclusion in a Comprehensive Neighborhood Revitalization Effort - (2 points)

Sponsor's Self-Score: 2 points.

The Town has identified the site as an area targeted for revitalization. This is set forth in the RFP issued by the Town that Stratford successfully bid on and won. The market Study included in Exhibit 2, includes information on local housing need and supply and demand for affordable rental housing.

MBE/WBE Membership on the Development Team - (6 points)

Sponsor's Self-Score: 3 points.

The following members of the development team have MBE/WBE Membership:

Our architectural firm is certified by the State Office of Minority and Women Business Assistance.

ICON Architecture
38 Chauncy Street
Boston, MA 02111
(617) 451-3333

Conformance with Section 42 Code Preferences - (3 points)

Sponsor's Self-Score: 3 points

Perpetuity. We've agreed to a term of perpetuity.

Energy Efficient Envelope Design - (5 points)

Sponsor's Self-Score: 5 points

Stratford will be providing following:

The Property is designed with the following:

Base Design must meet the minimum requirements of the current Energy Code [IEEC 2009 - Commercial Code] within the concurrency period expiring August 2014.

Walls [Walls above grade—R-13 + R-3.8 ci minimum]

- R-20 with 2x6 wood stud walls in new construction + R-3.8 ci in new construction;
- R-20 – (17 in wall cavity + 3 ci) with 2-1/2" metal framing in existing building

Foundation Walls [Walls below grade—R-7.5 ci minimum]

- R-10 ci in Z furring on conc fdn wall

Slab-on-grade floor [Slab on grade--- R-10 for 24" below minimum]

- R-5 at slab perimeter with a complete thermal break and R-10 continuous under slab

Roof [R-38 minimum at new construction]

- New Construction: R-50 between wood joists or trusses, or R-30 continuous.
- Existing Building: R-36 at attic floor with insulated nail board at ventilated roof sheathing, no code requirement.

Windows [metal U-0.55; other than metal U-0.35 minimum]

- New Fiberglass at Addition: Energy Star Rated U-0.3 or better
- New Aluminum at Existing Replacement: U-0.45 or better *must comply with historic

- New Interior Storm at Existing Rehabbed Windows: improve R-value up to 7, no code requirement.
- SHGC 0.40

General

The project will comply with the MA Residential New Construction program which implements the Thermal Enclosure System Rater Checklist sections 3 & 5 of the Energy Star Qualified Homes [v. 3.03] for best practices in all exterior envelope detailing, including:

- Provide a sealed vapor barrier on the conditioned side of the insulation, and a continuous air infiltration barrier around the insulated perimeter, with all joints sealed, including terminations at roof, windows and doors.
- Install spray foam (minimally expanding) to seal and insulate around all doors and windows, and at framing joints.
- Confirm effective air-sealing measures by commissioning an independent blower door test. Results should show air leakage of less than 8 ACH 50. Submit test results at the time of cost certification.
- Confirm that adequate mechanical ventilation is provided throughout in order to maintain healthy air quality.

Efficient Building Systems - (5 points)

Sponsor's Self-Score: 4 points

Stratford will be providing the following:

- Installation of boilers with an efficiency of 85% or more, or furnaces with an efficiency of 90% or more. Install controls and heat distribution systems that allow operation of the boiler or furnace at peak efficiency – The boilers specified for the project will be 90% efficient.
- Installation of a high efficiency indirectly-fired central domestic hot water system consisting of 2 High Efficiency gas fired boilers.
- As an age-restricted senior development, each unit will be air conditioned by way of an individually metered High Efficiency Indirect Gas fired furnaces with rooftop air cooled condensing units.
- Where applicable, provision of automatic lighting controls controlled by occupancy and/or lighting conditions.—Occupancy sensors are designed at all common area rooms including.... (stairs, selected common areas- such as the laundry room)

Healthy Indoor Air Quality - (4 points)

Sponsor's Self-Score: 4 points

Stratford will be providing the following:

- Kitchen exhaust fans will be ducted to the exterior in the new construction.
- Bathroom exhaust fans will provide continuous or intermittent mechanical ventilation of each dwelling unit.
- Use of only low-VOC or no-VOC paints, coatings, and adhesives. Ventilate the building during initial curing period.
- Avoidance of interior products made with formaldehyde or urea-formaldehyde binders.

Site Design - (4 points)

Sponsor's Self-Score: 3 points

- Rainwater will be recharged.
 - The Property will be using drought tolerant native species plants in the landscape and no irrigation system.
 - The Existing mature trees on the property will be maintained to the maximum extent possible.
 - Site Lighting, designed within the Dark Sky guidelines, will be minimal in parking areas and site walkways.
-

Renewable Energy – (2 points)

Sponsor's Self-Score: 1 point

The Property will utilize photo voltaic to power site lighting at the parking lot* and is exploring the use of biodiesel at the emergency generator for the Wastewater treatment facility.

Enhanced Accessibility - (6 points)

Sponsor's Self-Score: 4 points

- 5% or more Group 2 units (minimum 1 unit) in developments otherwise exempt from this requirement.
 - Group 1 units in adaptive reuse projects in existing buildings where Group 1 units are not otherwise required—two-thirds of the units in the existing building are designed to meet the requirements of Group 1 units.
 - Provision of features of Visit-ability - All units throughout the project [excluding one in the stage area] is visit-able.
 - All Group 2 units have at least two accessible means of egress that do not include an exit stairway with areas of refuge.
-

Proximity to Transit (6 points)

Sponsor's Self-Score: 6 points

The Property's site has access to employment, shopping, health care, local area highways, senior services, all strengths relative to its attractiveness to potential senior renters. The site is walking distance to scenic views, bike trails, camping sites, and walking trails along the 7-mile Cape Cod Canal. The Cape Cod Regional Transit system provides public transportation on Cape Cod and there are a number of bus routes available within a 15 minute walk of the Property; of which the Cape Cod Regional Transit - Cape Side Convenience Bus Stop 112 is .38 miles from the Property. The major routes through the Town of Bourne are Route 28 to Route 495, Route 25, Route 3, and Route 6.