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Town Of Georgetown Housing Production Plan

PREPARED FOR: Georgetown Affordable Housing Trust



Georgetown Town Hall

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Section 1: Executive Summary

The Town of Georgetown Affordable Housing Trust (the “Trust”) hired LDS Consulting Group, LLC (LDS) to update the 2011 Affordable Housing Production Plan completed by LDS – into an updated, new Housing Production Plan (the “Plan”) for submission to the Massachusetts Department of Housing and Community Development (DHCD) in accordance with 760 CMR 56.00. The first part of the Plan contains an Affordable Housing Needs Assessment (“HNA”), which identifies the supply and demand for affordable housing in Georgetown. The second half of the Plan, contains a strategic plan to assist the Trust in determining how it should best direct and leverage its resources to meet the affordable housing needs in Georgetown.

One of the guiding principles LDS followed in its work is described in the Town of Georgetown Vision Statement, which was published in the 2004 Community Development Plan. That plan stresses the importance of offering housing choices while remaining true to the community’s character (Georgetown Master Plan Committee, 2004). Specifically, the plan provides the following vision statement for “Living in Georgetown” in 2023 (Georgetown Master Plan Committee, 2004, pp. V-2):

“In addition to Georgetown’s neighborhoods of single family homes, the Town now offers a greater variety of housing choices, including condominiums and rental apartments affordable to longtime residents and seniors who wish to downsize their housing, young people starting out in life, and town employees. The town continues to achieve state goals for affordable housing through housing development that complements Georgetown’s character, aided by CPA funding. Zoning standards and guidelines ensure that new construction is sensitive to the surrounding landscape and neighborhood.”

Affordable Housing Trust

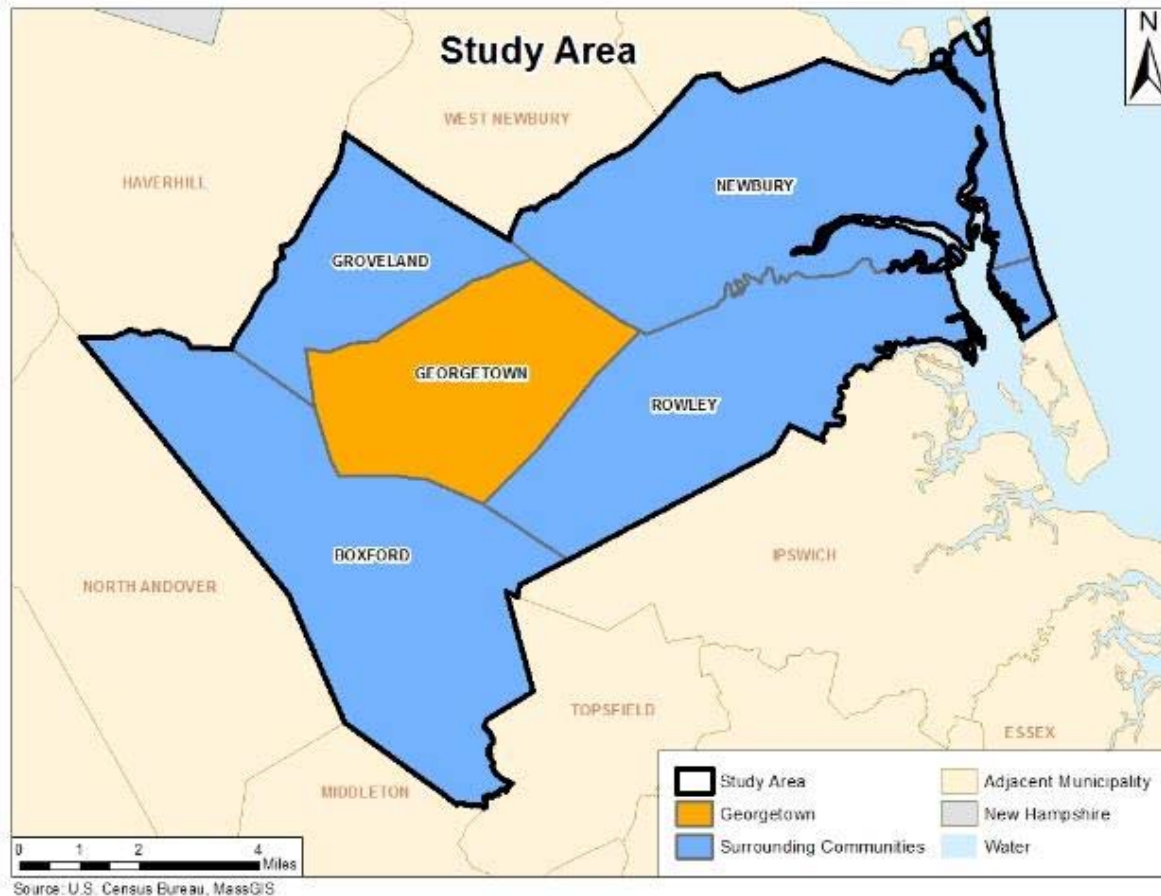
The Town of Georgetown formed an Affordable Housing Trust (“Trust”) in September 2009 as an outgrowth of the Affordable Housing Task Force. The Trust, which has a five-member Board of Trustees, has a mission to “provide for the preservation and creation of affordable housing in the Town of Georgetown for the benefit of low and moderate income households” (Town of Georgetown, 2009). It has several powers, including the ability to buy, retain, construct and improve property. Its current members are Paul Nelson Secretary of the Trust, Shawn McGee, Timothy Gerraughty Chair of the Trust, Charles Keilty, and Board of Selectman Chair David Surface who is also the Treasurer of the Trust (Georgetown, 2017).

Methodology

LDS reviewed previous planning studies in Georgetown, including the 2003 Georgetown Affordable Housing Plan prepared by LDS, 2004 Community Development Plan, 2007 Master Plan, and 2011 Housing Production Plan prepared by LDS. LDS has provided updated demographic and housing data for the town of Georgetown and surrounding communities (the “Study Area”), shown in the map below, by reviewing the latest Census data, including data

from the American Community Survey (“ACS”), local assessment information, ESRI reports and other sources. ESRI projects trends in population, households and other matters in five-year increments. Using this demographic data, LDS has then compared Georgetown to its neighboring towns as well as Essex County and the Commonwealth of Massachusetts.

Map 1 – Georgetown and Surrounding Communities



The ACS is a nationwide survey designed to provide communities with a fresh look at how they are changing. It is a critical element in the Census Bureau’s reengineered decennial census program. The ACS collects and produces population and housing information every year instead of every 10 years. However, the data sample is significantly smaller than the summary field data collected in the regular census and therefore, in smaller municipalities, there are larger margins of error.

LDS also examined the housing inventory for the Town of Georgetown. This was done by reviewing past studies and interviewing local officials and property managers. The Multiple Listings Service, Warren Group and other sources were also used to understand the historic and current housing market. In addition to creating a housing inventory, LDS has provided an overview of the Town of Georgetown Zoning Bylaw and local initiatives that promote and fund affordable housing in Georgetown. This information was gathered through interviews with

local officials, a review of the Zoning Bylaw and other research. We also included a summary of the potential constraints on future development. LDS interviewed Georgetown officials and examined past studies to obtain this information.

This information will be used to develop affordable housing goals and implementation strategies for the Town of Georgetown.

All research was completed in February and March of 2017. This report is reflective of the data, market conditions and conclusions considered at this point and time. The information furnished by others is believed to be reliable. However, no warranty is given for its accuracy. The report, or a copy thereof, may not be used for any purposes other than those set forth herein without the written consent of the author, and in any event, only with the proper written qualifications and only in its entirety.

We have reported our findings in summary form in Section 2, and matters are explained in more detail in the sections that follow. A summary of the sources utilized in this report can be found at the end of the study in a section titled “Other Matters”.

Acknowledgements

We would like to thank the members of the Trust as well as Town Administrator Michael Farrell for helping pave the way for us to gather information from various Town departments and answering many questions. We could not have accomplished this without your time and dedication. We also want to acknowledge the efforts of the Town of Georgetown Planning Department, Building Inspector, Council on Aging, Assessors Department, Town Clerk, Veterans Services, Water Department and School Department.

Affordable Housing – Definitions and Glossary of Terms

In order to assist readers in understanding terms used through the study, we have provided an overview of affordable housing. A complete glossary of affordable housing terms can be found in Appendix A, at the end of this report. The term “affordable housing” can have different meanings in different contexts. Typically we refer to affordable housing by the income one needs to earn in order to qualify to live in affordable housing. According to HUD, housing is therefore considered affordable if a household pays no more than 30% of its income toward housing costs.

Affordable housing can be subsidized (i.e. a resident pays 30% of their income for rent and the government subsidizes the rest) or “self – pay” (i.e. the rent is lower than market and the tenant pays the lower rent). Examples of subsidized housing are most public housing units and persons that utilize a Section 8 mobile voucher to pay rent. Note that affordable housing that is “self – pay”, insofar as it is not subsidized on the rental side, often has received capital or development subsidies that enable developers/owners to charge below market rents.

Area Median Income (AMI”) is tied to the income limit in a particular location. HUD starts by calculating income limits based on median family income which is a four person household. It then adjusts for household size. It then adjusts for income limit. Extremely low income is 30% of AMI, very low income is 50% of AMI, and low income is 80% of AMI.

The term “low-income” housing generally refers to housing that is affordable to households earning up to 80% of AMI. According to HUD, Georgetown is located in the Lawrence Primary Metropolitan Service Area (“PMSA”) for purposes of calculating affordable income limits, rents and homeownership prices. A household qualifying at 80% of AMI in this area could earn no more than \$52,600 for a two-person household, or \$65,700 for a four-person household.

“Very low-income” housing is typically affordable to qualifying households earning no more than 50% of AMI; that would be \$33,650 for a two-person household or \$42,050 for a four-person household. These two income levels – 50% and 80% of AMI – are used in “Chapter 40B projects” (see glossary for information on Massachusetts General Law Chapter 40B later in this report). For units to qualify for inclusion on the Commonwealth’s Subsidized Housing Inventory, among other things, they need to be income restricted to less than 80% of AMI. Table 1 below shows the income limits for households in Georgetown by household size.

Table 1

2016 INCOME LIMITS FOR AFFORDABLE HOUSING IN GEORGETOWN						
Area Median Income	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person
30% AMI	\$17,700	\$20,200	\$22,750	\$25,250	\$28,440	\$32,580
50% AMI	\$29,450	\$33,650	\$37,850	\$42,050	\$45,450	\$48,800
60% AMI	\$35,340	\$40,380	\$45,420	\$50,460	\$54,540	\$58,560
80% AMI	\$46,000	\$52,600	\$59,150	\$65,700	\$71,000	\$76,250
110% AMI	\$64,790	\$74,030	\$83,270	\$92,510	\$99,990	\$107,360

Table 2 below identifies the maximum allowable rents for affordable housing in Georgetown in 2016, the most recent data available. It shows, for example, that the monthly rent of a one-bedroom unit in Georgetown that is affordable to households earning no more than 80% AMI cannot exceed \$1,232. The rents listed below assume that the landlord pays all utilities.

Table 2

2016 MAXIMUM ALLOWABLE RENTS FOR AFFORDABLE HOUSING IN GEORGETOWN						
# Bedrooms	SRO	Studio	1 BR	2 BR	3 BR	4 BR
30% Rent	\$331	\$442	\$473	\$568	\$671	\$814
50% Rent	\$552	\$736	\$788	\$946	\$1,093	\$1,220
60% Rent	\$662	\$883	\$946	\$1,135	\$1,312	\$1,464
80% Rent	\$862	\$1,150	\$1,232	\$1,478	\$1,708	\$1,906
110% Rent	\$1,214	\$1,619	\$1,735	\$2,081	\$2,406	\$2,684

Table 3 below shows Fair Market Rents (“FMRs”) for the Lawrence PMSA (which includes Georgetown). These rents are used for several purposes, including determining the amount of contract rent used for the Housing Choice Voucher program, commonly known as the Section 8 mobile voucher program. This is the amount of rent a landlord can get for a unit occupied by a

tenant with a mobile voucher. Updated and published annually, FMRs represent HUD's estimate of the actual market rent for an apartment in the conventional marketplace. HUD sets FMRs by unit size (0-bedroom, 1-bedroom, etc.) and regions within each state. They include the shelter rent plus the cost of all tenant-paid utilities, except telephones, cable or satellite television service, and internet service.

Under this kind of arrangement, the tenant typically pays 30% of their gross income towards rent and the federal government pays the remaining amount to the landlord. Some communities are located in high wealth/housing cost areas and agencies administering vouchers may be able to charge 110% or 120% of the HUD-determined FMR. Other communities that are lower wealth with lower housing costs may not be able to charge up to 100% of FMR if the market rents are less than HUD's FMR for the service area.

Table 3

FY 2017 FAIR MARKET RENTS (FMR) FOR GEORGETOWN					
	Efficiency	1 BR	2 BR	3 BR	4 BR
FMR	\$890	\$1,024	\$1,305	\$1,633	\$1,799

Section 2: Summary of Key Findings

Community and Demographics

Georgetown is a largely residential community that has retained its small-town feel despite growing significantly in the last two and a half decades. Growth is attributed to excellent highway access, proximity to major employment centers and the local school system. The town, which had an estimated population of 8,531 in 2016, experienced a 11% population increase from 2000 to 2010 and is projected to grow another 9% from 2010-2021. This growth rate is five times the average rate of all communities in Essex County. In particular, Georgetown has seen its over 45 population increase in size, shifting the demographic makeup of the community. The number of children between the ages of 5 and 17 has continued to rise since 2000, but the rate of growth has slowed in the last decade. In the future, the number of school-age children will likely decrease due to a declining population of children under age 5.

The number of new households has increased at the same pace as the population, but households have gotten smaller. Roughly 33% of Georgetown households have two people, and 38% have three or four people. Many town residents are educated professionals with moderately-high incomes. Median household income has also increased since 2000, reaching an estimated \$107,343 in 2016, a 30% increase since 1990. However, an estimated 51% of households in Georgetown paid at least 30% of their income toward rent as estimated in the 2011-2015 ACS and are therefore considered rent burdened, and 13% paid more than 50% of their income towards rent and are therefore severely rent burdened. This indicates an immediate demand for more affordable rental housing and also supports the continued need to fund the Trust's rental assistance program.

Approximately half of Georgetown workers – an estimated 48% – worked in the management, business, science, and arts occupations over the five-year period from 2011 to 2015. On average, Georgetown residents have a longer commute to work than their counterparts in Essex County and the Commonwealth of Massachusetts with 51% commuting over half an hour to work. As of December 2016, the unemployment rate in Georgetown (not seasonally adjusted) is lower than that of Essex County and the Commonwealth of Massachusetts. It declined to 3.8% in 2015, and it has further declined to 2.8% as of December 2016.

Housing

There has been a significant increase in the number of housing units in Georgetown over the last two and a half decades. From 2000-2010, the number of units increased by 16%, which is more than double the state's rate of housing growth. Much of this growth occurred in the early to mid-2000s before the major slowdown in the economy and housing market. Over 35% of the housing stock was built within the last two and a half decades. However, an average of only 10 units per year have been constructed since 2010. Despite these changes, the town's housing stock continues to lack diversity. The town largely consists of single-family homes, and the vast majority of housing units are ownership units. There are few rental options, particularly for

lower-income residents. It should be noted that the apartments at Longview at Georgetown, which opened in 2004, added housing diversity to the town. There has been a minimal amount of foreclosures in the community, and foreclosed homes tend to be purchased right away.

Housing values and real estate tax bills have been increasing. The average assessed value of a single-family home in Georgetown doubled from 2000-2017, but has only risen 6% from 2011-2017 to \$402,386. Real estate tax bills have seen a similar increase, more than doubling from 2000-2017 and increasing by 48% from 2011-2017. This has made it increasingly difficult for lower-income residents, particularly those older residents living on fixed incomes, to remain in Georgetown. The town has few options for first-time homebuyers. Consequently, most new home purchases in Georgetown are by second-time home purchasers. To address increasing real estate taxes, the Town offers lower-income seniors a tax abatement program. While the program lowers property taxes by \$500 per household, it is limited to persons who are at least 60 years old. The program has been growing steadily since it was first implemented in 2003 and was fully subscribed with 30 participants in 2016.

Subsidized Housing Inventory

The Massachusetts Legislature enacted Massachusetts General Law Chapter 40B in 1969 to “help address the shortage of affordable housing statewide by reducing unnecessary barriers created by local approval processes, local zoning and other restrictions”. The state’s Subsidized Housing Inventory (SHI) is used to measure if a municipality has reached the 10% affordable housing threshold. According to the SHI, the Town of Georgetown had 3,031 Year-Round Housing Units – based on the 2010 Census – and 353 SHI units as of February 23, 2017. That means 11.65% of the town’s housing stock is considered to be affordable, and the Town of Georgetown has exceeded the state’s 10% goal.

Affordable Housing Supply

There are a total of 216 actual affordable housing units in Georgetown. This number differs from the SHI because not all affordable units are on the SHI, and some rental units are counted on the SHI despite not actually being affordable due to the nuances of Chapter 40B. We also note that two units on Lisa Lane are in the process of being added to SHI. The Georgetown Housing Authority has 126 elderly and handicapped rental units on Trestle Way, which are 100% occupied. The wait time is two years for elderly applicants and two plus years for young-disabled applicants with 50 households currently waiting for a unit. The Housing Authority also has 10 family rental units on Jewett Street, which are 100% occupied. The average wait time for a family unit is seven to 10 years with 15 families waiting for a unit.

Georgetown has one apartment building with affordable rental units; the development, Longview at Georgetown, is owned by a private developer. The 186-unit project was permitted under Chapter 40B in 2002 and opened in 2004. It includes 38 units that are affordable to households earning up to 50% of AMI. There are only five Section 8 mobile voucher holders, and therefore the majority of units are private pay. Rents for one- and two-bedroom affordable

units are \$698 and \$821, with tenants paying for utilities. Market-rate rents for one- and two-bedroom units are \$1,530 and \$1,755 - \$1,860, with tenants paying utilities. The affordable units are in high demand with 30 households waiting for a unit and appear to have filled a much-needed gap in the town's housing stock.

There are 14 affordable homeownership units in Georgetown. They include eight affordable, age-restricted units at Parker River Landing. Completed in 2010, the project was developed under the Town's ISH bylaw and includes two-bedroom townhomes. However, the units have not been listed on the SHI due to having non-standard deed riders. There is one project at 34 East Main Street, that if permitted, would create two affordable homeownership units at 80% of AMI.

