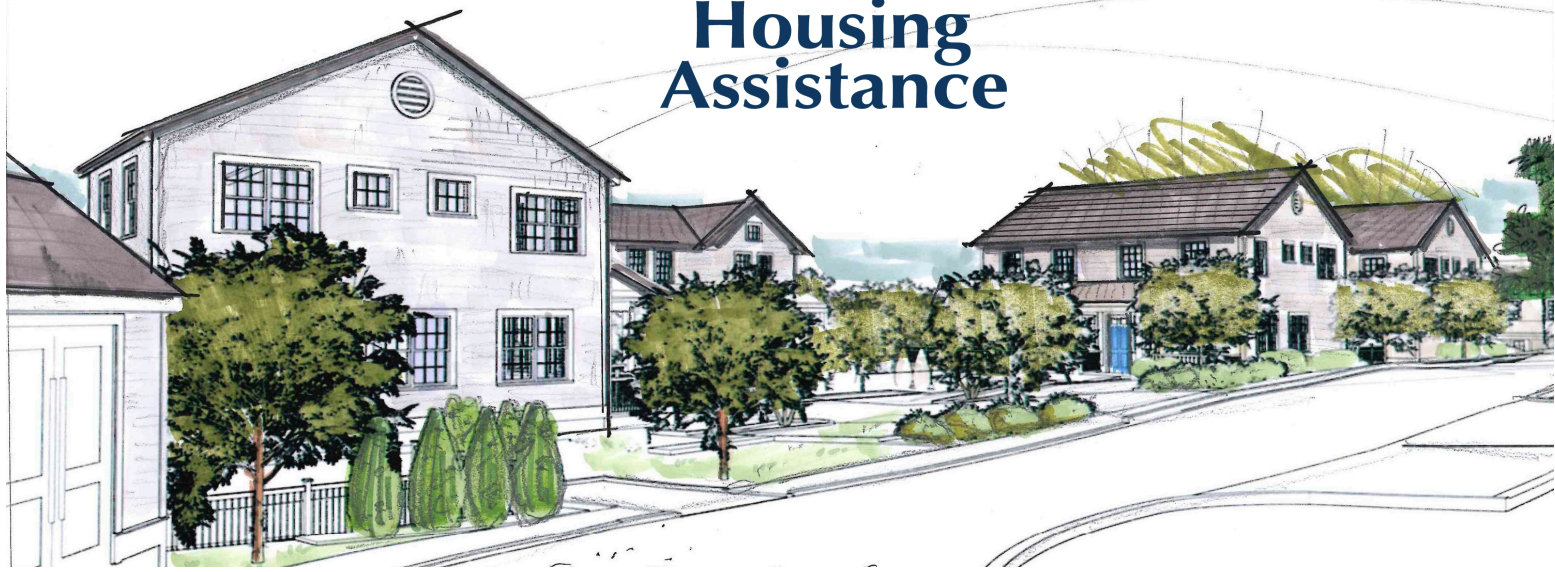




**Housing
Assistance**




STEPPING STONES ROAD AFFORDABLE & ATTAINABLE HOUSING PROPOSAL

SUBMITTED BY: **HOUSING ASSISTANCE CORPORATION**


TO: **JILL GOLDSMITH
TOWN MANAGER, CHIEF PROCUREMENT OFFICER
TOWN OF CHATHAM
549 MAIN STREET
CHATHAM, MA 02633**

Contact: David Quinn, VP of Real Estate Development

 508-957-3288

 haconcapecod.org

 dquinn@haconcapecod.org

 255 Independence Drive
Hyannis, MA 02601



January 8, 2026

Jill R. Goldsmith,
Town Manager
Town of Chatham
549 Main Street
Chatham, MA 02633

Ms. Goldsmith,

Housing Assistance is pleased to present a proposal for a housing development at the Stepping Stones site in Chatham that will provide 14 attainable ownership opportunities to households earning 80-200% AMI. We are excited about this opportunity which aligns with our focus on serving the missing middle. Housing Assistance has been at the forefront of pursuing innovative models to serve a broader array of housing needs on Cape Cod. This project builds upon our track record and will be a community asset for years to come.

The proposed design is one that expands housing options for Cape Cod residents and creates an attractive and contextually sensitive development that ties into the existing community. Housing Assistance is uniquely equipped to deliver on this project concept with our track record on projects of similar scale and affordability targeting, including the 107 Main Street project with 14-units for low-income renters that ties into the neighborhood context in Orleans and the Sachem's Path project which created a new single-family neighborhood of 37 homes targeted for Nantucket's workforce.

Housing that is attainable for our region's essential workers is increasingly in short supply. A recent analysis of Chatham sales data from the Multiple Listing Services (MLS) found that the median sale price over the past year to date was over \$1.5M for a single-family home, requiring an income of close to \$400,000 for households assuming a household without savings for a 20% down payment. This home price is out of reach for most of our workforce, pulling many workers off Cape where home prices are often more reasonable. There are many consequences.

Fire and police departments, health care facilities, public schools and restaurants have fewer recruits and applicants to fill important positions. Young families struggle to find an apartment or home that fits their budget as they compete with second-home buyers. Seniors have difficulty downsizing. Many long time Cape Codders say goodbye to children and grandchildren who leave for more affordable regions. This project would serve households with incomes approximately \$85,000 - \$205,000, providing a pathway to wealth-building and long-term security.

Thank you for your Town's efforts to study and release this parcel for attainable housing development proposals. We would be thrilled to be selected by Chatham to make this project concept a reality and we look forward to the opportunity to partner with you.

If you have any questions, please reach out to our Vice President of Real Estate Development, David Quinn at (508) 280-8465 or dquinn@haconcapecod.org

Sincerely,

A handwritten signature in black ink, appearing to read 'Alisa Magnotta', with a long horizontal line extending to the right.

Alisa Magnotta
Chief Executive Officer
Housing Assistance



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1. DEVELOPMENT TEAM

Project Contact Person:

David Quinn
Vice President of Real Estate Development
Housing Assistance Corporation
255 Independence Drive, Hyannis, MA 02601
508-957-3288
dquinn@haconcapecod.org

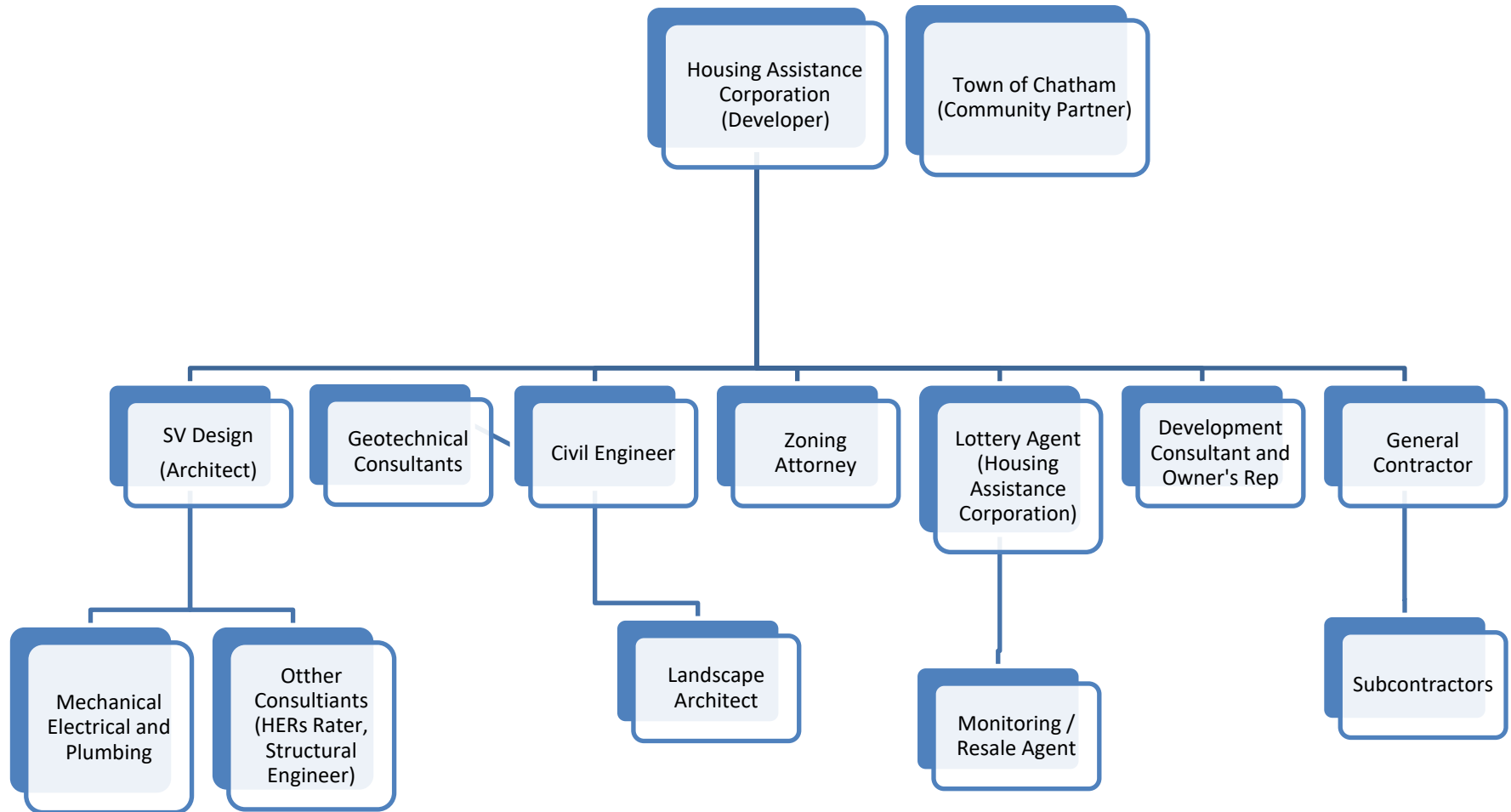
Launched in 1974, Housing Assistance Corporation (HAC) is a nonprofit that provides essential housing services to low- and middle-income households on Cape Cod, Martha's Vineyard, and Nantucket. Our mission is to strengthen the Cape and Islands region by empowering individuals, fostering community connections, and increasing year-round affordable housing opportunities. We have deep local roots and experience partnering with communities to advance housing solutions.

HAC will bring to the table its experience building missing middle housing. In response to community need, we have invested considerable resources in studying middle-income ownership models. This work has led HAC to launch Cornerstone Homes Cape Cod, an initiative focused on expanding high-quality attainable ownership opportunities that enable middle-income households to put down roots. HAC has previously built 144 low and middle-income homeownership units and is currently developing two attainable ownership projects on Cape Cod, a 50-unit condominium project in Hyannis with 46 units targeted to households at 100-120% AMI and a 10-unit townhome project in Orleans targeted to households below 200% AMI.

The role of a successful housing developer involves assembling a strong team of architects, civil engineers, technical and financial consultants, permitting and closing attorneys, lenders, contractors, and other partners. For the Stepping Stones project, HAC will be partnering with SV Design as our architect. SV Design has a Chatham office, experience working on Cape Cod and understanding of the local architectural style. HAC is currently partnering with SV Design on two Cape-projects: a 14-unit rental project in Orleans which has been recently completed and the 50-unit homeownership project in Hyannis mentioned above which began construction this fall.

If selected, HAC will tap into our network of partners to form a strong design and implementation team. We have worked with a variety of local engineers, consultants and contractors on previous projects and have strong relationships which we will leverage to deliver the project. In the "Project Profiles" section of this proposal, we have provided examples of project team partners from active and completed affordable housing development projects.

Project Organizational Structure



Housing Assistance Overview & Staffing

Now in its 51st year, Housing Assistance Corporation, a nonprofit organization, has provided essential housing services and solutions to low- and middle-income households on Cape Cod, Martha's Vineyard, and Nantucket. Since our inception, Housing Assistance has served more than 220,000 year-round residents through an array of programs that include shelter, homeless prevention, affordable housing development, weatherization, financial literacy workshops, rental assistance, and empowering households to realize their dreams of homeownership.

Our mission is to strengthen the Cape and Islands region by empowering individuals, fostering community connections, and increasing year-round affordable housing opportunities. Our vision is a vibrant year-round community where everyone has a stable place to call home.



Our programs serve 6,500 people a year and are focused on three specific areas:

- **Prevention:** — Housing Assistance's Homeless Outreach Department connects with homeless individuals living in the streets and woods of Cape Cod with the goal of moving them into safe, stable housing. At any one time, the Department works with 100 to 125 homeless individuals to connect them to the services they need to get housed and stay housed. In 2024, the Department served 482 individuals, nearly double the 250 individuals they served in 2022. Last year, we served 306 individuals, including 152 children, through our Family Shelter Program. At the beginning of this year, Housing Assistance opened the Family Empowerment Center in Dennis, consolidating our shelter operations into one location.
- **Stabilization:** — Housing Assistance stabilizes housing for thousands of residents through rental assistance, serving as the largest administrator for Section 8 vouchers in the region. Additionally, we operate the Family Self-Sufficiency (FSS) program which provides incentives and counseling to help voucher holders increase their earnings with the goal of moving off public assistance after five years. The Energy Department provides free energy assessments and implements weatherization upgrades to low-income households in the region. THRIVE (Tools to Help Residents in a Vulnerable Economy) provides a shallow rental subsidy and housing counseling for households who have a family member who works in childcare or the disability care field. Our Housing Development Department, which serves as the largest developer of affordable housing in the region, adds much-needed inventory for low- and middle-income households to remain a part of the community.

- **Empowerment:** — Housing Assistance's Housing Consumer Education Center (HCEC) provides housing education workshops (Money Matters; First-Time Homebuyers; and Home Forever Post Purchase) which empowers households to take charge of their finances, set a household budget, strengthen their credit, and move towards homeownership. A total of 332 households have benefitted from our HCEC.

Other housing programs. HAC's nonprofit real estate department, Cape Community Real Estate (CCRE), assists residents in the purchase and sale of affordable and market rate homes. CCRE also conducts affordable housing lotteries and will oversee the marketing and lottery process for this project. Since 1990, CCRE has conducted hundreds of homeownership lotteries throughout Cape Cod and the Islands, both for HAC projects as well as private and nonprofit developers, resulting in affordable homes and apartments throughout the region.

Experience and Capacity

Our team has a strong track record of permitting, financing, developing, marketing, and managing affordable rental and homeownership projects on the Cape. HAC is one of the largest developers of affordable housing on Cape Cod with over 600 completed units of affordable housing in our history. While every project is different in its specifics, we always take care that our mission-focused team develops and implements a financing structure, construction scope, and long-term operations plan that ensures the long-term affordability and success of the property, that meets the needs of its residents and partners, and that places community engagement and communication at the center of the project process. The comparable projects described below are indicative of the breadth and depth of development experience that will be relevant to the construction of our proposed development in Chatham.



VP of Real Estate Development, David Quinn, on construction site at Sagem's Path Nantucket (Completed in 2018)

Middle-Income Financing Expertise

HAC is uniquely positioned to deliver high-quality workforce housing opportunities on Cape Cod with our expertise in monitoring and selling affordable homes, our development work on communities that serve low- and moderate-income households and our local roots. Our development work includes new

ownership opportunities as well as workforce rental development. In 2018, we completed 37 units of middle-income homeownership on Nantucket. We recently completed construction on the 107 Main project in Orleans in 2024, a 14-unit project with rentals affordable to households at 80% AMI. We have a project under construction in Hyannis which will provide 46 ownership opportunities for households at 100-120% AMI financed with Mass Housing Commonwealth Builder Program funds which is anticipated to be completed in spring 2027. In addition, we were selected by the Town of Orleans to redevelop the Governor Prence site in a collaborative proposal with POAH and Habitat for Humanity into a mixed-income, mixed-tenure community which will include 10 middle-income ownership homes developed by HAC. As part of our predevelopment work for our pipeline projects, we have done robust market research into housing needs and preferences

Financial Capacity

HAC is financially sound and has a robust balance sheet, has a strong track record of working with state and local financial institutions, and has a history of successfully completing projects on schedule and within budget. HAC has vast experience with a variety of public sources and programs for affordable and mixed-income housing, including federal and state LIHTCs; HUD community development programs, including CDBG and HOME, Local Community Preservation Funds and Affordable Housing Trusts, and other EOHLC and Mass Housing programs.

HAC is a Section 501c(3) not-for-profit corporation registered to do business in the state of Massachusetts. HAC will create a single-purpose entity to act as the owner entity during the development of the project and will manage the process to establish an HOA and oversee the rollout of the HOA management plan to ensure a smooth transition to the new homeowners.

HAC will provide any necessary guarantees as required for project financing and consistent with industry practice.

Key Staff

The following are key full-time Housing Assistance Corporation staff who will be involved and may represent HAC for various aspects of the project, should HAC be selected as developer. Additional support staff may be involved as needed. Resumes for each staff person are provided as Attachment C to this proposal.

Key HAC Staff	Experience
David Quinn, VP of Real Estate Development	12 years’ relevant experience in affordable housing development, project management, urban planning/public policy
Tana Brennan, Real Estate Project Manager	10 years’ experience in design, construction administration and affordable lottery administration
Keith Trott, Director of Housing Production and Maintenance	Commercial and residential General Contractor with 40+ years’ experience in all aspects of building and management.
Alisa Magnotta, Chief Executive Officer	25 years’ experience in non-profit management
Gael Kelleher, Director of Real Estate Sales	42 years’ experience as a licensed real estate broker (15-years specializing in affordable housing transactions, deed-restrictions, lotteries)
Marc Haslbeck, Chief Financial Officer	30 years’ experience in finance, operations, and real estate investment and management

HAC Board of Directors

NAME	AFFILIATION	AREAS OF EXPERTISE
Bill Bogdanovich	Broad Reach Healthcare	Healthcare / Management
Peter L. Freeman	Attorney, Moriarty Bielan & Malloy LLC	Law, 40B Permitting, Real Estate Development
Liam Cahill	Cape Cod Five Cents Savings Bank	Housing Development Finance
Ashley Moore Baker	Manomet Conservation Sciences	Non-Profit Management
Cathy Gibson	Department of Transitional Assistance	Social Services
Margaret Hayes	Carpet Barn	Director
Kara O'Donnell-Galvin	MassHire Cape & Islands Workforce Board	Non-profit, Economic Development
Alex Rodolakis	Attorney, Fletcher Tilton P.C.	Law
Susan Rohrback	Retired	Public policy, Community engagement
Paul Ruchinskas	Retired	Affordable Housing Policy, Development, and Finance
Dr. Kumara Sidhartha	Cape Cod Healthcare	Healthcare / Medicine
Raymond Tamasi	Retired	Non-profit Management
Tara Wallace	Amplify POC INC	Community Engagement, Business and Non-profit Management
Linda Zammer	Cape Cod Restaurant Group	Business Management
Ann Rebello	Retired	Affordable Housing Administration
Katie Clancy	William Raveis, Cape House	Real Estate
Paul Niedzwiecki	Cape Cod Chamber of Commerce, CEO	Economic Development and Planning, Public Policy, Environmental Policy
Tammy (Glivinski) Saben	Saben HR Consulting	Business management, strategic planning, human resources
Andrea Siblbert	Eos Foundation, President	Business development, entrepreneurship, philanthropy

HAC Housing Development History & Pipeline

PROJECT NAME	LOCATION	YEAR BUILT	# OF UNITS	TYPE OF PROJECT	STATUS
Governor Prence	Orleans		71	Rental (61); Homeownership (10)	In Predevelopment
Cornerstone Hyannis	Hyannis		50	Ownership	In Construction
Spring Rock Village**	Brewster		45	Rental (projected start early 2026)	In Closing Process
107 Main Street	Orleans	2025	14	Rental	Completed – Leasing Up
Cape View Way**	Bourne	2025	42	Rental	Completed
LeClair Village**	Mashpee	2024	39	Rental	Completed
Brewster Woods**	Brewster	2022	30	Rental	Completed
Lofts at 57	Hyannis	2020	8	Rental	Completed
FORWARD at the Rock*	Dennis	2020	8	Special Needs / Group Home	Completed
Sachem's Path	Nantucket	2018	40	Homeownership	Completed
High Meadow Townhomes**	Bourne	2019	44	Rental	Completed
Clay Pond Cove**	Bourne	2012	45	Senior Rental	Completed
Canal Bluffs**	Bourne	2009	28	Rental	Completed
Kimber Woods**	Barnstable	2009	28	Rental	Completed
Lombard Farms**	Barnstable	2009	12	Senior Rental	Completed
Melpet Farms**	Dennis	2009	27	Rental	Completed
Great Cove Community	Mashpee	2014	10	Rental	Completed
Southside Village	Barnstable	2005	14	Rental	Completed
The Homesteads	Sandwich	2007	16	Homeownership	Completed
Gallagher Lane	Barnstable	2005	7	Homeownership	Completed
Cape Cod Senior Residences	Bourne	2005	60	Assisted Living & Senior Rental	Completed
Wells Court	Brewster	2005	24	Rental	Completed
Brush Hill	Yarmouth	2007	4	Special Needs	Completed
Anthony Drive	Barnstable	1988	12	Homeownership	Completed

Founder's Court	Barnstable	1987	32	Rental	Completed
Chase House	Barnstable	1986	6	Group Home	Completed
Hillside Village	M. Vineyard	1982	40	Senior Rental	Completed
Our Island Home	Nantucket	1984	18	Rental	Completed
Self Help Housing	Regional	1978-84	72	Homeownership	Completed

** In partnership with Preservation of Affordable Housing (POAH)

* HAC is Development Consultant

For more details on HAC's completed Housing Development projects, visit <https://haconcapecod.org/about/housing-development/>

The following section provides additional information about projects in our active pipeline, as requested in the RFP.

Active Housing Development Pipeline

107 Main Street – Construction Completed (Currently Leasing Up)

Project name and location:	107 Main Street, Orleans, MA 02653
Key development team members:	<ul style="list-style-type: none"> • <u>Developer:</u> Housing Assistance Corporation • <u>Builder:</u> Cape Associates / Avalon - Westchester Modular • <u>Design Team:</u> SV Design / Coastal Engineering
Project type and description:	Affordable Rental Housing
Project scope:	Housing Assistance Corporation (HAC) was selected by the Town of Orleans to develop the 1.25-acre property as 14 affordable rental units on town-owned land.
Project start date:	August 2024
Project completion date:	October 2025
Total development costs:	\$9 million
Sources of financing:	<ul style="list-style-type: none"> ✓ Private Loan - Eastern Bank / MassDevelopment ✓ EOHLC - AHTF & HSF ✓ Orleans AHT and CPC ✓ Deferred Developer Fees ✓ Barnstable County ARPA ✓ Legislative Earmark Eastham CPC ✓ Brewster & Eastham CPC ✓ Cape Light Compact
Total number of units:	14 units
Affordable units:	All units will be restricted to below 80% of the County median income and meet state standards for inclusion in the Subsidized Housing Inventory (SHI).
Accessible units	2
Bedroom counts:	9 one-bedroom, 4 two-bedroom, and 1 three-bedroom
Rental vs ownership:	Rental
Managed by:	Housing Assistance Corporation

268 Stevens Street - In Construction

Project name and location:	Cornerstone Hyannis, 268 Stevens Street, Hyannis, MA 02601
Key development team members:	<u>Developer:</u> Housing Assistance Corporation <u>Builder:</u> Dellbrook JKS <u>Design Team:</u> SV Design / DiPrete Engineering
Project type and description:	Affordable / Workforce Homeownership Condos
Project scope:	50 units condominium project (3-stories), with 46 units restricted to households at 100-120% AMI (31 at 100% and 15 at 120%)
Project start date:	October 2025
Projected completion date:	Early 2027
Total development costs:	\$30.2 million
Sources of financing:	✓MassHousing Commonwealth Builder Program ✓Barnstable County ARPA ✓ Town of Barnstable
Total number of units:	50 Units
Affordable units:	31 units will be restricted to below 100% and 15 units will be restricted to below 120% of the County median income
Accessible units	3
Bedroom counts:	18 one-bedroom, 27 two-bedroom, and 5 three-bedroom
Rental vs ownership:	Ownership
Managed by:	Cape Associates (Condo Association Manager)

Spring Rock Village- In Closing Process

Project name and location:	Spring Rock Village, Brewster, MA
Key development team members:	<ul style="list-style-type: none"> • <u>Developer:</u> Housing Assistance Corporation & Preservation of Affordable Housing • <u>Builder:</u> Dellbrook JKS • <u>Design Team:</u> Union & Horsley Witten Engineering
Project type and description:	Low-income tax credit rental development
Project scope:	<ul style="list-style-type: none"> • 45 units to be developed by POAH and HAC • 40B Permitting completed by POAH and HAC
Projected start date:	January 2026
Projected completion date:	Late 2026
Total development costs:	\$29.6 million
Sources of financing:	<ul style="list-style-type: none"> ✓ Massachusetts Executive Office of Housing and Livable Communities ✓ State and Federal Low Income Housing Tax Credits ✓ Barnstable County HOME Consortium ✓ Brewster Community Preservation Act (CPA) ✓ Eastham CPC, Orleans CPC, Chatham CPC, Wellfleet, CPC, Truro CPC, and Ptown CPC ✓ Cape Light Compact
Total number of units:	45 Units
Affordable units:	<ul style="list-style-type: none"> • 10 units will be restricted to at or below 80% County Median Income. • 19 units will be restricted to at or below 60% of the County Median Income. • 7 units will be restricted to below 50% of the County Median Income. • 9 units are Project Based Voucher (PBV) and will be restricted to below 30% County Median Income.
Accessible units	4
Bedroom counts:	15 one-bedroom, 25 two-bedroom, and 5 three-bedroom
Rental vs ownership:	Rental
Managed by:	Preservation of Affordable Housing

Governor Prence - In Predevelopment

Project name and location:	Governor Prence, Orleans, MA
Key development team members:	<ul style="list-style-type: none"> • <u>Developer:</u> Housing Assistance Corporation & Preservation of Affordable Housing & Habitat for Humanity • <u>Builder:</u> To be determined • <u>Design Team:</u> Union Studio
Project type and description:	Low-income tax credit rental development and attainable ownership
Project scope:	<ul style="list-style-type: none"> • 61 units to be developed by POAH and HAC, affordable rentals • 10 missing middle ownership townhomes by HAC • 7 affordable ownership single family homes by Habitat • 40B Permitting in process
Project(ed) start date:	Late 2026
Project(ed) completion date:	2028
Total development costs:	\$50M across all phases
Sources of financing:	<ul style="list-style-type: none"> ✓ Massachusetts Executive Office of Housing and Livable Communities ✓ State and Federal Low Income Housing Tax Credits ✓ Barnstable County HOME Consortium ✓ Mass Works ✓ Orleans CPC
Total number of units:	78 Units (61 rental and 17 ownership)
Affordable units:	<ul style="list-style-type: none"> • 61 rental units will be restricted to 30-80% County Median Income. • 10 townhome ownership units will be restricted to at or below 200% of the County Median Income. • 7 single family ownership units will be restricted to at or below 80% of the County Median Income.
Accessible units	4
Bedroom counts:	Rental: 22 one-bedroom, 33 one-bedroom, and 6 three-bedroom Ownership: 8 two-bedroom and 2 three-bedroom townhomes, 7 three-bedroom single family homes
Rental vs ownership:	Rental and Ownership
Managed by:	Preservation of Affordable Housing

Project Profiles

The following pages provide one-page descriptions of recent HAC projects of a similar size and/or scope to the Stepping Stones project.