Affordability Gap

Home sales prices have been fairly volatile in recent years. The median sales price of single-family homes in Georgetown peaked at \$405,000 in 2015, but dropped to \$378,000 in 2016. Single-family homes, though, have still been selling for more than \$398,000 on average in 2016, according to the Multiple Listings Service. There is therefore a substantial gap between the sales price of an affordable home and the actual price of a home on the market in Georgetown. For example, the gap between what is affordable to a low-income family of four earning 80% of area median income (AMI) and the average sales price of a three-bedroom, single-family home is roughly \$200,000.

Market rents are also out of reach for low-income residents in Georgetown. The gap between the level of rent a low-income, two-person household earning 80% of AMI can afford and the actual rent of a two-bedroom apartment at Longview at Georgetown – a newer apartment complex – is \$749. It is important to note that Longview at Georgetown offers many amenities in addition to being fairly new. Older apartments like Georgetown House, which was built more than 50 years ago, have lower rents that are affordable to lower-income residents, but the unit sizes are smaller, and there are no amenities.

Demand for Housing

Demand is directly related to housing supply. If there is not a supply of affordable housing units, then we will not be able to find households at a lower income. Based on our demand calculations, there is highest demand for multi-family units for households earning 50%-80% of AMI. The most significant demand is for age-restricted units at the 50%-80% AMI level. Therefore, we suggest an immediate need for multi-family rental housing and age restricted housing at the 50%-80% income level.

We do not recommend homeownership products for households earning at or below 70% of AMI as they are not able to absorb the costs required to maintain a property long term. There may be a market for entry level homeownership units, and it is unclear if there is a zoning tool today that would encourage this type of development. Homeownership units would have a set

purchase price at 70% of AMI but households earning up to 80% of AMI could purchase them. The homeownership market for affordable age restricted housing is very small for a variety of reasons, including the fact that there is an asset limitation so we do not recommend any affordable age restricted homeownership units. In addition, as we have noted, there is a large and growing elderly population, and there is a need for a product that provides a higher level of care such as supported elderly housing or assisted living.

Tools and Funding

The Town of Georgetown has a wide range of tools and funding sources to create and preserve affordable housing in the community. The Town, for example, passed zoning amendments in May 2011 to allow mixed-use buildings and assisted living facilities in certain zoning districts. There are other local bylaws that specifically require the inclusion of affordable housing. Notably, the Town's Inclusionary Housing Balance Bylaw requires any proposed residential development with three or more units to designate at least 10% as affordable. As an alternative, developers can contribute a payment in lieu of affordable units. This has been one of the ways the Town – specifically the Affordable Housing Trust – has accumulated money to use for affordable housing. The other major revenue source is the Community Preservation Act. To date, the Community Preservation Act has raised \$1.15 million for community housing projects in Georgetown and a large amount of the funds have been spent on renovations to Trestle Way. As of January 31, 2017, the Trust had accumulated over \$400,000. This and other housing-related funds can be used to further the Town's goals of offering a greater variety of housing choices to its residents.

Constraints

There are several constraints or limitations to development in Georgetown, including the lack of a public sewer system and wastewater treatment plant. This wastewater infrastructure issue has effectively prevented any potential development from occurring in the downtown area. It was also the reason why Town Meeting voted down the creation of a 40R district in 2009. In addition, the lack of public transportation in town presents a barrier to lower-income residents who may not be able to afford to buy and maintain a vehicle. This issue – the auto-dependency of the community – points to the need for mixed-use development, particularly in the downtown area. If housing were developed near jobs, shopping and other amenities, lower-income residents would not necessarily need to have their own vehicle.

Other constraints include water capacity issues during peak usage times and limited developable land due to wetlands. In addition, the Town lacks the staffing capacity to work on affordable housing issues. While an Affordable Housing Trust has been created, it could benefit from having a dedicated, part-time staff person.

Accomplishments

The Trust with the help of Town Meeting and other town departments has made many strides towards accomplishing the goals identified in the 2011 Housing Production Plan, prepared by

LDS. These include sending two Trust members to MHP's two-day affordable housing institute, partnering with an outside firm to conduct lotteries for new affordable units, instituting a six-month delay for demolition of historic structures, and examining the cost of buying down affordable units not listed on the SHI. The Trust has also created a rental assistance program which subsidized the rent for five renters in Georgetown in 2016. In 2016, the Trust also spent \$200,000 to purchase a home at 32 Lisa Lane and is currently renting it out. In addition, the Trust is working with the owners of 34 East Main Street in support of a friendly 40B to create 8 small homeownership units, of which 2 would be affordable.

Affordable Housing Goals

The Town of Georgetown has taken significant steps to promote affordable housing and housing diversity in the community. This is reflected by the Town's commitment to strategically direct its funds to support the creation and preservation of affordable housing. Despite its efforts, however, the Town continues to face challenges in meeting all of the community's affordable housing needs. Based on the housing inventory, demand analysis and other findings in this study, we have suggested that the Town work towards achieving six affordable housing goals. These goals include preserving affordable, homeownership units for low-income households; increasing affordable rental housing for very low-income and low-income families; and increasing affordable rental housing for very low-income seniors. These latter two goals reflect the fact that there is very little affordable, rental housing available in the community. The Town should also strive to provide low-income seniors with housing options that include supportive services; increase affordable homeownership opportunities for low-income, first-time homebuyers; and increase housing and support opportunities for special needs populations.

Because the percentage of affordable housing units in Georgetown has exceeded the minimum requirement of 10% set by the state under M.G.L. Chapter 40B, the Town is considered a "Certified Community" and can determine its own yearly production schedule. Even if no additional SHI units were added, Georgetown would remain a Certified Community above 10% through at least 2027, with a surplus of 35 SHI units.

Implementation Strategies

To meet the housing goals mentioned above, the Town can consider a variety of implementation strategies. These strategies – 26 have been recommended – are based on the local needs, existing resources, constraints and compliance issues discussed throughout this Housing Production Plan. They have been grouped according to the type of strategy proposed: Education and Capacity Building Strategies, Zoning and Planning Strategies, Housing Inventory Preservation Strategies, and Housing Production Strategies. While some of the strategies – like those aimed at capacity building – do not directly create affordable units, they provide the support and environment needed to achieve housing goals.

We have suggested the following goals for consideration by the Trust. Each goal has been described in detail in Section 12, which starts on page 67.

Education and Capacity Building Strategies

1. Secure professional assistance
2. Continue to educate and train Housing Trustees
3. Educate the public
4. Partner with providers of First Time Home Buyer classes
5. Partner with housing providers and agencies
6. Create a guide of financing options for homeowners/landlords
7. Examine energy efficiency/green building programs
8. Create a Fair Housing Needs Assessment and Action Plan
9. Publish an Annual Report

Zoning and Planning Strategies

1. Continue pursuing a 40R Smart Growth District and a broader mixed-use district downtown
2. Investigate wastewater treatment options
3. Amend the zoning bylaw to encourage multiple-family dwellings with affordable units
4. Amend the Inclusionary Housing Balance Bylaw
5. Create an accessory unit program
6. Consider a fee waiver or reduction program for affordable units

Housing Inventory Preservation Strategies

1. Ensure that all eligible affordable units are added to the SHI as soon as they become eligible.
2. Develop a system to monitor and enforce regulatory agreements and deed riders
3. Buy down existing affordable housing units with new deed riders and record confirmatory deeds
4. Pursue CDBG funding to reinstate a housing rehabilitation program

Housing Production Strategies

1. Identify and make available Town owned land for affordable housing development
2. Identify vacant, abandoned or underutilized land for affordable or mixed-income housing development using GIS
3. Continue Rental Subsidy program
4. Establish a down payment assistance program for first-time homebuyers
5. Explore a “buy down” program for first-time homebuyers
6. Continue to partner with private developers
7. Leverage existing funding sources

Section 3: Demographic Analysis

Community Description

Georgetown is a largely residential community in Essex County in northeastern Massachusetts. Roughly 28 miles north of Boston, it is nestled between Boxford to the southwest, Groveland to the northwest, Newbury to the northeast and Rowley to the southeast. The town of approximately 8,500 people is roughly 13 square miles in size, with a population density of 653 people per square mile. The community is growing, as people continue to move to Georgetown.

Georgetown was incorporated as a town in 1838 (Massachusetts Department of Housing and Community Development). The shoemaking industry thrived in the town during the 19th century, with other industries like clothing, soap and furniture manufacturing setting up shop during the latter part of the century (Maina, 1999). Other industries included ice cutting and newspaper publishing. While the community grew, however, several fires devastated the town during the late 1800s and early 1900s.

Today, there are still industrial areas near Interstate 95, but much of the manufacturing businesses have been replaced with residential uses. Georgetown has retained its small town character, and it has a quaint downtown with an antiques center and a supermarket. Given its location near Interstate 95 and Routes 97 and 133, the town is accessible to both employment centers in Boston, Andover and other communities as well as recreational areas in New Hampshire and Maine. This highway access has made Georgetown an attractive community to working professionals.

Georgetown is a largely auto-dependent community, as public transportation is very limited. The town is a member of the Merrimack Valley Regional Transit Authority (MVRTA), but it is not served by the transit authority's fixed-route bus service. Instead, there is Georgetown Ring and Ride, which is a curb-to-curb transportation service that allows residents to commute within Georgetown and to Amesbury, Haverhill, Lawrence, Methuen, North Andover and the Rowley Commuter Rail Station (Merrimack Valley Regional Transportation Authority, 2017). Available Monday through Saturday, the service also connects residents to the MVRTA fixed-route bus system in Haverhill. Riders can either pay \$2 in cash when boarding a MVRTA vehicle or purchase a 10-Ride Ticket Book for \$20. Reservations must be made at least 24 hours in advance. The service is not restricted to seniors or disabled persons and instead, can be accessed by anyone. Table 4 below offers a breakdown of MVRTA ridership, showing that the overwhelming majority of trips originate and end in Georgetown as of 2011.

Table 4

MVRTA RIDERSHIP	Number	Percent
Total Trips	2,247	
# Persons who used MVRTA	41	
# Trips originated in Georgetown	1,585	71%
# Trips originated elsewhere	662	29%
# Trips ended in Georgetown	1,546	69%
# Trips ended elsewhere	701	31%

There is also a Park and Ride lot – with 110 spaces – in Georgetown where residents can take advantage of fixed-route bus service to Boston provided by the Coach Company commuter bus (Massachusetts Department of Transportation, 2017). The commuter bus takes an average of seven to 10 people from Georgetown to Boston each weekday (Foucault, 2011). Other alternative transportation options include Flight Line, which offers bus service to Logan Airport and Manchester Airport (Flight Line, Inc., 2017). The Georgetown Council on Aging also provides transportation services for seniors and disabled residents, including weekly shopping trips and rides to medical appointments.

The Town of Georgetown government includes a Board of Selectmen, Town Administrator and Open Town Meeting. It also has numerous boards and committees, including everything from an Energy Committee to a Recreational Path Committee. The local school system – Georgetown Public Schools – includes Georgetown Middle/High School and Penn Brook Elementary School, which relocated to a new, state-of the art facility at the beginning of the 2015 school year. The former Perley Elementary School is in the process of being converted into a preschool for the 2017-2018 school year and also serves as the new home of the Georgetown Senior Center (Georgetown Public Schools, 2017).

Senior Services

The Town of Georgetown Council on Aging (“COA”) provides a broad range of services to more than 700 seniors in the community, which accounted for approximately 40% of seniors in Georgetown in FY 2016. Programs and services include fitness classes, income tax preparation, community education programs, health insurance counseling, a monthly newsletter and a monthly men’s breakfast program among many others. Transportation is a major component of the COA’s services, as its van provided 269 weekly shopping trips and 211 weekly recreational outings in FY 2016. Six volunteer drivers further provided 11 seniors with 36 rides to medical appointments. However, the director of the COA noted that the number of Georgetown seniors seeking transportation services has declined in recent years. The COA also provides lunches three days per week in partnership with Elder Services of the Merrimack Valley, serving 959 meals through its congregate meal program in FY 16. The COA also offers housing referrals to local housing authorities, private housing developments and assisted living facilities. In FY 2016 the COA received 20 requests from seniors looking for housing, with the majority seeking information about the 126-unit Georgetown Housing Authority Trestle Way Senior Housing development (Ranshaw-Fiorello, 2017).

The COA’s programs and activities are provided at a new senior center at the former Perley Elementary School at 51 North Street, which opened on February 27th, 2017. The senior center was funded with \$350,000 of Community Preservation Act (“CPA”) funds. The new senior center consists of five 900-square-foot rooms in a wing of the Perley School, which was vacated with the opening of the Penn Brook Elementary School in September 2015. Two rooms are being used as offices and the remaining three rooms contain a reading/hobby room, workout/yoga room with two treadmills and other exercise equipment, and space for private consultations. The center also shares spaces such as the kitchen, cafeteria, gym and meeting rooms with the

school. The new senior center has provided the opportunity for new programming including a tai chi class, food pantry, fall prevention class, mural painting program, quilting group, dementia/Alzheimer's group, and TRIAD group – a partnership with the Georgetown fire and police departments and Essex County sheriff department to educate the elderly on various safety issues (Ranshaw-Fiorello, 2017).

Veterans Services

The Eastern Essex District, based in Ipswich, provides veterans services to the Town of Georgetown. According to the Veterans' Agent, veterans in Georgetown have not had difficulty finding housing in Georgetown (Tyler, 2017). Some have moved into local apartments, including Longview at Georgetown, while others have made their second home purchase in the community. Therefore, there is not a need for veteran's housing in Georgetown.

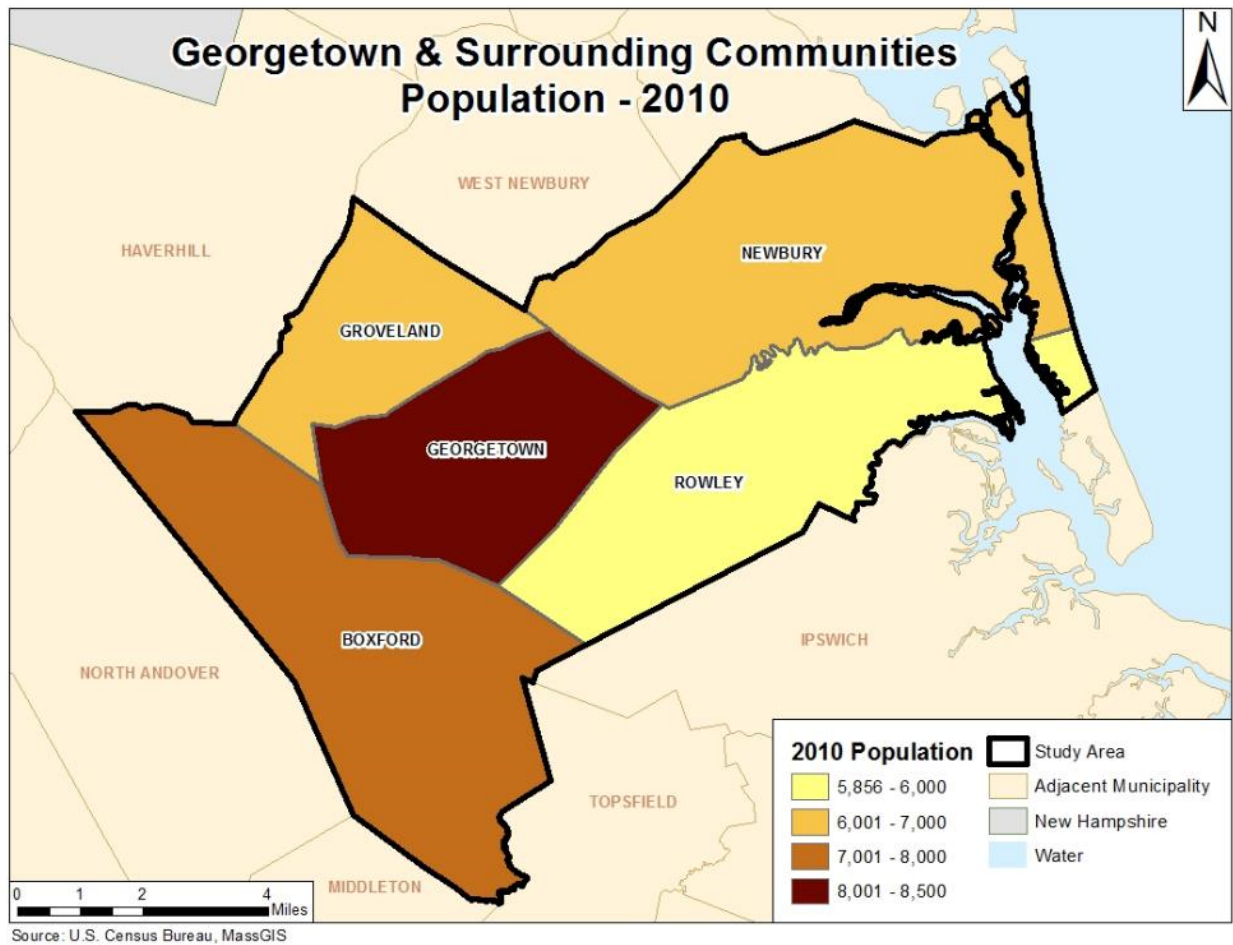
Population Growth

Georgetown has seen continual and significant population growth since 1990, growing by over 28% between the 1990 and 2010 censuses. According to Esri, that population growth has continued through 2016, reaching an estimated 8,531 people, and is projected to continue growing through at least 2021 when it will exceed 8,900. While the five neighboring towns shown in the chart below also grew rapidly in the 1990's, none matched Georgetown's growth from 2000 to 2010, as shown in the map on the next page. Georgetown's projected population growth rate of 9.2% from 2010-2021 puts it in the middle of its neighbors, and ahead of the growth rates for Essex County and Massachusetts as a whole (ESRI, 2016).

Table 5

POPULATION GROWTH							
	1990	2000	% Change 1990-2000	2010	% Change 2000-2010	2021 Projection	% Change 2010-2021
Georgetown	6,384	7,377	15.6%	8,183	10.9%	8,932	9.2%
Boxford	6,323	7,982	26.2%	7,965	-0.2%	8,107	1.8%
Groveland	5,233	6,056	15.7%	6,459	6.7%	6,680	3.4%
Newbury	5,624	6,718	19.5%	6,666	-0.8%	7,642	14.6%
Rowley	4,421	5,463	23.6%	5,856	7.2%	6,817	16.4%
Topsfield	5,806	6,313	8.7%	6,085	-3.6%	6,766	11.2%
Essex County	670,080	723,419	8.0%	743,159	2.7%	802,017	7.9%
Massachusetts	6,016,425	6,349,097	5.5%	6,547,629	3.1%	7,009,033	7.0%

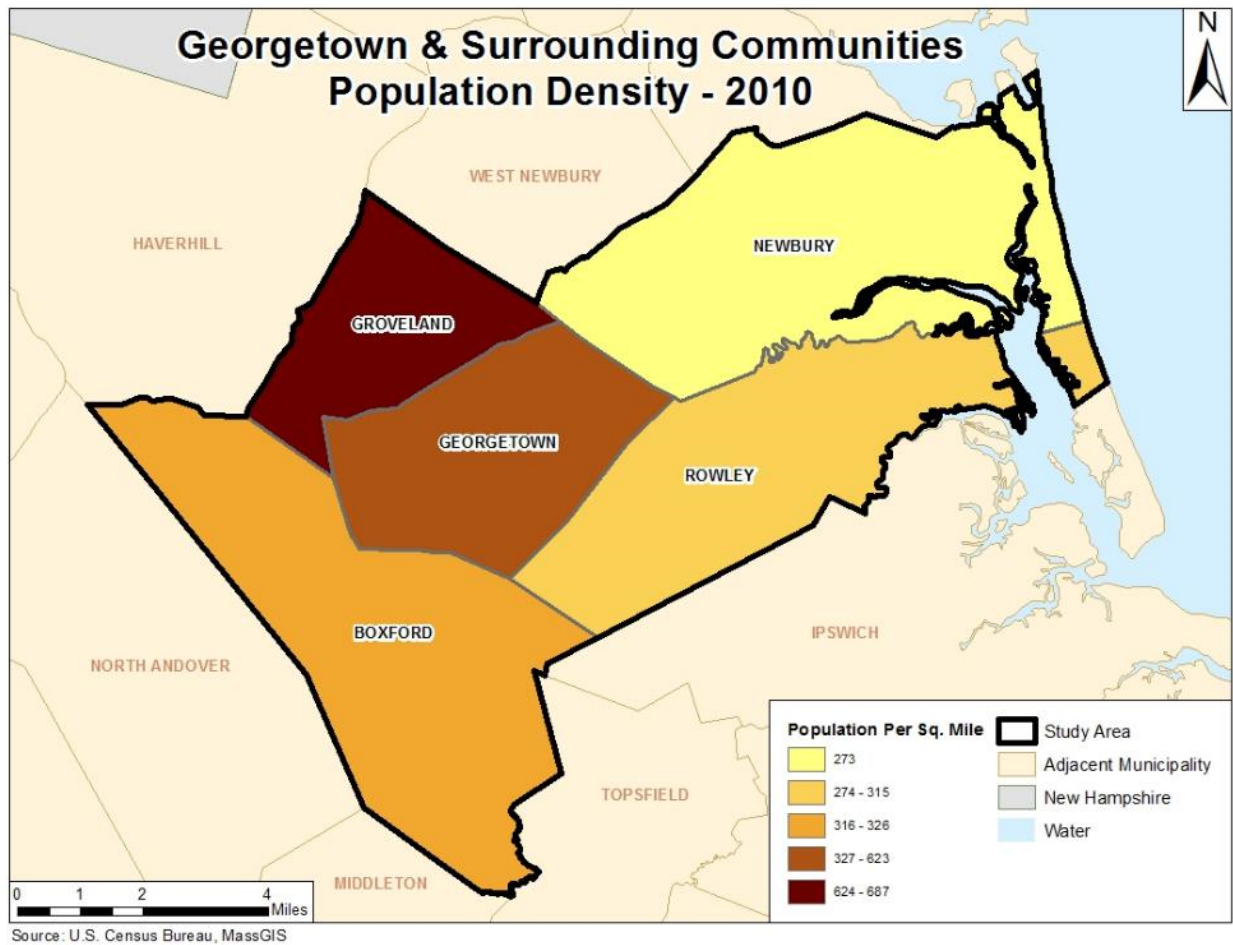
Map 2



Population Density

With a 2010 population of 8,183 people and 13.14 square miles of land area, Georgetown had a 2010 population density of 622 people per square mile. The map below shows that Georgetown is denser than all of its neighbors, except for Groveland. This is not surprising given that Georgetown was the most populous community in the area in 2010 (US Census Bureau, 2010).

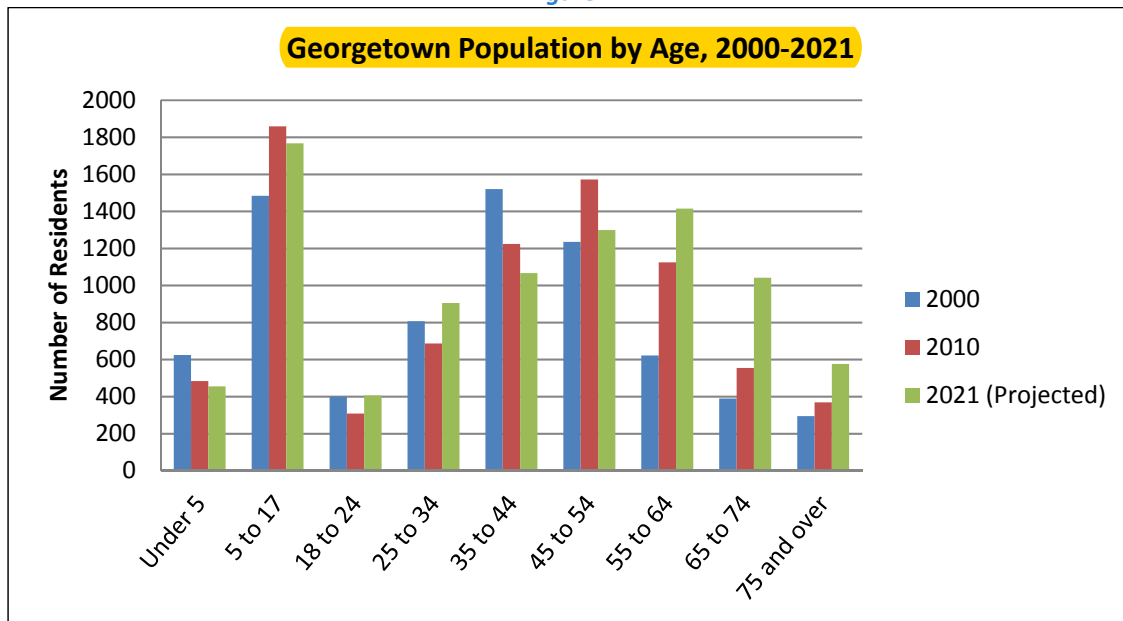
Map 3



Age Distribution

Like many other towns in Massachusetts, Georgetown is experiencing a considerable increase in its senior population. This trend is evidenced in the chart and table below, which show the three oldest cohorts measured (ages 55-64, 65-74, and 75+) each roughly doubling in population between 2000 and 2021 (ESRI, 2016). In that same time period, the total number of Georgetown residents age 55 and over is expected to go from 1,307 to 3,033, or from 17.7% of the total population to 34%. With seniors making up over one third of the total Georgetown population by 2021, demand for senior services may increase, along with demand for accessible and/or senior housing.

Figure 1



However, unlike many other towns in Massachusetts that are currently seeing their largest generation aging out of the workforce and a simultaneous decline in their younger population, Georgetown's age distribution is somewhat more balanced. Georgetown's aging population is mitigated by steady overall population growth, a stable number of school age children and increasing numbers of younger adults ages 18 to 34. While the number of adults in the prime working years of 35 to 54 are projected to decline somewhat between 2010 and 2021, the steady inflow of younger families puts Georgetown on sounder footing in managing its aging population.

Table 6

AGE DISTRIBUTION IN GEORGETOWN						
Age Group	2000		2010		2021 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Under 5	625	8.5%	484	5.9%	455	5.1%
5 to 17	1,484	20.1%	1,859	22.7%	1,767	19.8%
18 to 24	399	5.4%	308	3.8%	406	4.5%
25 to 34	807	10.9%	687	8.4%	905	10.1%
35 to 44	1,520	20.6%	1,224	15.0%	1,067	11.9%
45 to 54	1,235	16.7%	1,572	19.2%	1,299	14.5%
55 to 64	622	8.4%	1,125	13.7%	1,415	15.8%
65 to 74	390	5.3%	555	6.8%	1,042	11.7%
75 and over	295	4.0%	369	4.5%	576	6.4%
All 55 and over	1,307	17.7%	2,049	25.0%	3,033	34.0%
Total Population	7,377		8,183		8,932	

Race

The population has remained predominantly White over the past decade, as shown in Table 7 below. Minority residents, however, are increasing slightly in number. In 2010, for example, 129 residents or 1.6% identified themselves as Black, American Indian, Alaska Native or Asian, compared to no residents in 2000 (U.S. Census Bureau, 2000, 2010).

Table 7

RACE IN GEORGETOWN				
	2000		2010	
	Number	Percent	Number	Percent
Total	7,377	100%	8,183	100%
White	7,253	98.30%	7,927	96.90%
Black or African American	0	0%	38	0.50%
American Indian and Alaska Native	0	0%	14	0.20%
Asian	0	0%	77	0.90%
Native Hawaiian and Other Pacific Islander	0	0%	0	0%
Some Other Race	84	1.10%	28	0.30%
Two or More Races	40	0.50%	99	1.20%

Household and Family Growth

A household includes all people who occupy a housing unit, which can be a house, apartment, mobile home, group of homes or single room that is occupied as separate living quarters. The number of households in Georgetown has grown steadily since 1990, as shown in the table below. The town's rate of growth has far outpaced that of Essex County and the Commonwealth of Massachusetts, and since 2000 it has also outpaced all surrounding communities (U.S. Census Bureau, 1990, 2000, 2010). Georgetown's growth rate is expected to slow to 9.4% between 2010 and 2021, but still remain above Essex County and Massachusetts (ESRI, 2016).

Table 8

HOUSEHOLD GROWTH							
	1990	2000	% Change 1990-2000	2010	% Change 2000 to 2010	2021 Projection	% Change 2010-2021
Georgetown	2,178	2,556	17.4%	2,937	14.9%	3,213	9.4%
Boxford	2,036	2,590	27.2%	2,688	3.8%	2,743	2.0%
Groveland	1,777	2,066	16.3%	2,346	13.6%	2,430	3.6%
Newbury	2,059	2,511	22.0%	2,594	3.3%	2,983	15.0%
Rowley	1,496	1,945	30.0%	2,155	10.8%	2,509	16.4%
Topsfield	1,933	2,129	10.1%	2,090	-1.8%	2,331	11.5%
Essex County	251,285	275,419	9.6%	285,956	3.8%	307,725	7.6%
Massachusetts	2,247,109	2,443,580	8.7%	2,547,075	4.2%	2,711,166	6.4%

A family consists of a householder and one or more people living in the same household who is related to the householder by birth, marriage or adoption. As shown in Table 9 below, the growth rate of families in Georgetown tracks the growth in households fairly closely. Georgetown experienced rapid growth of 16.2% in the 1990's, a further 13.1% from 2000 to 2010, and is projected for a somewhat slower but still robust 9.1% by 2021. In each of these periods,

the growth of families in Georgetown has outpaced that of Essex County and Massachusetts, although the gap appears to be narrowing. By 2021, Georgetown is projected to have nearly 2,500 families (ESRI, 2016).

Table 9

FAMILY GROWTH							
	1990	2000	% Change 1990-2000	2010	% Change 2000-2010	2021 Projection	% Change 2010-2021
Georgetown	1,743	2,025	16.2%	2,290	13.1%	2,498	9.1%
Essex County	175,332	185,094	5.6%	188,005	1.6%	201,193	7.0%
Massachusetts	1,514,746	1,576,696	4.1%	1,603,591	1.7%	1,695,950	5.8%

Household Type and Size

As demonstrated in the table below, the distribution of household types in Georgetown has shifted slightly towards smaller households since 1990. One- and two-person households have each increased their share of the total number of households by approximately two percentage points, while the proportion of three-person households has stayed fairly stable. All larger household sizes have seen slight declines in their proportion of all households, with four-person households going from 22.5% of the total in 1990 to 19.4% in 2010 (U.S. Census Bureau, 1990, 2000, 2010).

Table 10

HOUSEHOLD TYPE IN GEORGETOWN						
Household Size	1990		2000		2010	
	Number	Percent	Number	Percent	Number	Percent
1-person household	356	15.9%	409	15.9%	522	17.8%
2-person household	680	30.5%	784	30.5%	963	32.8%
3-person household	403	18.1%	473	18.4%	546	18.6%
4-person household	502	22.5%	581	22.6%	571	19.4%
5-person household	207	9.3%	230	8.9%	256	8.7%
6-person household	60	2.7%	63	2.4%	56	1.9%
7 or more - person household	24	1.1%	32	1.2%	23	0.8%
Total	2,232		2,572		2,937	

This trend towards smaller households, while not drastic, may be explained by family households deciding to have fewer children or simply by the aging town population. Senior households are more likely to be composed of only one or two people, as adult children leave their parents' home and some spouses separate or pass away. As shown below, the average number of persons per household decreased in Georgetown and all of its neighbors between 2000 and 2010, and all are expected to stay flat or see additional slight decreases by 2021. At a projected 2.77 persons per household, however, Georgetown would still remain above the average size of both Essex County and Massachusetts households in 2021 (ESRI, 2016).

Table 11

AVERAGE HOUSEHOLD SIZE					
	2000	2010	% Change 2000-2010	2021 Projection	% Change 2010-2021
Georgetown	2.87	2.78	-3.1%	2.77	-0.4%
Boxford	3.08	2.96	-3.9%	2.96	0.0%
Groveland	2.93	2.75	-6.1%	2.75	0.0%
Newbury	2.66	2.53	-4.9%	2.52	-0.4%
Rowley	2.77	2.69	-2.9%	2.69	0.0%
Topsfield	2.86	2.84	-0.7%	2.83	-0.4%
Essex County	2.57	2.54	-1.2%	2.55	0.4%
Massachusetts	2.51	2.48	-1.2%	2.49	0.4%

Household Income

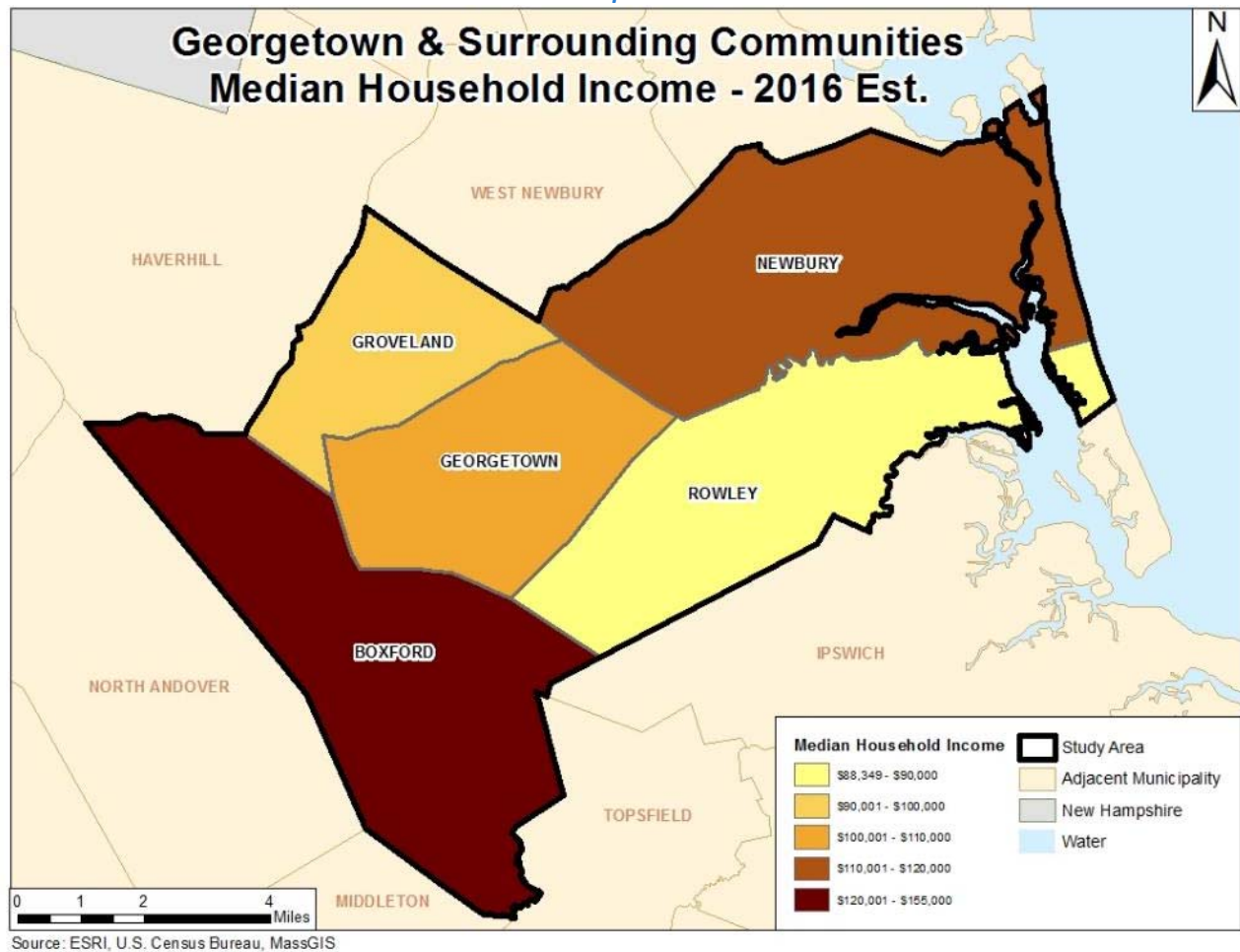
Table 12 shows the median household income in Georgetown, its neighbors, Essex County and Massachusetts in 1990, 2000, and 2016. Adjusted for inflation, all the neighboring towns except for Rowley saw income growth in the 1990's, and all have significantly higher median household incomes than Essex County and Massachusetts. Georgetown and Newbury saw their median household incomes grow the fastest, with each increasing by 29% from 1990 to 2000 (U.S. Census Bureau, 1990, 2000). From 2000 to 2016, however, household incomes increased only modestly in several towns and actually declined in others, as well as in the County and the Commonwealth. Georgetown's median household income increased just one percent in this period, but at \$107,343 per year it remains well above state- and countywide figures.