HOUSING DEVELOPMENT

Sachem's Path

Nantucket



After a competitive selection process, the Housing Assistance Corporation (HAC) was selected by the Nantucket Housing Authority in 2011 to be the master developer for 9.2 acres of undeveloped land known as Sachem's Path. Sachem's Path is located at the intersection of two (2) primary roadways at the center of the island R Fairgrounds Road and Surfside Road. The 9.2 acres was transferred to the Town of Nantucket/Nantucket Housing Authority in the early 1970's with the specific intent of providing housing opportunities for Nantucket's workforce. The ultimate development included 40 single family homes sold fee simple to middle-income households. 37 of the homes were developed by HAC, and the remaining 3 were developed by Habitat for Humanity Nantucket.

Green Design / Low Impact Development

The site was developed with an eye toward balancing shared green space with private space for each homeowner in a well-designed neighborhood setting near the main road and a multi-modal bike path. The site design also emphasizes compacted development, a reduction in paved surfaces, the use of low maintenance, native plantings and integrates the proposed development's needs into the site's delicate surrounding environment.



PROJECT DETAILS

- Project Type - Homeownership for households at 80% AMI, 100% AMI, and 150% AMI
- Bedroom Mix - 1BRs (6), 2BRs (12), 3BRs (19)
- Permitting - Comprehensive Permit (Friendly 40B)
- Construction start/completion - Phase 1: Started 2015, Completed 2016 & Phase 2: Stared 2017, Completed: 2018
- Total Development Costs - \$20,077,846 (\$542,645 per unit)

FUNDING

- Eastern Bank - Construction Loans
- Boston Community Loan Fund (BlueHub) - Bridge Loan / Line of Credit
- EOHLC - Housing Stabilization Fund
- EOHLC - Affordable Housing Trust Fund
- Town of Nantucket - CPA Grants

HOUSING DEVELOPMENT

107 Main Street

Orleans, Massachusetts



HAC was selected by the Town of Orleans in to develop the 1.25-acre property as 14 affordable rental units on town-owned land. The project includes a mix of 9 one-bedroom, 4 two-bedroom, and 1 three-bedroom rental apartments in one structure designed with three sections in the style of a historic Cape Cod home. All units will be restricted for below 80% of the County median income and meet state standards for inclusion on the Subsidized Housing Inventory (SHI).

The project had tremendous local support and is an excellent example of collaboration between a town, developer, and state agencies to meet local housing needs. The following local boards and committees voted to support the project – Select Board, Affordable Housing Trust, Affordable Housing Committee, Community Preservation Committee, Town Meeting, Site Plan Review Committee, Architectural Review Committee, Board of Health, and the Zoning Board of Appeals.

The building massing follows the site’s long and narrow parameters which allows for a significant number of housing units while minimizing visual impact. The building design uses a ‘big house-little house-back house-barn’ concept which is common in the area and which previously existed on this site. The design which reads as multiple buildings blends in with local context and ties to historic building typologies.



PROJECT DETAILS

- Unit Mix: 14 units in 13,026 SF building
- Affordability: 80% AMI (in perpetuity)
- Construction Start: July 2024
- Projected Finish: October 2025
- Total Development Cost: \$9,045,263
- Construction Cost: \$6,574,403
- Builder: Cape Associates
- Architect: SV Design
- Civil Engineer: Tighe & Bond

FUNDING SOURCES

- Town of Orleans - Gift of Land, AHT & CPC Funds
- HAC Equity & Deferred Developer Fees
- Private Loan - Eastern Bank / MassDevelopment
- EOHLC - AHTF & HSF
- Barnstable County ARPA
- ARPA Legislative Earmark
- Towns of Eastham & Brewster - CPC Funds
- Cape Light Compact

HOUSING DEVELOPMENT

107 Main Street (Continued)

Orleans, Massachusetts





CORNERSTONE HOMES | HYANNIS

Cornerstone is a 50-unit homeownership project in downtown Hyannis, with a total of 50 units, 46 of which will be for purchase by 100% AMI and 120% AMI households and the remaining will be targeted to local employers for employee housing. This project was planned in direct response to community economic development needs and to fit the goals of MassHousing's Commonwealth Builder Program (CWB), which was established to expand homeownership opportunities for moderate-income households, particularly in communities where affordability has become an obstacle to stability and economic mobility. This housing community will maximize the potential of a currently vacant 1.5-acre site in downtown Hyannis.



PROJECT DETAILS

- Project Type - 50 units condominium project (3-stories), with 46 units restricted to households at 100-120% AMI (31 at 100% and 15 at 120%)
- Total Development Costs - \$30,000,000

FUNDING SOURCES

- MassHousing Commonwealth Builder Program
- Barnstable County ARPA
- Barnstable Affordable Housing Growth & Development Fund
- Sales Proceeds
- Construction Loan - Eastern Bank
- HousingWorks Infrastructure Grant

References

Contact Name / Town	Contact Info	HAC Projects
<p>Elizabeth Jenkins</p> <p>Asst. Director of Planning and Community Development</p> <p>Town of Orleans</p> <p>(Formerly with Town of Barnstable)</p>	<p>ejenkins@town.orleans.ma.us</p> <p>508-240-3700, ext. 2310</p>	<p>Lofts at 57, Hyannis</p> <p>268 Stevens Street, Hyannis</p> <p>107 Main Street, Orleans</p>
<p>Yongmei Chen</p> <p>Eastern Bank</p> <p>Senior Vice President</p> <p>Community Development Lending</p>	<p>y.chen@easternbank.com</p> <p>781-964-3596</p>	<p>268 Stevens Street, Hyannis</p> <p>107 Main, Orleans</p> <p>Sachem's Path, Nantucket</p>
<p>Donna Kalinick</p> <p>Assistant Town Manager</p> <p>Town of Brewster</p>	<p>dkalinick@brewster-ma.gov</p> <p>508-896-3701 X1100</p>	<p>Brewster Woods</p> <p>Spring Rock Village</p>
<p>Jennifer Copeland</p> <p>Town Planner</p> <p>Town of Bourne</p>	<p>jcopeland@bourne-ma.gov</p> <p>508-759-0600 ext. 1347</p>	<p>Cape View Way</p>

2. DEVELOPMENT CONCEPT

We are excited to present our proposal for the development of affordable housing at the Stepping Stones site in Chatham.

Our proposal meets the RFP vision of a small-scale home ownership project that is responsive to the site, neighborhood context and community housing needs. Our proposed development would provide 1, 2- and 3-bedroom affordable ownership opportunities for households at 80%-200% AMI. The proposed scenario includes units priced at 80%, 120% and 150% AMI based upon HAC's assessment of marketability and desire to meet key workforce needs. HAC is proposing that the non-40B units would be restricted up to 200% AMI to enable the broadest reach.

HAC has been at the forefront of pursuing models for missing middle housing. In 2023, we completed a robust market study to better understand housing needs. This study underlined the demand for housing options that span the spectrum of affordability and has helped shape our proposed concept. The proposed development aligns with market needs, site character and Town priorities. Our concept is summarized below.

- Affordable clustered duplex ownership neighborhood that maximizes the potential of the site while blending into the community
- 7 buildings consisting of 2 one-bedrooms, 8 two-bedrooms and 4 three-bedrooms (30 bedrooms)
- 25% of the units targeted at 80% of AMI in compliance with permitting via Chapter 40B. Note that with the unit count of 14, this is slightly higher than 25% based on rounding.
- Remaining units targeted for households with incomes up to 200% AMI but priced at lower income levels (120% and 150% income levels) to enable a larger range of eligible households
- A straightforward funding approach using home sales proceeds and Town funding
- Realistic budget based on current projects under construction and recent pricing feedback
- Proposed timeline in line with recent experience would enable a 2027 construction start
- Marketing and sales with local preference, if requested by the Town and approved by the Executive Office of Housing and Livable Communities, including preference for public employees necessary to the health and safety of maintaining a year-round community
- HAC's internal Real Estate Development division will manage marketing, lottery administration, and real estate transactions
- HAC would establish the HOA and run it for an initial period before handing it off

We recognize and appreciate the high standards set by the Town of Chatham for this development. Our team is committed to meeting and exceeding these expectations, and we are prepared to move quickly and work closely with the Town to ensure the success of this project. Together, we can create a high-quality housing community that will serve as a valuable asset to Chatham for decades to come.

Why Homeownership?

Cape Cod is facing an affordable housing crisis at all income levels at a time when the challenges of funding construction projects have never been greater. The shrinking supply of year-round housing is worsening. It is impacting families, businesses, and municipalities. It is a threat to the health of our economy and quality of life for our year-round residents. Over the past few years at HAC, we've observed an influx of nontraditional clients unable to find housing in any town in our region. They include educators and health care workers, retirees and retail workers alike- people with steady incomes and a desire to rent or own their own living space but unable to find available or affordable units. We have seen many households who earn too much to qualify for traditional affordable housing but not enough to buy in the current market.

This project is responsive to the needs of our community and will provide high-quality ownership opportunities. The project team has conducted robust market research validating the demand for the proposed project. The development will serve households seeking housing stability and economic opportunity for wealth building enabled by ownership.

Unit, Affordability, and Pricing Mix

HAC understands the housing needs on the Cape at all income levels and household sizes. This proposal is aimed at meeting the housing demand for moderate-income households, sometimes called the “missing middle” or “workforce housing.” Our proposal would provide 14 units and 30 bedrooms, with housing targeted at households at 80-200% AMI. We have worked to craft a proposal that best meets local needs, working within the parameters of the site and the RFP requirements.

In deciding on the proposed unit mix, HAC tried to balance several different factors, including:

- Meeting and aiming to exceed the minimum target of 12 homes with a high-quality design that maximizes the opportunity of the irregularly-shaped parcel.
- Meeting the strong local demand for two-bedroom and three-bedroom homes as well as the Comprehensive Permit (40B) requirement that at least 10% of the units are three bedrooms.
- Designing units that can be flexible to accommodate a wide variety of households.

	Income Level			Total	%
	80% AMI	120% AMI	150% AMI		
1-bedroom	1	1	0	2	14%
2-bedroom	2	2	4	8	57%
3-bedroom	1	1	2	4	29%
Total	4	4	6	14	100%
%	29%	29%	43%	100%	

The income targeting below is based upon Town priorities and informed by community salaries. Assuming many two earner households, these homes will be affordable to workforce households in Chatham.

AMI %	Unit Type	# Units	Maximum Household Income	Maximum Monthly Housing Costs	Sale Price *
80%	1BR	1	\$85,450	\$1,923	\$220,000
80%	2BR	2	\$96,150	\$2,163	\$255,000
80%	3BR	1	\$106,800	\$2,403	\$290,000
120%	1BR	1	\$131,280	\$3,282	\$410,000
120%	2BR	2	\$147,720	\$3,693	\$465,000
120%	3BR	1	\$164,040	\$4,101	\$520,000
150%	2BR	4	\$184,650	\$4,616	\$595,000
150%	3BR	2	\$205,050	\$5,126	\$665,000

Affordable Housing Prices

The pricing for the units is calculated through a formula to ensure that the homeowner is not paying more than 30% of their income towards housing costs, including mortgage, interest, real estate taxes, insurance, PMI, and HOA fees.

*Note that 80% AMI units include a 10% affordability window

The tables on the next page show the details of our pricing analysis and the assumptions used to reach our pricing model:

	1 Bedroom Pricing			2 Bedroom Pricing			3 Bedroom Pricing		
	80%	120%	150%	80%	120%	150%	80%	120%	150%
Housing Cost									
Sales Price	\$220,000	\$410,000	\$520,000	\$255,000	\$465,000	\$595,000	\$290,000	\$520,000	\$665,000
5% Down payment	\$11,000	\$20,500	\$26,000	\$12,750	\$23,250	\$29,750	\$14,500	\$26,000	\$33,250
Mortgage	\$209,000	\$389,500	\$494,000	\$242,250	\$441,750	\$565,250	\$275,500	\$494,000	\$631,750
<u>Interest rate</u>	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%
Amortization	30	30	30	30	30	30	30	30	30
Monthly P&I Payments	\$1,321	\$2,462	\$3,122	\$1,531	\$2,792	\$3,573	\$1,741	\$3,122	\$3,993
<u>Tax Rate</u>	\$3.57	\$3.57	\$3.57	\$3.57	\$3.57	\$3.57	\$3.57	\$3.57	\$3.57
Monthly property tax	\$65	\$122	\$155	\$76	\$138	\$177	\$86	\$155	\$198
Hazard insurance	\$73	\$137	\$173	\$85	\$155	\$198	\$97	\$173	\$222
PMI	\$136	\$253	\$321	\$157	\$287	\$367	\$179	\$321	\$411
HOA fees	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300
Total Housing Cost	\$1,896	\$3,274	\$4,072	\$2,150	\$3,673	\$4,616	\$2,403	\$4,072	\$5,123
Household Income:									
# of Bedrooms	1	1	1	2	2	2	3	3	3
Sample Household size	2	2	2	3	3	3	4	4	4
<u>Income Limit</u>	\$85,450	\$131,280	\$164,100	\$96,150	\$147,720	\$184,650	\$106,800	\$164,040	\$205,050
Max Housing Cost for AMI	\$2,136	\$3,282	\$4,103	\$2,404	\$3,693	\$4,616	\$2,670	\$4,101	\$5,126
10% Window	\$76,905			\$86,535			\$96,120		
Target Housing Cost (10% Below Above)	\$1,923			\$2,163			\$2,403		

In contrast to the proposed pricing for the project shown on the previous page, below is an analysis of the monthly costs associated with purchasing a single-family home or an attached (condo style) house on the open market in Chatham. This pricing is taken from year-to-date median data published by the Cape Cod and Islands Association of Realtors and assumes a 20% down payment which is out of reach of most low- and moderate-income households. Note that there is very limited stock similar to the product type we are proposing here and most of the condo sales included in the data below are apartment/flat style not townhome/duplex style. This project would offer a product in short supply on Cape Cod – an ownership option providing many of the benefits of single-family coupled with the conveniences of a condo product. Our aim will be to market this product as fee simple ownership with individual lots and shared roofs to enable buyers to access the most optimal financing.

	Single Family	Condo
Chatham Median Prices	\$1,515,629	\$480,000
20% Down payment	\$303,126	\$96,000
Mortgage	\$1,212,503	\$384,000
<u>Interest rate</u>	6.50%	6.50%
Amortization	30	30
Monthly P&I Payments	\$7,664	\$2,427
<u>Tax Rate</u>	\$3.57	\$3.57
Monthly property tax	\$451	\$143
Hazard insurance	\$505	\$160
PMI	\$788	\$250
HOA fees	\$0	\$500
Total Housing Cost	\$9,408	\$3,480
Income to Afford	\$376,323	\$139,182

Overall Design Approach

The overall approach to the design involves the creation of a new clustered duplex neighborhood offering 14 high-quality ownership opportunities nestled into the fabric of the community. These buildings are set back from the main road and aligned along a new access road, minimizing curb cuts and offering a great degree of privacy and open space for residents. The design includes convenient resident parking, with parking facilities located adjacent to each unit, ensuring practicality and ease of access while ensuring no large surface lots on site.

Our buildings reflect typologies similar to those seen throughout Chatham, like these reference images from projects that were designed and completed by SV Design.



Photos from completed projects designed by SV Design with a Chatham & Cape Cod Architectural Style

Our design team will be led by SV Design. They have local knowledge and technical expertise that will foster a housing community that not only meets the housing needs of Chatham residents but also contributes positively to the town's aesthetic and vitality. Our study of the site has led to an approach

that maximizes housing opportunities while integrating with the community fabric. Our design will create a high-quality neighborhood for the new residents that is reflective of the community character.

Importantly, insights from the market study have guided the design process, ensuring that the housing options proposed are not only in harmony with the town's architectural character but also responsive to the diverse needs of the community. The study has illuminated the demand for modest-scale, energy-efficient homes that cater to the principles of "missing middle housing," striking a balance between affordability and the requirements of a broad array of residents.

The project is a proposed 14-unit development of affordable one-, two- and three-bedroom for-sale homes in 7 clustered duplexes designed to function as a cohesive community and fit harmoniously with the neighborhood. A key challenge of the site is achieving the Town's unit count objectives while creating a design that is cohesive to the community and feasible to execute. We believe we have achieved this balance with our design which will look and feel like 7 single family homes, reducing the visual impact and perceived density.

Site Design

Our design locates the homes along a new road with all the homes set back from Stepping Stones Road. This approach minimizes curb cuts and provides a safe means of access for cars, bicyclists and pedestrians. The new neighborhood will utilize the natural topography to provide privacy and uses a cluster design with varying orientations to create both visual interest and separation. The layout will provide a highly functional design for access, parking and ease of long-term maintenance for the residents.

The duplexes are arranged in clusters to create community while also preserving a high degree of quality open space. The layout creates opportunities for both private and shared open spaces for residents, including private decks/patios. The two and three bedroom homes each have 2 dedicated parking spaces and the one bedrooms have 1 dedicated space. The site's location along the bike path will provide optimal multi-modal connectivity for residents.

Our design assumes that the site will tie into the existing sewer and utilize a pump conveyance system. The management of stormwater from building roofs and paved surfaces is addressed through the utilization of underground storm-cepter type chambers, strategically located beneath the larger open spaces between building clusters, adhering to Massachusetts Department of Environmental Protection stormwater management practices. Finally, the selection of plants heavily favors native drought-tolerant and non-invasive species, promoting ecological sustainability and enhancing the natural beauty of the surroundings.

Building Design

Architecturally, the building designs pay homage to the historic character of Chatham and are designed to look like a community of 7 single family homes. The orientation of the duplexes provides an engaging frontage and reduces the visual impact of the development. All the homes will be two-stories

with the exception of the one-bedroom units. All the homes will have basements adding significant additional storage capacity. The design is sensitive to the community while also being cost effective based on their efficient layouts and standardization. The unit plans will be consistent across the unit types, enabling an efficient design and construction process. HAC's goal is to build on the success of our off-site construction approach on our Lofts at 57 and 107 Main projects with the option of pursuing a modular build on this site to control costs and schedule.

The exterior treatment draws inspiration from the traditional Cape Cod vernacular, characterized by welcoming covered front porches, moderately pitched roofs, natural cedar shingle siding, and white trim. Windows adopt a classic double-hung style with 6/6 lite divisions, while entry doors feature traditional design elements and a vibrant highlight color, all topped with gray architectural asphalt shingles. Lighting is strategically placed in building soffits and dark sky compliant fixtures to mitigate glare effectively. Home design prioritizes open floor plans for maximum flexibility and ample daylight, and reflects feedback from HAC's large pool of homebuyers in the layout and features.

The proposed plans at this stage do not contain full specification finish types and material. However, our reference project examples of Schem's Path and 107 Main Street feature high-quality, durable and sustainable materials that we would build off of with this project. Unit layouts reflect feedback from target buyers, including open concept living/dining areas, in unit storage and laundry, private space, and convenient parking.

Sustainability Features and Green Building Elements

Our goal will be to include features to stabilize utility costs for the future homeowners by prioritizing sustainability and energy efficiency through various measures. It will be Energy Star rated, meeting or exceeding the International Energy Code with Massachusetts Amendments. HVAC systems and domestic hot water will exclusively utilize electric high-efficiency heat pumps, eliminating the use of fossil fuels. Building roofs will be solar-ready, facilitating future renewable energy integration should homeowners desire to add panels in the future. Water conservation is emphasized through the use of low flow plumbing fixtures, while irrigation will be limited to establishing plants and minimal lawn maintenance. Trees strategically placed in parking lot projections will mitigate the heat island effect of paved surfaces. The lighting will be predominantly LED, promoting energy efficiency, with exterior lighting designed in a cut-off style and dark sky compliant wherever feasible, minimizing light pollution and enhancing environmental sustainability.

Construction Staging

HAC proposes completing the project in a single phase, which we believe is the most efficient approach. To accelerate the timeline, our preferred approach is to use modular construction, allowing site work and foundation installation to occur simultaneously with off-site fabrication of the modular units. This approach not only shortens the overall schedule but also minimizes disturbances for neighbors by reducing on-site construction activity and noise. Once the foundations are ready, the modular boxes are typically set in two or three short phases, each lasting only a few days. If the project moves forward as a modular construction approach, we will collaborate closely with the modular contractor to finalize the phasing plan and determine whether any off-site staging of units will be necessary during installation.

Project Financing

The below table summarizes HAC’s preliminary development budget. We feel confident in our assumptions which are informed by real-time cost information from recent projects. The budget includes conservative assumptions including:

- 10% construction contingency
- 5% soft cost contingency
- Initial reserve capitalization of 3 months HOA dues and insurance
- 14 month construction schedule and buffer of 2 additional months to complete unit sales factored into construction loan timeline

Sources of Funds Table

Sources	Total	Per Unit
Town of Chatham	\$2,100,000	\$150,000
Deferred Developer Fee	\$248,021	\$17,716
Sale Proceeds	\$6,590,000	\$470,714
Total Sources	\$8,938,021	\$638,430

Uses of Funds Table

Uses	Total	Per Unit
Acquisition Costs	\$0	\$0
Soft Costs	\$1,084,467	\$77,462
Soft Cost Contingency	\$54,606	\$3,900
Construction Costs	\$6,165,240	\$440,374
Construction Contingency	\$616,524	\$44,037
Developer Fees / OH	\$992,084	\$70,864
Reserves	\$25,100	\$1,793
Total Uses	\$8,938,021	\$638,430

The proposed financing sources are described in more detail below. The proposed condo association operating budget is included in the “Operational Management and Maintenance Plan” section.

Construction Financing: up to \$5,800,000

The project would utilize a private construction loan to get to project completion and home sales which would pay down the loan. Our underwriting is based on 6.5% interest rate and assumes a 14 month schedule, with an additional 2 months to complete unit sales. Letters of support for HAC from Eastern

Bank and Rockland Trust are included as an attachment to this proposal.

Home Sales - \$6,590,000

The home sales will be used to pay down the construction loan. These sales prices reflect households paying 30% of their income towards housing costs and reflect reasonable current assumptions which are reflected in the sale price chart above. HAC has a depth of experience in selling affordable homes and sells 25-30 homes in a typical year. Based on our experience with Sachem's Path, we are assuming approximately 6 months to sell all the units. The goal will be to start our interest list, marketing and sales process so that all homes are sold prior to construction completion. We have developed strong relationships with local lenders, including Cape Cod Five, Cape Cod Cooperative, Rockland Trust, and others.

Town of Chatham – \$2,100,000 grant

Per the RFP, the Town is able to consider a request to support the acquisition of the property and has funding to support units up to 100% AMI through the Affordable Housing Trust Fund and housing units up to 200% AMI through a special revenue account for attainable housing. Our financing scenario assumes a contribution of the land by the Town, request for a permit fee waiver, and funding support of \$2,100,000. We have assumed this funding would come from the attainable housing resources but a portion could also come from the Affordable Housing Trust Fund should the Town wish to utilize those resources for the 80% AMI units. The land contribution and local funds from Chatham are essential to executing this as an attainable project with a variety of income levels served. A feature of our proposal is that it relies on no competitive sources so could move forward very quickly with the Town's investment. HAC has a long track record of being good stewards of public resources and has only used what is absolutely required in public funding to complete our previous projects.

Deferred Developer's Fee – \$248,021

Reflecting our commitment to this project, HAC is willing to defer a portion of the developer's fee, approximately 25% in our current modeling.

3. CONCEPTUAL DRAWINGS

A set of 11"x17" Conceptual Plans is provided in Attachment A to the proposal.

4. MARKETING AND MANAGEMENT PLAN

HAC has conducted significant research informing the income and unit mix targeting for this proposed project and we are confident in the depth of demand and our ability to sell the homes in a timely manner. In 2023, we engaged The Concord Group, a housing market specialist consulting firm, to evaluate the market for home ownership on the Cape. Some of the key takeaways were that there is significant demand for moderate- and above-moderate-income ownership and limited supply that is priced well out of reach of households earning 200% of AMI or less. We also conducted a survey of a pool of interested low- and moderate-income buyers to establish preferences on unit and community design as well as identify barriers to ownership. Some of the takeaways from this survey included: a) unit mix prioritizing 2 bedrooms; b) desire for single-family options; c) interest in open concept floor plans with lots of storage; d) provide outdoor spaces and pet-friendly features; e) mitigate concerns over privacy, noise and HOA costs. We also have been engaged in discussions with local employers about workforce housing needs. These efforts have helped shape the concept we are proposing here, with homes affordable to households earning between roughly \$85,000 to \$205,000 (see detailed pricing and affordability chart in Section 2).

HAC’s focus on serving the market need and demand for middle-income ownership has led to the launch of Cornerstone Homes Cape Cod: <https://cornerstonehomescapecod.com>. This project would be part of the Cornerstone concept and build from the current work in Hyannis and Orleans.

Initial Marketing, Lottery, and Sales

HAC has a full-service nonprofit real estate department, Cape Community Real Estate (CCRE), that assists residents in the purchase and sale of affordable and market rate homes. Since 1990, CCRE has conducted hundreds of homeownership lotteries throughout Cape Cod and the Islands, both for HAC projects as well as private and nonprofit developers, resulting in affordable homes and apartments throughout the region. The team sells between 25-30 affordable homes in a typical year.

HAC will conduct the lottery for our proposed project. With our experience, we can ensure the marketing, applicant review, and the lottery process adheres to local and state rules and regulation, through our Affirmative Fair Housing Marketing Plan.

A summarized outline of the anticipated housing lottery timeline is presented below. However, we acknowledge that each lottery is different depending on the local landscape, so we expect that this development’s lottery will assume its own characteristics and milestones.