Table 12

MEDIAN HOUSEHOLD INCOME					
	1990	2000	% Change 1990-2000	2016 Estimate	% Change 2000-2016
Georgetown	\$82,379	\$106,289	29.0%	\$107,343	1.0%
Boxford	\$144,265	\$157,791	9.4%	\$152,502	-3.4%
Groveland	\$88,788	\$96,403	8.6%	\$93,972	-2.5%
Newbury	\$80,923	\$104,304	28.9%	\$110,746	6.2%
Rowley	\$88,083	\$86,595	-1.7%	\$88,349	2.0%
Topsfield	\$119,352	\$134,401	12.6%	\$124,793	-7.1%
Essex County	\$69,620	\$71,885	3.3%	\$70,261	-2.3%
Massachusetts	\$67,858	\$70,388	3.7%	\$69,456	-1.3%
All figures adjusted for inflation to 2016 dollars					

The map below depicts 2016 median household by community and shows that Georgetown has a lower median income than its neighbors to the northeast and southwest, but a higher median income than its neighbors to the northwest and southeast (ESRI, 2016).

Map 4



While the median household income is an important metric for studying a town's economic health,

Table 13 provides more context by showing the distribution of household incomes in Georgetown in 2016. According to the most recent Esri estimates, approximately 25% of Georgetown households earn between \$100,000 and \$150,000, making this income group the largest portion of the population. There are significant numbers of households on both the low and the high end of the income spectrum, however, with a nearly identical number of households (17.2% of the total in each case) earning less than \$50,000 or more than \$200,000 (ESRI, 2016). Of the 526 Georgetown households that earn less than \$50,000 per year, 237 earn less than \$25,000 per year. This illustrates that even in a relatively wealthy town, significant numbers of households have incomes at or near the poverty level.

Table 13

GEORGETOWN HOUSEHOLDS BY HOUSEHOLD INCOME		
	2016 Estimate	
	Number	Percent
Total Households	3,065	
Income Less than \$15,000	126	4.1%
Income \$15,000 - \$24,999	111	3.6%
Income \$25,000 - \$34,999	131	4.3%
Income \$35,000 - \$49,999	158	5.2%
Income \$50,000 - \$74,999	424	13.8%
Income \$75,000 - \$99,999	415	13.5%
Income \$100,000 - \$149,999	761	24.8%
Income \$150,000 - \$199,999	411	13.4%
Income \$200,000 or more	528	17.2%

Rent Burden

Rent burden is a measure of how housing costs contribute to the financial stress of households across all income levels. A household is considered rent burdened if it pays more than 30% of its income towards rent, and severely rent burdened if it pays more than 50% of its income on rent. As shown below, the 2011-2015 ACS estimates that over half of all Georgetown renter households are rent burdened, a rate slightly exceeding those of both Essex County and Massachusetts. Additionally, 12.9% of renters in Georgetown, or 66 total households, are severely rent burdened. Both the number and proportion of rent burdened households in Georgetown has increased dramatically since 1990, when only 24% renters (90 total households) were burdened (U.S. Census Bureau, 1990, 2000). *The number of rent burdened households has more than doubled just since 2000, a more extreme version of the trend towards increasing financial strain among renters that is apparent in both Essex County and Massachusetts over the last decade and a half* (ACS, 2015).

Table 14

RENT BURDEN								
	1990 Census		2000 Census		% Change 1990 to 2000	2011-2015 ACS		% Change 2000 to 2015
	Number	Percent	Number	Percent		Number	Percent	
Georgetown								
Rent Burdened (>30%)	90	24.1%	123	35.1%	36.7%	261	51.1%	112.2%
Severely Burdened (>50%)	NA	NA	65	18.6%	NA	66	12.9%	1.5%
Essex County								
Rent Burdened (>30%)	40,080	41.3%	36,305	36.2%	-9.4%	53,580	50.3%	47.6%
Severely Burdened (>50%)	NA	NA	17,161	17.1%	NA	26,637	25.0%	55.2%
Massachusetts								
Rent Burdened (>30%)	357,960	39.3%	338,781	36.3%	-5.4%	461,754	47.8%	36.3%
Severely Burdened (>50%)	NA	NA	160,173	17.2%	NA	233,061	24.1%	45.5%

Poverty of Individuals and Families

As Table 15 demonstrates, Georgetown has a significantly lower percentage of families earning below the poverty level than Essex County and the Commonwealth of Massachusetts, and is comparable to its neighbors. While Massachusetts and Essex County each saw increases in poverty from 2000 to 2015, Georgetown saw a slight decrease to just two percent of all families (ACS, 2015).

Table 15

FAMILIES BELOW POVERTY						
	1990		2000		2011-2015 ACS	
	Total Families	% Below Poverty	Total Families	% Below Poverty	Total Families	% Below Poverty
Georgetown	1,814	3.5%	2,013	2.7%	2,431	2.0%
Boxford	1,779	0.5%	2,253	0.8%	2,331	2.7%
Groveland	1,426	0.5%	1,743	3.0%	1,828	2.4%
Newbury	1,486	1.6%	1,832	1.2%	1,914	3.4%
Rowley	1,236	1.4%	1,438	3.3%	1,678	1.1%
Topsfield	1,587	1.3%	1,718	0.4%	1,766	2.4%
Essex County	176,392	7.5%	186,043	6.6%	192,381	8.6%
Massachusetts	1,525,198	6.7%	1,587,537	6.7%	1,620,917	8.2%

The table below shows the poverty rate for individuals, rather than families, according to the 2000 Census and the 2011-2015 ACS. Just over 4% of all individuals in Georgetown in 2000 earned below the poverty level, a rate that declined to an estimated 2.7% by 2015. As with families, Georgetown again has roughly one quarter of the poverty rate for individuals compared to Essex County and Massachusetts. There is some variation among Georgetown's neighbors, but none have a poverty rate even half as high as the County or Commonwealth.

Table 16

INDIVIDUALS IN POVERTY				
	2000		2011-2015 ACS	
	Total Individuals	% Below Poverty	Total Individuals	% Below Poverty
Georgetown	7,377	4.2%	8,441	2.7%
Boxford	7,982	1.4%	8,138	2.7%
Groveland	6,056	4.5%	6,646	2.6%
Newbury	6,718	3.1%	6,833	4.0%
Rowley	5,463	4.1%	5,985	5.0%
Topsfield	6,313	1.7%	6,257	5.3%
Essex County	723,419	8.9%	747,718	11.4%
Massachusetts	6,349,097	9.3%	6,471,313	11.6%

Education

The educational attainment levels of the age 25 and over populations in Georgetown, Essex County, and Massachusetts are shown in the table below. The single largest group in Georgetown are those with a bachelor's degree, making up 27.6% of the total. High school graduates are the next largest group at 21.9%, followed closely by those with advanced degrees (masters, professional, or doctoral degrees) at 20.6%. Georgetown has higher levels of educational attainment than Essex County and Massachusetts, with just 3% of the population lacking a high school diploma and larger proportions with bachelor's and master's degrees than either the Commonwealth or County (ACS, 2015).

Table 17

EDUCATIONAL ATTAINMENT OF POPULATION 25 YEARS AND OVER (2011-2015 ACS)						
	No High School Diploma	High School Graduate or GED	Some College	Associate's Degree	Bachelor's Degree	Master's, Professional, or Doctoral Degree
Georgetown	3.1%	21.9%	16.6%	10.2%	27.6%	20.6%
Essex County	10.7%	26.2%	17.3%	8.3%	22.3%	15.2%
Massachusetts	10.2%	25.4%	16.2%	7.7%	22.8%	17.7%

Employment, Industry, and Occupation

The chart below shows all eleven employers in the town of Georgetown that employ at least 50 people. Most of these employers have fewer than 100 employees, indicative of the fact that Georgetown is not a major employment center. Only three employers have at least 100 employees, including the local high school and Baldpate Hospital (MA Executive Office of Labor and Workforce Development, 2017). Eaton Wright Line, the largest employer in the town, provides power systems and infrastructure to businesses such as data centers.

Table 18

Top Employers in Georgetown			
Company Name	Address	Number of employees	NAICS Code
Eaton Wright Line	Tenney St	250-499	3371
Baldpate Hospital	Baldpate Rd	100-249	6221
Georgetown High School	Winter St	100-249	6111
B & W Press Inc	E Main St	50-99	3222
Cianbro Corp	Farm Ln	50-99	2361
Crosby's Marketplace	Central St	50-99	4451
Georgetown Fire Department	Searle St	50-99	9221
Georgetown Mobil	Central St	50-99	4471
N D Landscape Services	Martel Way # 1	50-99	5617
Penn Brook School	Elm St	50-99	6111
Perley Elementary School	North St	50-99	6111

The table below compares employment in the major industry categories measured by the ACS in Georgetown to that of Essex County and Massachusetts. Overall, Georgetown has a fairly similar industry profile to both the County and the Commonwealth, varying by only one or two percentage points in most categories. The largest industry in Georgetown is “Educational services, health care and social assistance” with 27.8% of all employed workers (ACS, 2015). “Professional, scientific, management, and administrative services” is the second largest with 13.9% of the workforce, followed by retail trade at 12.9%.

Table 19

Employment by Industry						
Industry	Georgetown		Essex County		Massachusetts	
	#	%	#	%	#	%
Civilian employed population 16 years and over	4,623		383,882		3,415,975	
Agriculture, forestry, fishing and hunting, and mining	0	0.0%	1,566	0.4%	13,750	0.4%
Construction	257	5.6%	21,352	5.6%	184,928	5.4%
Manufacturing	416	9.0%	42,185	11.0%	313,474	9.2%
Wholesale trade	108	2.3%	9,753	2.5%	81,114	2.4%
Retail trade	598	12.9%	42,793	11.1%	368,117	10.8%
Transportation and warehousing, and utilities	98	2.1%	14,240	3.7%	123,362	3.6%
Information	111	2.4%	8,405	2.2%	79,113	2.3%
Finance and insurance, real estate and rental leasing	284	6.1%	27,531	7.2%	258,699	7.6%
Professional, scientific, management, and administrative services	644	13.9%	49,835	13.0%	452,017	13.2%
Educational services, health care and social assistance	1,286	27.8%	99,860	26.0%	954,668	27.9%
Arts, entertainment, recreation, accommodation and food services	328	7.1%	34,596	9.0%	299,467	8.8%
Other services, except public administration	199	4.3%	17,536	4.6%	151,201	4.4%
Public administration	294	6.4%	14,230	3.7%	136,065	4.0%

An analysis of employment by occupation provides a more nuanced view of the broad categories into which workers fall, and whether they can be considered “blue collar” or “white collar.” As might be expected given the high rates of educational attainment in Georgetown, the

town shows a higher proportion of the workforce engaged in white collar occupations than the County and the Commonwealth, and a smaller proportion in blue collar occupations.

“Management, business, science, and arts occupations” make up nearly half of the workforce, while “Sales and office occupations” make up another 27%. Just 13.6% of Georgetown workers are in the service industry and 5.6% in “production, transportation, and material moving,” compared to 18.3% and 10.3% in Essex County, respectively.

Table 20

Employment by Occupation						
	Georgetown		Essex County		Massachusetts	
	number	percent	number	percent	number	percent
Civilian employed population 16 years and over	4,623		383,882		3,415,975	
Management, business, science, and arts occupations	2237	48.4%	156,504	40.8%	1,510,715	44.2%
Service occupations	628	13.6%	70,286	18.3%	602,742	17.6%
Sales and office occupations	1,247	27.0%	90,572	23.6%	767,408	22.5%
Natural resources, construction, and maintenance occupations	251	5.4%	27,135	7.1%	235,906	6.9%
Production, transportation, and material moving occupations	260	5.6%	39,385	10.3%	299,204	8.8%

Commuting

On average, Georgetown residents have a longer commute to work than their counterparts in Essex County and the Commonwealth of Massachusetts. Only an estimated 15.8% of Georgetown workers age 16 and older spend less than 15 minutes commuting to work, compared to 26.5% of workers in Essex County and 23.8% of workers statewide. Just over half of Georgetown workers spend at least a half hour commuting, which is a larger percentage than workers in Essex County and the state. Boxford and Groveland have similar commuting profiles to Georgetown, while Newbury and Rowley have more polarized commutes: high proportions of workers with less than 15 minute commutes, but also high proportions commuting over an hour.

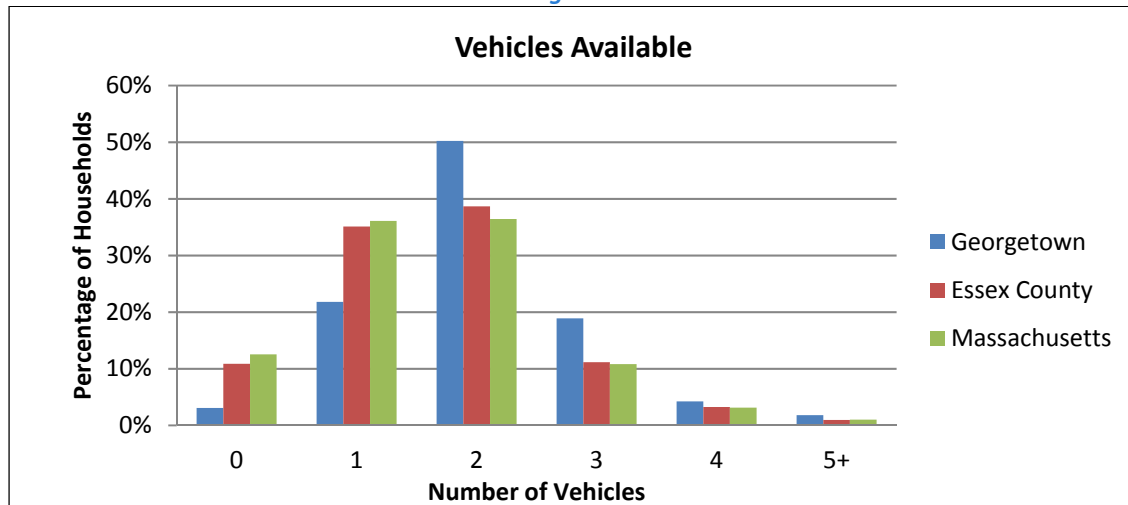
Table 21

TRAVEL TIME TO WORK (2011-2015 ACS)								
Minutes	Georgetown	Boxford	Groveland	Newbury	Rowley	Topsfield	Essex	MA
Less than 15	15.8%	15.5%	19.3%	29.7%	25.6%	20.2%	26.5%	23.8%
15 - 29	33.2%	26.1%	30.6%	24.0%	19.2%	29.1%	31.0%	32.3%
30 - 44	24.8%	21.7%	22.8%	16.7%	23.4%	21.2%	19.2%	22.2%
45 - 59	10.7%	17.3%	11.9%	9.8%	6.9%	17.7%	9.7%	10.2%
60 or more	15.5%	19.3%	15.3%	19.8%	24.8%	11.8%	13.7%	11.6%

The lack of major local employment centers and available public transportation options in Georgetown account for the relatively long commutes faced by Georgetown workers and a heavily reliance on personal automobile ownership. Figure 2 below shows the number of vehicles owned per housing unit in Georgetown, compared to Essex County and Massachusetts. Three quarters of Georgetown households own at least two vehicles, a rate

much higher than that of the Commonwealth and the County. Only three percent of Georgetown households do not own a vehicle.

Figure 2



Unemployment

Table 22 shows the most recently monthly unemployment figures provided by the Massachusetts Executive Office of Labor and Workforce Development for Georgetown, its neighbors, Essex County and Massachusetts. Georgetown and all of its neighbors are below the statewide and countywide rates, which are themselves very low by historical standards. At 2.2% in December 2016, Georgetown is essentially at full employment, given that some small level of unemployment is expected as people move between jobs or move to different areas. Table 23 shows how Georgetown's unemployment rate has fallen steadily over the last five years, reaching a low of 2.8% in 2016 (MA Executive Office of Labor and Workforce Development, 2017).

Table 22

UNEMPLOYMENT								
Period	Georgetown	Boxford	Groveland	Newbury	Rowley	Topsfield	Essex	MA
December 2016	2.2%	1.8%	1.8%	2.5%	2.3%	2.0%	2.9%	2.8%

Table 23

GEORGETOWN ANNUAL AVERAGE UNEMPLOYMENT, 2012-2016					
	2012	2013	2014	2015	2016
Georgetown	5.2%	5.2%	4.7%	3.8%	2.8%

Section 4: Housing Characteristics

Housing Units

In 2010, there were 3,044 housing units in Georgetown, which is 428 more than in 2000. This represents a 16% increase in housing units since 2000. This rate of growth is more than double the rate of Essex County and the Commonwealth of Massachusetts. When compared to surrounding towns, the housing unit growth rate in Georgetown is only rivaled by Groveland, which also experienced a 16% increase in housing units as shown in Table 24. The increase in housing units in Georgetown since 2000 corresponds to the population growth in the community. However, at least half of this growth can be attributed to the opening of the 186-unit Longview at Georgetown Apartments in 2004.

Table 24

HOUSING UNITS					
	1990	2000	% Change 1990-2000	2010	% Change 2000 to 2010
Georgetown	2,219	2,616	17.9%	3,044	16.4%
Boxford	2,087	2,610	25.1%	2,757	5.6%
Groveland	1,827	2,096	14.7%	2,439	16.4%
Newbury	2,365	2,816	19.1%	2,936	4.3%
Rowley	1,573	2,004	27.4%	2,253	12.4%
Topsfield	1,967	2,144	9.0%	2,175	1.4%
Essex County	271,977	287,144	5.6%	306,754	6.8%
Massachusetts	2,472,710	2,621,947	6.0%	2,808,254	7.1%

Age of Housing Stock

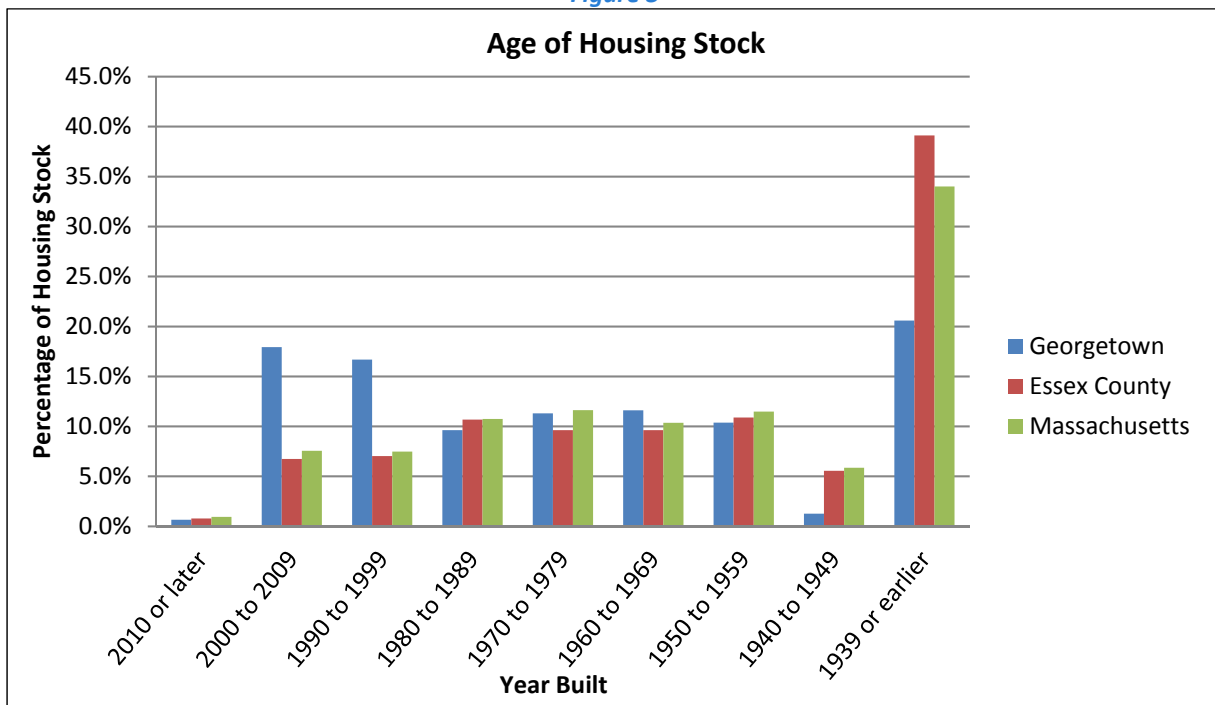
Table 25 and Figure 3 below provides information on the age of the housing stock in Georgetown compared to that of Essex County and Massachusetts. While the proportion of housing units in Georgetown built in the 1950's through the 1980's is fairly similar to that of the County and the Commonwealth, Georgetown has a much smaller proportion of pre-war (1939 or earlier) housing and a much larger proportion of housing built after 1990.

Table 25

AGE OF HOUSING UNITS (2011-2015 ACS)						
Year Built	Georgetown		Essex County		Massachusetts	
	#	%	#	%	#	%
2010 or later	21	0.6%	2,422	0.8%	26,488	0.9%
2000 to 2009	579	17.9%	20,720	6.7%	213,547	7.6%
1990 to 1999	539	16.7%	21,629	7.0%	211,209	7.5%
1980 to 1989	311	9.6%	32,856	10.7%	303,738	10.7%
1970 to 1979	365	11.3%	29,621	9.6%	328,414	11.6%
1960 to 1969	375	11.6%	29,606	9.6%	292,628	10.3%
1950 to 1959	335	10.4%	33,520	10.9%	324,491	11.5%
1940 to 1949	41	1.3%	17,090	5.6%	165,661	5.9%
1939 or earlier	665	20.6%	120,430	39.1%	961,644	34.0%

Over 35% of all housing units in Georgetown were built in the last two and a half decades, compared to just 14.5% for Essex County and 16% for Massachusetts (ACS, 2015). It should also be noted that the five-year pooled sampling methods used by the American Community Survey to arrive at their estimates are likely to undercount housing built in the last several years, and so the percentage of 2010 or later housing may actually be larger than it appears.

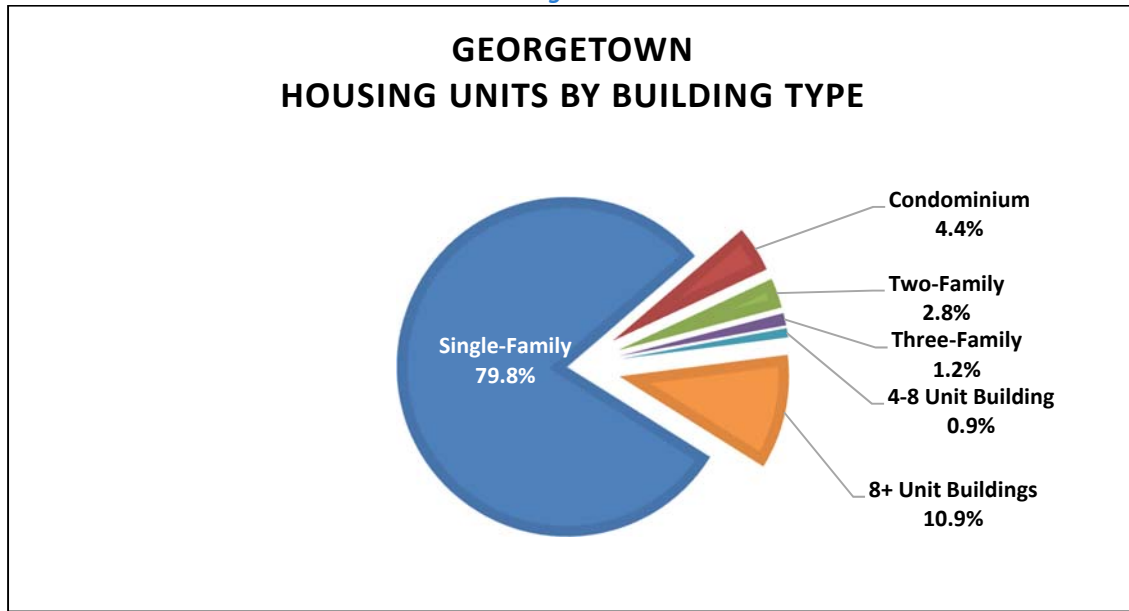
Figure 3



Housing Type

The housing stock in Georgetown is predominantly comprised of single-family homes, as shown in Figure 4 on the next page. Only 88 units, or 2.8% of all residential units, are located in two-family homes. There are 27 units located in 4-8 unit buildings (0.9%)(Town of Georgetown, 2017). There are also 338 units located in eight plus unit buildings. Approximately 55% of these units are located at Longview at Georgetown, which has 186 apartments.

Figure 4



Tenure and Residency

Georgetown has a significantly higher rate of homeownership than Essex County and the Commonwealth of Massachusetts. According to the 2011-2015 ACS, 83.6% of housing units in the town were owner occupied. This is a small increase from 2010, but a decrease from 2000 when over 86% of units were owner occupied (ACS, 2015). This indicates that there has been at least some development of rental housing units in the past decade and a half, or ownership units have been converted into rental units. Therefore, there appears to be a small amount of diversity in Georgetown's housing stock, comparable with its neighbors.

Table 26

HOUSING TENURE						
	2000		2010		2011-2015 ACS	
	Rental	Ownership	Rental	Ownership	Rental	Ownership
Georgetown	13.6%	86.4%	17.2%	82.8%	16.4%	83.6%
Boxford	2.8%	97.2%	3.4%	96.6%	1.9%	98.1%
Groveland	13.8%	86.2%	14.5%	85.5%	19.6%	80.4%
Newbury	19.5%	80.5%	17.1%	82.9%	19.7%	80.3%
Rowley	23.0%	77.0%	18.7%	81.3%	16.2%	83.8%
Topsfield	11.1%	88.9%	9.5%	90.5%	7.5%	92.5%
Essex County	36.5%	63.5%	36.2%	63.8%	37.0%	63.0%
Massachusetts	38.3%	61.7%	37.7%	62.3%	37.9%	62.1%

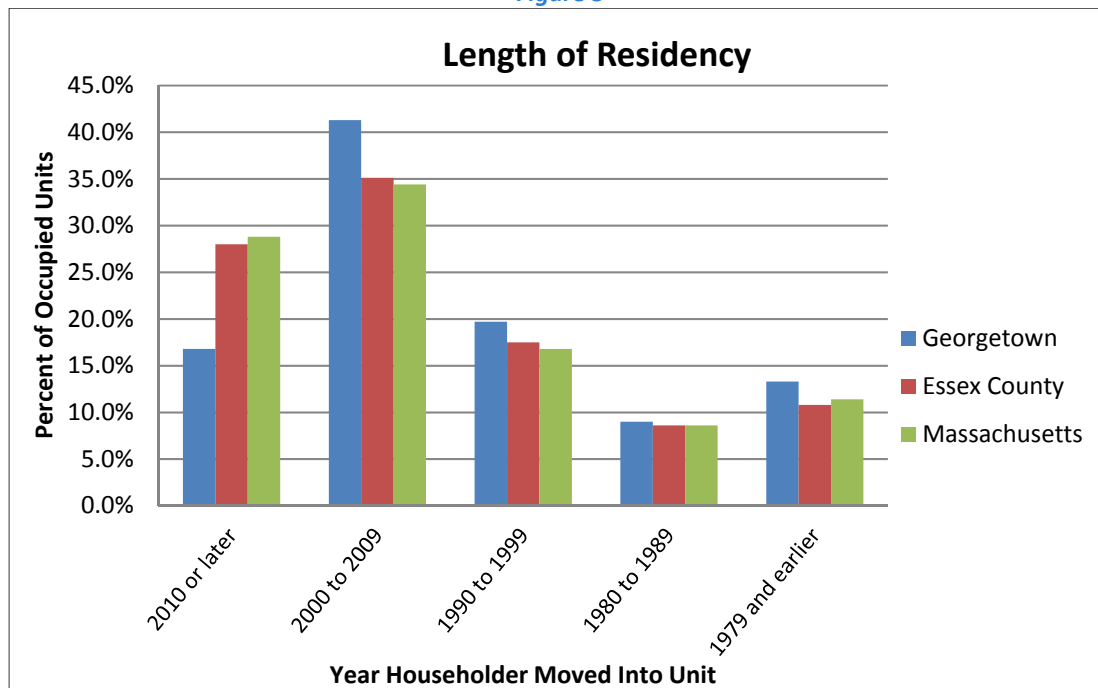
Table 27 and Figure 5 below show the year ranges that Georgetown residents moved into their homes according to the 2011-2015 ACS, and then it compares this data to the years residents of Essex County and the Commonwealth of Massachusetts moved into their homes. As might be expected given the large amount of Georgetown's housing stock developed in the 1990's and 2000's, Georgetown has large proportions of residents who have been in their homes since those

periods. Over 41% of Georgetown residents moved into their homes between 2000 and 2010 (ACS, 2015). However, compared to state and county averages, there are relatively few Georgetown residents who moved into their home in 2010 or later, at just 17% of the total compared to 28% for Essex County and 29% for Massachusetts. This would seem to indicate that the recession and housing market crash had a significant negative effect on the number of households who moved into Georgetown or moved to a new home within Georgetown. This may also be due to a reported anti-growth sentiment against the permitting of any new multifamily housing in Georgetown. This is illustrated by the fact that it took the developer of the 22-lot Turning Leaf subdivision on Lisa Lane two and a half years to gain all the necessary approvals for his project (Farrell, 2017).

Table 27

LENGTH OF RESIDENCY			
Year Householder Moved into Unit	Georgetown	Essex County	Massachusetts
Total Occupied Units	3,115	287,912	2,549,721
2010 or later	16.8%	28.0%	28.8%
2000 to 2009	41.3%	35.1%	34.4%
1990 to 1999	19.7%	17.5%	16.8%
1980 to 1989	9.0%	8.6%	8.6%
1979 and earlier	13.3%	10.8%	11.4%

Figure 5



Building Permit History

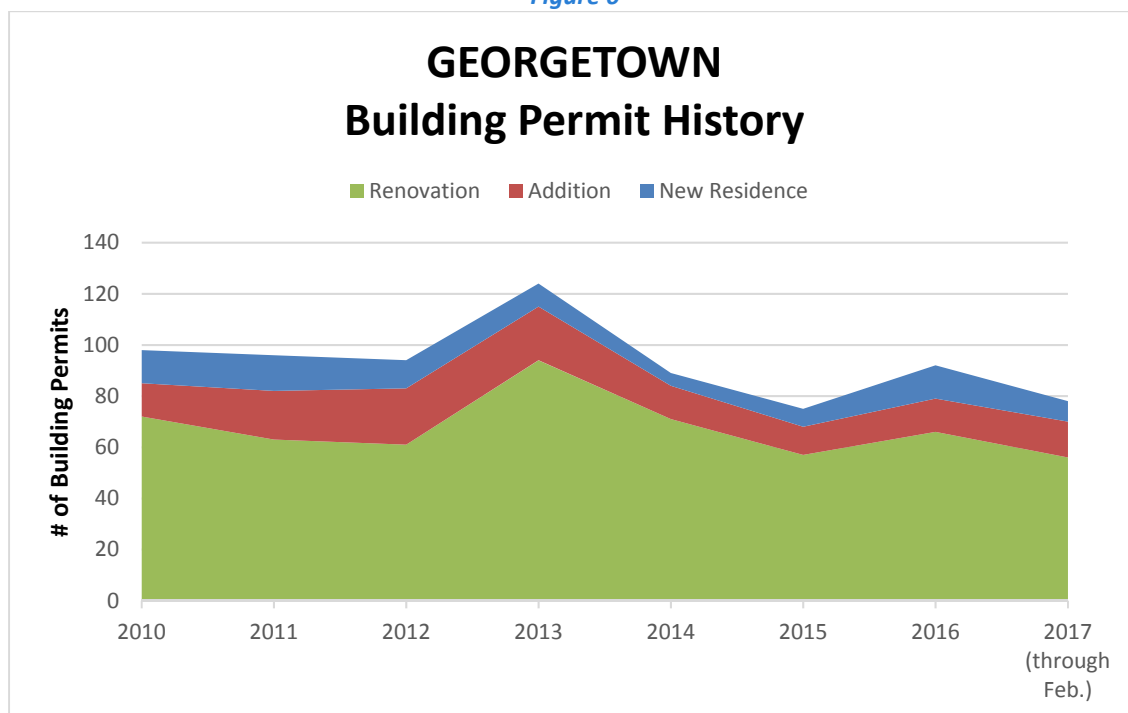
The history of construction permits, as shown in Table 28 and Figure 6, reflects the growth of new dwellings between FY 2010 and FY 2017 (through February). Only 67 new units were built during this time, an average of 10 units per year. However, there has been a steady rise in the

number of dwellings built since 2014, from 5 in FY 2014 to 13 in FY 2016 (Godin, 2017). Based on the eight new units permitted through February 2017 of FY 2017, which runs through June 30th, there are projected to be 11 new units permitted through the end of FY 17. Data on the number of homes demolished was not available, but would only further reduce the already low number of new homes built during this time period.

Table 28

Building Permits in Georgetown – FY 2010 – FY 2017 (through Feb.)									
Fiscal Year	2010	2011	2012	2013	2014	2015	2016	2017 (through Feb.)	Total
New Residence	13	14	11	9	5	7	13	8	80
Addition	13	19	22	21	13	11	13	14	126
Renovation	72	63	61	94	71	57	66	56	540

Figure 6



Assessed Valuation

The table below shows the total assessed value of all single family homes in Georgetown on an annual basis since 2000, along with the average assessed value of a single family home. Both of these figures appear to follow national trends in the housing market over the last 17 years. The average assessed value of a single-family home in Georgetown doubled from 2000-2017, but has only risen 6% from 2011-2017 to \$402,386 (Massachusetts Department of Revenue, 2016). The total number of single family home parcels has increased from 2,202 in the year 2000 to 2,470 in fiscal year 2017.

Table 29

SINGLE FAMILY ASSESSED VALUE				
Fiscal Year	Total Assessed Value		Average Single Family Assessed Value	
	\$	% Change	\$	% Change
2000	\$430,410,800	N/A	\$195,464	N/A
2001	\$573,291,500	33.2%	\$257,659	31.8%
2002	\$581,549,700	1.4%	\$259,620	0.8%
2003	\$591,058,000	1.6%	\$262,576	1.1%
2004	\$809,120,600	36.9%	\$354,411	35.0%
2005	\$923,086,000	14.1%	\$398,397	12.4%
2006	\$986,948,800	6.9%	\$419,087	5.2%
2007	\$1,049,209,700	6.3%	\$440,474	5.1%
2008	\$1,056,148,010	0.7%	\$442,829	0.5%
2009	\$1,010,603,210	-4.3%	\$422,140	-4.7%
2010	\$989,118,850	-2.1%	\$412,477	-2.3%
2011	\$913,010,550	-7.7%	\$378,843	-8.2%
2012	\$920,477,010	0.8%	\$379,891	0.3%
2013	\$920,191,760	0.0%	\$377,592	-0.6%
2014	\$920,017,660	0.0%	\$376,593	-0.3%
2015	\$930,071,860	1.1%	\$379,312	0.7%
2016	\$965,985,560	3.9%	\$392,997	3.6%
2017	\$993,894,460	2.9%	\$402,386	2.4%

Tax Rate and Tax Bills

Georgetown has a single tax rate for residential, commercial, industrial and personal properties. In fiscal year 2017, the tax rate is \$16.21 per \$1,000 of assessed valuation (Massachusetts Department of Revenue, 2016). **Error! Reference source not found.** shows how the tax rate in Georgetown steadily declined from FY 2000 to FY 2007, when it reached as low as \$9.05. Since 2007, the tax rate has increased in all but one year, with the largest increase coming in FY 2015 when it increased by 14.1% (or nearly \$2.00 per \$1,000 of valuation) over the previous year.