Affirmative Fair Housing General Timeline:

- Affirmative and General MarketingNot less than sixty days (commences on publication of first advertisement, ends on application due date)
- Application DistributionOngoing during marketing

Information Session.....	During marketing period to be held in the evening at a location with handicapped accessibility or by ZOOM
Application Deadline.....	Applications due not less than sixty days from start of marketing
Initial Application Review	Reviewed upon receipt on a rolling basis until deadline
Notification of Eligibility.....	Approximately 30 days after application deadline
Eligibility Denial Appeal Period	Within 5 days of notification
Lottery.....	Approximately four weeks after application deadline

Marketing:

HAC will launch an affirmative marketing campaign 7 months prior to occupancy and a marketing to public campaign 6 months prior to occupancy. All marketing materials and advertisements will display the HUD Equal Housing Opportunity logo and slogan. All affordable and accessible homes will be listed on the mymasshome.org and preference for the accessible homes will be given to households who require the features of an accessible home.

During the application period, HAC will conduct an information Session where we will cover topics such as: eligibility criteria, application process, minority applications, asset limits, local preference, and the lottery process itself. An application packet will be distributed. The meeting also provides an opportunity for the development team to describe the homes being built, display the plot plan, and provide a timeline for completion.

Free translation and/or interpretive services for limited English proficient persons will be made available. HAC does not discriminate in the selection of applicants. If an applicant household has a disability, they have the right to request reasonable accommodation and/or modifications under the Reasonable Accommodation Policy.

Lottery:

All applications are reviewed and determined eligible/non-eligible based on income and assets, with a local preference criterion noted, if applicable. Eligible applicants are notified of the lottery process and number by email.

Applicant lottery numbers, which contain applicant information and preferences, are put into applicable lottery pools. We expect that this lottery will feature a local preference, if approved. If this is the case, there will be two lottery pools: one for local preference applicants, and one encompassing all applicants, including non-local applicants. Applicants that fill the bedrooms are given preference.

HAC will establish a sufficient number of alternative applicants to bring forward in the event other applicants fail to receive mortgage commitment after bank review or for any other reasons drop out of the applicant pool.

Sale Process:

Once an applicant has been notified of selection for a specific unit, the applicant will have two weeks to provide any additional information required to confirm qualification; two weeks in which to sign a Purchase and Sales Agreement, and 45 days in which to secure a Mortgage Commitment. Dates may be extended at the discretion of the Marketing/Lottery Agent.

HAC will be the liaison with the bank during the bank's commitment process and will inform the Buyer of status of sale. HAC does not make the final determination concerning the granting of loans and that designated bank(s) accepting mortgage loan applications will have the right to either accept or deny such applications, within the bank's internal criteria and regulations as promulgated by the Commonwealth of Massachusetts.

Resale Process:

If an affordable homeowner wants to sell their home, they need to notify their Monitoring Agent (this is the company written into the Deed Rider) with a Letter of Intent. The Monitoring Agent will then notify the seller of the maximum price the home can be sold for. The Town will have to confirm with the Monitoring Agent that it doesn't want to buy the unit, and then the seller can proceed to sell to a new homeowner. If more than one eligible buyer offers to pay the same price (which might be the maximum allowed price, but could be lower), the Monitoring Agent will conduct a lottery to decide who the new owner will be.

Long-Term Monitoring

All affordable homeownership projects in Massachusetts are assigned a third-party 40B Affordability Monitoring Agent, to ensure the long-term compliance of homeowner with the requirements of the deed rider(s). HAC serves in this capacity as monitoring agent for over 200 affordable homes on Cape Cod and the Islands on behalf of local municipalities and MassHousing. Since HAC is the developer of this project, a certified third-party monitoring other than HAC should be selected to monitor the property in line with 40B guidelines.

The duties of a 40B Monitoring Agent are as follows:

- Review and recommend approval of the Affirmative Fair Housing Marketing Plan (AFHMP), ensuring compliance with 40B guidelines.
- Monitor initial sales to ensure Affordable Units are sold to eligible households and subject to long-term restrictions.
- Monitor resales, ensuring compliance with regulations and housing restrictions.
- Prepare and submit an Annual Compliance Report to MassHousing and the Municipality.
- Provide supplemental monitoring services for ongoing compliance, including refinancing and

leasing.

- Enforce Regulatory Agreement and Affordable Housing Restriction through necessary actions in response to violations.

Homeowner's Association Management Plan

A Homeowner's Association (HOA) Management Plan will be created to provide the framework for long term management and maintenance of the project. The plan covers the establishment of the Homeowner's Association, budgeting, management responsibilities, and operational procedures. The Association will be established by the Housing Assistance Corporation (HAC) as the initial management agent. HAC successfully set up and managed the HOA for the Sachem's Path development on Nantucket. This included training the homeowners for long-term management as well as developing all of the association documents, including the Master Deed, Individual Unit Deeds, Declaration of Trust, HOA Rules and Regulations. HAC has also drafted HOA documents for the Cornerstone Hyannis project which have been reviewed by MassHousing. The association documents for this project will include:

- Master Deed: This legal instrument defines the property's ownership structure, including unit boundaries, common areas, architectural restrictions, and management entity details.
- Individual Unit Deeds: Documents providing unit buyers with ownership rights, percentage interests, and initial floor plans.
- Declaration of Trust: Outlines the fiduciary responsibilities and governance structure of the association.
- Rules and Regulations: Establishes guidelines for unit owners regarding property use, maintenance, and conduct.
- Affordability Restrictions: Affordability restrictions are essential to ensuring that the housing development remains accessible to low- and moderate-income individuals and families. These restrictions will be outlined in detail in one or more deed riders and a non-monetary mortgage securing the restriction obligations, or similar documents, recorded at the closing of unit sale. The deed riders will include the following provisions:
 - Long-Term Monitoring: A comprehensive plan for the long-term monitoring of affordability within the units will be established. This may involve periodic income verification of residents to ensure compliance with income eligibility requirements.
 - Resale Process: Guidelines for the resale of units will be established to maintain affordability for future buyers. This process will outline the steps and criteria for selling a unit, including any restrictions on resale prices and buyer eligibility requirements.
 - Right of First Refusal (ROFR): The Town of Chatham, given their funding requirements, will be granted a ROFR to purchase any unit that is being sold. This provision ensures that, in the unlikely event an eligible purchaser cannot be found, the Town can step in to acquire the unit and maintain its affordability status.
 - Income Eligibility Criteria: Clear criteria will be established to determine the income eligibility of potential buyers.
 - Affordability Period: The duration of affordability restrictions will be specified, ensuring that the units remain affordable for a predetermined period.

- Enforcement Mechanisms: Procedures for enforcing affordability restrictions will be established, including penalties for non-compliance and mechanisms for addressing violations.

HAC will establish the HOA early in the development process, with governing documents (described above) drafted and recorded by the developer. These documents will clearly outline homeowner responsibilities, shared maintenance obligations, and the process for governance and decision-making.

Phase 1: Developer Control (Initial Setup) - During the construction and initial sales period, the developer will maintain control of the HOA board. This ensures that operational systems—such as landscape maintenance contracts, insurance policies, and common area management—are properly established and functioning smoothly. The developer will fund or subsidize initial HOA operations through reserve capitalization until a sufficient number of homes are occupied and assessment revenue is stable.

Phase 2: Transition Preparation (Education and Engagement) - As homes are sold and occupied, HAC will begin engaging homeowners through neighborhood meetings and orientation sessions. These sessions will introduce residents, many of whom are first-time homebuyers, to HOA governance, budgeting, and maintenance responsibilities.

Phase 3: Gradual Transfer of Control (Shared Governance) - Once a majority of homes are sold, HAC will begin transitioning board seats to homeowner representatives through elections, following the structure laid out in the bylaws. HAC will retain a majority position on the board to provide continuity, oversight, and mentorship during this period.

Phase 4: Full Homeowner Control (Sustainable Independence) - When all homes are sold and the HOA is financially stable; HAC will formally relinquish control of the board to the homeowners. Prior to turnover, the developer will provide a comprehensive handoff package including maintenance records, and service contracts. A training session with the HOA's management company or legal counsel will be provided to ensure the new board is fully equipped to manage the community effectively.

This phased transition model ensures that homeowners are not only ready but confident to manage their neighborhood responsibly. By pairing early education with gradual leadership transfer, the developer sets the foundation for a self-sustaining and well-managed neighborhood.

Homeowners Association Budget

An initial HOA association budget of \$300/home/month will be established to cover common maintenance for the neighborhood consisting of landscaping, snow removal, stormwater system maintenance, duplex shared infrastructure (i.e. roofs), and reserves. HAC will fund an initial deposit into reserve accounts through the development budget to ensure a successful start to the project.

5. ASSISTANCE FROM TOWN OF CHATHAM

In our proposed scenario, HAC is requesting a contribution of the land and a total of \$2,100,000 from the Town of Chatham (\$150,000 per unit) to assist in the development of this project. This funding request is in line with recent projects which have had a similar or higher amount of local support adjusted to current dollars. HAC understands that this is a significant request and will take every step to control costs and seek additional funding sources if available. We have provided options below that could reduce Town funding should that be needed for feasibility. HAC is excited to partner with the Town to find the optimal mix and funding strategy.

HAC requests that Town funds be available for both direct construction costs and predevelopment costs. The request is structured as a grant in order to ensure the homes can be sold at affordable price points. HAC is also open to structuring the Town funds as a 0% interest, forgivable loan upon meeting completion milestones. The Town will have several provisions to ensure long-term high-quality affordable housing on site, including a deed rider with a perpetual deed restriction, Right of First Refusal to the Town of Chatham on future resales, and a detailed monitoring plan to ensure the long-term compliance with the provisions of the affordability restrictions.

There are several opportunities that we can explore with the Town which could reduce the Town funding should there be a need. These include:

1. Reduced Units: Our design is such that it would work with a reduction in units which would reduce the overall amount of Town funding needed. The density of 14 units was selected as the RFP stated a minimum unit count of 12 and desire to achieve more units.
2. Higher AMIs: Our proposal includes units at 80%, 120% and 150% AMI based on HAC's market research and assessment of community needs. Town funding could be reduced by shifting unit pricing up to 200% AMI for some of the units shown at 120% and 150% pricing.
3. Modified Unit Mix: Our proposal includes 2 one-bedroom units as the RFP stated a preference for their inclusion. Modifying these units to two-bedrooms would result in a slightly more efficient project with one fewer unit type and higher prices which would lead to a reduction in Town funds needed.

6. IMPLEMENTATION PLAN AND TIMELINE

The following is HAC’s projected timeline for the Stepping Stones project to see completion within the 3-year timeframe from LDA execution outlined in the RFP. This schedule assumes a 40B permitting process through the Chatham Zoning Board of Appeals completed in early 2027. The proposed structure of this project reduces the risks of delays considerably as the project is not reliant on any competitive resources and could proceed expeditiously with a commitment of Town funds. HAC has experience successfully completing projects of this scale and we are familiar with managing local permitting and construction projects. We make every effort to avoid delays and HAC will provide regular updates so that if delays do occur, the Town is made aware of it and HAC’s plan to address it.

We have assumed a fourteen-month construction schedule for this project based on GC input. HAC will maintain close oversight of the selected general contractor with a strong presence on the site and at weekly construction meetings. HAC will have a Clerk of the Works involved throughout the project to ensure that construction is progressing in line with budget, schedule and quality expectations. We have assumed a 6-month sales process to sell all the units. We would start our interest list, marketing and sales process so that all homes would be sold prior to construction completion but have included a 2-month buffer in our underwriting for conservatism.

Proposed Project Timeline

Town of Chatham Awards Project	March 2026
Execute LDA	May 2026
Town Meeting – Funding Request	May 2026
Submission of Site Eligibility (40B)	September 2026
First Zoning Board of Appeal (ZBA) Hearing	November 2026
Comprehensive Permit Issued	January 2027
Construction Loan Closing	May 2027
Commence Construction	May 2027
Construction Completion	July 2028
Certificate of Occupancy	August 2028
Home Sales	March 2028-October 2028

Proposal Assumptions and Business Terms

- The development schedule included in this proposal assumes a swift developer selection and execution of a development agreement within 60 days of being selected as the developer. This development agreement will help to inform the roles and responsibilities of both the HAC and the Town of Chatham and the timing and terms for the use of Town housing funds.
- The financing plan for the development of the project currently relies on a Town of Chatham land contribution and Housing Funds award of \$2,100,000 in subsidy for the project. HAC would also plan to request permit fee waivers. As mentioned in our proposal, there are opportunities to refine the amount of Town subsidy needed. HAC is eager to work with the Town to find the optimal project that aligns with the Town's funding and priorities.
- HAC assumes that the Town of Chatham will voluntarily support the use of a 40B Comprehensive Permit Process for zoning approvals should that be the applicable permitting path.

7. PRICE PROPOSAL

Enclosed in separate sealed envelope as per RFP instructions

REQUIRED PROPOSAL SUBMITTAL FORM

ATTACHMENT F

PRICE PROPOSAL FORM

Please write your proposal offer:

One Dollar

Print/Type your proposal amount above in written form

\$1.00

Print/Type your proposal amount above in numerical form

Note: Both the written form and the number form should indicate the same total amount. If there is a conflict between the written form and the number form amounts, the written form will control.

Housing Assistance Corporation

Name of proposer

Alisa Magnotta

Name of person signing proposal


Signature of person signing proposal

1/8/26

Date

CEO

Title

255 Independence Drive, Hyannis, MA 02601

Address

Attachment A – Conceptual Drawings

Housing Assistance Corporation



New Construction

0 Stepping Stones Road, Chatham MA

January 08, 2026

Sheet Number	Sheet Name
--------------	------------

G100	COVER
A100	SITE PLAN
L100	LANDSCAPE PLAN
A101	1 BEDROOM UNIT FLOOR PLAN
A102	1 BEDROOM UNIT EXTERIOR ELEVATIONS
A103	2 BEDROOM UNIT FLOORPLANS
A104	2 BEDROOM UNIT EXTERIOR ELEVATIONS
A105	3 BEDROOM UNIT FLOORPLANS
A106	3 BEDROOM UNIT EXTERIOR ELEVATIONS
R100	RENDERING
R101	RENDERING



Revisions		By
#	Descripto	Date

COVER	Scale: As Noted	Drawn By: Author
	Date: 12/18/25	Plot Date: 00/00/000

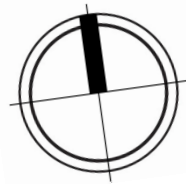
Proposed New Construction
Housing Assistance Corporation
 0 Stepping Stones Road, Chatham MA
 SV DESIGN 403 Main Street, Chatham, MA 02633 www.svdesign.com (t) 508-348-6486



G100



① SITE PLAN
1" = 40'-0" @ 11X17 SHEET SIZE



PROJECT SUMMARY

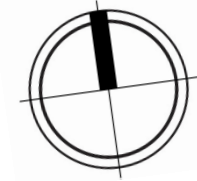
2 @ 1 BEDROOM = 14.25%	1 CAR / UNIT
8 @ 2 BEDROOM* = 57.25%	2 CAR / UNIT
4 @ 3 BEDROOM = 28.5%	2 CAR / UNIT

14 UNITS
30 PARKING SPACES (2 ACCESSIBLE)

Proposed New Construction Housing Assistance Corporation 0 Stepping Stones Road, Chatham MA SV DESIGN 403 Main Street, Chatham, MA 02633 www.svdesign.com (t) 508.348.5485	SITE PLAN Scale: As Noted Date: 12/16/25 Drawn By: Author Plot Date: 00/00/000	Revisions # Descriptio Date By							
	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td style="width: 5%;"> </td><td style="width: 85%;"> </td><td style="width: 10%;"> </td><td style="width: 10%;"> </td></tr> <tr><td> </td><td> </td><td> </td><td> </td></tr> </table>								
A100									



1 LANDSCAPE PLAN
1" = 40'-0"



PLANT SCHEDULE

SYMBOL	BOTANICAL NAME	COMMON NAME	SIZE	SYMBOL	BOTANICAL NAME	COMMON NAME	SIZE
DECIDUOUS TREE OPTIONS:				SHRUB OPTIONS:			
A	GLENDITSIA TRIACANTHOS F. INERMIS 'SKYLINE'	THORNLESS SKYLINE HONEY LOCUST	2"-2.5" Cal.	C	CORNUS ALBA 'ELEGANTISSIMA'	VARIEGATED RED TWIG DOGWOOD	2 - 3'
	RED ARMSTRONG MAPLE	ACER RUBRUM 'ARMSTRONG'	2" CALIPER		FORSYTHIA	FORSYTHIA	2 - 3'
	CARPINUS CAROLINIANA	AMERICAN HORN BEAM	2" CALIPER		ILEX GLABRA 'SHAMROCK'	SHAMROCK INKBERRY	2 - 3'
	QUERCUS COCCINEA	SCARLET OAK	2" CALIPER		ITEA VIRGINICA	VIRGINIA SWEETSPIRE	2 - 3'
	TILIA CORDATA 'GREENSPIRE'	GREENSPIRE LINDEN	2" CALIPER		KALMIA LATIFOLIA	MOUNTAIN LAUREL	2 - 3'
EVERGREEN TREE OPTIONS:				D	FLOWERING TREE OPTIONS:		
ABIES CONCOLOR	WHITE FIR	8 - 10'	CORNUS FLORIDA		WHITE DOGWOOD	2" CALIPER	
PICEA GLAUCA	WHITE SPRUCE	8 - 10'	CORNUS MAS		CORNELIANCHERRY	2" CALIPER	
JUNIPERUS CHINESIS 'BLUE POINT'	BLUE POINT JUNIPER	6 - 7'	CRATAEGUS PHAENOPYRUM		WASHINGTON HAWTHORNE	2" CALIPER	
B	JUNIPERUS VIRGINIANA	EASTERN RED CEDAR	8 - 10'	MAGNOLIA X SOULANGIANA	SAUCER MAGNOLIA	2" CALIPER	
	PINUS STROBUS	WHITE PINE	8 - 10'	GRASS/PERENNIAL OPTIONS:			
	THUJA OCCIDENTALIS 'SMARAGD'	ESMERALD GREEN ARBORVITAE	8 - 10'	E	ECHINACEA	CONEFLOWER	1 GAL
THUJA X PPLICATA 'GREEN GIANT'	GREEN GIANT ARBORVITAE	8 - 10'	HEMEROCALLIS	DAYLILY	1 GAL		
				PENNISETUM ALOPECUROIDES	HAMEIN FOUNTAIN GRASS	1 GAL	
				RUCBECKIA GOLDSTRUM	BLACK EYED SUSANS	1 GAL	
				SCHIZACHYRIUM SCOPARIUM	LITTLE BLUESTEM	1 GAL	

Proposed New Construction
Housing Assistance Corporation
 0 Stepping Stones Road, Chatham MA

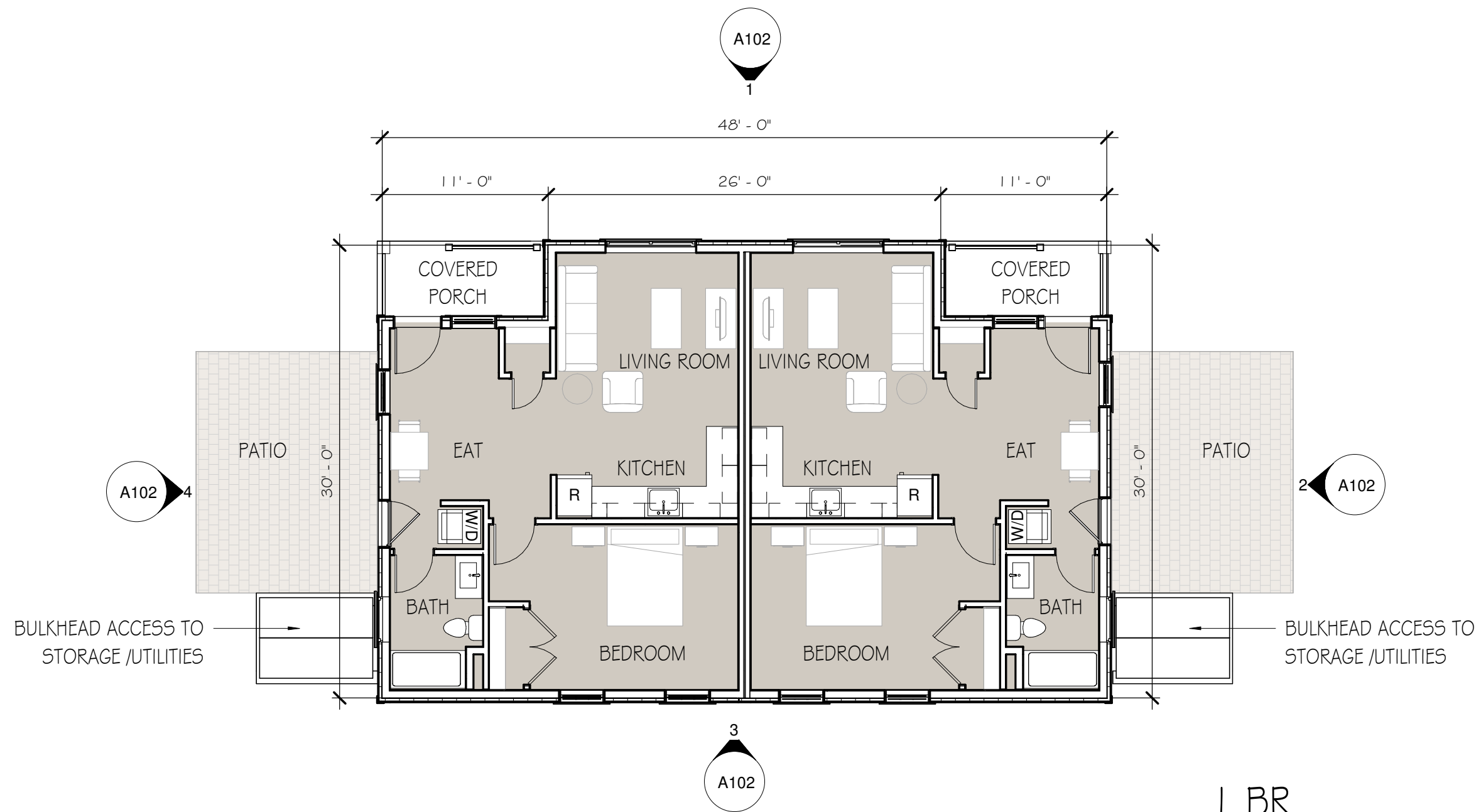
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Scale: As Noted Date: 12/18/25
 Drawn By: Author Plot Date: 00/00/000

LANDSCAPE PLAN

Revisions	#	Description	Date	By
	1			

L100



12 1 BEDROOM FLAT FLOOR PLAN
1/8" = 1'-0"

1 BR
660 SF

Legend

■ 1 BR FLAT

Revisions		By
#	Descriptio	Date

ONE BEDROOM FLOOR
PLAN AND ELEVATIONS

Scale: As Noted
Date: 07/01/24

Drawn By: Author
Plot Date: 00/00/000

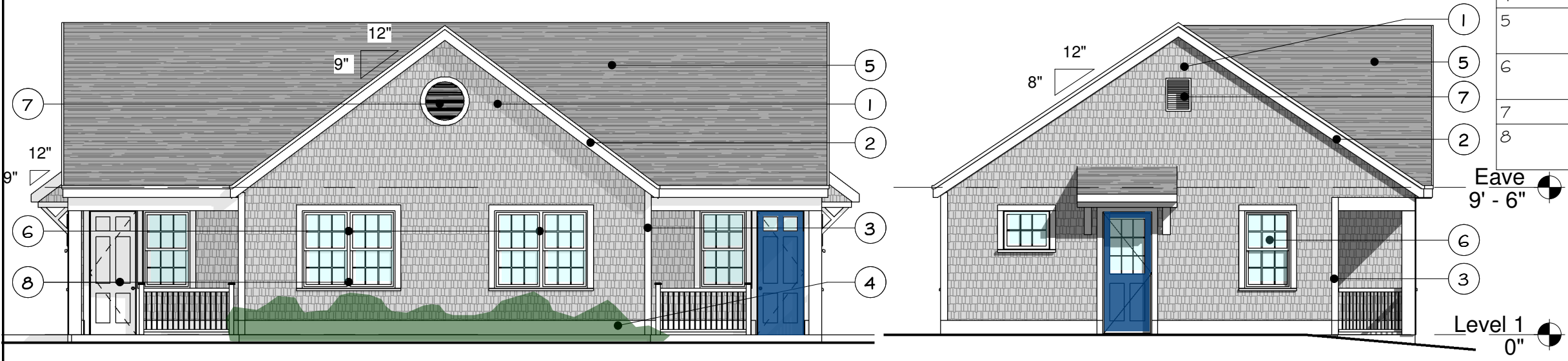
Proposed New Construction
Housing Assistance Corporation
0 Stepping Stones Road, Chatham MA

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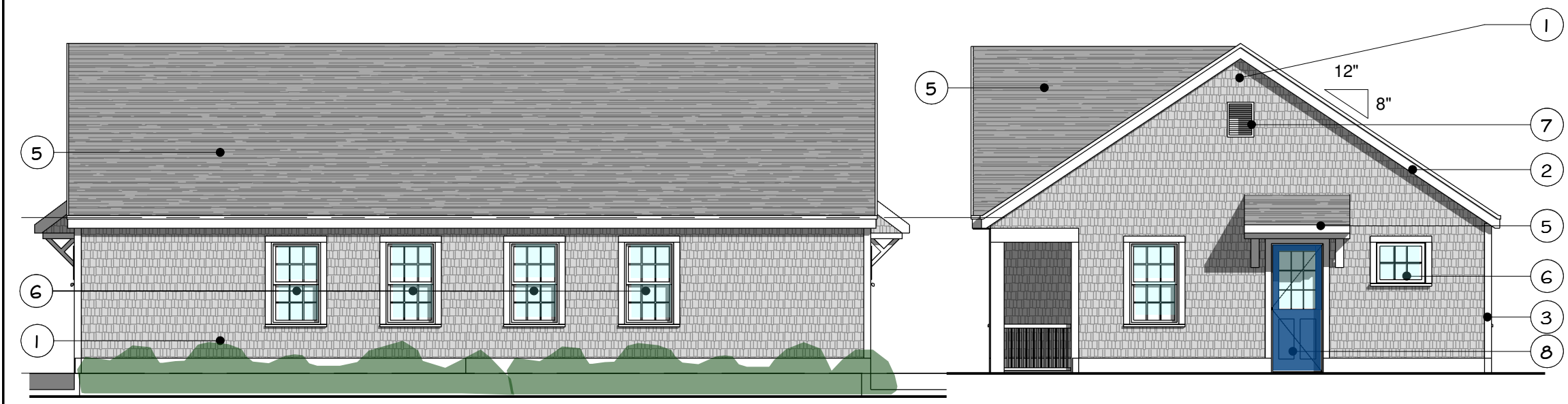
A101