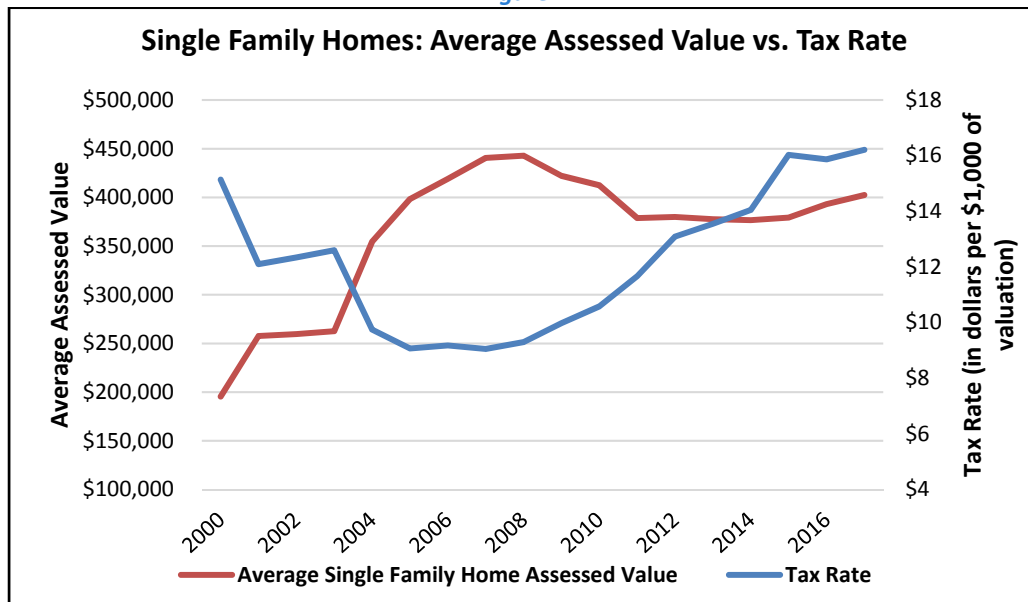
Table 30

GEORGETOWN TAX RATE AND AVERAGE TAX BILLS				
Fiscal Year	Tax Rate		Average Single Family Tax Bill	
	Number	% Change	Number	% Change
2000	\$15.14	N/A	\$2,959	N/A
2001	\$12.10	-20.1%	\$3,118	5.4%
2002	\$12.34	2.0%	\$3,204	2.8%
2003	\$12.60	2.1%	\$3,308	3.2%
2004	\$9.75	-22.6%	\$3,456	4.5%
2005	\$9.07	-7.0%	\$3,613	4.5%
2006	\$9.18	1.2%	\$3,847	6.5%
2007	\$9.05	-1.4%	\$3,986	3.6%
2008	\$9.30	2.8%	\$4,118	3.3%
2009	\$9.98	7.3%	\$4,213	2.3%
2010	\$10.58	6.0%	\$4,364	3.6%
2011	\$11.67	10.3%	\$4,421	1.3%
2012	\$13.09	12.2%	\$4,973	12.5%

GEORGETOWN TAX RATE AND AVERAGE TAX BILLS				
Fiscal Year	Tax Rate		Average Single Family Tax Bill	
	Number	% Change	Number	% Change
2013	\$13.55	3.5%	\$5,116	2.9%
2014	\$14.05	3.7%	\$5,291	3.4%
2015	\$16.03	14.1%	\$6,080	14.9%
2016	\$15.87	-1.0%	\$6,237	2.6%
2017	\$16.21	2.1%	\$6,523	4.6%

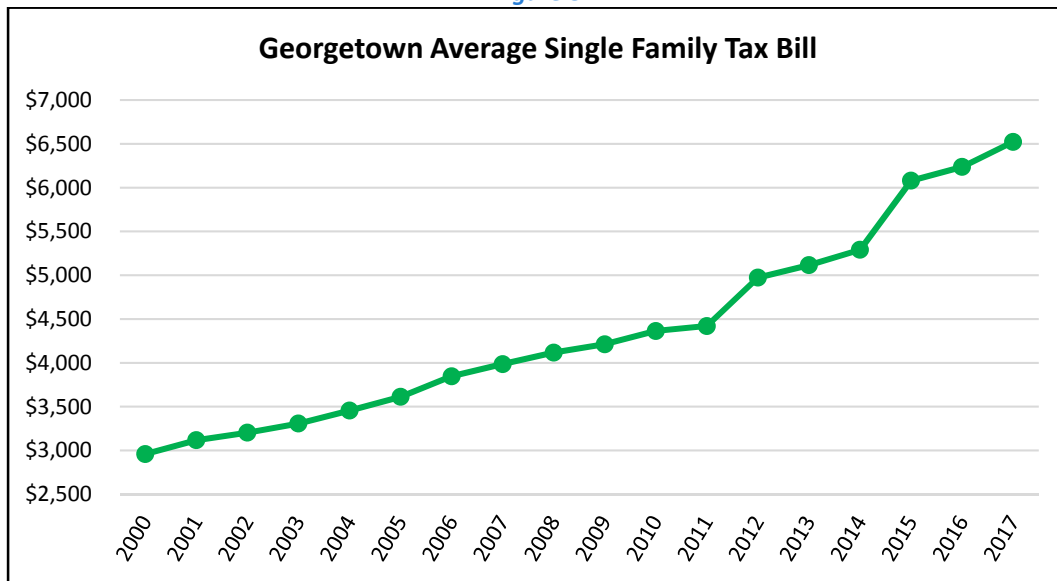
Figure 7 compares the fluctuations in the Georgetown tax rate to the average assessed value of a single-family home from 2000 to 2017. For most of the period from FY 2000 to FY 2017 they appear to be moving in inverse directions: rapid appreciation in home values in the early and mid-2000's was matched by significant cuts in the tax rate. Only in the last several years have these two measures appeared to move in the same direction, with home values and tax rates both climbing.

Figure 7



shows that the actual tax bill paid for the average single family home increased at a similar rate as the assessed value of single family homes, more than doubling from 2000-2017 and increasing by 48% from 2011-2017. In FY 2000, the average single family home owner paid just under \$3,000 in local property taxes, compared to \$6,523 in FY 2017 (Massachusetts Department of Revenue, 2016). While these figures are not adjusted for inflation, which would make the increases appear somewhat more modest, they nonetheless show that the tax burden on single family home owners has steadily increased regardless of broader economic cycles and fluctuations in home values.

Figure 8



Section 5: Affordable Housing Inventory

Our evaluation of affordable housing needs in Georgetown involved an analysis of the current and planned rental and homeownership affordable housing in Georgetown. This section discusses the competitive environment that presently exists for market rate and affordable rental housing, including age restricted rental housing, as well as homeownership housing. Providers were analyzed with regard to location, product type, target population, and inventory. In order to locate developments, we reviewed internet web sites, the Commonwealth of Massachusetts Subsidized Housing Inventory for the Town of Georgetown, MassHousing and HUD websites.

Chapter 40B

The Massachusetts Legislature enacted Massachusetts General Law Chapter 40B in 1969 to “help address the shortage of affordable housing statewide by reducing unnecessary barriers created by local approval processes, local zoning and other restrictions” (Citizens' Housing and Planning Association, 2014). Known as the “Comprehensive Permit Law” or “Anti-Snob Zoning Law,” 40B has streamlined the permitting process for low and moderate-income housing projects by allowing developers to apply for a single permit, a comprehensive permit, from the Zoning Board of Appeals (ZBA) instead of having to obtain approvals from numerous boards.

To qualify for 40B, projects must meet certain criteria. For example, at least 25% of units must be affordable to households earning at or below 80% of AMI or 20% of units must be affordable to households earning at or below 50% of AMI (Citizens' Housing and Planning Association, 2014). The affordability restrictions must run for at least 30 years. In addition, Chapter 40B can allow developers of 40B projects to circumvent local zoning in communities where less than 10% of their housing inventory is considered affordable.

Subsidized Housing Inventory

The state's Subsidized Housing Inventory (SHI) is used to measure if a municipality has reached the 10% affordable housing threshold. To encourage rental housing development, if at least 25% of units are occupied by Income Eligible Households earning 80% or less than the area median income, or alternatively, if at least 20% of units are to be occupied by households earning 50% or less of area median income, and meet all criteria outlined for SHI inclusion, then all of the units in the rental development shall be eligible for inclusion on the SHI. In determining the number of units required to satisfy either percentage threshold, fractional numbers shall be rounded up to the nearest whole number (e.g.: in a 51 unit development, one would restrict 13 units in order to meet the 25% standard). DHCD does this to encourage rental housing. *According to the SHI as of February 23, 2017, the Town of Georgetown had 3,031 Year Round Housing Units – based on the 2010 Census – and 353 SHI units. That means 11.65% of the town's housing stock is considered to be affordable, and the Town of Georgetown has exceeded the state's 10% goal* (Massachusetts Department of Housing and Community Development, 2017). See Appendix B for the Town of Georgetown's SHI.

The Trust also submitted paperwork to DHCD in January 2017 for two deed-restricted units at 80% AMI at the 22-lot Turning Leaf subdivision on Lisa Lane to be added to the SHI. This includes a rental unit at 32 Lisa Lane and an ownership unit at 30 Lisa Lane (Georgetown Affordable Housing Trust, 2017). It is important to note that all of the units on the SHI are not necessarily affordable or below market rate. In rental projects, for example, all units are counted on the SHI even if only 20 % are actually affordable to lower-income residents. We also note that there are 8 affordable homeownership units for households age 55 plus at Parker River Landing and 1 affordable homeownership unit at 14 Middle Street, described below, that are not listed on the SHI due to having faulty deed riders.

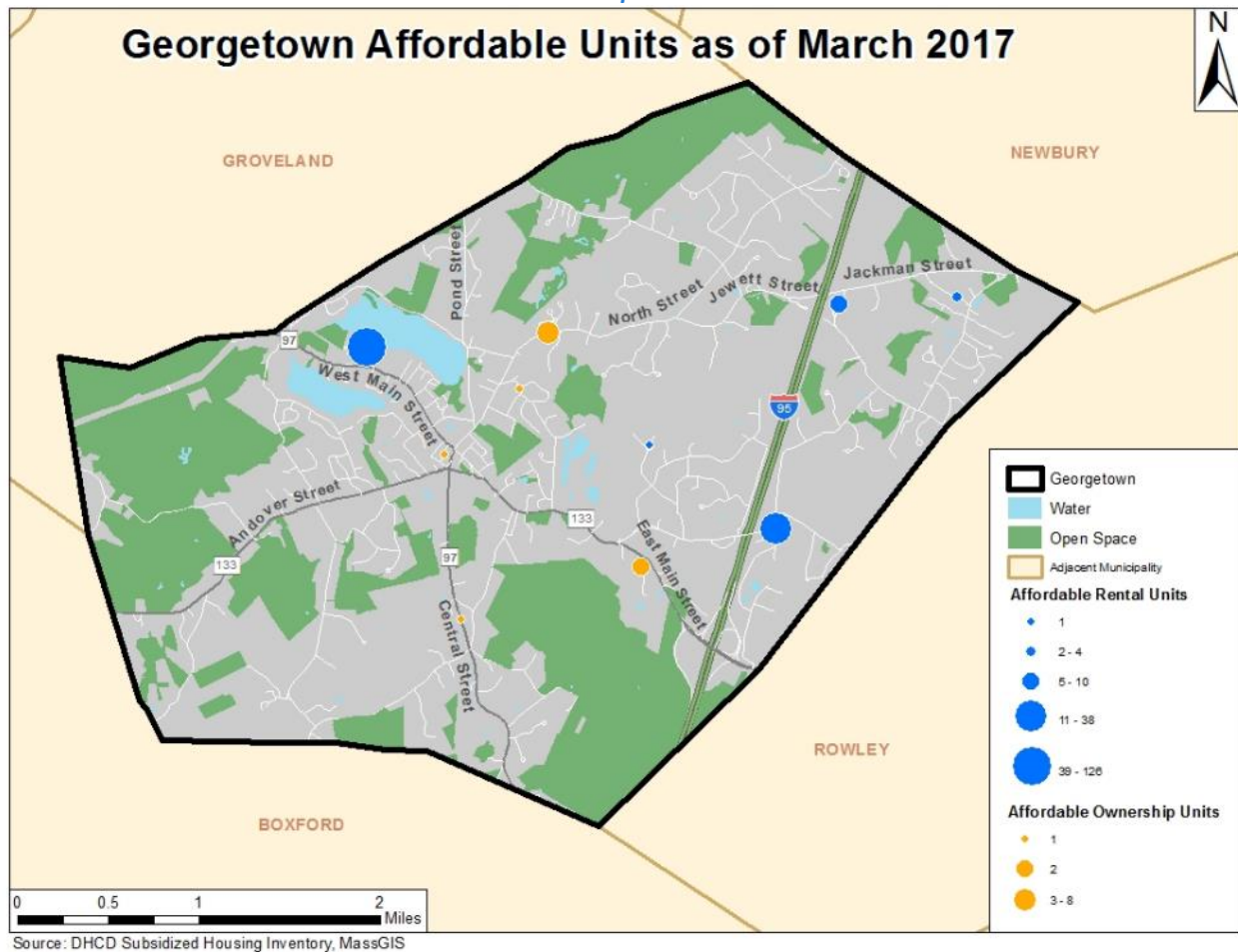
Therefore, there are a total of 216 actual affordable housing units in Georgetown. The table below breaks down these affordable units by tenure and type. **The table differs slightly from the state's Subsidized Housing Inventory (explained under "Chapter 40B" above) because the summary table only includes units that are truly affordable and constructed.** For a breakdown of units by development and affordability level please refer to the Affordable Housing Inventory in Appendix C, at the end of the report.

Table 31

Summary of Affordable Housing in Georgetown	
Rental	
Family	11
Senior/Disabled	126
Other (Longview)	38
DMH/DDS	27
Ownership	
Family	6
Senior/Disabled	8
Total	216

This table shows that the majority of affordable units in Georgetown, 202, are rental and that only 14 units are homeownership. It also shows that the majority of units, 134 are age-restricted for households over age 55 including 126 rental units and 8 homeownership units. The map below shows the location of these affordable units by tenure in Georgetown. The map shows that the majority of the affordable units are located east of I-95 or close to Downtown Georgetown.

Map 5



As noted above, one of the challenges in Georgetown has been getting affordable housing units registered with DHCD on the SHI. Affordable units at the ISH project Parker River Landing, for instance, were created before standardized documents from the state – deed riders – were available. The units’ deed riders therefore contain provisions which state that all household members must be over 55 and have no asset limitations, which is inconsistent with the state’s standard Local Initiative Program (“LIP”) Deed Rider. The state’s standard LIP Deed Rider states that for age-restricted projects only one household member is required to be over 55 and also requires a \$275,000 asset limitation. For non-age restricted projects, there is a \$75,000 asset limitation. Because the riders do not “match” the standard deed riders, the units have not been listed on the SHI. A secondary issue with the Parker River Landing deed riders is that the resale price certificates were never recorded at the Essex County Registry of Deeds. The Affordable Housing Trust is working with owners of these affordable units to try to “buy down” their unit so that the deed rider can be replaced with the state’s standard LIP Deed Rider. This will ensure long-term affordability and will allow the unit to be added to the SHI. However, the Trust has estimated the cost to buy down each of the affordable units at Parker River Landing to be between \$40,000-\$50,000 (Nelson, 2017). It is unclear if this will occur.

State Public Housing

State public housing falls under Massachusetts General Laws Chapter 667 for elderly housing and Chapter 705 for family housing. State-aided public housing generally refers to projects built with 100% state funding (i.e. construction grants or payments to the local housing authority to cover debt service). There are some units whose construction has effectively been paid by the federal Department of Housing and Urban Development (HUD) through annual payments to cover debt service, and some of their operating costs have been paid through Section 8 programs. In elderly housing, occupancy is restricted to households with a member age 60 or older, and up to 13.5% of the units in 667 projects are available to any age individual with disabilities.

Admission to state public housing is limited to households with net incomes below 80% of AMI. In reality, tenant incomes tend to be far lower than the maximum allowed. There are no asset limits and no citizenship or residency requirements. The amount of rent a tenant pays is based on household income and whether the cost of any utilities (electricity, heat, cooking fuel) is included in the rent. Rent also differs in elderly versus family public housing (MA DHCD, 2017)

Currently, tenants in state elderly/disabled public housing typically pay:

- 30% of net income if utilities are included;
- 25% of net income if utilities are separate.

Tenants in state family public housing typically pay:

- 32% of net income if the tenant does not pay for utilities
- 30% of net income if the tenant pays for some utilities
- 27% of net income if the tenant pays for all utilities

DHCD provides operating subsidies for state-aided public housing to help cover deficits. These deficits result from rents being set at a percentage of tenant income and therefore not always cover operating costs. In some cases, DHCD may provide funds for service coordinators to assist tenants in elderly state-aided housing.

Federal Public Housing

Federal public housing refers to public housing that is built with 100% federal (HUD) funds. These projects are subject to federal regulations and receive annual operating subsidies from HUD as well as modernization funds for capital and management improvements as they age. Under current law, 75% - 85% of new openings must go to households earning less than 50% of AMI, with the balance being limited to households earning no more than 80% of AMI. Tenants typically pay 30% of their monthly adjusted income in rent. Monthly adjusted income is annual income minus allowed deductions.

Public Housing in Georgetown

The Georgetown Housing Authority ("GHA") owns and manages 136 public housing rental units including 126 elderly and handicapped units on Trestle Way and 10 family units on Jewett

Street. Residents can qualify to live there if they earn less than 80% of AMI and pay 30% of their income towards rent. However, the majority of residents earn less than 50% of AMI. The GHA is in the process of renovating bathrooms and kitchens in units at both developments at turnover using DHCD public housing modernization funds. The GHA also repaved the parking lots at both developments in 2016. **Both developments are fully occupied with long waiting lists.** At the elderly and disabled development, the wait time is two years for elderly applicants and two plus years for young-disabled applicants. As of February 28, 2017 there were 31 elderly households and 19 young-disabled households waiting for a unit at Trestle Way, indicating significant demand for additional subsidized age-restricted affordable housing in Georgetown. The average wait time for a family unit is even longer, seven to 10 years with 15 families currently waiting for a unit. This long wait is attributed to the limited number of units as well as the tendency of families to stay in their units once they move in, as indicated by the fact that no family units turned over in 2016. The housing authority does not administer any Section 8 mobile vouchers (Drinan, 2017).

Private Affordable Rental Housing in Georgetown



Longview at Georgetown

We identified one multi-unit rental development in Georgetown with an affordable component, Longview at Georgetown, a 186-unit project at 9 Patriot Lane, located adjacent to I-95, professionally managed by the Dolben Company. Approved under Chapter 40B in 2002, the rental project opened in 2004. It includes 38 units that are affordable to households earning up to 50% of AMI. Of those affordable units, 20 have one bedroom and are roughly 800 square feet, and 18 have two bedrooms and are either 1,076 or 1,195 square feet. All of the affordable units are occupied, and roughly 25% of the residents are from Georgetown. Section 8 mobile voucher holders occupy only five of the affordable units, but none of the market-rate units. There are 20 to 30 households on the waiting list for a one-bedroom affordable unit, and there is roughly the same number of households waiting for a two-bedroom affordable unit. The average wait time for an affordable unit is six months to a year. The market rate units are 97% occupied with four units vacant. Longview is currently offering \$500 off of first month's rent for the four vacant market units, for units leased within 24 hours of a tour. Standard two-bedroom units are most in demand (Asia, 2017).