EXTERIOR ELEVATION KEYNOTES	
NUMBER	ITEM
1	CEMENTITIOUS SHINGLE, COLOR: WEATHERED GREY
2	1X3 ON 1X10 FASCIA
3	1X6 CORNERBOARDS, COLOR: WHITE
4	1X12 SKIRTBOARD, COLOR: WHITE
5	ARCHITECTURAL ASPHALT SHINGLES, COLOR: GREY
6	SIMULATED DIVIDED LITE WINDOW, COLOR: WHITE
7	LOUVER, COLOR: WHITE
8	INSULATED METAL DOOR, COLOR: BLUE




① 1 BR FLAT FRONT ELEVATION
1/8" = 1'-0"

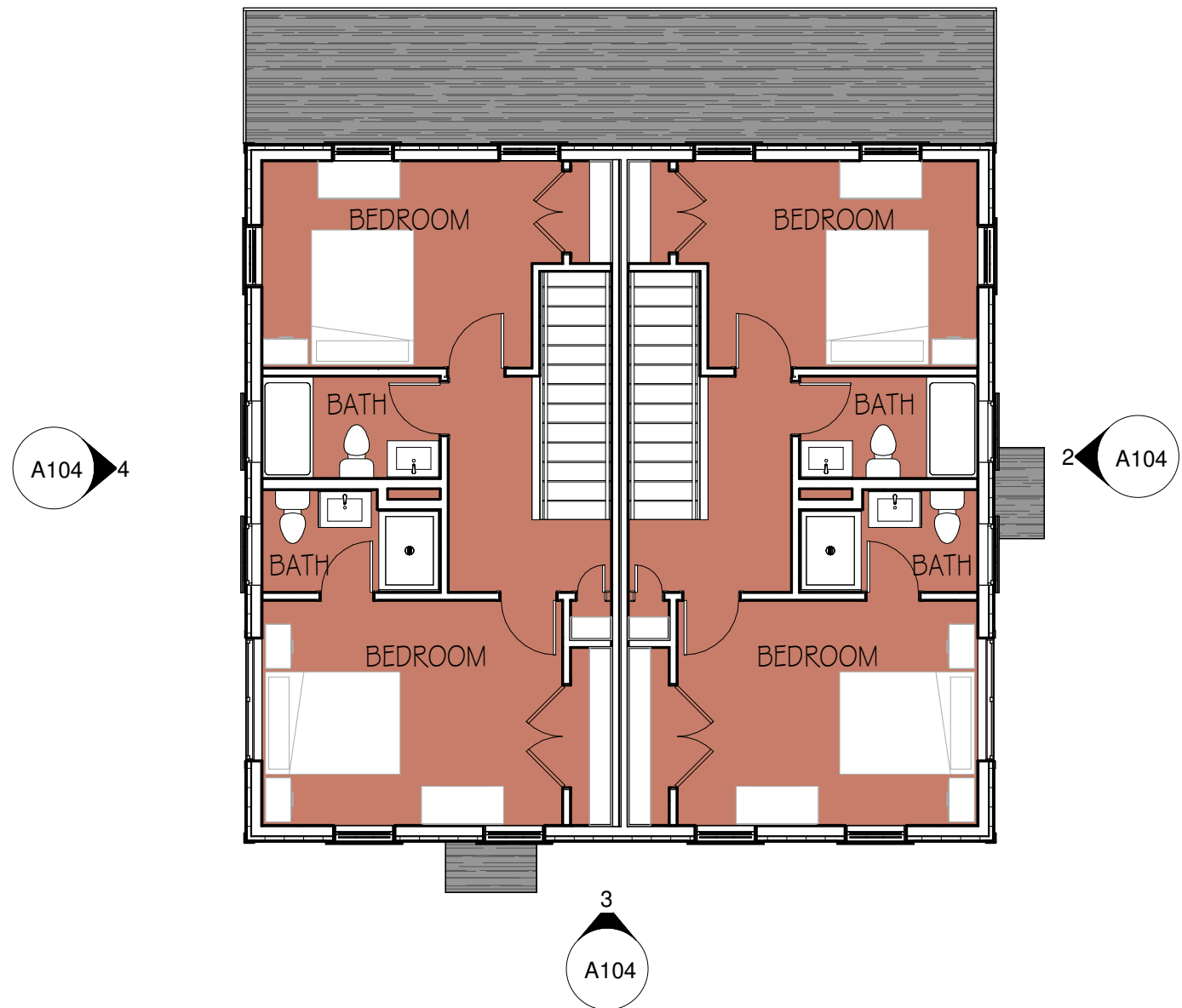
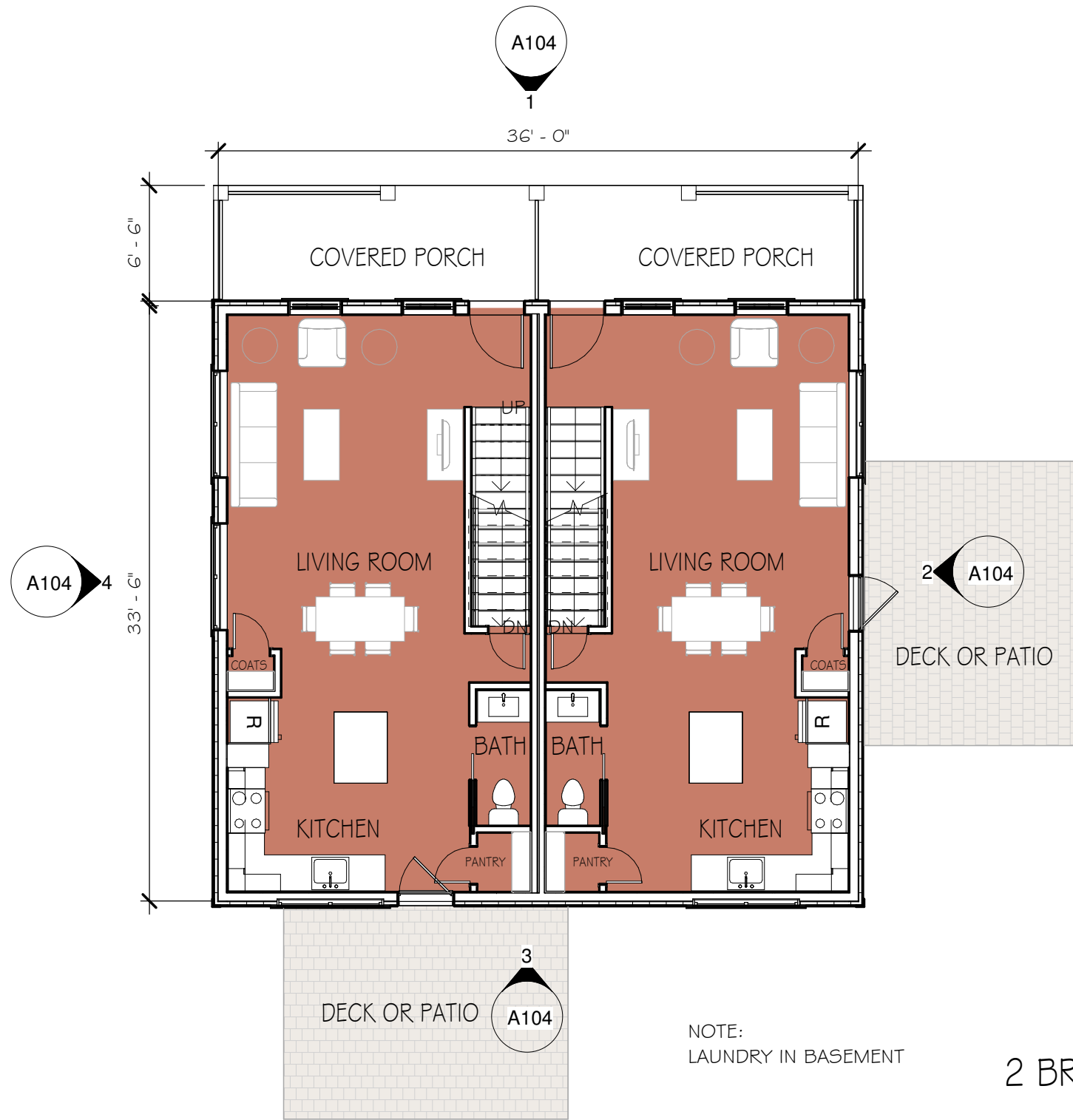
② 1 BR FLAT SIDE ELEVATION
1/8" = 1'-0"



③ 1 BR FLAT REAR ELEVATION
1/8" = 1'-0"

④ 1 BR FLAT SIDE ELEVATION 2
1/8" = 1'-0"

Revisions	#	Descriptio	Date	By
ONE BEDROOM EXTERIOR ELEVATIONS		Scale: As Noted	Drawn By: Author	Plot Date: 00/00/000
Proposed New Construction Housing Assistance Corporation 0 Stepping Stones Road, Chatham MA		Date: 12/17/25	SV DESIGN 403 Main Street, Chatham, MA 02633 www.svdesign.com (t) 508.348.5486	
 DESIGN		A102		



NOTE:
LAUNDRY IN BASEMENT

2 BR - 1206 SF

(UNITS 1, 2, 5, 6,
7, 8, 11 AND 12)

Legend

2 BR TOWNHOUSE

① 2 BR TOWNHOUSE LEVEL 1
1/8" = 1'-0"

② 2 BR TOWNHOUSE LEVEL 2
1/8" = 1'-0"

Revisions		By
#	Descriptio	Date

2 BEDROOM UNIT FLOOR PLANS
Scale: As Noted
Date: 07/01/24
Drawn By: Author
Plot Date: 00/00/000

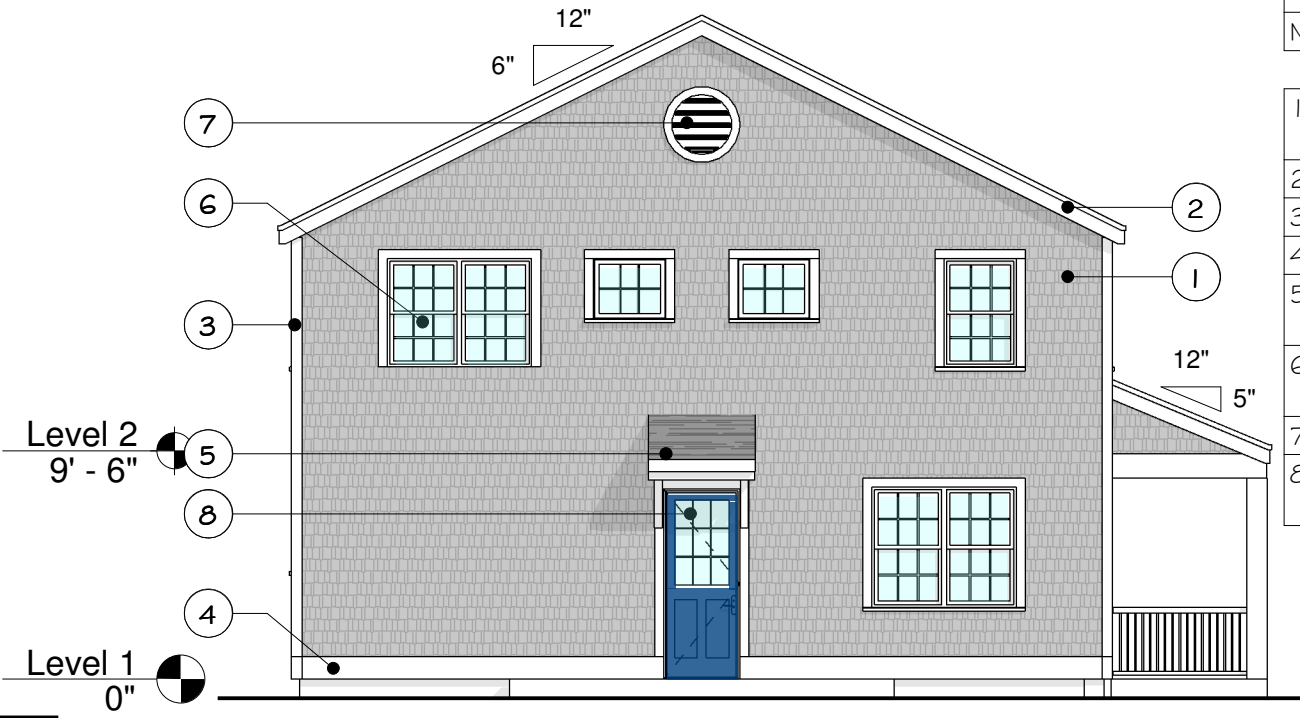
Proposed New Construction
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A103



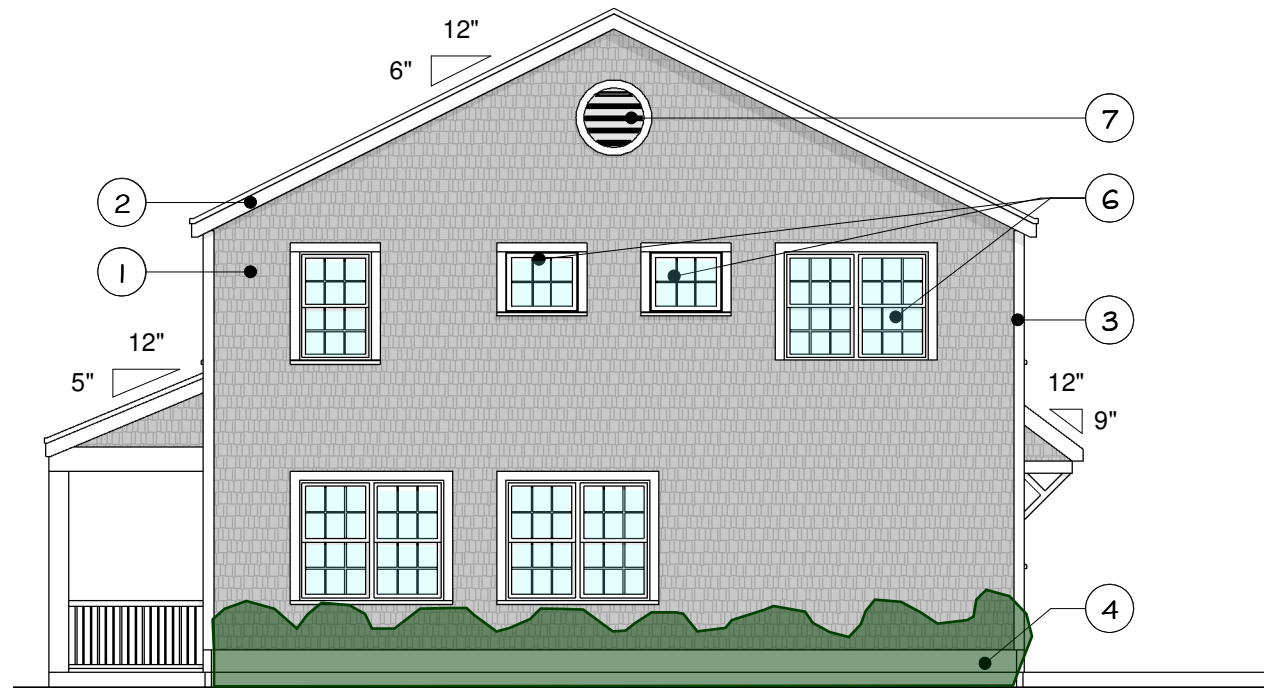
① 2 BR TOWNHOUSE FRONT ELEVATION
1/8" = 1'-0"



② 2 BR TOWNHOUSE SIDE ELEVATION
1/8" = 1'-0"




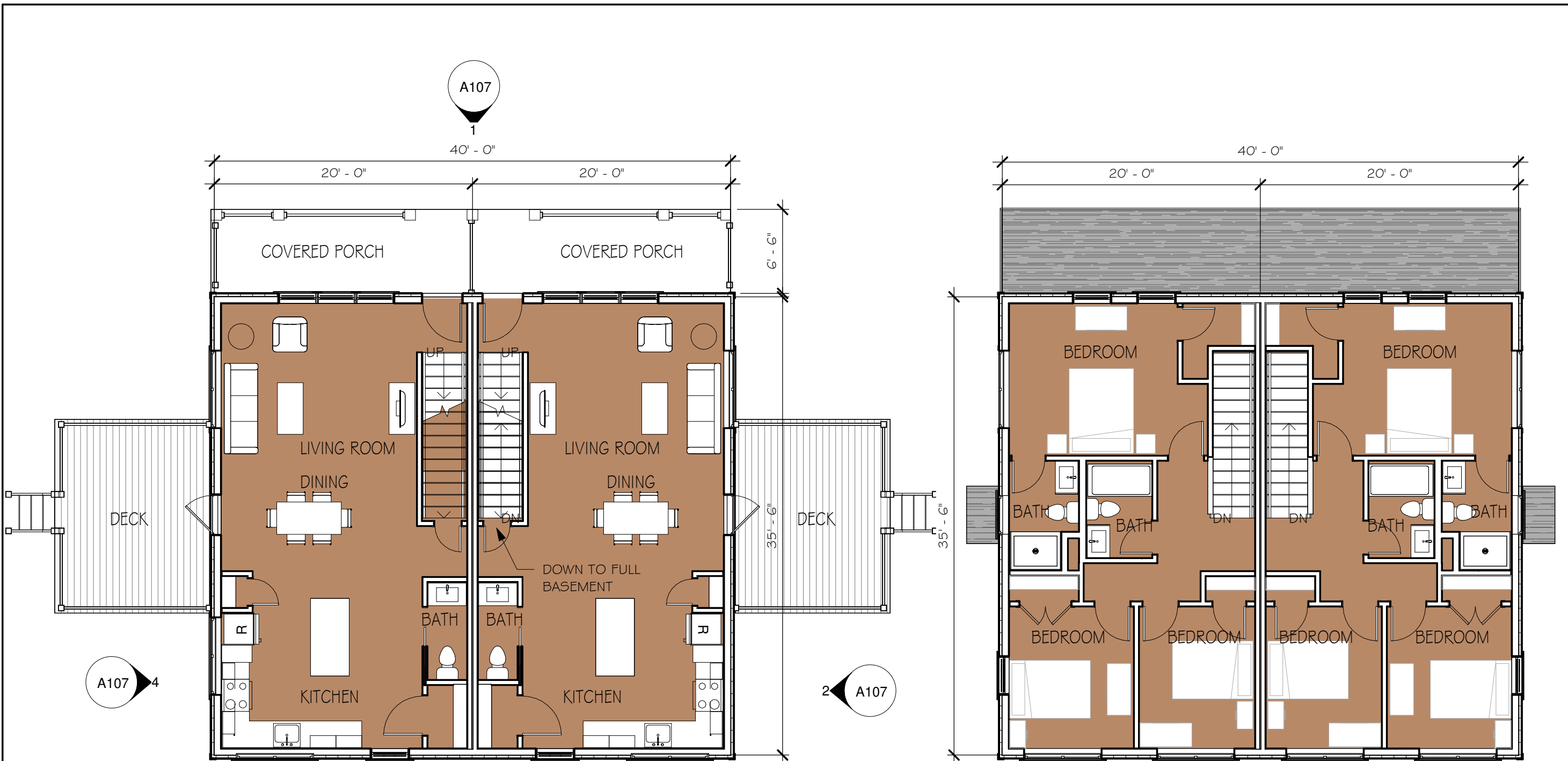
③ 2 BR TOWNHOUSE REAR ELEVATION
1/8" = 1'-0"



④ 2 BR TOWNHOUSE SIDE ELEVATION 2
1/8" = 1'-0"

EXTERIOR ELEVATION KEYNOTES	
NUMBER	ITEM
1	CEMENTITIOUS SHINGLE, COLOR: WEATHERED GREY
2	1X3 ON 1X10 FASCIA
3	1X6 CORNERBOARDS, COLOR: WHITE
4	1X12 SKIRTBOARD, COLOR: WHITE
5	ARCHITECTURAL ASPHALT SHINGLES, COLOR: GREY
6	SIMULATED DIVIDED LITE WINDOW, COLOR: WHITE
7	LOUVER, COLOR: WHITE
8	INSULATED METAL DOOR, COLOR: BLUE

Revisions	#	Description	Date	By
2 BEDROOM UNIT EXTERIOR ELEVATIONS				
Scale: As Noted		Drawn By: Author		Plot Date: 00/00/000
Date: 12/17/25				
Proposed New Construction Housing Assistance Corporation 0 Stepping Stones Road, Chatham MA				
SV DESIGN 403 Main Street, Chatham, MA 02633 www.svdesign.com (t) 508.348.5486				
 DESIGN				
A104				



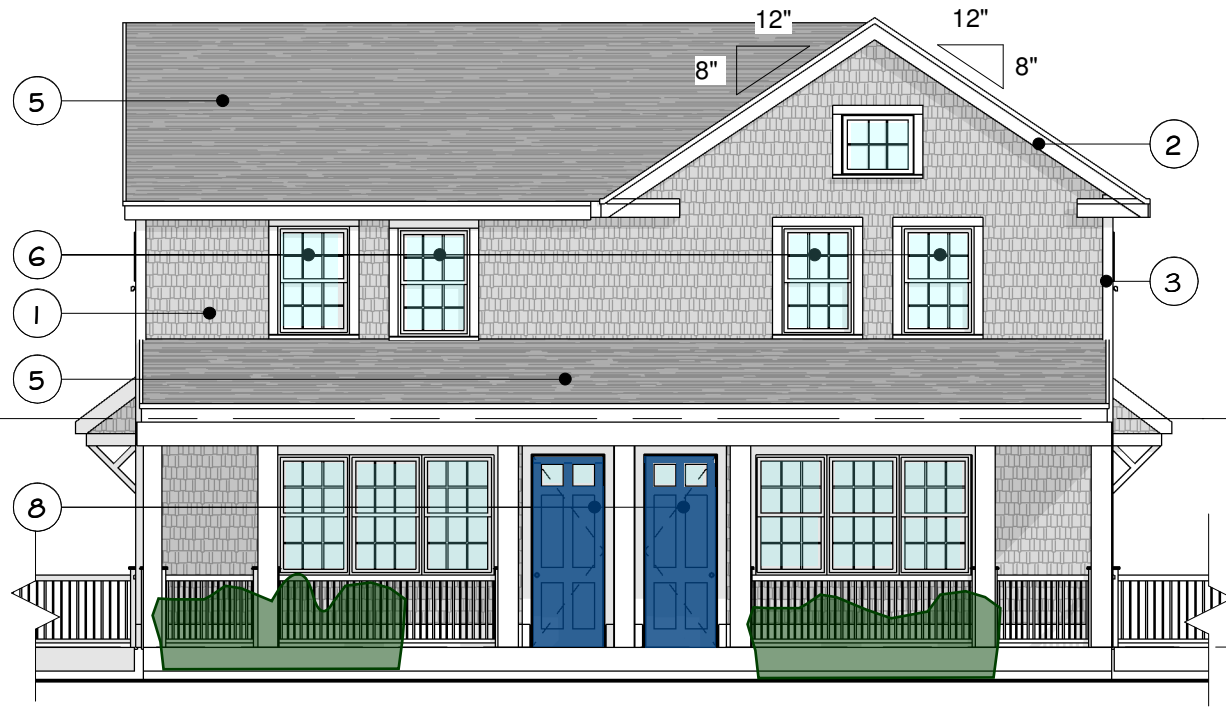
3
A107
NOTE:
LAUNDRY IN BASEMENT

3 BR - 1340 SF

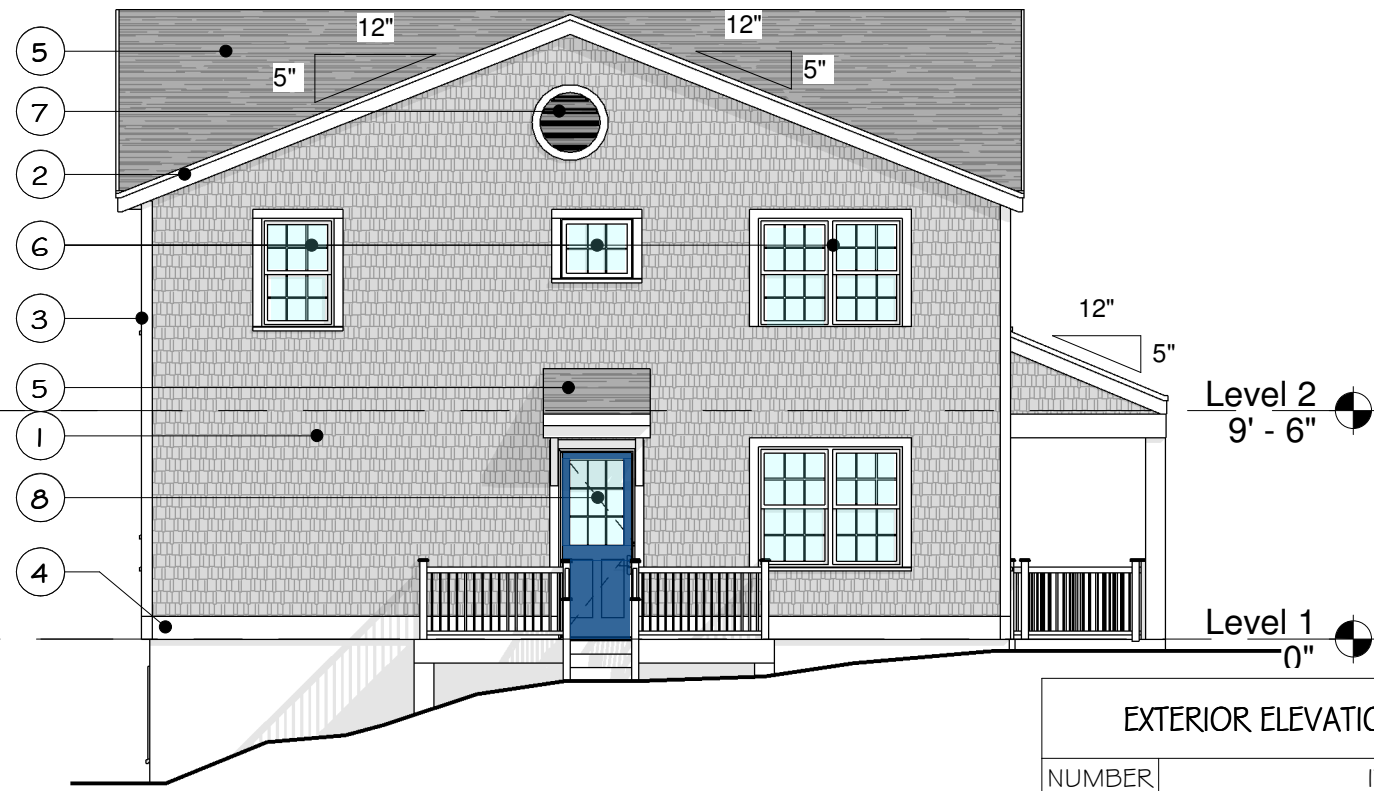
Legend

- 3 BR TOWNHOUSE
- ① 3 BR TOWNHOUSE LEVEL 1 (UNITS 3,4, 9 AND 10)
1/8" = 1'-0"
- ② 3 BR TOWNHOUSE LEVEL 2
1/8" = 1'-0"

Proposed New Construction Housing Assistance Corporation 0 Stepping Stones Road, Chatham MA SV DESIGN 403 Main Street, Chatham, MA 02633 www.svdesign.com (t) 508-348-5485		Scale: As Noted Date: 07/01/24	Drawn By: Author Plot Date: 00/00/000
3 BEDROOM UNIT FLOORPLANS		Revisions # Descriptio Date By	
A106			



① 3 BR TOWNHOUSE FRONT ELEVATION
1/8" = 1'-0"



② 3 BR TOWNHOUSE SIDE ELEVATION
1/8" = 1'-0"

EXTERIOR ELEVATION KEYNOTES	
NUMBER	ITEM
1	CEMENTITIOUS SHINGLE, COLOR: WEATHERED GREY
2	1X3 ON 1X10 FASCIA
3	1X6 CORNERBOARDS, COLOR: WHITE
4	1X12 SKIRTBOARD, COLOR: WHITE
5	ARCHITECTURAL ASPHALT SHINGLES, COLOR: GREY
6	SIMULATED DIVIDED LITE WINDOW, COLOR: WHITE
7	LOUVER, COLOR: WHITE
8	INSULATED METAL DOOR, COLOR: BLUE



③ 3 BR TOWNHOUSE REAR ELEVATION
1/8" = 1'-0"



④ 3 BR TOWNHOUSE SIDE ELEVATION 2
1/8" = 1'-0"

Revisions	
#	By

3 BEDROOM UNIT EXTERIOR ELEVATIONS
Scale: As Noted
Date: 12/18/25
Drawn By: Author
Plot Date: 00/00/000

Proposed New Construction
Housing Assistance Corporation
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SV DESIGN 403 Main Street, Chatham, MA 02633 www.svdesign.com (t) 508.348.5486

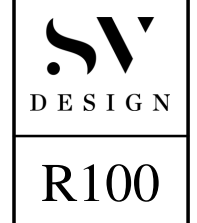


A107



STEPPING STONES VIEW FACING WEST

Proposed New Construction Housing Assistance Corporation 0 Stepping Stones Road, Chatham MA SV DESIGN 403 Main Street, Chatham, MA 02633 www.svdesign.com (t) 508-348-6486		RENDERING Scale: As Noted Date: 12/18/25 Drawn By: Author Plot Date: 00/00/000		Revisions	
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STEPPING STONES VIEW FACING EAST

Proposed New Construction Housing Assistance Corporation 0 Stepping Stones Road, Chatham MA SV DESIGN 403 Main Street, Chatham, MA 02633 www.svdesign.com (t) 508-348-6486		RENDERING		Revisions # Description Date By	
		Scale: As Noted Date: 12/18/25	Drawn By: Author Plot Date: 00/00/000	# Description Date By	# Description Date By

Attachment B – Required Forms

REQUIRED PROPOSAL SUBMITTAL FORM

ATTACHMENT G

STATE TAX COMPLIANCE CERTIFICATION


Pursuant to M.G.L. 62C, §49A,

I, Alisa Magnotta, acknowledge that I am the authorized signatory

for Housing Assistance Corporation, whose principal place of business is

at 255 Independence Drive, Hyannis, MA 02601, and as such, do hereby certify under the pains of penalties of perjury that this company has complied with all laws of the Commonwealth relating to taxes.

Social Security or Federal ID Number 23-7431255

Housing Assistance by: 
Signature of Individual or Corporate Officer
Corporate Name (if applicable)

Subscribed and sworn to this 8th day of January, 2026.

REQUIRED PROPOSAL SUBMITTAL FORM

ATTACHMENT H

CERTIFICATE OF NON-COLLUSION

Pursuant to M.G.L. Ch. 30B Section 10, the undersigned certifies under penalties of perjury that this bid or proposal has been made and submitted in good faith and without collusion of fraud with any other person. As used in this certification, the word "person" shall mean any natural person, business, partnership, corporation, union, committee, club or other organization, entity, or group of individuals.



Signature of individual submitting bid or proposal

Housing Assistance Corporation
Name of Business

REQUIRED PROPOSAL SUBMITTAL FORM

ATTACHMENT I

**DISCLOSURE STATEMENT FOR TRANSACTION WITH A PUBLIC AGENCY
CONCERNING REAL PROPERTY**

M.G.L. c. 7C, s. 38 (formerly M.G.L. c. 7, s. 40J)

The undersigned party to a real property transaction with a public agency hereby discloses and certifies, under pains and penalties of perjury, the following information as required by law:

(1) Real Property:

A parcel of land in Chatham, Massachusetts, located on Stepping Stones Road, a portion of the Town of Chatham-owned Monomoy Regional Middle School parcel shown on a plan of land entitled "Plan of Land to be Taken for School Purposes in Chatham, Mass," dated August 1961, drawn by Schofield Brothers, registered Civil Engineers and Land Surveyors, Orleans, Massachusetts, and recorded at the Barnstable County Registry of Deeds at Plan Book 164 page 97.

Said portion of land being bound by Stepping Stones Road to the south, and the arc of the Old Colony Rail Trail to the east, north, and west, and containing approximately 2 +/- acres.

(2) Type of Transaction, Agreement, or Document:

Sale of property by the Town of Chatham

(3) Public Agency Participating in Transaction:

Town of Chatham, 549 Main Street, Chatham, MA 02633

(4) Disclosing Party's Name and Type of Entity (if not an individual):

Housing Assistance Corporation - 501(c)(3) organization

(5) Role of Disclosing Party (Check appropriate role):

Lessor/Landlord Lessee/Tenant

Seller/Grantor Buyer/Grantee

Other (Please describe): _____

(6) The names and addresses of all persons and individuals who have or will have a direct or indirect beneficial interest in the real property excluding only 1) a stockholder of a corporation the stock of which is listed for sale to the general public with the securities and exchange commission, if such stockholder holds less than ten per cent of the outstanding stock entitled to vote at the annual meeting of such corporation or 2) an owner of a time share that has an interest in a leasehold condominium meeting all of the conditions specified in M.G.L. c. 7C, s. 38, are hereby disclosed as follows (attach additional pages if necessary):

NAME

RESIDENCE

List of Board of Directors attached

(7) None of the above-named persons is an employee of the Division of Capital Asset Management and Maintenance or an official elected to public office in the Commonwealth of Massachusetts, except as listed below (insert "none" if none):

(8) The individual signing this statement on behalf of the above-named party acknowledges that he/she has read the following provisions of Chapter 7C, Section 38 (formerly Chapter 7, Section 40J) of the General Laws of Massachusetts:

No agreement to rent or to sell real property to or to rent or purchase real property from a public agency, and no renewal or extension of such agreement, shall be valid and no payment shall be made to the lessor or seller of such property unless a statement, signed, under the penalties of perjury, has been filed by the lessor, lessee, seller or purchaser, and in the case of a corporation by a duly authorized officer thereof giving the true names and addresses of all persons who have or will have a direct or indirect beneficial interest in said property with the commissioner of capital asset management and maintenance. The provisions of this section shall not apply to any stockholder of a corporation, the stock of which is listed for sale to the general public with the securities and exchange commission, if such stockholder holds less than ten per cent of the outstanding stock entitled to vote at the annual meeting of such corporation. In the case of an agreement to rent property from a public agency where the lessee's interest is held by the organization of unit owners of a leasehold condominium created under chapter one hundred and eighty-three A, and time-shares are created in the leasehold condominium under chapter one hundred and eighty-three B, the provisions of this section shall not apply to an

owner of a time-share in the leasehold condominium who (i) acquires the time-share on or after a bona fide arm's length transfer of such time-share made after the rental agreement with the public agency is executed and (ii) who holds less than three percent of the votes entitled to vote at the annual meeting of such organization of unit owners. A disclosure statement shall also be made in writing, under penalty of perjury, during the term of a rental agreement in case of any change of interest in such property, as provided for above, within thirty days of such change.

Any official elected to public office in the commonwealth, or any employee of the division of capital asset management and maintenance disclosing beneficial interest in real property pursuant to this section, shall identify his position as part of the disclosure statement. The commissioner shall notify the state ethics commission of such names, and shall make copies of any and all disclosure statements received available to the state ethics commission upon request.

The commissioner shall keep a copy of each disclosure statement received available for public inspection during regular business hours.

(9) This Disclosure Statement is hereby signed under penalties of perjury.

Alisa Magnotta, Housing Assistance Corporation

Print Name of Disclosing Party (from Section 4, above)



Authorized Signature of Disclosing Party

01/08/2026

Date (mm/dd/yyyy)

REQUIRED PROPOSAL SUBMITTAL FORM

ATTACHMENT J

CERTIFICATE OF AUTHORITY

Give full names and residences of all persons and parties interested in the foregoing proposal:

(Please note: Give first and last name in full; in case of a corporation, give names of President and Treasurer; in case of a limited liability company, give names of the individual members, and, if applicable, the names of all managers; in case of a partnership or a limited partnership, all partners, general and limited and; in case of a trust, all the trustees)

NAME	ADDRESS	ZIP CODE
Alisa Magnotta, CEO	255 Independence Drive, Hyannis, MA	02601
<hr/>		
Bill Bogdanovich, President		
<hr/>		
Paul Ruchinkas, Treasurer		
<hr/>		

Kindly provide the following information regarding the Respondent:

1) IF A PROPRIETORSHIP

Name of Owner: _____

Address: _____

Name of Business: _____

Home: _____

2) IF A PARTNERSHIP

Business Name: _____

Business Address: _____

Names and Addresses of Partners:

PARTNER NAME	ADDRESS	ZIP CODE

3) IF A CORPORATION OR A LIMITED LIABILITY COMPANY

Full Legal Name: Housing Assistance Corporation

State of Incorporation: Massachusetts

Principal Place of Business Hyannis, MA

Qualified in Massachusetts: Yes No

Place of Business in Massachusetts: 255 Independence Drive, Hyannis, MA 02601

4) IF A TRUST

Full Legal Name: _____

Recording Information: _____

Full names and address of all trustees:

NAME	ADDRESS	ZIP CODE

Signature: 

Printed name: Alisa Magnotta

Title: CEO

Name of Business: Housing Assistance Corporation

Date: 01/08/2026

REQUIRED PROPOSAL SUBMITTAL FORM

ATTACHMENT K

**ACKNOWLEDGEMENT OF LAND DISPOSITION AGREEMENT TERMS AND PERPETUAL
RESTRICTION REQUIREMENT**

The undersigned Alisa Magnotta, hereby acknowledges receipt of the Salient Terms of the Land Disposition Agreement in Attachment E and recognizes that said terms will become a part of the final Land Disposition Agreement.

Further, the undersigned hereby acknowledges and agrees that it will be required to enter into and record a Deed Restriction and Regulatory Agreement which is perpetual in nature and survives foreclosure and further that said restriction will be in conformance with the requirements of the Executive Office of Housing and Livable Communities in order for the units to be included on the subsidized housing inventory.

Dated this the 8th, day of January, 2026.

By: 

Title: CEO

Attachment C – Development Team Resumes & Architect Profile



DAVID QUINN

VICE PRESIDENT OF REAL ESTATE DEVELOPMENT

David manages the agency's short- and long-term housing development efforts, including acquisition, planning and design, permitting, financing, and construction of new housing projects. He also oversees HAC's rental property portfolio, affordable homeowner monitoring services, and affordable housing lottery programs. David co-authored HAC's widely-quoted report, "Housing On Cape Cod: The High Cost of Doing Nothing" and he helped establish our innovative Rent 365 program.

CONTACT

- ✉ dquinn@haconcapecod.org
- ☎ 508-771-5400 x288
- 🌐 haconcapecod.org

AFFORDABLE HOUSING PROJECTS

- 107 Main St, Orleans, MA
- Lofts at 57, Hyannis, MA
- Sachem's Path, Nantucket
- Brewster Woods, Brewster
- LeClair Village, Mashpee
- Cape View Way, Bourne

EDUCATION

TUFTS UNIVERSITY, Medford, MA
Masters of Urban and Environmental
Policy and Planning (2012)

COLLEGE OF THE HOLY CROSS,
Worcester, MA
Bachelor of Arts, Political Science (2005)



RELEVANT EXPERIENCE

Vice President of Real Estate Development | Housing Assistance, Hyannis, MA | December 2016 to present

- Oversee activities involved with developing affordable housing, including: coordinating the work of architects, engineers, legal team, banks, funders, builders and other staff in the conception, design, funding, construction and occupation of a housing project
- Manage real estate division, including affordable housing monitoring services, lotteries, and resales
- Work with municipalities or other entities to obtain permits, including those for zoning, endangered species, wastewater treatment
- Prepare funding packages for predevelopment, public, construction and permanent financing; understanding of various funding programs including LIHTC, HOME, HIF, and other state project requirements

Regional Waste Reduction Planner | Barnstable County (Cooperative Extension) | April 2012 - 2016

- Provided technical assistance to municipalities in Barnstable County on solid waste and recycling-related initiatives, including implementation of Pay-As-You-Throw waste reduction programs
- Collected and analyzed solid waste data, providing recommendations to local government officials
- Organized workshops for local officials on solid waste-related topics, such as recycling markets, difficult-to-manage materials, large-scale composting best practices, and grant opportunities
- Assisted municipalities in writing grant proposals

Director of Operations & Conservation Land Manager | Land Sake, Inc., Weston, MA | 2008 - 2012

- Responsible for managing internal processes for financial control and reporting, safety, budget tracking, and contract administration for an organic community farm and sustainable forestry operation

National Service Volunteer | AmeriCorps Cape Cod, Barnstable, MA | 2007 - 2008

Consultant | Public Consulting Group, Inc., Education Services Practice Area, Boston, MA | 2005 - 2007



TANA BRENNAN

PROJECT MANAGER REAL ESTATE DEVELOPMENT

Tana manages the planning and implementation of housing development projects, from feasibility to lease up or sale, with a focus on financial closings, construction administration, and project design. Tana also administers the Rent 365 Incentive Program and affordable housing lotteries.

CONTACT

- ✉ tbrennan@haconcapecod.org
- ☎ 508-737-9884
- 🌐 haconcapecod.org

HIGHLIGHTS

- Implementation
- Project Management
- Team Player

EDUCATION

SALEM STATE UNIVERSITY
M.Ed., Elementary Education, 2016

UNIVERSITY OF WISCONSIN-
MADISON
Madison, WI
Bachelor of Arts, Political Science, 1993



RELEVANT EXPERIENCE

Project Manager | Housing Assistance, Hyannis, MA |
October 2023 to present

- Support Affordable Housing Proposal Development - Assist in the preparation of proposals in response to municipal Requests for Proposals (RFPs) for affordable housing opportunities in collaboration with internal teams and external partners.
- Construction Administration - Oversee the preparation and submission of construction requisitions in coordination with the VP of Real Estate Development, Finance Department, general contractors, and project lenders.
- Project Design - Provide input during the project design phase by actively participating in design team meetings and reviewing architectural and engineering plans. Offer feedback and assist in decision-making related to unit and building layouts, floor plans, materials and finishes, color schemes, amenities, and site planning.
- Real Estate Closing Process - serve as the central coordinator of the closing process for affordable housing development projects. This includes managing the closing checklist, maintaining clear communication with lenders, legal counsel, and all project stakeholders, and ensuring that deliverables are met in a timely manner to keep the transaction on schedule.
- Support Grant and Funding Applications - Assist in researching, drafting, and assembling grant applications and funding proposals to support predevelopment, construction, and operational phases of affordable housing projects.
- Work closely with the VP of Real Estate Development on conducting due diligence on potential development sites, including zoning, permitting, environmental constraints, infrastructure availability, and market conditions.

Director of Design | Capebuilt Development, Amesbury, MA |
June 2014 to June 2023

- Supported design and development of projects and communities including Heritage Sands (Dennis Port, MA), Lagoon Ridge (Oak Bluffs, MA) and 255 Main Street (Hyannis, MA).
- Managed client design selection process, including floor plan modifications, interior and exterior finishes and customizations.
- Established and maintained sales and development team processes for tracking client selections, change orders, vendor procurement and construction progress.



KEITH TROTT

PROPERTY MAINTENANCE SUPERVISOR

Commercial and residential General Contractor with 40 years' experience in all aspects of building and management.

CONTACT

- ✉ ktrott@haconcapecod.org
- ☎ 508-367-2048
- 🌐 haconcapecod.org

HIGHLIGHTS

- Graduate of East Greenwich HS
- MA Driver's License with a clean record
- 2009 Ford F350 HD
- Skilled with hand tools
- Skilled with power tools

LICENSURE

MA UNRESTRICTED CONSTRUCTION SUPERVISOR LICENSE, CS-5174 | HIC LICENSE | LEAD LICENSE | HYDRAULIC LICENSE

ACTIVITIES

THE BIG FIX (Cape Cod, MA)

Together with a team of co-workers and up to 350 volunteers, organize and perform tasks on 10-15 homes of the elderly, disabled, and military veterans.

AVID BOATER Captain of 30' MV



RELEVANT EXPERIENCE

Property Maintenance Supervisor/Property Management/Facilities Management | Housing Assistance, Hyannis MA | May 2013 to present

Oversee the day-to-day functioning of 19 residential rental units, 11 scatter-site units, 5 shelter properties, and special projects as needed. Tasks include, but are not limited to:

- Facilitate and oversee day-to-day use of work order system
- Review maintenance work order requests
- Schedule and assign work orders to either HAC maintenance personnel or outside contractor
- Produce reports as required by management to provide information on maintenance efforts
- Coordinate maintenance work, including determining the correct solution and process, following up on all work done, and confirming its proper and complete execution
- Purchase supplies, fixtures, and building materials as necessary.
- Generate all required purchase orders for maintenance-related expenses at residential units and shelters
- Maintain contracts with regular vendors, including pest control, landscaping, plowing, etc.
- Assist in Capital Planning (needs assessment, estimates, approval through finance, coordination, and implementation) and preparation of annual maintenance budgets for each property
- Communication with tenants, assisting with lease up for vacancy, rent collection, maintenance issues reported by tenants, coordination with the maintenance team, maintaining tenant and property files
- Maintain file compliance with funder requirements (HOME and HIF)
- Create POs for payment for all vendors, verifying work where appropriate)
- Communicate scheduling for maintenance or other needs with program staff as required

Property Maintenance | Housing Assistance, Hyannis MA | May 2012 to May 2013

Assist Property Maintenance Supervisor in day to day tasks including, but not limited to: Renovation of kitchens and baths, plumbing, electrical, sheetrock, mud, paint, remove and install flooring, heating, cooling, basic repairs, tenant turnovers, on call emergencies and overall maintenance of the facilities.

Owner | DDS Builders, Sandwich MA | 1993 -2012



ALISA MAGNOTTA

CHIEF EXECUTIVE OFFICER

Alisa Magnotta has over twenty-five years of nonprofit management experience. She started her career in publicity and production at CBS Television in Los Angeles. She then shifted her efforts to focus on making a difference by working in the nonprofit sector. Her first nonprofit position was as Development Director at a world-renowned arts agency teaching homeless school-age children. Coming full circle, she has led Housing Assistance since 2017. Under her leadership, the agency has experienced significant growth in both program offerings and diversified revenue. In all her endeavors, Alisa is known for being innovative, collaborative, and mission-focused.

CONTACT

- ✉ alisa@haconcapecod.org
- ☎ 508-771-5400 x288
- 🌐 haconcapecod.org

HIGHLIGHTS

- Rent 365
- My Home Plus One - ADU
- Housing to Protect Cape Cod
- Tedx Provincetown 2019
- 250 affordable housing unit

EDUCATION

SIMMONS COLLEGE

Master of Science, Communication and Management (2005)

CALIFORNIA STATE UNIVERSITY

Bachelor of Arts, Organizational Communication (1994)

VOLUNTEERISM

- Barnstable County Economic Development Committee
- Cape Cod Chamber of Commerce Board of Directors
- Cape Cod HealthCare Community Benefits Committee
- Barnstable County Coordinating Care for Homeless
- Regional Housing Network for Massachusetts Board of Directors



RELEVANT EXPERIENCE

Chief Executive Officer | Housing Assistance | January 2017 to present

Regional agency with \$25M operating budget serving all of the Cape and both Islands. Our funding is primarily through government contracts. HAC has 115 staff and five locations. HAC offers four family shelters, administers 1200 rental vouchers, permanent supportive housing, and completes energy and weatherization audits. HAC works with individuals literally homeless, sells affordable real estate, owns and operates rental properties, and develops affordable housing units. Additionally, HAC is the regional administrator for one-stop housing solutions with the following services: foreclosure prevention, rental assistance, emergency assistance, homebase programs, education, and general information and referrals. As the CEO, I have ultimate responsibility for strategy and implementation of the agency's mission and report to the board of the directors.

Chief Operating Officer | Gosnold on Cape Cod | September 2012 - December 2017

Regional agency with \$25M operating budget serving all of the Cape and both Islands. Funding was 90% billable services and government contracts. Gosnold has a staff of over two hundred and twelve locations, including a detox unit, three residential programs, outpatient clinics, and a corporate headquarters. The COO is responsible for the implementation of set strategy and daily operations. The position reports to the CEO.

Executive Director | Alzheimer's Services of Cape Cod & the Islands | October 2006 - March 2012

Regional agency with \$800,000 operating budget serving all the Cape and both Islands. Funding was 100% fundraising. There were eight staff members and one location. We facilitated over twenty-five support groups throughout the region and offered education and memory screenings at our COA partner locations. The ED was responsible for overall strategy and execution of the mission and reported to the board of directors.



Gael KELLEHER

DIRECTOR OF REAL ESTATE

Working at Housing Assistance on hundreds of ownership and rental lotteries. Assisting buyers and Sellers in the real estate process for resales of affordable housing on Cape Cod and throughout. Working in affordable housing 2008 to present

CONTACT

- ✉ gkelleher@haconcapecod.org
- ☎ 508-771-5400 x284
- 🌐 haconcapecod.org

HIGHLIGHTS

- Graduated from Merrimack College, North Andover MA
- Cape Cod resident since 1977
- Working in Residential and Commercial Real Estate since 1981
- Certified Lottery Agent MHP (Mass Housing Partnership)
- Approved Monitoring Agent for Mass Housing, & Massachusetts Department of Housing and Community Development DHCD

LICENSURE

MA REAL ESTATE BROKER LICENSE
#9005172

ACTIVITIES

- Member, National Association of Realtors
- Member of Cape Cod and Islands Association of Realtors
- Member of Cape Cod and Islands MLS



RELEVANT EXPERIENCE

Director of Real Estate | Housing Assistance, Hyannis MA |
May 2008 to present

Affordable Housing Lotteries for Ownership and Rental & Resales of Deed restricted property:

- Working with developers and state and local agencies to ensure compliance with fair housing and guidelines related to regulatory agreements, and/or comprehensive permits.
- Create and execute contracts for a buyer selection plan and lottery marketing plan with the developer
- Creating an Affirmative Fair Housing Plan AFHMP for the individual projects and submitting to subsidizing agencies for final approval
- Develop marketing materials and advertising
- Hold informational meetings in public or by Zoom
- Advertise to local civic associations, nonprofits, libraries, churches and municipalities according to MA General Laws Chapter 40B, 760 CMR 56.00
- Outreach using state websites and HAC websites
- Conduct Lottery Drawings in Public or by Zoom
- Work with Sellers in determining the resale process according to guidelines, including real estate activities such as marketing, open houses, and preparation of offers and assist in the closing process
- Review and certify the buyer's income and assets for eligibility to purchase a deed-restricted affordable property
- Maintain a waiting list of eligible buyers
- Assist first time buyers in the lottery process including first time home buyer education, Mortgage preapproval process and assist in the preparation of purchase and sale agreements and other closing documents such as deed restrictions and certificates of eligibility
- Monitor over 200 units for resale, refinance, capital improvement approval and annual compliance monitoring to state and local agencies



MARC HASLBECK

CHIEF FINANCIAL OFFICER - REAL ESTATE

Marc has more than 30 years of experience in insurance, real estate, lending, valuation, development and operations, including leadership roles in both the U.S. and Europe. At Housing Assistance, he oversees the day-to-day operations of the agency's finance and accounting teams while aligning financial operations with mission-driven growth opportunities—particularly through affordable housing development, property management, and capital investment.

CONTACT

- ✉ mhaslbeck@haconcapecod.org
- ☎ 508-771-5400 x278
- 🌐 haconcapecod.org

HIGHLIGHTS

- ERP/TMS/CRM Implementation
- Financial Systems Optimization
- IFRS, GAAP, HGB Compliance
- Risk Management
- Process Automation
- Loan Origination & Real Estate Finance

EDUCATION

MIDDLE TENNESSEE STATE UNIVERSITY
Murfreesboro, TN
Bachelor of Management and Business Administration (2014)

BBS IV HALLE, Halle, Germany
Business Degree: Finance, Economics, and Insurance (1997)



RELEVANT EXPERIENCE

Chief Financial Officer - Real Estate | Housing Assistance, Hyannis, MA | July 2025 to present

- Revenue & Business Development: Identify and pursue opportunities to grow earned revenue, align financial strategy with organizational growth goals, lead financial modeling and scenario planning for new ventures, partnerships, or property acquisitions.
- Real Estate Finance & Asset Strategy: Oversee the financial structure of real estate development projects, provide strategic oversight of asset management, including property performance, reserves, refinancing, and repositioning strategies, collaborate with internal teams to ensure long-term sustainability and return on mission.
- Financial Strategy & Analytics: Lead enterprise-wide financial planning, budgeting, forecasting, and reporting functions, deliver insightful, data-driven analysis to inform executive decision-making and program design.
- Maintain strong financial controls and ensure compliance with GAAP, regulatory requirements, and funder expectations.