A comparison of market-rate and affordable rents is shown in the table below. Rents only include water, sewer and trash; other utilities such as heat, hot water and electricity are paid by the tenants.

Table 32

LONGVIEW AT GEORGETOWN RENTS		
	One Bedroom	Two Bedroom
Market Rents	\$1,530	\$1,755 - \$1,860
Affordable 50% Rents	\$698	\$821
Utilities Included	Water and Sewer	

The units at Longview at Georgetown include many amenities such as central air conditioning, a washer and dryer in each, kitchens with full appliances, private balconies or patios, and high-speed internet. Select apartments also have private garages, fireplaces and granite countertops. Two buildings have elevators and the remaining buildings are walk ups. The Longview development provides further amenities, including a community clubhouse, a heated swimming pool with a spa, a fitness center and a high-definition theatre. There is also on-call maintenance 24 hours a day.

The development has attracted tenants of all ages. In 2011, at least 25 of the units were occupied by young adults in their 20's, and another 42 units are rented by tenants in their 30's (Corriveau, 2011). Many of the market-rate units were rented by families. Currently, there are a total of 35 school-age children living at Longview (Markarian, 2017). That means there are roughly 0.18 school-age children per unit at Longview. This is likely lower than the ratio of children per unit for single-family homes, which can have at least one school-age children each. According to a 2003 study commissioned by the Citizens' Housing and Planning Association, "compared to single-family homes, new multifamily developments almost always house fewer school-age children per unit" (Community Opportunities Group and Connery Associates, 2003).

Longview at Georgetown is also home to many seniors. In 2011, more than 74 units were occupied by residents age 50 or older (Corriveau, 2011). These are Georgetown residents who wanted to continue living in town. First-floor units as well as apartments in the two Longview buildings that have elevators have been particularly desirable to older residents. In addition, there were some veterans living at Longview (Tyler, 2017).

Other than the apartments at Longview, the only other affordable rental units on the Town's SHI are either in public housing, group homes and the one unit at 32 Lisa Lane (Massachusetts Department of Housing and Community Development, 2017). This indicates a constrained supply of affordable rental units in Georgetown.

Market-Rate Rental Housing

In addition to the 148 market rate apartments at Longview, summarized above, we also identified six units rented on the Multiple Listing Service ("MLS") in Georgetown in 2016. Typically, units rented on MLS are one-off units that are found in smaller homes. This includes

2 one-bedroom units, 2 two-bedroom units, 1 three-bedroom unit, and 1 four-bedroom unit, summarized in the tables below. DOM stands for “Days on Market”.

Table 33

Georgetown One Bedroom Rentals - 1/1/16 - 12/31/16							
Address	# Baths	Square Feet	Rent	Rent/SF	Utilities Included	Year Built	DOM
123-125 Central Street #2	1	700	\$910	\$1.30	W/S	1930	63
123-125 Central Street #3	1	700	\$910	\$1.30	W/S	1930	23
Average	1	700	\$910	\$1.30	W/S	1930	43

Table 34

Georgetown Two Bedroom Rentals - 1/1/16 - 12/31/16							
Address	# Baths	Square Feet	Rent	Rent/SF	Utilities Included	Year Built	DOM
34 Pond Street	2	1,500	\$2,400	\$1.60	W/S	1860	23
26 Prospect Street	1	1,100	\$1,650	\$1.50	none	1890	9
Average	1.5	1,300	\$2,025	\$1.55	W/S	1875	16

Table 35

Georgetown Three Bedroom Rentals - 1/1/16 - 12/31/16							
Address	# Baths	Square Feet	Rent	Rent/SF	Utilities Included	Year Built	DOM
216 North Street	1	840	\$1,800	\$2.14	H, HW, W/S	1800	14

Table 36

Georgetown Four Bedroom Rentals - 1/1/16 - 12/31/16							
Address	# Baths	Square Feet	Rent	Rent/ SF	Utilities Included	Year Built	DOM
2 Deer Run Lane	2.5	3,400	\$3,400	\$1.00	None	2004	30

The two one-bedroom units are located in a recently renovated six-unit building, built in 1930. Units include hardwood floors and have access to common laundry as well as extra storage and come with one parking space. The two-bedroom unit located at 34 Pond Street rented for significantly more than the other two-bedroom unit at 26 Prospect Street or the three-bedroom unit at 216 North Street due to the large size of the unit (1,500 square feet) and its location in a recently renovated single family home with high end amenities including a washer and dryer. The two-bedroom unit at 26 Prospect Street and the three-bedroom unit at 216 North Street are located in two family homes with quality finishes and lack amenities other than hardwood floors. The three-bedroom unit is also very small, only 840 square feet. The four-bedroom unit at 2 Deer Run Lane is a newly built single family home with high end finishes and amenities and also includes six parking spaces.

As of March 1, 2017, there was only one rental unit on the market in Georgetown, according to MLS. It is a two-bedroom, one-bath 1,200-square-foot single-family home built in 1975, located at 6 Beverley Drive, that is being offered for \$2,050 a month with water and sewer included (Multiple Listing Service, 2017). There were no rental units listed on craigslist.com, which tends to list “one off” apartments that are located in two –four family homes rather than large apartment complexes with multiple amenities.

There is a 16-unit apartment building at 122-124 W. Main Street called Georgetown House. Built in 1959, it includes 2 one-bedroom units and 14 two-bedroom units. The one-bedroom units rent for \$850-\$975 a month, and the two-bedroom units on the ground level and second floor rent for \$1,050 a month while two-bedroom basement units rent for \$1,020 a month. Rent includes heat and hot water. The one-bedroom units are 650 square feet and two bedroom units are 850 square feet and are therefore significantly smaller than their newer competition at Longview. All units are fully occupied and management reported minimal turnover. Most of the tenants are seniors, including retired single people. The facility does not offer any common amenities besides coin-operated laundry machines in the basement (Karen, 2017).

All of these factors indicate a constrained rental supply in Georgetown. However, we note that conversion of rental units into condominiums has had little effect on Georgetown's rental housing stock in recent years, as only three rental units (in one building) were converted to condominiums in the past five years (Berube, 2017).

Private Affordable Ownership Housing

There are 14 affordable homeownership units in Georgetown. They include eight affordable, age-restricted units at Parker River Landing, located at 182-192 North Street, restricted to households over age 55 earning up to 80% of AMI. Completed in 2010, this development was developed under the Town's ISH bylaw and includes two-bedroom townhouses. The development is managed by EP Management Corp. None of the homes are currently up for resale.

Other affordable homeownership units include a two-bedroom townhouse at 201 Central Street Condominiums, a single-family home at 14 Middle Street, two single-family homes on True Lane, one single-family home at 4 Molloy Road, and one single family home at 30 Lisa Lane, which was constructed as part of the recently completed 22-lot Turning Leaf subdivision. All units are income restricted to households earning at or below 80% of AMI. These units are listed in the Affordable Housing Inventory in Appendix C, at the end of this report. We did not identify any sales or listings of income-restricted homes in Georgetown on the MLS since the beginning of 2014 and there are no affordable homes currently listed on the MassAccess Registry, the state's registry of currently available affordable homes. This indicates a constrained supply of affordable homeownership units in Georgetown.

Market-Rate Ownership Housing

As shown in the table below, home sales prices have been volatile in recent years. The median sales price of single-family homes in Georgetown peaked at \$405,000 in 2015, but dropped to \$378,000 in 2016. The median sales price of condominiums in Georgetown peaked at \$392,500 in 2013, but dropped to \$377,000 in 2016 (The Warren Group, 2017).

Table 37

MEDIAN SALES PRICE OF SINGLE-FAMILY HOMES & CONDOMINIUMS IN GEORGETOWN				
	Single Family Homes		Condominiums	
Year	\$	% Change	\$	% Change
2016	\$378,000	-6.67%	\$377,000	-0.66%
2015	\$405,000	0.26%	\$379,500	30.86%
2014	\$403,943	5.95%	\$290,000	-26.11%
2013	\$381,250	15.53%	\$392,500	48.11%
2012	\$330,000	-0.60%	\$265,000	-20.90%
2011	\$332,000	-12.63%	\$335,000	45.02%
2010	\$380,000		\$231,000	

The recent decrease in sale prices is reflected in data from the Multiple Listings Service, summarized in the table below. In 2016, 102 single-family homes and eight condominiums sold in Georgetown. The single-family homes sold for an average price of \$398,171, which is \$28,882 less – or 7.3% less – than the average price in the preceding year. The average sales price for condominiums also declined from \$410,225 to \$381,175 over the same time period. This represents a 7.6% decrease. The average sales price of single-family homes and condominiums fell by similar amounts between 2015 and 2016 with both product types averaging approximately 70 days on the market (Multiple Listing Service, 2017). This decrease in home prices has led to a decrease in equity, and the result has been less mobility for existing homeowners in the community. Regardless of the decline in price, homeownership is still out of reach for low income households in Georgetown.

Table 38

Single Family and Condominium Sales - 2015 - 2016 (MLS)										
	Single Family Homes					Condominiums				
Year	# Sales	Sale Price	Sq. Ft.	Price Per Sq. Ft.	Days on Market	# Sales	Sale Price	Sq. Ft.	Price Per Sq. Ft.	Days on Market
2015	106	\$427,053	2,305	\$196	79	8	\$410,225	2,198	\$194	85
2016	102	\$398,171	1,830	\$239	73	8	\$381,175	1,896	\$201	70
# Change	-4	-\$28,882	-475	\$43	-6	0	-\$29,050	-302	\$7	-15
% Change	-3.9%	-7.3%	-26.0%	18.0%	-8.2%	0.0%	-7.6%	-15.9%	3.5%	-21.4%

Overall, the number of home sales in Georgetown has largely increased since 2010 when 65 single-family homes and 6 condominiums sold, as shown in the table below. In 2016, 107 single-family homes and 9 condominium sold, which is a 65% and 50% respective increase since 2010 (The Warren Group, 2017).

Table 39

NUMBER OF SALES IN GEORGETOWN		
Year	Single-Family	Condominium
2016	107	9
2015	110	10
2014	87	7
2013	96	4
2012	87	3
2011	60	6
2010	65	6

Planned Affordable Housing

There is one proposed homeownership development in Georgetown that if permitted and built would create affordable homeownership units at 80% of AMI. This project, the redevelopment of the Dunbar Hotel and Tavern at 34 East Main Street would have 8 units, including six market rate units and two affordable units. The project's developer, Alan Aulson, received site eligibility from DHCD to construct an 8-unit project under the Chapter 40B LIP program on February 22, 2017. The existing building, a 3-story walk up built in 1810, would be redeveloped into 6 one-bedroom units that would be 630-790 square feet and 2 two-bedroom units that would be 950-1,270 square feet (Pitari, 2017). The Developer is currently in the process of revising site plans for the development before submitting an application to the Georgetown ZBA. The Developer has indicated that he may sell the rights to the project after getting it permitted (Aulson, 2017).

An 11-lot homeownership project at 66 Parish Road being permitted under the Open Space Residential Development ("OSRD") bylaw will also have to comply with the Inclusionary Housing Balance bylaw, §165-71 of the Georgetown Zoning Bylaw (Pitari, 2017). However, it is not known at this time if the developer, Parish Road Realty, will be asked to contribute to the Inclusionary Housing Fund in lieu of committing to at least 10% of the units being affordable to households earning up to 70% of AMI, in accordance with §165-71 (Town of Georgetown, 2011).

Section 6: Demand Analysis

Affordability Gap

The following demand analysis analyzes the gap between home sales prices and rental rates in Georgetown and the amount of housing costs low-income homeowners and renters can actually afford. It uses the 2016 income limits for affordable housing in Georgetown, which were shown in Table 1 on page 7. The 80% income limits are provided below in Table 40.

Table 40

2016 INCOME LIMITS FOR AFFORDABLE HOUSING IN GEORGETOWN						
Area Median Income	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person
80% AMI	\$46,000	\$52,600	\$59,150	\$65,700	\$71,000	\$76,250

To better understand whether Town of Georgetown employees qualify for low-income housing, we have examined average annual salaries for several areas of municipal employment. As Table 41 below shows, the average annual salary of a school teacher in the Georgetown Public Schools is \$66,512 (Markarian, 2017). That exceeds the 80% AMI income limit for a one, two, three- and four-person household in Georgetown, which means local school teachers, on average, do not qualify for low-income housing in the community. Similarly, Georgetown police officers, who make an average annual salary of \$75,857 as well as Georgetown firefighters, who make an average annual salary of \$65,260 do not likely qualify. (This is not to say that individual teachers, police officers, or firefighters with lower salaries would not qualify for affordable housing in Georgetown.) Town hall staff members, on the other hand, have an average annual salary of roughly \$43,449, which means they likely qualify if they are a one-person household or they are the only wage earner in the household (McMenemy, 2017).

Table 41

Average Salaries for Town of Georgetown Employees	
Teachers	\$66,512
Fire	\$65,260
Police officers	\$75,857
Town Hall administrative staff	\$43,449

Homeownership

As state previously, the state considers homeownership to be affordable if no more than 30% of a household's income is paid toward housing expenses. This 30% threshold includes not only principal and interest payments – or monthly mortgage costs – but also property taxes, homeowner insurance, private mortgage insurance and any homeowner or condo association fees. In addition, DHCD encourages cities and towns to set affordable sale prices below 80% of AMI to ensure that there is a window of affordability for potential low-income buyers. This window targets households with incomes between 70% and 80% of AMI, and currently for new projects, that state is pricing units at 70% of AMI. In Georgetown, a four-person, low-income household can afford to purchase a \$199,500 three-bedroom single-family home, based on current interest and tax rates. See Table 42 on the next page, which uses the maximum selling price formula from DHCD.

Table 42

Three-Bedroom Single Family Purchase Price Calculation	
Housing Cost:	
Sales Price	\$199,500
5% Down payment	\$9,975
Mortgage	\$189,525
Interest rate	4.35%
Amortization (years)	30
Principal and Interest Payments (monthly)	\$943.48
Tax Rate (per \$1,000 of value)	\$16.21
Property Taxes (monthly)	\$269
Hazard insurance (monthly)	\$100
Private Mortgage Insurance (monthly)	\$123
Condo/HOA fees (if applicable)	\$0
Monthly Housing Cost	\$1,436
Necessary Income:	\$57,436
Household Income:	
# of Bedrooms	3
Household Size	4
80% AMI/"Low-Income" Limit	\$65,700
Target Housing Cost (80%AMI)	\$1,643
70% AMI Limit (10% Window)	\$57,488
Target Housing Cost (70%AMI)	\$1,437

There is a substantial gap between the sales price of an affordable home – \$199,500 for a low-income family of four – and the average 2016 sales price of \$398,171 for a three-bedroom, single-family in Georgetown according to MLS. That “affordability gap” is \$198,671, approximately double the cost of what a family of four earning 80% of AMI can afford, as shown in Table 43. The gap is smaller between the sales price of an affordable home and the median sales price of a single-family home according to 2016 Warren Group data; that gap is \$178,500.

Table 43

Ownership Gap	
Affordable Purchase Price for 4-Person Household at 80% AMI	\$199,500
Average Single Family Home Sales Price	\$398,171
Affordability Gap	\$198,671

Rental

In Georgetown, market rents of newer units are out of reach for low-income renters (i.e. households earning 80% of AMI). According to DHCD, affordable rents include a “window” of affordability and are based on rents equal to 30% of 70%-80% of AMI. In order to illustrate the gap in affordability for market-rate rental housing units in Georgetown, we used the current rents for two-bedroom units at Longview at Georgetown. We note that only water and sewer is included in base rent at Longview at Georgetown. Therefore, we have calculated the utility adjusted rent at Longview as well to show the full gap in housing costs. As shown in Table 44, a two-person, low-income household can afford to rent a two-bedroom apartment for no more than \$1,151 a month, if utilities are included. That is \$789 or 43% less a month than what a

tenant renting a two-bedroom, market-rate unit at Longview at Georgetown spends on rent and utilities.

Rents at Georgetown House, on the other hand, are affordable to low-income renters. As mentioned earlier, monthly rent for a two-bedroom unit on the ground or second floor is \$1,050, including heat and hot water. While affordable, these units are much older – 45 years older – and much smaller – 226 to 345 square feet smaller – than the two-bedroom units at Longview at Georgetown. Longview also offers many more amenities than Georgetown House.

Table 44

Rental Affordability Gap Calculation	
80% AMI Household Income (2 Person)	\$52,600
70% AMI Household Income (10% Affordability Window)	\$46,025
30% Income toward Rent	\$13,808
Affordable Monthly Rent	\$1,151
Market-Rate 2 BR Rent (based on Longview)	\$1,755
Rent Adjusted for Utilities	\$1,900
Affordability Gap (monthly)	\$749

In general, the income gap for renters in Georgetown is notable. For example, a two-person household, if they were paying only 30% of their income towards rents, would need an annual income of \$76,000 to afford a two-bedroom, market-rate unit at Longview at Georgetown, including utilities. The income limit for a two-person household earning no more than 80% of AMI in Georgetown is \$52,600. As the table below shows, this is an annual income gap of \$23,400. For very low-income households at or below 30% AMI, where households earning minimum wage tend to fall, maximum affordable rent is around \$550-\$650 monthly and the income gap is even more significant.

Table 45

INCOME GAP	
Market-Rate 2 BR Rent	\$1,755
Rent Adjusted for Utilities	\$1,900
Annual Rent	\$22,800
Household Income Needed to Afford Market-Rate Rent	\$76,000
80% AMI Household Income (2 Person)	\$52,600
Income Gap	\$23,400

Demand for Housing

To determine demand, we looked at supply, the number of existing affordable units in the community, and demand, the number of age and income qualified households in the community. We looked at age to separate out age restricted from non-age restricted households. The United States Census starts tracking households at age 15 and most elderly units do not allow households with head of householders under age 62.

We began by examining households by age and income level for three income levels in Georgetown. We utilized the income requirements as set forth previously. For non-elderly households, 15-61 years old, we used income levels for two- to four-person households as basic parameters. Table 46 shows the number of age- and income-qualified households age 15-61 in Georgetown, estimated for 2016 and projected to 2021 using HISTA data provided by Ribbon Demographics (Ribbon Demographics, 2016). Because the income range is so broad at 80% of AMI and over, this category had the most qualified households in 2016, but also indicates the majority of households in Georgetown are high income households. While the number of households earning between 0-50% and 50%-80% AMI is projected to decline between 2016 and 2021, the number of households earning over 80% AMI is projected to increase. This indicates that Georgetown is becoming an increasingly exclusive, high-income community with fewer and fewer low-income families.