Grand City Property Ltd.

Consultant to Global Group CFO | August 2024 - June 2025

Head of Finance Operations | May 2023 - July 2024

Head of Accounting & Cost Calculations | Sept. 2014 - April 2023

- Managed financial strategy for more than 100,000 apartment units at a subsidiary of one of Europe's largest real estate companies
- Directed the implementation of SAP ERP, TMS, and CRM systems, resulting in a 30% increase in operational efficiency and enhanced cross-functional collaboration.
- Executed strategic process improvements that reduced receivables by €50M and improved financial reporting accuracy by 10%, driving measurable impact on working capital and performance metrics.

Operations Manager Valuations | Lincoln Harris Corporate Services Group, Berlin, Germany | 2014 to 2023

Asset Manager & Real Estate Analyst | Bayview Financial, Dusseldorf, Germany | 2007 to 2008

State-Licensed Real Estate Appraiser | United Appraisal Network, Inc., Palm Beach, FL | 2003 to 2006



DESIGN

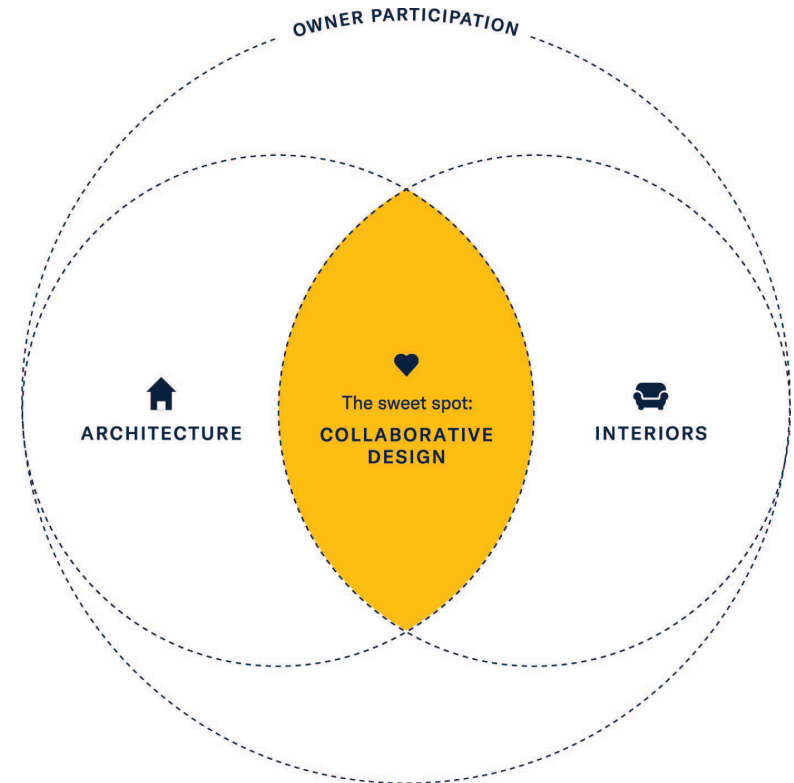
Architecture • Interiors

SV Design is an award-winning architecture and interior design firm with offices in Beverly, Chatham, and Winchester, Massachusetts, serving clients throughout Greater Boston, the North Shore, Cape Cod, and beyond. Rooted in a collaborative, people-centered design philosophy, the firm creates environments that are both beautiful and highly functional, with a focus on long-term value and **community impact**.

At the core of SV Design's practice is an **integrated team of architects and interior designers** who work closely with clients to understand programmatic needs, project goals, and the lived experience of each space. From early planning and feasibility studies through architectural design, interiors, and execution, the firm delivers thoughtful, cohesive solutions tailored to each project's context.

SV Design's portfolio spans a broad range of project types, including **multi-family housing**, institutional facilities, community-oriented spaces, and custom residences, each reflecting a commitment to timeless design, thoughtful placement within the landscape, and lasting functionality.

Renowned for its award-winning work and deep community engagement, SV Design is recognized for creating spaces that are not only visually compelling but also meaningful in daily life. From re-imagining historic structures as vibrant housing to **designing modern multi-family communities and shared spaces that foster connection**, the firm's work is guided by the belief that exceptional design enhances how people live, work, and connect.



Principals

Thaddeus S Siemasko, AIA
Founding Principal

Jennifer Hocherman, AIA, LEED AP
Principal

Tobin Shulman, AIA
Principal

Paul Muldoon, AIA
Principal

Stefano Basso, AIA
Principal

Services

Architecture
Consulting
Furnishings
Fixture and Finish Fit Out
Interior Design
Procurement
Site Planning

Project Types

Multi-Family
Academic
Corporate
Hospitality
Non-Profit
Residential New Construction
Residential Renovation
Master Planning



DESIGN

Firm Profile

49

EMPLOYEES

EST.

1987

19

MULTI-FAMILY
TEAM MEMBERS

MULTI-FAMILY
HOUSING
EXPERIENCE

Subsidized Affordable
Public Housing Authorities
Mixed-use
Supportive Senior
Family & Workforce
Market-Rate
Universal Accessibility

Master Planning
Modular Construction
Passive House Certified
Resilient Design
Occupied Renovations
Phased Construction
Adaptive Reuse

Offices

BEVERLY

126 Dodge Street
Beverly, MA 01915

CHATHAM

693 Main Street
Chatham, MA 02633

WINCHESTER

31 Church Street, Suite 2
Winchester, MA 01890

Design Philosophy

SV Design specializes in beautiful and functional spaces that transform lives through exceptional design.

Why SV Design?

- 39 years in business with expertise in **affordable senior and family housing**, and homes for people with disabilities
- Strong relationships with **MBE/WBE** sub-consultant teams
- In-house **Passive House** certified personnel with expertise on all levels of building science
- Experience with **phased construction** to minimize impact on residents
- Innate ability to synthesize **input from all stakeholders** to produce uniquely tailored designs for residents
- Proven track record of working with **repeat clients**
- Expert existing conditions documentation and assessment of **building life expectancy**



Attachment D – Lender Letters of Interest

December 29, 2025

Housing Assistance Corporation
Alisa Magnotta, CEO
460 West Main Street
Hyannis, MA 02601

RE: Homeownership Project-- Town of Chatham, MA

Dear Alisa,

Eastern Bank is very interested in providing construction financing for the above-referenced project, which the Housing Assistance Corporation will develop. We understand that this project, when complete, will provide 14 newly constructed affordable/workforce homeownership units available to households earning between 80% AMI to up to 200% AMI in the Town of Chatham, MA.

Eastern Bank has financed a number of affordable homeownership projects over the years, and we appreciate the opportunity to finance this one. Our typical terms for projects such as this include the following: 1.) Term: Up to 36 months for construction bridge loans; 2.) Collateral: First mortgage on the real estate with a maximum LTV of 80% and public funds we are bridging with a maximum advance rate of 90%; 3.) Guarantee: Full construction completion and repayment guarantee of the sponsor will be required; 4.) Interest rate: Fixed at closing at the FHLB cost of funds plus a spread of 220 – 250 bps; 5.) Commitment fee: 40 bps; 6.) Sales proceeds: upon the sale of the units, the lender will receive all net proceeds until construction loan is paid off; 7.) Developer Fee: fully deferred until the construction loan is paid off.

Please note that this is not a commitment to extend credit but shall instead serve as a basis for future discussion. Based on your organization's demonstrated ability to successfully develop projects such as this and our preliminary review of the information you provided to the Bank, the project appears to be feasible as presented but the Bank's ultimate decision will be based on the completion of due diligence and underwriting that will require additional information which will be requested at a later date. However, we would like to reiterate our interest in this project and are confident that your development team will be successful in negotiating a financial structure that meets our mutual needs. Please keep us informed as the project moves ahead. We welcome the opportunity to work with you on this exciting and worthwhile project.

Sincerely,



Yongmei Chen
Senior Vice President, Team Leader
Community Development Lending



Where Each Relationship Matters

December 29, 2025

Alisa Magnotta
Housing Assistance Corporation
255 Independence Drive
Hyannis, MA 02601

Attention:

Rockland Trust is pleased to inform you of our interest in considering financing for the proposed financing for the affordable housing project in the Town of Chatham's. The RFP consists of a 14-unit homeownership development.

We recognize there is a need for affordable housing in the Chatham community. Based on our review of the preliminary design plans, the project appears to be attractive and consistent with local needs.

"Rockland Trust is a current member of FHL Bank Boston and intends to allocate the required NEF funds if a loan commitment is made after normal bank review and due diligence upon receiving an actual application for financing."

This letter is *not* a commitment for financing and is subject to further credit and valuation review of the project.

If you have, any questions please feel free to contact me.

Best regards,

A handwritten signature in blue ink, appearing to read "John J. Cotton".

John J Cotton
Vice President
Commercial Lending Group
508.778.2512
Rockland Trust Company

Attachment E – HAC Form 990

HOUSING ASSISTANCE CORPORATION
CLIENT COPY
2023
YEAR ENDING JUNE 30, 2024

HOUSING ASSISTANCE CORPORATION
255 INDEPENDENCE DRIVE
HYANNIS, MA 02601

HOUSING ASSISTANCE CORPORATION:

WE HAVE PREPARED THE FOLLOWING TAX RETURNS PRIMARILY FROM THE INFORMATION YOU FURNISHED. SINCE YOU HAVE THE FINAL RESPONSIBILITY FOR THE TAX RETURNS, YOU SHOULD REVIEW THEM CAREFULLY BEFORE YOU SIGN AND FILE THEM OR AUTHORIZE THEM TO BE ELECTRONICALLY FILED.

2023 FORM 990

PLEASE RETAIN ALL TAX RECORDS, CANCELLED CHECKS AND OTHER DOCUMENTS THAT WERE USED IN THE PREPARATION OF THESE RETURNS, AS THIS INFORMATION MAY BE REQUESTED SHOULD A TAXING AUTHORITY EXAMINE A RETURN.

YOUR COPY HAS EITHER BEEN INCLUDED IN THIS PACKAGE OR SENT TO YOU ELECTRONICALLY. PLEASE RETAIN FOR YOUR FILES.

INSTRUCTIONS FOR FILING THE ABOVE IS INCLUDED FOR EASY REFERENCE.

WE SINCERELY APPRECIATE THE OPPORTUNITY TO SERVE YOU. PLEASE CONTACT US IF YOU HAVE ANY QUESTIONS CONCERNING THE TAX RETURN.

VERY TRULY YOURS,

JOLANTA TUCK

**IMPORTANT
PLEASE RESPOND IMMEDIATELY**

EFILE SIGNATURE AUTHORIZATION FORM(S)

****URGENT – NEW E-FILING RULE WITH MAJOR IMPACT****

DUE TO STRICTER STATE REQUIREMENTS REGARDING E-FILED RETURNS, WE MUST RECEIVE YOUR E-FILE FORMS WITHIN THE NEXT 5 BUSINESS DAYS OR SOONER IF YOUR RETURN IS DUE IMMEDIATELY. IF NOT RECEIVED TIMELY, E-FILING WILL BE DELAYED, AND YOU WILL LIKELY BE REQUIRED TO RE-SIGN AND DATE ONE OR MORE E-FILE FORMS.

PLEASE REVIEW YOUR TAX RETURN(S) IMMEDIATELY! YOUR TAX RETURN(S) CANNOT BE FILED UNTIL WE RECEIVE THE AUTHORIZATION FORM(S) APPROVING US TO E-FILE YOUR FORMS!

IF E-FILE FORMS WERE RECEIVED VIA ASSURESIGN OR DOCUSIGN, PLEASE SIGN THE FORMS VIA THE GUIDANCE INCLUDED IN THE EMAIL YOU RECEIVED.

OTHERWISE, PLEASE RETURN THE SIGNED AND DATED AUTHORIZATION FORM(S) VIA:

- EMAIL: BRAIEFILE@COHNREZNICK.COM
- FAX: (781) 664-5500
- SECURE UPLOAD VIA SHAREFILE WEB SOLUTION: CLICK [THIS LINK](#) TO ACCESS **USE OTHER RETURN OPTIONS IF UNABLE TO ACCESS SHAREFILE LINK**

IF AN ELECTRONIC PAYMENT IS BEING MADE WITH THE RETURN(S), PLEASE NOTIFY YOUR BANKING INSTITUTION OF THE PENDING WITHDRAWAL AND ENSURE THAT YOU HAVE VERIFIED YOUR BANK ACCOUNT NUMBER AND WITHDRAWAL AMOUNTS WITH YOUR ENGAGEMENT TEAM.

WE APPRECIATE YOUR EFFORTS IN RETURNING YOUR E-FILE FORM(S) AS SOON AS POSSIBLE.

THANK YOU,

CohnReznick Advisory LLC

COHNREZNICK ADVISORY LLC

TAX RETURN FILING INSTRUCTIONS

FORM 990

FOR THE YEAR ENDING

JUNE 30, 2024

PREPARED FOR:

HOUSING ASSISTANCE CORPORATION
255 INDEPENDENCE DRIVE
HYANNIS, MA 02601

PREPARED BY:

COHNREZNICK ADVISORY LLC

AMOUNT DUE OR REFUND:

NOT APPLICABLE

MAKE CHECK PAYABLE TO:

NOT APPLICABLE

MAIL TAX RETURN AND CHECK (IF APPLICABLE) TO:

NOT APPLICABLE

RETURN MUST BE MAILED ON OR BEFORE:

NOT APPLICABLE

SPECIAL INSTRUCTIONS:

THIS RETURN HAS QUALIFIED FOR ELECTRONIC FILING. AFTER YOU HAVE REVIEWED THE RETURN FOR COMPLETENESS AND ACCURACY, PLEASE SIGN, DATE AND RETURN FORM 8879-TE TO OUR OFFICE. WE WILL TRANSMIT THE RETURN ELECTRONICALLY TO THE IRS AND NO FURTHER ACTION IS REQUIRED. RETURN FORM 8879-TE TO US BY MAY 15, 2025

Form **8879-TE**

IRS E-file Signature Authorization for a Tax Exempt Entity

OMB No. 1545-0047

For calendar year 2023, or fiscal year beginning JUL 1, 2023, and ending JUN 30, 2024

2023

Department of the Treasury
Internal Revenue Service

Do not send to the IRS. Keep for your records.
Go to www.irs.gov/Form8879TE for the latest information.

Name of filer **HOUSING ASSISTANCE CORPORATION** EIN or SSN **23-7431255**

Name and title of officer or person subject to tax **JANE HAMMOND
INTERIM CFO**

Part I Type of Return and Return Information

Check the box for the return for which you are using this Form 8879-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line 1a, 2a, 3a, 4a, 5a, 6a, 7a, 8a, 9a, or 10a below, and the amount on that line for the return being filed with this form was blank, then leave line 1b, 2b, 3b, 4b, 5b, 6b, 7b, 8b, 9b, or 10b, whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not complete more than one line in Part I.**

1a Form 990 check here <input checked="" type="checkbox"/>	b Total revenue, if any (Form 990, Part VIII, column (A), line 12)	1b <u>7,617,428.</u>
2a Form 990-EZ check here <input type="checkbox"/>	b Total revenue, if any (Form 990-EZ, line 9)	2b _____
3a Form 1120-POL check here <input type="checkbox"/>	b Total tax (Form 1120-POL, line 22)	3b _____
4a Form 990-PF check here <input type="checkbox"/>	b Tax based on investment income (Form 990-PF, Part V, line 5)	4b _____
5a Form 8868 check here <input type="checkbox"/>	b Balance due (Form 8868, line 3c)	5b _____
6a Form 990-T check here <input type="checkbox"/>	b Total tax (Form 990-T, Part III, line 4)	6b _____
7a Form 4720 check here <input type="checkbox"/>	b Total tax (Form 4720, Part III, line 1)	7b _____
8a Form 5227 check here <input type="checkbox"/>	b FMV of assets at end of tax year (Form 5227, Item D)	8b _____
9a Form 5330 check here <input type="checkbox"/>	b Tax due (Form 5330, Part II, line 19)	9b _____
10a Form 8038-CP check here <input type="checkbox"/>	b Amount of credit payment requested (Form 8038-CP, Part III, line 22)	10b _____

Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that I am an officer of the above entity or I am a person subject to tax with respect to (name of entity) _____, (EIN) _____ and that I have examined a copy of the 2023 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS (a) an acknowledgement of receipt or reason for rejection of the transmission, (b) the reason for any delay in processing the return or refund, and (c) the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

PIN: check one box only

I authorize COHNREZNICK ADVISORY LLC to enter my PIN 5555
ERO firm name Enter five numbers, but do not enter all zeros

as my signature on the tax year 2023 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

As an officer or person subject to tax with respect to the entity, I will enter my PIN as my signature on the tax year 2023 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax _____

Date _____

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN.

0407523370

Do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2023 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of Pub. 4163, Modernized e-File (MeF) Information for Authorized IRS e-file Providers for Business Returns.

ERO's signature COHNREZNICK ADVISORY LLC

Date 05/06/25

ERO Must Retain This Form - See Instructions
Do Not Submit This Form to the IRS Unless Requested To Do So

For Privacy Act and Paperwork Reduction Act Notice, see instructions.

Form **8879-TE** (2023)

LHA 302521 01-05-24

**Application for Extension of Time To File an Exempt Organization
Return or Excise Taxes Related to Employee Benefit Plans**

OMB No. 1545-0047

Department of the Treasury
Internal Revenue Service

File a separate application for each return.
Go to www.irs.gov/Form8868 for the latest information.

Electronic filing (e-file). You can electronically file Form 8868 to request up to a 6-month extension of time to file any of the forms listed below except for Form 8870, Information Return for Transfers Associated With Certain Personal Benefit Contracts. An extension request for Form 8870 must be sent to the IRS in a paper format (see instructions). For more details on the electronic filing of Form 8868, visit www.irs.gov/e-file-providers/e-file-for-charities-and-non-profits.

Caution: If you are going to make an electronic funds withdrawal (direct debit) with this Form 8868, see Form 8453-TE and Form 8879-TE for payment instructions.

All corporations required to file an income tax return other than Form 990-T (including 1120-C filers), partnerships, REMICs, and trusts must use Form 7004 to request an extension of time to file income tax returns.

Part I - Identification

Type or Print <small>File by the due date for filing your return. See instructions.</small>	Name of exempt organization, employer, or other filer, see instructions. HOUSING ASSISTANCE CORPORATION	Taxpayer identification number (TIN) 23-7431255
	Number, street, and room or suite no. If a P.O. box, see instructions. 255 INDEPENDENCE DRIVE	
	City, town or post office, state, and ZIP code. For a foreign address, see instructions. HYANNIS, MA 02601	

Enter the Return Code for the return that this application is for (file a separate application for each return) 01

Application Is For	Return Code	Application Is For	Return Code
Form 990 or Form 990-EZ	01	Form 4720 (other than individual)	09
Form 4720 (individual)	03	Form 5227	10
Form 990-PF	04	Form 6069	11
Form 990-T (sec. 401(a) or 408(a) trust)	05	Form 8870	12
Form 990-T (trust other than above)	06	Form 5330 (individual)	13
Form 990-T (corporation)	07	Form 5330 (other than individual)	14
Form 1041-A	08		

• After you enter your Return Code, complete either Part II or Part III. Part III, including signature, is applicable only for an extension of time to file Form 5330.

• If this application is for an extension of time to file Form 5330, you must enter the following information.

Plan Name _____
 Plan Number _____
 Plan Year Ending (MM/DD/YYYY) _____

Part II - Automatic Extension of Time To File for Exempt Organizations (see instructions)

The books are in the care of **JANE HAMMOND**
255 INDEPENDENCE DRIVE - HYANNIS, MA 02601

Telephone No. **508-771-5400** Fax No. _____

- If the organization does not have an office or place of business in the United States, check this box
- If this is for a Group Return, enter the organization's four-digit Group Exemption Number (GEN) _____. If this is for the whole group, check this box . If it is for part of the group, check this box and attach a list with the names and TINs of all members the extension is for.

1 I request an automatic 6-month extension of time until **MAY 15**, 20 **25**, to file the exempt organization return for the organization named above. The extension is for the organization's return for:
 calendar year 20 ____ or
 tax year beginning **JUL 1**, 20 **23**, and ending **JUN 30**, 20 **24**

2 If the tax year entered in line 1 is for less than 12 months, check reason: Initial return Final return
 Change in accounting period

3a If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits. See instructions.	3a	\$	0.
b If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter any refundable credits and estimated tax payments made. Include any prior year overpayment allowed as a credit.	3b	\$	0.
c Balance due. Subtract line 3b from line 3a. Include your payment with this form, if required, by using EFTPS (Electronic Federal Tax Payment System). See instructions.	3c	\$	0.

For Privacy Act and Paperwork Reduction Act Notice, see instructions.

Form **8868** (Rev. 1-2024)

Return of Organization Exempt From Income Tax

Form 990

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)
Do not enter social security numbers on this form as it may be made public.
Go to www.irs.gov/Form990 for instructions and the latest information.

2023
Open to Public Inspection

A For the 2023 calendar year, or tax year beginning JUL 1, 2023 and ending JUN 30, 2024

B Check if applicable: X Address change
C Name of organization: HOUSING ASSISTANCE CORPORATION
D Employer identification number: 23-7431255
E Telephone number: 508-771-5400
G Gross receipts \$: 47,666,057.
H(a) Is this a group return for subordinates? Yes No
H(b) Are all subordinates included? Yes No
I Tax-exempt status: X 501(c)(3)
J Website: WWW.HACONCAPECOD.ORG
K Form of organization: X Corporation
L Year of formation: 1974
M State of legal domicile: MA

Part I Summary

Table with 3 columns: Description, Prior Year, Current Year. Rows include: 1-7a Activities & Governance, 8-12 Revenue, 13-19 Expenses, 20-22 Net Assets or Fund Balances.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here: Signature of officer JANE HAMMOND, INTERIM CFO
Date:
Paid: Print/Type preparer's name JOLANTA TUCK, Preparer's signature JOLANTA TUCK, Date 05/06/25, Check if self-employed, PTIN P01340068
Preparer Use Only: Firm's name COHNREZNICK ADVISORY LLC, Firm's EIN 33-3709623, Firm's address 350 GRANITE STREET, SUITE 1200 BRAINTREE, MA 02184, Phone no. 781-380-3520

May the IRS discuss this return with the preparer shown above? See instructions X Yes No

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III [X]

1 Briefly describe the organization's mission: HAC'S MISSION IS TO PROMOTE AND IMPLEMENT THE RIGHT OF ALL PEOPLE ON CAPE COD AND THE ISLANDS TO OCCUPY SAFE AND AFFORDABLE HOUSING. TO ACHIEVE THIS GOAL, HAC HAS CONCENTRATED ITS MAJOR PROGRAMS AROUND RENTAL SUBSIDIES, SHELTER SERVICES, CONSUMER EDUCATION, AND

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? [] Yes [X] No If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? [] Yes [X] No If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses \$ 31,123,303. including grants of \$ 22,241,338.) (Revenue \$ 809,751.) CLIENT SERVICES - THE CLIENT SERVICES DIVISION WORKS WITH ELIGIBLE INDIVIDUALS AND FAMILIES IN MASSACHUSETTS TO PROVIDE A WIDE RANGE OF AFFORDABLE HOUSING, HOMELESSNESS PREVENTION AND SHELTER AND SELF-SUFFICIENCY SERVICES. THESE SERVICES INCLUDE HOUSING ASSISTANCE PAYMENTS FOR LOW INCOME TENANTS, TRANSITIONAL HOUSING AND ASSISTANCE FOR THE HOMELESS INCLUDING HOUSING SEARCH AND JOB PLACEMENT, AND TRAINING AND SUPPORT FOR HOMEOWNERS INCLUDING FORECLOSURE COUNSELING.

4b (Code:) (Expenses \$ 8,102,690. including grants of \$ 7,140,367.) (Revenue \$ 4,072,950.) ENERGY EFFICIENCY SERVICES - THE ENERGY EFFICIENCY SERVICES DIVISION WORKS WITH ELIGIBLE INDIVIDUALS AND FAMILIES IN MASSACHUSETTS TO PROVIDE A WIDE RANGE OF ENERGY IMPROVEMENTS OPTIONS. THESE OPTIONS INCLUDE FREE ENERGY ASSESSMENTS, HOME WEATHERIZATION AND ENERGY EFFICIENT APPLIANCES AND HEATING.

4c (Code:) (Expenses \$ 3,267,980. including grants of \$ 2,603,963.) (Revenue \$ 3,260,613.) PROPERTY MANAGEMENT AND DEVELOPMENT - THE PROPERTY MANAGEMENT AND DEVELOPMENT DIVISION OVERSEES THE OPERATIONS OF ALL RESIDENTIAL RENTAL PROPERTIES, AS WELL AS DEVELOPMENT ACTIVITY, TO ITS PROPERTIES LOCATED ON CAPE COD AND THE ISLANDS.

4d Other program services (Describe on Schedule O.) (Expenses \$ including grants of \$) (Revenue \$)

4e Total program service expenses 42,493,973.

Part IV Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If "Yes," complete Schedule A</i>	X	
2 Is the organization required to complete <i>Schedule B, Schedule of Contributors</i> ? See instructions	X	
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i>		X
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>	X	
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? <i>If "Yes," complete Schedule C, Part III</i>		X
6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part I</i>		X
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part II</i>		X
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i>		X
9 Did the organization report an amount in Part X, line 21, for escrow or custodial account liability; serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? <i>If "Yes," complete Schedule D, Part IV</i>	X	
10 Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi-endowments? <i>If "Yes," complete Schedule D, Part V</i>		X
11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI</i>	X	
b Did the organization report an amount for investments - other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VII</i>		X
c Did the organization report an amount for investments - program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VIII</i>		X
d Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part IX</i>	X	
e Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X</i>	X	
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If "Yes," complete Schedule D, Part X</i>	X	
12a Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI and XII</i>		X
b Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional</i>	X	
13 Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i>		X
14a Did the organization maintain an office, employees, or agents outside of the United States?		X
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Parts I and IV</i>		X
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? <i>If "Yes," complete Schedule F, Parts II and IV</i>		X
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? <i>If "Yes," complete Schedule F, Parts III and IV</i>		X
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If "Yes," complete Schedule G, Part I.</i> See instructions		X
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i>	X	
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i>		X
20a Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H</i>		X
b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?		
21 Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i>		X

Part IV Checklist of Required Schedules (continued)

	Yes	No
22 Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i>	22 X	
23 Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i>	23 X	
24a Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a</i>	24a	X
b Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b	
c Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c	
d Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d	
25a Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i>	25a	X
b Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i>	25b	X
26 Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part II</i>	26	X
27 Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i>	27	X
28 Was the organization a party to a business transaction with one of the following parties? (See the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions):		
a A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? <i>If "Yes," complete Schedule L, Part IV</i>	28a	X
b A family member of any individual described in line 28a? <i>If "Yes," complete Schedule L, Part IV</i>	28b	X
c A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? <i>If "Yes," complete Schedule L, Part IV</i>	28c	X
29 Did the organization receive more than \$25,000 in noncash contributions? <i>If "Yes," complete Schedule M</i>	29	X
30 Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>	30	X
31 Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>	31	X
32 Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i>	32	X
33 Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i>	33 X	
34 Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1</i>	34 X	
35a Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a X	
b If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i>	35b	X
36 Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i>	36	X
37 Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i>	37	X
38 Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19?	38 X	

Note: All Form 990 filers are required to complete Schedule O

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V

	Yes	No
1a Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable	1a 270	
b Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable	1b 0	
c Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c X	

Part V Statements Regarding Other IRS Filings and Tax Compliance (continued)

Table with columns for question number, question text, and Yes/No columns. Includes questions 2a through 17 regarding employee counts, tax returns, gross income, foreign accounts, prohibited transactions, and charitable contributions.

Part VI Governance, Management, and Disclosure. For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.

Check if Schedule O contains a response or note to any line in this Part VI

Section A. Governing Body and Management

		Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.		
	1a 16		
b	Enter the number of voting members included on line 1a, above, who are independent		
	1b 16		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?		X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?		X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?		X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?		X
6	Did the organization have members or stockholders?	X	
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	X	
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	X	
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:		
a	The governing body?	X	
b	Each committee with authority to act on behalf of the governing body?	X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses on Schedule O		X

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

		Yes	No
10a	Did the organization have local chapters, branches, or affiliates?		X
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?		
10b			
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?		X
b	Describe on Schedule O the process, if any, used by the organization to review this Form 990.		
12a	Did the organization have a written conflict of interest policy? If "No," go to line 13	X	
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	X	
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe on Schedule O how this was done	X	
12c			
13	Did the organization have a written whistleblower policy?	X	
14	Did the organization have a written document retention and destruction policy?	X	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?		
a	The organization's CEO, Executive Director, or top management official	X	
b	Other officers or key employees of the organization	X	
	If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.		
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?		X
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?		
16b			

Section C. Disclosure

- 17** List the states with which a copy of this Form 990 is required to be filed MA
- 18** Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.
 Own website Another's website Upon request Other (explain on Schedule O)
- 19** Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.
- 20** State the name, address, and telephone number of the person who possesses the organization's books and records
JANE HAMMOND - 508-771-5400
255 INDEPENDENCE DRIVE, HYANNIS, MA 02601

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
 - List all of the organization's **current** key employees, if any. See the instructions for definition of "key employee."
 - List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, box 6 of Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than \$100,000 from the organization and any related organizations.
 - List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
 - List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.
- See the instructions for the order in which to list the persons above.

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) ALISA MAGNOTTA CEO	35.00			X			243,884.	0.	33,437.	
(2) STEPHEN FERRIS CHIEF FINANCIAL OFFICER	35.00			X			171,715.	0.	32,169.	
(3) ANNE VAN VLECK CHIEF DEVELOPMENT OFFICER	35.00					X	128,516.	0.	44,173.	
(4) CASSANDRA DANZL CHIEF OPERATING OFFICER	35.00					X	147,992.	0.	15,762.	
(5) DONALD TROTT DIRECTOR OF HOUSING	35.00					X	108,017.	0.	30,595.	
(6) DAVID QUINN VP OF REAL ESTATE DEVELOPME	35.00					X	106,218.	0.	15,864.	
(7) ALEX RODOLAKIS DIRECTOR	1.00	X					0.	0.	0.	
(8) ASHLEY MOORE BAKER CLERK	1.00	X		X			0.	0.	0.	
(9) BILL BOGDANOVICH CHAIRMAN	1.00	X		X			0.	0.	0.	
(10) CATHY GIBSON DIRECTOR	1.00	X					0.	0.	0.	
(11) CLIFF CARROLL DIRECTOR	1.00	X					0.	0.	0.	
(12) KARA O'DONNELL-GALVIN DIRECTOR	1.00	X					0.	0.	0.	
(13) KUMARA SIDHARTHA DIRECTOR	1.00	X					0.	0.	0.	
(14) LIAM CAHILL TREASURER	1.00	X		X			0.	0.	0.	
(15) LINDA ZAMMER DIRECTOR	1.00	X					0.	0.	0.	
(16) MARGARET HAYES DIRECTOR	1.00	X					0.	0.	0.	
(17) MAUREEN MCLAUGHLIN DIRECTOR	1.00	X					0.	0.	0.	

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(18) PAUL RUCHINSKAS DIRECTOR	1.00	X						0.	0.	0.
(19) PETER FREEMAN VICE CHAIRMAN	1.00	X		X				0.	0.	0.
(20) RAYMOND TAMASI DIRECTOR	1.00	X						0.	0.	0.
(21) SUSAN ROHRBACH DIRECTOR	1.00	X						0.	0.	0.
(22) TARA WALLACE DIRECTOR	1.00	X						0.	0.	0.
1b Subtotal								906,342.	0.	172,000.
c Total from continuation sheets to Part VII, Section A								0.	0.	0.
d Total (add lines 1b and 1c)								906,342.	0.	172,000.

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization 6

	Yes	No
3 Did the organization list any former officer, director, trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>		X
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i>	X	
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i>		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation
M T MCMAHON & SON, INC. 2 FULLER STREET, CARVER, MA 02330	ENERGY CONTRACTOR	781,457.
CRANE APPLIANCE 249 TEATICKET HWY, EAST FALMOUTH, MA 02536	ENERGY CONTRACTOR	539,659.
ALTERNATIVE WEATHERIZATION 2 LARK ST, FALL RIVER, MA 02721	ENERGY CONTRACTOR	473,421.
DIPIETRO HOME ENERGY 5 SOUTH SUMMER STREET, HAVERHILL, MA 01830	ENERGY CONTRACTOR	411,386.
FRONTIER ENERGY, 139 QUEEN ANNE ROAD, UNIT 6, HARWICH, MA 02645	ENERGY CONTRACTOR	405,532.

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization 5

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII

			(A)	(B)	(C)	(D)	
			Total revenue	Related or exempt function revenue	Unrelated business revenue	Revenue excluded from tax under sections 512 - 514	
Contributions, Gifts, Grants and Other Similar Amounts	1 a Federated campaigns	1a					
	b Membership dues	1b					
	c Fundraising events	1c	542,031.				
	d Related organizations	1d					
	e Government grants (contributions)	1e	36,478,599.				
	f All other contributions, gifts, grants, and similar amounts not included above ...	1f	2,396,966.				
	g Noncash contributions included in lines 1a-1f	1g	\$				
	h Total. Add lines 1a-1f			39,417,596.			
Program Service Revenue	2 a ENERGY EFFICIENCY SERVICES	Business Code					
		624200	6,862,115.	6,862,115.			
	b ADDITIONAL PROGRAM REVENUE	624200	642,508.	642,508.			
	c LOW INCOME RENTAL HOUSING	624200	438,208.	438,208.			
	d ADMINISTRATION FEES	624200	200,483.	200,483.			
	e _____						
	f All other program service revenue						
g Total. Add lines 2a-2f			8,143,314.				
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)		79,207.			79,207.	
	4 Income from investment of tax-exempt bond proceeds						
	5 Royalties						
	6 a Gross rents	6a	(i) Real				
			(ii) Personal				
	b Less: rental expenses ...	6b					
	c Rental income or (loss)	6c					
	d Net rental income or (loss)						
	7 a Gross amount from sales of assets other than inventory	7a	(i) Securities				
			(ii) Other	1,906.			
	b Less: cost or other basis and sales expenses	7b		0.			
	c Gain or (loss)	7c		1,906.			
	d Net gain or (loss)			1,906.		1,906.	
8 a Gross income from fundraising events (not including \$ 542,031. of contributions reported on line 1c). See Part IV, line 18	8a		24,034.				
			48,629.				
b Less: direct expenses	8b						
c Net income or (loss) from fundraising events			-24,595.		-24,595.		
9 a Gross income from gaming activities. See Part IV, line 19	9a						
b Less: direct expenses	9b						
c Net income or (loss) from gaming activities							
10 a Gross sales of inventory, less returns and allowances	10a						
b Less: cost of goods sold	10b						
c Net income or (loss) from sales of inventory							
Miscellaneous Revenue	11 a _____	Business Code					
	b _____						
	c _____						
	d All other revenue						
	e Total. Add lines 11a-11d						
12 Total revenue. See instructions			47,617,428.	8,143,314.	0.	56,518.	

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21 ...				
2 Grants and other assistance to domestic individuals. See Part IV, line 22	31,985,667.	31,985,667.		
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	485,462.	237,876.	247,586.	
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	6,726,604.	5,012,259.	886,692.	827,653.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	142,001.	107,059.	13,996.	20,946.
9 Other employee benefits	1,853,677.	1,387,510.	199,876.	266,291.
10 Payroll taxes	666,984.	486,969.	102,735.	77,280.
11 Fees for services (nonemployees):				
a Management	6,456.	6,456.		
b Legal	55,563.	18,739.	26,495.	10,329.
c Accounting	68,978.	1,260.	67,718.	
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A), amount, list line 11g expenses on Sch O.)	1,036,813.	349,681.	494,396.	192,736.
12 Advertising and promotion	7,304.	2,463.	3,483.	1,358.
13 Office expenses	330,282.	98,177.	204,869.	27,236.
14 Information technology	145,818.	49,179.	69,532.	27,107.
15 Royalties				
16 Occupancy	1,567,075.	1,363,984.	173,998.	29,093.
17 Travel	101,986.	95,323.	4,038.	2,625.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials ...				
19 Conferences, conventions, and meetings				
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	546,393.	526,473.	18,938.	982.
23 Insurance				
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A), amount, list line 24e expenses on Schedule O.)				
a PROGRAM SUPPORT AND SUP	908,198.	673,902.	16,459.	217,837.
b STAFF TRAINING	124,369.	80,229.	31,683.	12,457.
c MEALS	66,607.	10,767.	19,630.	36,210.
d _____				
e All other expenses _____				
25 Total functional expenses. Add lines 1 through 24e	46,826,237.	42,493,973.	2,582,124.	1,750,140.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720)				

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X

		(A) Beginning of year		(B) End of year
Assets	1 Cash - non-interest-bearing	737,282.	1	633,283.
	2 Savings and temporary cash investments	1,098,041.	2	257,891.
	3 Pledges and grants receivable, net		3	
	4 Accounts receivable, net	2,348,685.	4	5,206,314.
	5 Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		5	
	6 Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)		6	
	7 Notes and loans receivable, net		7	
	8 Inventories for sale or use	68,513.	8	393,471.
	9 Prepaid expenses and deferred charges	51,397.	9	39,917.
	10a Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 24,509,085.		
	b Less: accumulated depreciation	10b 8,773,619.	10c	15,735,466.
	11 Investments - publicly traded securities	2,989,354.	11	3,300,775.
	12 Investments - other securities. See Part IV, line 11		12	
	13 Investments - program-related. See Part IV, line 11		13	
	14 Intangible assets		14	
	15 Other assets. See Part IV, line 11	2,605,489.	15	2,786,869.
16 Total assets. Add lines 1 through 15 (must equal line 33)	21,329,167.	16	28,353,986.	
Liabilities	17 Accounts payable and accrued expenses	1,176,973.	17	2,671,341.
	18 Grants payable		18	
	19 Deferred revenue	259,251.	19	124,991.
	20 Tax-exempt bond liabilities		20	
	21 Escrow or custodial account liability. Complete Part IV of Schedule D	62,833.	21	68,273.
	22 Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		22	
	23 Secured mortgages and notes payable to unrelated third parties	6,777,659.	23	11,302,182.
	24 Unsecured notes and loans payable to unrelated third parties		24	
	25 Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D	1,777,089.	25	1,922,996.
	26 Total liabilities. Add lines 17 through 25	10,053,805.	26	16,089,783.
Net Assets or Fund Balances	Organizations that follow FASB ASC 958, check here <input checked="" type="checkbox"/> and complete lines 27, 28, 32, and 33.			
	27 Net assets without donor restrictions	10,496,591.	27	11,073,569.
	28 Net assets with donor restrictions	778,771.	28	1,190,634.
	Organizations that do not follow FASB ASC 958, check here <input type="checkbox"/> and complete lines 29 through 33.			
	29 Capital stock or trust principal, or current funds		29	
	30 Paid-in or capital surplus, or land, building, or equipment fund		30	
	31 Retained earnings, endowment, accumulated income, or other funds		31	
	32 Total net assets or fund balances	11,275,362.	32	12,264,203.
	33 Total liabilities and net assets/fund balances	21,329,167.	33	28,353,986.

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI

1	Total revenue (must equal Part VIII, column (A), line 12)	1	47,617,428.
2	Total expenses (must equal Part IX, column (A), line 25)	2	46,826,237.
3	Revenue less expenses. Subtract line 2 from line 1	3	791,191.
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	11,275,362.
5	Net unrealized gains (losses) on investments	5	197,650.
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	0.
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	12,264,203.

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII

		Yes	No
1	Accounting method used to prepare the Form 990: <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual <input type="checkbox"/> Other		
If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?		X
If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both:			
<input type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis			
2b	Were the organization's financial statements audited by an independent accountant?	X	
If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both:			
<input type="checkbox"/> Separate basis <input checked="" type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis			
2c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?	X	
If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.			
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Uniform Guidance, 2 C.F.R. Part 200, Subpart F?	X	
3b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	X	

Form 990 (2023)

Part II Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)

(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	23999492.	28483985.	32761809.	32738187.	39417596.	157401069
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 Total. Add lines 1 through 3	23999492.	28483985.	32761809.	32738187.	39417596.	157401069
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
6 Public support. Subtract line 5 from line 4.						157401069

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
7 Amounts from line 4	23999492.	28483985.	32761809.	32738187.	39417596.	157401069
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources	5,770.	112,246.	1,827.	45,994.	79,207.	245,044.
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
11 Total support. Add lines 7 through 10						157646113
12 Gross receipts from related activities, etc. (see instructions)					12	22,600,164.
13 First 5 years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and stop here						<input type="checkbox"/>

Section C. Computation of Public Support Percentage

14 Public support percentage for 2023 (line 6, column (f), divided by line 11, column (f))	14	99.84 %
15 Public support percentage from 2022 Schedule A, Part II, line 14	15	99.87 %
16a 33 1/3% support test - 2023. If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization		<input checked="" type="checkbox"/>
b 33 1/3% support test - 2022. If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization		<input type="checkbox"/>
17a 10% -facts-and-circumstances test - 2023. If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and stop here. Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization		<input type="checkbox"/>
b 10% -facts-and-circumstances test - 2022. If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and stop here. Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization		<input type="checkbox"/>
18 Private foundation. If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions		<input type="checkbox"/>

Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 Total. Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 Public support. (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b						
11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
13 Total support. (Add lines 9, 10c, 11, and 12.)						

14 First 5 years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here**

Section C. Computation of Public Support Percentage

15 Public support percentage for 2023 (line 8, column (f), divided by line 13, column (f))	15	%
16 Public support percentage from 2022 Schedule A, Part III, line 15	16	%

Section D. Computation of Investment Income Percentage

17 Investment income percentage for 2023 (line 10c, column (f), divided by line 13, column (f))	17	%
18 Investment income percentage from 2022 Schedule A, Part III, line 17	18	%

19a 33 1/3% support tests - 2023. If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization

b 33 1/3% support tests - 2022. If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization

20 Private foundation. If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions

Part IV Supporting Organizations

(Complete only if you checked a box on line 12 of Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

	Yes	No
1 Are all of the organization's supported organizations listed by name in the organization's governing documents? <i>If "No," describe in Part VI how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.</i>		
2 Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? <i>If "Yes," explain in Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2).</i>		
3a Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? <i>If "Yes," answer lines 3b and 3c below.</i>		
b Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? <i>If "Yes," describe in Part VI when and how the organization made the determination.</i>		
c Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? <i>If "Yes," explain in Part VI what controls the organization put in place to ensure such use.</i>		
4a Was any supported organization not organized in the United States ("foreign supported organization")? <i>If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.</i>		
b Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? <i>If "Yes," describe in Part VI how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.</i>		
c Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? <i>If "Yes," explain in Part VI what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.</i>		
5a Did the organization add, substitute, or remove any supported organizations during the tax year? <i>If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in Part VI, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).</i>		
b Type I or Type II only. Was any added or substituted supported organization part of a class already designated in the organization's organizing document?		
c Substitutions only. Was the substitution the result of an event beyond the organization's control?		
6 Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? <i>If "Yes," provide detail in Part VI.</i>		
7 Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? <i>If "Yes," complete Part I of Schedule L (Form 990).</i>		
8 Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? <i>If "Yes," complete Part I of Schedule L (Form 990).</i>		
9a Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? <i>If "Yes," provide detail in Part VI.</i>		
b Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? <i>If "Yes," provide detail in Part VI.</i>		
c Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? <i>If "Yes," provide detail in Part VI.</i>		
10a Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? <i>If "Yes," answer line 10b below.</i>		
b Did the organization have any excess business holdings in the tax year? <i>(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)</i>		

Part IV Supporting Organizations (continued)

	Yes	No
11 Has the organization accepted a gift or contribution from any of the following persons?		
a A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?		
b A family member of a person described on line 11a above?		
c A 35% controlled entity of a person described on line 11a or 11b above? <i>If "Yes" to line 11a, 11b, or 11c, provide detail in Part VI.</i>		
11a		
11b		
11c		

Section B. Type I Supporting Organizations

	Yes	No
1 Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? <i>If "No," describe in Part VI how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.</i>		
2 Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? <i>If "Yes," explain in Part VI how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.</i>		
1		
2		

Section C. Type II Supporting Organizations

	Yes	No
1 Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? <i>If "No," describe in Part VI how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).</i>		
1		

Section D. All Type III Supporting Organizations

	Yes	No
1 Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?		
2 Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? <i>If "No," explain in Part VI how the organization maintained a close and continuous working relationship with the supported organization(s).</i>		
3 By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? <i>If "Yes," describe in Part VI the role the organization's supported organizations played in this regard.</i>		
1		
2		
3		

Section E. Type III Functionally Integrated Supporting Organizations

1 Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instructions).			
a <input type="checkbox"/> The organization satisfied the Activities Test. Complete line 2 below.			
b <input type="checkbox"/> The organization is the parent of each of its supported organizations. Complete line 3 below.			
c <input type="checkbox"/> The organization supported a governmental entity. Describe in Part VI how you supported a governmental entity (see instructions).			
2 Activities Test. Answer lines 2a and 2b below.			
a Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? <i>If "Yes," then in Part VI identify those supported organizations and explain how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.</i>			
b Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? <i>If "Yes," explain in Part VI the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.</i>			
3 Parent of Supported Organizations. Answer lines 3a and 3b below.			
a Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? <i>If "Yes" or "No" provide details in Part VI.</i>			
b Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? <i>If "Yes," describe in Part VI the role played by the organization in this regard.</i>			
2a			
2b			
3a			
3b			

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

1 Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (*explain in Part VI*). **See instructions.**
 All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A - Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1	Net short-term capital gain	1	
2	Recoveries of prior-year distributions	2	
3	Other gross income (see instructions)	3	
4	Add lines 1 through 3.	4	
5	Depreciation and depletion	5	
6	Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6	
7	Other expenses (see instructions)	7	
8	Adjusted Net Income (subtract lines 5, 6, and 7 from line 4)	8	

Section B - Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1	Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):		
a	Average monthly value of securities	1a	
b	Average monthly cash balances	1b	
c	Fair market value of other non-exempt-use assets	1c	
d	Total (add lines 1a, 1b, and 1c)	1d	
e	Discount claimed for blockage or other factors (<i>explain in detail in Part VI</i>):		
2	Acquisition indebtedness applicable to non-exempt-use assets	2	
3	Subtract line 2 from line 1d.	3	
4	Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	4	
5	Net value of non-exempt-use assets (subtract line 4 from line 3)	5	
6	Multiply line 5 by 0.035.	6	
7	Recoveries of prior-year distributions	7	
8	Minimum Asset Amount (add line 7 to line 6)	8	

Section C - Distributable Amount			Current Year
1	Adjusted net income for prior year (from Section A, line 8, column A)	1	
2	Enter 0.85 of line 1.	2	
3	Minimum asset amount for prior year (from Section B, line 8, column A)	3	
4	Enter greater of line 2 or line 3.	4	
5	Income tax imposed in prior year	5	
6	Distributable Amount. Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	6	
7	<input type="checkbox"/> Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).		

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations (continued)

Section D - Distributions		Current Year
1	Amounts paid to supported organizations to accomplish exempt purposes	1
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	2
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	3
4	Amounts paid to acquire exempt-use assets	4
5	Qualified set-aside amounts (prior IRS approval required - <i>provide details in Part VI</i>)	5
6	Other distributions (<i>describe in Part VI</i>). See instructions.	6
7	Total annual distributions. Add lines 1 through 6.	7
8	Distributions to attentive supported organizations to which the organization is responsive (<i>provide details in Part VI</i>). See instructions.	8
9	Distributable amount for 2023 from Section C, line 6	9
10	Line 8 amount divided by line 9 amount	10

Section E - Distribution Allocations (see instructions)	(i) Excess Distributions	(ii) Underdistributions Pre-2023	(iii) Distributable Amount for 2023
1 Distributable amount for 2023 from Section C, line 6			
2 Underdistributions, if any, for years prior to 2023 (reasonable cause required - <i>explain in Part VI</i>). See instructions.			
3 Excess distributions carryover, if any, to 2023			
a From 2018			
b From 2019			
c From 2020			
d From 2021			
e From 2022			
f Total of lines 3a through 3e			
g Applied to underdistributions of prior years			
h Applied to 2023 distributable amount			
i Carryover from 2018 not applied (see instructions)			
j Remainder. Subtract lines 3g, 3h, and 3i from line 3f.			
4 Distributions for 2023 from Section D, line 7: \$			
a Applied to underdistributions of prior years			
b Applied to 2023 distributable amount			
c Remainder. Subtract lines 4a and 4b from line 4.			
5 Remaining underdistributions for years prior to 2023, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, <i>explain in Part VI</i> . See instructions.			
6 Remaining underdistributions for 2023. Subtract lines 3h and 4b from line 1. For result greater than zero, <i>explain in Part VI</i> . See instructions.			
7 Excess distributions carryover to 2024. Add lines 3j and 4c.			
8 Breakdown of line 7:			
a Excess from 2019			
b Excess from 2020			
c Excess from 2021			
d Excess from 2022			
e Excess from 2023			

Schedule B
(Form 990)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

Attach to Form 990, 990-EZ, or 990-PF.
Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2023

Name of the organization

HOUSING ASSISTANCE CORPORATION

Employer identification number

23-7431255

Organization type (check one):

Filers of:

Section:

Form 990 or 990-EZ

501(c)(3) (enter number) organization

4947(a)(1) nonexempt charitable trust **not** treated as a private foundation

527 political organization

Form 990-PF

501(c)(3) exempt private foundation

4947(a)(1) nonexempt charitable trust treated as a private foundation

501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule**.

Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling \$5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** \$5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than \$1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than \$1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling \$5,000 or more during the year \$ _____

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

For Paperwork Reduction Act Notice, see the instructions for Form 990, 990-EZ, or 990-PF.

Schedule B (Form 990) (2023)

Name of organization HOUSING ASSISTANCE CORPORATION	Employer identification number 23-7431255
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Part I Contributors (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	EXECUTIVE OFFICE OF HOUSING AND LIVABLE COMMUNITIES 100 CAMBRIDGE STREET, #300 BOSTON, MA 02114	\$ 28,162,039.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
_____	_____ _____ _____	\$ _____	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
_____	_____ _____ _____	\$ _____	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
_____	_____ _____ _____	\$ _____	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
_____	_____ _____ _____	\$ _____	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
_____	_____ _____ _____	\$ _____	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
_____	_____ _____ _____	\$ _____	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)

Name of organization HOUSING ASSISTANCE CORPORATION	Employer identification number 23-7431255
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Part II Noncash Property (see instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		\$ _____	
		\$ _____	
		\$ _____	
		\$ _____	
		\$ _____	
		\$ _____	
		\$ _____	

Name of organization HOUSING ASSISTANCE CORPORATION	Employer identification number 23-7431255
---	---

Part III Exclusively religious, charitable, etc., contributions to organizations described in section 501(c)(7), (8), or (10) that total more than \$1,000 for the year from any one contributor. Complete columns (a) through (e) and the following line entry. For organizations completing Part III, enter the total of exclusively religious, charitable, etc., contributions of **\$1,000 or less** for the year. (Enter this info. once.) \$ _____
Use duplicate copies of Part III if additional space is needed.

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift	
Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift	
Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift	
Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift	
Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

SCHEDULE C
(Form 990)

Political Campaign and Lobbying Activities

OMB No. 1545-0047

2023

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

For Organizations Exempt From Income Tax Under Section 501(c) and Section 527
Complete if the organization is described below. Attach to Form 990 or Form 990-EZ.
Go to www.irs.gov/Form990 for instructions and the latest information.

If the organization answered "Yes" on Form 990, Part IV, line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then:

- Section 501(c)(3) organizations: Complete Parts I-A and B. Do not complete Part I-C.
- Section 501(c) (other than section 501(c)(3)) organizations: Complete Parts I-A and C below. Do not complete Part I-B.
- Section 527 organizations: Complete Part I-A only.

If the organization answered "Yes" on Form 990, Part IV, line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then:

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)): Complete Part II-A. Do not complete Part II-B.
- Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)): Complete Part II-B. Do not complete Part II-A.

If the organization answered "Yes" on Form 990, Part IV, line 5 (Proxy Tax) (see separate instructions) or Form 990-EZ, Part V, line 35c (Proxy Tax) (see separate instructions), then:

- Section 501(c)(4), (5), or (6) organizations: Complete Part III.

Name of organization HOUSING ASSISTANCE CORPORATION	Employer identification number 23-7431255
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Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.

- 1 Provide a description of the organization's direct and indirect political campaign activities in Part IV.
- 2 Political campaign activity expenditures \$ _____
- 3 Volunteer hours for political campaign activities _____

Part I-B Complete if the organization is exempt under section 501(c)(3).

- 1 Enter the amount of any excise tax incurred by the organization under section 4955 \$ _____
- 2 Enter the amount of any excise tax incurred by organization managers under section 4955 \$ _____
- 3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year? Yes No
- 4a Was a correction made? Yes No
- b If "Yes," describe in Part IV.

Part I-C Complete if the organization is exempt under section 501(c), except section 501(c)(3).

- 1 Enter the amount directly expended by the filing organization for section 527 exempt function activities \$ _____
- 2 Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities \$ _____
- 3 Total exempt function expenditures. Add lines 1 and 2. Enter here and on Form 1120-POL, line 17b \$ _____
- 4 Did the filing organization file **Form 1120-POL** for this year? Yes No
- 5 Enter the names, addresses, and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments. For each organization listed, enter the amount paid from the filing organization's funds. Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC). If additional space is needed, provide information in Part IV.

(a) Name	(b) Address	(c) EIN	(d) Amount paid from filing organization's funds. If none, enter -0-.	(e) Amount of political contributions received and promptly and directly delivered to a separate political organization. If none, enter -0-.

Part II-A Complete if the organization is exempt under section 501(c)(3) and filed Form 5768 (election under section 501(h)).

- A Check if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures).
- B Check if the filing organization checked box A and "limited control" provisions apply.

Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred.)	(a) Filing organization's totals	(b) Affiliated group totals												
1a Total lobbying expenditures to influence public opinion (grassroots lobbying)	27,500.													
b Total lobbying expenditures to influence a legislative body (direct lobbying)														
c Total lobbying expenditures (add lines 1a and 1b)	27,500.													
d Other exempt purpose expenditures	42,466,473.													
e Total exempt purpose expenditures (add lines 1c and 1d)	42,493,973.													
f Lobbying nontaxable amount. Enter the amount from the following table in both columns.	1,000,000.													
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">If the amount on line 1e, column (a) or (b) is:</th> <th style="text-align: left;">The lobbying nontaxable amount is:</th> </tr> </thead> <tbody> <tr> <td>not over \$500,000,</td> <td>20% of the amount on line 1e.</td> </tr> <tr> <td>over \$500,000 but not over \$1,000,000,</td> <td>\$100,000 plus 15% of the excess over \$500,000.</td> </tr> <tr> <td>over \$1,000,000 but not over \$1,500,000,</td> <td>\$175,000 plus 10% of the excess over \$1,000,000.</td> </tr> <tr> <td>over \$1,500,000 but not over \$17,000,000,</td> <td>\$225,000 plus 5% of the excess over \$1,500,000.</td> </tr> <tr> <td>over \$17,000,000,</td> <td>\$1,000,000.</td> </tr> </tbody> </table>	If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:	not over \$500,000,	20% of the amount on line 1e.	over \$500,000 but not over \$1,000,000,	\$100,000 plus 15% of the excess over \$500,000.	over \$1,000,000 but not over \$1,500,000,	\$175,000 plus 10% of the excess over \$1,000,000.	over \$1,500,000 but not over \$17,000,000,	\$225,000 plus 5% of the excess over \$1,500,000.	over \$17,000,000,	\$1,000,000.		
If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:													
not over \$500,000,	20% of the amount on line 1e.													
over \$500,000 but not over \$1,000,000,	\$100,000 plus 15% of the excess over \$500,000.													
over \$1,000,000 but not over \$1,500,000,	\$175,000 plus 10% of the excess over \$1,000,000.													
over \$1,500,000 but not over \$17,000,000,	\$225,000 plus 5% of the excess over \$1,500,000.													
over \$17,000,000,	\$1,000,000.													
g Grassroots nontaxable amount (enter 25% of line 1f)	250,000.													
h Subtract line 1g from line 1a. If zero or less, enter -0-	0.													
i Subtract line 1f from line 1c. If zero or less, enter -0-	0.													
j If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year?		<input type="checkbox"/> Yes <input type="checkbox"/> No												

4-Year Averaging Period Under Section 501(h)
 (Some organizations that made a section 501(h) election do not have to complete all of the five columns below.
 See the separate instructions for lines 2a through 2f.)

Lobbying Expenditures During 4-Year Averaging Period					
Calendar year (or fiscal year beginning in)	(a) 2020	(b) 2021	(c) 2022	(d) 2023	(e) Total
2a Lobbying nontaxable amount	1,000,000.	1,000,000.	1,000,000.	1,000,000.	4,000,000.
b Lobbying ceiling amount (150% of line 2a, column(e))					6,000,000.
c Total lobbying expenditures	16,080.	22,500.	30,000.	27,500.	96,080.
d Grassroots nontaxable amount	250,000.	250,000.	250,000.	250,000.	1,000,000.
e Grassroots ceiling amount (150% of line 2d, column (e))					1,500,000.
f Grassroots lobbying expenditures	16,080.	22,500.	30,000.	27,500.	96,080.

Part II-B Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).

Table with 4 columns: Description, (a) Yes, (a) No, (b) Amount. Rows include questions about lobbying activities like volunteers, paid staff, media, mailings, etc.

Part III-A Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).

Table with 3 columns: Question, Yes, No. Rows include questions about dues, lobbying expenditures, and carryover.

Part III-B Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "No" OR (b) Part III-A, line 3, is answered "Yes."

Table with 3 columns: Question, Yes, No. Rows include questions about dues, section 162(e) expenditures, and carryover.

Part IV Supplemental Information

Provide the descriptions required for Part I-A, line 1; Part I-B, line 4; Part I-C, line 5; Part II-A (affiliated group list); Part II-A, lines 1 and 2 (see instructions); and Part II-B, line 1. Also, complete this part for any additional information.

Blank lines for providing supplemental information.

SCHEDULE D (Form 990)

Department of the Treasury Internal Revenue Service

Supplemental Financial Statements

Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b. Attach to Form 990.

Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization HOUSING ASSISTANCE CORPORATION Employer identification number 23-7431255

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

Table with 2 columns: (a) Donor advised funds, (b) Funds and other accounts. Rows include: 1 Total number at end of year, 2 Aggregate value of contributions to (during year), 3 Aggregate value of grants from (during year), 4 Aggregate value at end of year, 5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? (Yes/No), 6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? (Yes/No)

Part II Conservation Easements. Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

Table with 2 columns: Held at the End of the Tax Year. Rows include: 1 Purpose(s) of conservation easements held by the organization (check all that apply): Preservation of land for public use, Protection of natural habitat, Preservation of open space, Preservation of a historically important land area, Preservation of a certified historic structure; 2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year: a Total number of conservation easements, b Total acreage restricted by conservation easements, c Number of conservation easements on a certified historic structure included on line 2a, d Number of conservation easements included on line 2c acquired after July 25, 2006, and not on a historic structure listed in the National Register; 3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year; 4 Number of states where property subject to conservation easement is located; 5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? (Yes/No); 6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year; 7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year; 8 Does each conservation easement reported on line 2d above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? (Yes/No); 9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets. Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

Table with 2 columns: \$. Rows include: 1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.; 1b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items: (i) Revenue included on Form 990, Part VIII, line 1; (ii) Assets included in Form 990, Part X; 2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items: a Revenue included on Form 990, Part VIII, line 1; b Assets included in Form 990, Part X

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990. Schedule D (Form 990) 2023

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets (continued)

- 3 Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply).
- a Public exhibition
 - b Scholarly research
 - c Preservation for future generations
 - d Loan or exchange program
 - e Other _____
- 4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.
- 5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? Yes No

Part IV Escrow and Custodial Arrangements Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

- 1a Is the organization an agent, trustee, custodian, or other intermediary for contributions or other assets not included on Form 990, Part X? Yes No
- b If "Yes," explain the arrangement in Part XIII and complete the following table:
- | | Amount |
|---------------------------------|--------|
| c Beginning balance | 1c |
| d Additions during the year | 1d |
| e Distributions during the year | 1e |
| f Ending balance | 1f |
- 2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? Yes No
- b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided in Part XIII

Part V Endowment Funds Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

- 2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:
- a Board designated or quasi-endowment _____%
 - b Permanent endowment _____%
 - c Term endowment _____%
- The percentages on lines 2a, 2b, and 2c should equal 100%.
- 3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:
- | | Yes | No |
|--|--------|----|
| (i) Unrelated organizations? | 3a(i) | |
| (ii) Related organizations? | 3a(ii) | |
| b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R? | 3b | |
- 4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land		3,601,456.		3,601,456.
b Buildings		16,273,841.	5,464,330.	10,809,511.
c Leasehold improvements		3,896,295.	2,623,573.	1,272,722.
d Equipment		330,720.	326,449.	4,271.
e Other		406,773.	359,267.	47,506.
Total. Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, line 10c, column (B))				15,735,466.

Part VII Investments - Other Securities

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
Total. (Col. (b) must equal Form 990, Part X, line 12, col. (B))		

Part VIII Investments - Program Related.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. (Col. (b) must equal Form 990, Part X, line 13, col. (B))		

Part IX Other Assets

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1) MISC RESERVES AND RESTRICTED CASH	2,782,217.
(2) DUE FROM AFFILIATES	4,652.
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. (Column (b) must equal Form 990, Part X, line 15, col. (B))	2,786,869.

Part X Other Liabilities

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2) ESCROW ACCOUNTS	132,066.
(3) ADVANCES	1,790,930.
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. (Column (b) must equal Form 990, Part X, line 25, col. (B))	1,922,996.

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII ...

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements		1
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:		
a	Net unrealized gains (losses) on investments	2a	
b	Donated services and use of facilities	2b	
c	Recoveries of prior year grants	2c	
d	Other (Describe in Part XIII.)	2d	
e	Add lines 2a through 2d		2e
3	Subtract line 2e from line 1		3
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIII.)	4b	
c	Add lines 4a and 4b		4c
5	Total revenue. Add lines 3 and 4c . (This must equal Form 990, Part I, line 12.)		5

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements		1
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:		
a	Donated services and use of facilities	2a	
b	Prior year adjustments	2b	
c	Other losses	2c	
d	Other (Describe in Part XIII.)	2d	
e	Add lines 2a through 2d		2e
3	Subtract line 2e from line 1		3
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIII.)	4b	
c	Add lines 4a and 4b		4c
5	Total expenses. Add lines 3 and 4c . (This must equal Form 990, Part I, line 18.)		5

Part XIII Supplemental Information

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

PART IV, LINE 2B:

GC AND HAC LOFTS HAVE A POLICY TO COLLECT SECURITY DEPOSITS UP TO ONE MONTH'S RENT FROM TENANTS. THE SECURITY DEPOSITS CAN BE USED TO PAY FOR DAMAGES CAUSED BY THE TENANT OR USED AGAINST UNPAID RECEIVABLES. AS OF JUNE 30, 2024 SECURITY DEPOSITS TOTALED \$68,273.

PART X, LINE 2:

U.S. GAAP PRESCRIBES A RECOGNITION THRESHOLD AND MEASUREMENT ATTRIBUTE FOR FINANCIAL STATEMENT RECOGNITION AND MEASUREMENT OF A TAX POSITION TAKEN OR EXPECTED TO BE TAKEN IN A TAX RETURN. MANAGEMENT HAS ANALYZED THE TAX POSITIONS TAKEN BY THE COMPANY AND HAS CONCLUDED THAT, AS OF JUNE 30, 2024, THERE ARE NO UNCERTAIN TAX POSITIONS TAKEN OR EXPECTED TO BE TAKEN

Part XIII Supplemental Information *(continued)*

THAT WOULD REQUIRE RECOGNITION OF A LIABILITY (OR ASSET) OR DISCLOSURE IN
 THE CONSOLIDATED FINANCIAL STATEMENTS. GENERALLY, THE COMPANY'S
 INFORMATION/TAX RETURNS REMAIN OPEN FOR POSSIBLE FEDERAL INCOME TAX
 EXAMINATION FOR THREE YEARS AFTER THE FILING DATE. WHILE THE COMPANY IS
 NOT CURRENTLY UNDER EXAMINATION BY ANY TAXING JURISDICTION, FISCAL YEARS
 SINCE 2021 REMAIN OPEN.

Part II Fundraising Events. Complete if the organization answered "Yes" on Form 990, Part IV, line 18, or reported more than \$15,000 of fundraising event contributions and gross income on Form 990-EZ, lines 1 and 6b. List events with gross receipts greater than \$5,000.

		(a) Event #1	(b) Event #2	(c) Other events	(d) Total events (add col. (a) through col. (c))
		OYSTER GALA (event type)	WALK EVENT (event type)	NONE (total number)	
Revenue	1	436,183.	129,882.		566,065.
	2	418,969.	123,062.		542,031.
	3	17,214.	6,820.		24,034.
Direct Expenses	4				
	5				
	6	22,724.	121.		22,845.
	7		2,045.		2,045.
	8				
	9	9,778.	13,961.		23,739.
	10	Direct expense summary. Add lines 4 through 9 in column (d)			
11	Net income summary. Subtract line 10 from line 3, column (d)				-24,595.

Part III Gaming. Complete if the organization answered "Yes" on Form 990, Part IV, line 19, or reported more than \$15,000 on Form 990-EZ, line 6a.

		(a) Bingo	(b) Pull tabs/instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming (add col. (a) through col. (c))
		1			
Direct Expenses	2				
	3				
	4				
	5				
	6	<input type="checkbox"/> Yes _____ % <input type="checkbox"/> No	<input type="checkbox"/> Yes _____ % <input type="checkbox"/> No	<input type="checkbox"/> Yes _____ % <input type="checkbox"/> No	
7	Direct expense summary. Add lines 2 through 5 in column (d)				
8	Net gaming income summary. Subtract line 7 from line 1, column (d)				

9 Enter the state(s) in which the organization conducts gaming activities: _____
 a Is the organization licensed to conduct gaming activities in each of these states? Yes No
 b If "No," explain: _____

10a Were any of the organization's gaming licenses revoked, suspended, or terminated during the tax year? Yes No
 b If "Yes," explain: _____

**SCHEDULE I
(Form 990)**

Department of the Treasury
Internal Revenue Service

**Grants and Other Assistance to Organizations,
Governments, and Individuals in the United States**
Complete if the organization answered "Yes" on Form 990, Part IV, line 21 or 22.
Attach to Form 990.
Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2023

**Open to Public
Inspection**

Name of the organization **HOUSING ASSISTANCE CORPORATION** Employer identification number **23-7431255**

Part I General Information on Grants and Assistance

- 1** Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? **Yes** **No**
- 2** Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

Part II Grants and Other Assistance to Domestic Organizations and Domestic Governments. Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than \$5,000. Part II can be duplicated if additional space is needed.

1 (a) Name and address of organization or government	(b) EIN	(c) IRC section (if applicable)	(d) Amount of cash grant	(e) Amount of noncash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of noncash assistance	(h) Purpose of grant or assistance

- 2** Enter total number of section 501(c)(3) and government organizations listed in the line 1 table
- 3** Enter total number of other organizations listed in the line 1 table

Part III Grants and Other Assistance to Domestic Individuals. Complete if the organization answered "Yes" on Form 990, Part IV, line 22.
Part III can be duplicated if additional space is needed.

(a) Type of grant or assistance	(b) Number of recipients	(c) Amount of cash grant	(d) Amount of non-cash assistance	(e) Method of valuation (book, FMV, appraisal, other)	(f) Description of noncash assistance
RENTAL ASSISTANCE	1125	19371544.	0.		
STABILIZATION SERVICES	1177	5,473,757.	0.		
RESIDENTIAL ENERGY EFFICIENCY	1086	7,140,366.	0.		

Part IV Supplemental Information. Provide the information required in Part I, line 2; Part III, column (b); and any other additional information.

PART I, LINE 2:

ALL PAYMENTS ARE MADE AFTER APPROVAL FROM DEPARTMENT HEADS.

GRANTS/ASSISTANCE TO INDIVIDUALS ARE GRANTED ONLY AFTER THE CLIENT APPLIES

AND IS APPROVED FOR ASSISTANCE.

**SCHEDULE J
(Form 990)**

Department of the Treasury
Internal Revenue Service

Compensation Information

For certain Officers, Directors, Trustees, Key Employees, and Highest
Compensated Employees
Complete if the organization answered "Yes" on Form 990, Part IV, line 23.
Attach to Form 990.
Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public
Inspection

Name of the organization

HOUSING ASSISTANCE CORPORATION

Employer identification number

23-7431255

Part I Questions Regarding Compensation

1a Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items.

- | | |
|--|--|
| <input type="checkbox"/> First-class or charter travel | <input type="checkbox"/> Housing allowance or residence for personal use |
| <input type="checkbox"/> Travel for companions | <input type="checkbox"/> Payments for business use of personal residence |
| <input type="checkbox"/> Tax indemnification and gross-up payments | <input type="checkbox"/> Health or social club dues or initiation fees |
| <input type="checkbox"/> Discretionary spending account | <input type="checkbox"/> Personal services (such as maid, chauffeur, chef) |

b If any of the boxes on line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain

2 Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, and officers, including the CEO/Executive Director, regarding the items checked on line 1a?

3 Indicate which, if any, of the following the organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III.

- | | |
|--|---|
| <input checked="" type="checkbox"/> Compensation committee | <input type="checkbox"/> Written employment contract |
| <input type="checkbox"/> Independent compensation consultant | <input type="checkbox"/> Compensation survey or study |
| <input type="checkbox"/> Form 990 of other organizations | <input checked="" type="checkbox"/> Approval by the board or compensation committee |

4 During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization:

- a** Receive a severance payment or change-of-control payment?
- b** Participate in or receive payment from a supplemental nonqualified retirement plan?
- c** Participate in or receive payment from an equity-based compensation arrangement?
- If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.

Only section 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.

5 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of:

- a** The organization?
- b** Any related organization?
- If "Yes" on line 5a or 5b, describe in Part III.

6 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of:

- a** The organization?
- b** Any related organization?
- If "Yes" on line 6a or 6b, describe in Part III.

7 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described on lines 5 and 6? If "Yes," describe in Part III

8 Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III

9 If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?

	Yes	No
1b		
2		
4a		X
4b		X
4c		X
5a		X
5b		X
6a		X
6b		X
7	X	
8		X
9		

For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule J (Form 990) 2023

Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use duplicate copies if additional space is needed.

For each individual whose compensation must be reported on Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii). Do not list any individuals that aren't listed on Form 990, Part VII.

Note: The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual.

(A) Name and Title		(B) Breakdown of W-2 and/or 1099-MISC and/or 1099-NEC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation in column (B) reported as deferred on prior Form 990
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
(1) ALISA MAGNOTTA CEO	(i)	232,634.	11,250.	0.	3,097.	30,340.	277,321.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(2) STEPHEN FERRIS CHIEF FINANCIAL OFFICER	(i)	163,715.	8,000.	0.	4,977.	27,192.	203,884.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(3) ANNE VAN VLECK CHIEF DEVELOPMENT OFFICER	(i)	121,822.	6,694.	0.	5,077.	39,096.	172,689.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(4) CASSANDRA DANZL CHIEF OPERATING OFFICER	(i)	140,992.	7,000.	0.	2,713.	13,049.	163,754.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							

Part III Supplemental Information

Provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II. Also complete this part for any additional information.

PART I, LINE 7:

ALL EMPLOYEES RECEIVED A 5% BONUS IN 2023. THESE AMOUNTS WERE INCLUDED IN EACH INDIVIDUAL'S 2023 W-2.

**SCHEDULE O
(Form 990)**

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on
Form 990 or 990-EZ or to provide any additional information.
Attach to Form 990 or Form 990-EZ.
Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2023

Open to Public
Inspection

Name of the organization

HOUSING ASSISTANCE CORPORATION

Employer identification number

23-7431255

FORM 990, PART I, LINE 1, DESCRIPTION OF ORGANIZATION MISSION:

OCCUPY SAFE AND AFFORDABLE HOUSING. TO ACHIEVE THIS GOAL, HAC HAS
CONCENTRATED ITS MAJOR PROGRAMS AROUND RENTAL SUBSIDIES, SHELTER
SERVICES, CONSUMER EDUCATION, AND RESIDENTIAL ENERGY EFFICIENCY.

FORM 990, PART III, LINE 1, DESCRIPTION OF ORGANIZATION MISSION:

RESIDENTIAL ENERGY EFFICIENCY.

FORM 990, PART VI, SECTION A, LINE 6:

THE MEMBERS OF THE CORPORATION SHALL BE THE DIRECTORS.

FORM 990, PART VI, SECTION A, LINE 7A:

ANY ACTION OR VOTE REQUIRED OR PERMITTED BY LAW TO BE TAKEN BY MEMBERS OF
THE CORPORATION SHALL BE TAKEN BY ACTION OR VOTE OF THE SAME PERCENTAGE OF
DIRECTORS.

FORM 990, PART VI, SECTION A, LINE 7B:

OFFICERS AND DIRECTORS SHALL BE ELECTED AT THE ANNUAL MEETING BY A MAJORITY
OF THE MEMBERS.

FORM 990, PART VI, SECTION B, LINE 11B:

THE CHIEF FINANCIAL OFFICER REVIEWS THE COMPLETED 990 PRIOR TO FILING. THE
RETURN IS ALSO PROVIDED TO MEMBERS OF THE EXECUTIVE BOARD PRIOR TO FILING.

FORM 990, PART VI, SECTION B, LINE 12C:

OFFICERS AND DIRECTORS ARE REQUIRED TO DISCLOSE ANNUALLY INTERESTS THAT

For Paperwork Reduction Act Notice, see the Instructions for Form 990 or 990-EZ.

Schedule O (Form 990) 2023

LHA 332211 11-14-23

Name of the organization HOUSING ASSISTANCE CORPORATION	Employer identification number 23-7431255
--	--

COULD GIVE RISE TO CONFLICTS OF INTEREST.

FORM 990, PART VI, SECTION B, LINE 15:

THE CEO DETERMINES THE COMPENSATION FOR OTHER OFFICERS BASED ON KNOWLEDGE OF SIMILAR AGENCIES AND AREA DEMOGRAPHICS. THE CEO'S COMPENSATION IS RECOMMENDED BY THE BOARD FINANCE COMMITTEE AND PERSONNEL COMMITTEE BASED ON SIMILAR INPUTS AND ON PERFORMANCE EVALUATION.

FORM 990, PART VI, SECTION C, LINE 19:

ALL DOCUMENTS ARE AVAILABLE UPON REQUEST

**SCHEDULE R
(Form 990)**

Department of the Treasury
Internal Revenue Service

Related Organizations and Unrelated Partnerships
Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37.
Attach to Form 990.

Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization **HOUSING ASSISTANCE CORPORATION** Employer identification number **23-7431255**

Part I Identification of Disregarded Entities. Complete if the organization answered "Yes" on Form 990, Part IV, line 33.

(a) Name, address, and EIN (if applicable) of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity
HAC LLC - 00-0906510 255 INDEPENDENCE DRIVE HYANNIS, MA 02601	AFFORDABLE HOUSING SPONSOR	MASSACHUSETTS	0.	0.	HOUSING ASSISTANCE CORPORATION
GREAT COVE COMMUNITY LLC - 00-1069463 255 INDEPENDENCE DRIVE HYANNIS, MA 02601	AFFORDABLE HOUSING SPONSOR	MASSACHUSETTS	214,645.	2,417,495.	HOUSING ASSISTANCE CORPORATION
HAC LOFTS LLC 255 INDEPENDENCE DRIVE HYANNIS, MA 02601	AFFORDABLE HOUSING	MASSACHUSETTS	150,599.	1,816,828.	HOUSING ASSISTANCE CORPORATION
HAC LOVE LANE LLC 255 INDEPENDENCE DRIVE HYANNIS, MA 02601	AFFORDABLE HOUSING SPONSOR	MASSACHUSETTS	204,568.	4,630,138.	HOUSING ASSISTANCE CORPORATION

Part II Identification of Related Tax-Exempt Organizations. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related tax-exempt organizations during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled entity?	
						Yes	No

For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule R (Form 990) 2023

Part III Identification of Related Organizations Taxable as a Partnership. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related organizations treated as a partnership during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations?		(i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner?		(k) Percentage ownership
							Yes	No		Yes	No	
WEST BARNSTABLE COMMUNITIES LP - 26-1379712, 255 INDEPENDENCE DRIVE, HYANNIS, MA 02601	LOW INCOME HOUSING RENTALS	MA	WEST BARNSTABLE COMMUNITIES HAC LLC	RELATED	-44.	6357147.		X	N/A	X		100%

Part IV Identification of Related Organizations Taxable as a Corporation or Trust. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related organizations treated as a corporation or trust during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership	(i) Section 512(b)(13) controlled entity?	
								Yes	No
POCASSET ASSISTED LIVING - 00-0845024 255 INDEPENDENCE DRIVE HYANNIS, MA 02601	LOW INCOME HOUSING RENTALS	MA	HOUSING ASSISTANCE CORPORATION	C CORP	0.	0.	100%	X	
WEST BARNSTABLE COMMUNITIES - HAC LLC - 20-8312978, 255 INDEPENDENCE DRIVE, HYANNIS, MA 02601	AFFORDABLE HOUSING SPONSOR	MA	HOUSING ASSISTANCE CORPORATION	C CORP	0.	0.	100%	X	

Part V Transactions With Related Organizations. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36.

Note: Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule.

1 During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?

	Yes	No
a Receipt of (i) interest, (ii) annuities, (iii) royalties, or (iv) rent from a controlled entity		X
b Gift, grant, or capital contribution to related organization(s)		X
c Gift, grant, or capital contribution from related organization(s)		X
d Loans or loan guarantees to or for related organization(s)		X
e Loans or loan guarantees by related organization(s)		X
f Dividends from related organization(s)		X
g Sale of assets to related organization(s)		X
h Purchase of assets from related organization(s)		X
i Exchange of assets with related organization(s)		X
j Lease of facilities, equipment, or other assets to related organization(s)		X
k Lease of facilities, equipment, or other assets from related organization(s)		X
l Performance of services or membership or fundraising solicitations for related organization(s)		X
m Performance of services or membership or fundraising solicitations by related organization(s)		X
n Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)		X
o Sharing of paid employees with related organization(s)		X
p Reimbursement paid to related organization(s) for expenses		X
q Reimbursement paid by related organization(s) for expenses		X
r Other transfer of cash or property to related organization(s)		X
s Other transfer of cash or property from related organization(s)		X

2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds.

	(a) Name of related organization	(b) Transaction type (a-s)	(c) Amount involved	(d) Method of determining amount involved
(1)				
(2)				
(3)				
(4)				
(5)				
(6)				

Part VII Supplemental Information

Provide additional information for responses to questions on Schedule R. See instructions.

PART III, IDENTIFICATION OF RELATED ORGANIZATIONS TAXABLE AS PARTNERSHIP:

NAME OF RELATED ORGANIZATION:

WEST BARNSTABLE COMMUNITIES LP

DIRECT CONTROLLING ENTITY: WEST BARNSTABLE COMMUNITIES HAC LLC