Table 46

2-4 Person Households Ages 15-61 - 2016-2021				
Income Level	Income Limits	2016 Qualified HH	2021 Qualified HH	2016 - 2021 Change
0% - 50% AMI	0-\$42,050	76	65	-11
50% - 80% AMI	\$33,650 - \$65,700	87	61	-26
80% AMI+	\$52,600+	1,508	1,520	12
Total		1,671	1,646	-25

For elderly households 62 years and over, we used income levels for one- and two-person households as basic parameters. The chart below shows the number of age- and income-qualified households age 62 and over in Georgetown, estimated for 2016 and projected for 2021. We calculated the percentage of households for each income limit as compared to the total number of households in this age category. Again, because the income range is so broad at 80% of AMI and over, this category had the most qualified households in 2016. The number of households in all income groups is projected to increase between 2016 and 2021. This indicates that as Georgetown's population continues to age, the number of households across income levels including those earning less than 50% AMI will increase.

Table 47

1-2 Person Households Ages 62+ - 2016-2021				
Income Level	Income Limits	2016 Qualified HH	2021 Qualified HH	2016 - 2021 Change
0% - 50% AMI	0-\$42,050	193	206	13
50% - 80% AMI	\$33,650 - \$65,700	138	164	26
80% AMI+	\$52,600+	499	659	159
Total		831	1,029	198

We then subtracted out all of the existing affordable competitive units and what remains is the unmet demand for the age and income-eligible households in 2021, minus the competition including the two affordable homeownership units at 34 East Main Street, which are in the pipeline. We did not include the DMH/DDS Group Home units as these units are likely to be filled by households outside of Georgetown. For the 50% units, the competition is all rental

units, and for the 80% units, the competition is all homeownership except for one rental unit at 32 Lisa Lane.

Table 48

2-4 Person Households Ages 15-61 - 2021 Demand			
Income Level	2021 Qualified Households	Existing + Proposed Units	Unmet Demand
0% - 50% AMI	65	48	17
50% - 80% AMI	61	9	52
80% AMI+	1520	n/a	n/a

Table 49

1-2 Person Households Ages 62+ - 2021 Demand			
Income Level	2021 Qualified Households	Existing + Proposed Units	Unmet Demand
0% - 50% AMI	206	126	80
50% - 80% AMI	164	8	156
80% AMI+	659	n/a	n/a

Based on our demand calculations, there is high demand for multi-family units for households earning 50%-80% of AMI. The most significant demand is for age-restricted units at the 50%-80% AMI level. Therefore, we suggest an immediate need for multi-family and age-restricted rental housing at the 50%-80% AMI income level.

We do not recommend homeownership products for households earning at or below 70% of AMI as they are not able to absorb the costs required to maintain a property long term. There may be a market for entry-level homeownership units, and it is unclear if there is a zoning tool today that would encourage this type of development. Homeownership units would have a set purchase price at 70% of AMI, but households earning up to 80% of AMI could purchase them. The homeownership market for affordable age-restricted housing is very small for a variety of reasons, including the fact that there is an asset limitation, so we do not recommend any affordable age-restricted homeownership units. In addition, we note that there is a large and growing elderly population, and there is a need for a product that provides a higher level of care such as supported elderly housing or assisted living.

Section 7: Zoning Review

Affordable housing in Georgetown is created by using a variety of approaches-through the taking of tax title land, by using HOME funds, through the MGL c. 40B statute and variances. Land use regulations, particularly zoning, can also encourage the creation of affordable housing with provisions that directly address the issue of affordability.

A Zoning By-law provides the legal framework for policies adopted by a Town regarding growth and development by regulating certain types of land uses and densities, and by directing development to specific locations. A By-law may also provide protection of fragile resource areas through the use of Overlay Districts.

The Town of Georgetown has been very proactive in promoting affordable housing in the community. Unlike in many other municipalities, the Zoning Bylaw in Georgetown does not severely constrain the development of affordable housing through exclusive large-lot zoning. While the minimum lot size is 15,000 square feet in the Residential A (RA) district, 40,000 square feet in the Residential B (RB) district, and 80,000 square feet in the Residential C (RC) district, it is smaller for multiple-family units, which are buildings designed for two or three families (Town of Georgetown, 2011). The zoning districts are shown in the Town's Zoning Map in Appendix D. In RA, for example, the minimum lot size is reduced to 10,000 square feet per unit for multiple-family units or apartments. Similarly in RB, it is reduced to 20,000 square feet per unit for the first two multiple-family units and 10,000 square feet per unit thereafter. In RC, the minimum lot size is reduced to 40,000 square feet per unit for the two multiple-family units and 10,000 square feet per unit thereafter. In addition, accessory apartments are allowed by special permit in all three residential zoning districts to house relatives and are not required to meet DHCD standards (Town of Georgetown, 2011).

There are several other zoning bylaws that promote affordable housing in Georgetown. They are described below. Many were included in the Town's 2007 Master Plan.

Inclusionary Housing Balance Bylaw

The Town of Georgetown has an Inclusionary Housing Balance Bylaw (Section 165-71) that requires any proposed residential development that creates three or more new units to designate at least 10% as affordable (Town of Georgetown, 2011). In Independent Senior Housing projects – described later – at least 20% of units must be affordable. Affordable units must be approved under programs that qualify them for listing on the SHI. The bylaw, which was first adopted in 1999, allows developers to provide off-site affordable units or a payment in lieu contribution, if approved by the permitting board. Among the projects that have triggered this bylaw is the 22-lot Turning Leaf subdivision located on 44 acres of land on Lisa Lane. In accordance with this bylaw, the developer, Artisan Development committed to income-restricting two of the units to households earning less than 80% of AMI. This includes one homeownership unit at 30 Lisa Lane which the Developer sold in Summer 2016 and a second unit at 30 Lisa Lane, which the Trust purchased and rented via a lottery process conducted in September 2016 (Nelson, 2017)

Independent Senior Housing Bylaw

The Town encourages the development of senior housing through its Independent Senior Housing (ISH) bylaw, Section 165-100. All residents in ISH developments must be 55 years or older; there is an exception for building managers, who can occupy one unit per development (Town of Georgetown, 2011). ISH developments are allowed in the ISH Overlay District by special permit with site plan approval by the Planning Board. They can have up to two times the number of dwelling units allowed by underlying zoning. At least 20% of units must be affordable. Two ISH developments have been constructed, including a 26-unit homeownership project called Raymond's Creek on Sage Road and a 60-unit homeownership project called Parker River Landing on North Street (Nelson, 2017).

Completed in 2010, Parker River Landing includes eight affordable housing units. The affordable units have not been listed on the state's Subsidized Housing Inventory because the deed riders do not match the standard state LIP deed rider and the resale price certificates were never recorded. Raymond's Creek, completed in 2007, was supposed to include two affordable units; after negotiations with the Town, the developer was expected to buy and rehabilitate an existing property into two off-site affordable units, but this has not occurred. The developer went bankrupt, the bank took over the property, and no affordable units were created as a result of Raymond's Creek (Nelson, 2017).

Open Space Residential Development Bylaw

In 2005, Georgetown adopted an Open Space Residential Development (OSRD) bylaw, which replaced the former Planned Unit Development article. The bylaw, Article VII of the Georgetown Zoning Bylaw, requires at least 60% of a development tract to be set aside as open space, and it allows for greater flexibility in site design (Town of Georgetown, 2011). It also provides density bonuses in exchange for preserving historic buildings or creating additional open space or affordable housing. Under the bylaw, proposed developments that would create more than 10 units or would be located on a parcel of 10 or more acres must submit to the Planning Board a special permit application for an OSRD. The Planning Board can grant the special permit if it finds that the proposed OSRD has a "less detrimental impact on the tract than a conventional development proposed for the tract" (Town of Georgetown, 2011). OSRD are allowed by special permit in the RA, RB and RC districts (Town of Georgetown, 2011).

There are at least three OSRD projects in Georgetown. They include the 10-lot Harris Way, the 45-lot Little's Hill and the 3-lot 34 Thurlow Street (Cracknell, 2011). A 26-lot OSRD project at Baldpate Road and Chaplin Hills Road was denied by the Planning Board in November 2016, for failure to have site control. An 11-lot subdivision at 66 Parish Road is in the process of being permitted under the OSRD bylaw. A second, 4-lot subdivision on Bailey Lane has been discussed as an OSRD, but the developer has not yet filed for permits. None of the existing OSRD projects used the density bonus in the bylaw because that provision was added in 2009 after the projects had been proposed (Cashell, 2017).

Other Zoning Initiatives

In May 2011, Town Meeting approved several changes to the Town's Zoning Bylaw that will affect and in some cases, encourage housing development in Georgetown. One article added several uses to the Use and Intensity Schedule, including Assisted Living/Congregate Care Facility and Mixed-Use (Town of Georgetown, 2011). Another article defined those uses; Mixed-Use is "a single building containing more than one type of land use where the ground-floor or street-level use of the building is a commercial use and a residential use is only located above the ground-floor or street-level of the building" (Town of Georgetown, 2011). Following Town Meeting's approval in May, Mixed-Use buildings are allowed by special permit in the CA District: Business and Commercial District. The CA District is in the downtown area. See Appendix D for the Town's zoning map.

Assisted Living/Congregate Care Facility is defined as "a residential development containing multi-family dwellings designed for and principally occupied by senior facilities" (Town of Georgetown, 2011). This includes independent living, congregate care, or institutional care services such as nursing facilities. Following the May 2011 Town Meeting, these facilities are now allowed by special permit in all of the residential districts (RA, RB and RC) as well as in the Business and Commercial District C (CC) and Light Industrial District B (IB). This will help expand housing choice in Georgetown.

In early 2011, the Board of Selectmen adopted the state's Chapter 43D Expedited Permitting Program for two 50-acre Priority Development sites along I-95/Route 133 and National Avenue to encourage economic development. The Town is working to attract industrial firms to locate on the sites, and they are not targeting residential development (Cashell, 2017).

The Town has proposed to create a 40R Smart Growth Zoning Overlay District in the village center, as described in the Master Plan (Georgetown Planning Department). The 40R district has been approved by the state but not by Town Meeting, which rejected the proposal in 2009. The problem, recognized by residents and town officials alike, is that the Town cannot increase wastewater flow in the village center, which effectively prevents any new development from occurring in the area (Cashell, 2017). Currently, there are also no resources available to study wastewater treatment options. As proposed, the 40R district would be 8.5 acres and would encourage mixed-use development and pedestrian-friendly design. It would also increase housing diversity in Georgetown, encourage housing near activity centers and address affordability issues.

Section 8: Funding Mechanisms For Affordable Housing

There are several funding sources currently available for affordable housing in Georgetown, as summarized in Table 50. They include the Community Preservation Act, HOME funds and Inclusionary Housing Balance Bylaw, which was described earlier. These funding sources are described in the following pages.

Table 50

FUNDING FOR AFFORDABLE HOUSING IN GEORGETOWN as of 1/31/17	
Source	Amount Available
Community Preservation Act	\$190,000
General Fund: includes funds from Inclusionary Housing Balance Bylaw	\$229,957
Total	\$419,957

Community Preservation Act

Georgetown passed the Community Preservation Act (CPA) in 2001, adding a 3% surcharge on property tax bills. The first \$100,000 of assessed valuation for residential properties is exempt as are low- and moderate-income households that apply. CPA funds can be used for three community purposes: open space, historic preservation and community housing. No less than 10% of the total revenues received must be spent on each of the three categories. The remaining 70% can be spent at the discretion of Town Meeting, which must approve appropriations of CPA money. The table below summarizes CPA funds raised and monies spent on community housing.

Table 51

Georgetown Community Preservation Act Funding						
Fiscal Year	Net Surcharge Raised	State Match	State Match %	Total	Community Housing	Community Housing %
FY03	\$164,241	\$164,241	100%	\$328,482	\$0	0%
FY04	\$171,074	\$171,074	100%	\$342,148	\$10,000	3%
FY05	\$205,817	\$205,817	100%	\$411,634	\$45,000	11%
FY06	\$223,686	\$223,686	100%	\$447,372	\$22,000	5%
FY07	\$253,345	\$253,345	100%	\$506,690	\$24,000	5%
FY08	\$268,815	\$268,815	100%	\$537,630	\$40,000	7%
FY09	\$281,669	\$279,200	99%	\$560,869	\$65,000	12%
FY10	\$285,171	\$170,797	60%	\$455,968	\$40,000	9%
FY11	\$292,605	\$141,768	48%	\$434,373	\$264,910	61%
FY12	\$165,479	\$141,020	85%	\$306,499	\$30,000	10%
FY13	\$328,247	\$145,718	44%	\$473,965	\$170,500	36%
FY14	\$337,982	\$296,435	88%	\$634,417	\$126,700	20%
FY15	\$349,031	\$192,755	55%	\$541,786	\$100,000	18%
FY16	\$400,154	\$198,494	50%	\$598,648	\$83,600	14%
FY17	\$413,814	\$144,059	35%	\$557,873	\$133,565	24%
Total	\$4,141,132	\$2,997,224	72%	\$7,138,356	\$1,155,275	16%

As shown in the table above, as of FY 2017, the Town raised roughly \$4.14 million through the surcharge in addition to roughly \$2.99 million from the state as matching funds for a total of \$7.14 million. Approximately \$1.15 million or 16% of CPA funds has been allocated for community housing projects. Due to incomplete data on the amount of reserves allocated to community housing projects prior to FY12, funds allocated towards community housing falsely appears to be below the 10% threshold in some years. The table above also shows that in recent years the state match has decreased, as more communities across the Commonwealth have adopted the CPA (Massachusetts Department of Revenue, 2017).

Georgetown Town Meeting voters have approved the funding of a variety of housing renovation projects for the Housing Authority's Trestle Way and Jewett Street complexes. The Trust has also received annual allocations of \$80,000-\$110,000 annually since 2012 (Georgetown Community Preservation Committee, 2017). Table 52 shows a list of the Community Housing projects and allocations approved since 2012.

Table 52

CPA COMMUNITY HOUSING: APPROVED PROJECTS SINCE 2012		
Year	Amount	Description
2012	\$63,000	Renovation of community room at Housing Authority's Trestle Way complex
	\$7,500	Storm doors at Housing Authority's Trestle Way Complex
	\$100,000	Affordable Housing Trust
2013	\$26,700	Rehabilitation of Housing Authority's Trestle Way community building and installation of storm doors at Housing Authority's Jewett Street Complex
	\$100,000	Affordable Housing Trust
2014	\$100,000	Affordable Housing Trust
2015	\$3,600	Storm doors at Housing Authority's Trestle Way Complex
	\$80,000	Affordable Housing Trust
2016	\$23,565	ADA Ramp at Housing Authority's Trestle Way Complex
	\$110,000	Affordable Housing Trust

Additional information about the town's Community Preservation Committee ("CPC") and projects funded through CPA money can be found at www.georgetowncpc.com.

HOME Funds

The Town of Georgetown has been a member of the North Shore HOME Consortium since 2002. At that time, the Town's HOME allocation was \$8,000. The Town's HOME funds, go into a general pool if not used; the Consortium then has a lottery once a year when all HOME member communities can compete for additional funds. Currently, the Town has an allocation of \$6,779, which can be accessed until June 30, 2017 (Greene, 2017). If Georgetown does not access the money, it will go into the general pool. The money could be used for reimbursement of monies the Trust has spent on its rental assistance program. However, the Trust currently lacks staffing capacity to submit the proper receipts and paperwork to access this funding (Nelson, 2017). Due to the uncertain federal fiscal environment, the North Shore HOME Consortium does not anticipate that any additional funds will be allocated to the Town of Georgetown in the new program year which begins July 1, 2017 (Greene, 2017).

Community Development Block Grant Program

In 2005, the Town of Georgetown received Community Development Block Grant (CDBG) funds for housing rehabilitation for low- or moderate-income households through a successful joint application with Newburyport and Newbury. Between 2004 and 2006, a total of 20 homes in Georgetown received loans for rehabilitation work, the average loan being \$21,000 (City of Newburyport, 2004-2006). The properties were not listed on the SHI because they were not deed restricted. Liens were only placed on the properties' mortgages, which is insufficient for listing on the SHI. In 2007, Georgetown decided not to participate in the next CDBG application with Newburyport. The Town did not have the staff or resources to do so.

Affordable Housing Trust

The Town of Georgetown formed an Affordable Housing Trust Fund in September 2009. It has several powers, including the ability to buy, retain, construct and improve property. While the Trust does not generate revenue, it receives and holds funds for affordable housing. As of January 31, 2017, the Trust had \$419,957 in its account, with at least another \$60,000 expected from allocation of FY18 CPA funding (McMenemy, 2017). Between 2013 and 2016, the Trust spent \$45,000-\$50,000/ year for vouchers for 5-7 clients under its rental assistance program. Vouchers must be used for units located in Georgetown, with clients not paying more than 30% of income towards rent with utilities included. To date vouchers have been used exclusively by families except for one individual over 65. In 2016, the Trust also spent \$200,000 to purchase a three-bedroom home at 32 Lisa Lane. The Trust held a lottery for the unit in September 2016 and is currently renting the unit to an individual who is not from Georgetown. This is because there is no local preference policy for this program.e. The Trust was also contributing \$12,000 per year to the town planner salary through the Summer of 2016 for assistance eight hours per week (Nelson, 2017).

Senior Citizen Property Tax Incentive Program

The Town of Georgetown offers a Senior Citizen Property Tax Incentive Program for residents age 60 and over. While the program does not fund the creation of affordable housing in town, it makes housing more affordable for seniors by reducing their property taxes by \$500 a year. To receive the tax abatement, seniors must provide 60 hours of service to the Town. Their incomes cannot exceed certain limits: \$57,000 for a single person and \$86,000 for a married couple. Due to growing interest in the program, the maximum number of participants in the program was increased from 20 to 30 in 2015. Administered by the Council on Aging, the program was fully subscribed with 30 participants in FY 2017 (Ranshaw-Fiorello, 2017). Job placements have included the Town Clerk's office, Finance Department, Assessor's Office, Library, Planning Board, Housing Authority and Perley School.

Historic Tax Credits

The Massachusetts Historical Commission (MHC) administers the Massachusetts Historic Rehabilitation Tax Credit Program whereby certain projects are eligible to receive up to 20% of

their rehabilitation costs in state income tax credits. To qualify, the projects must produce income—apartments qualify – and must either be listed on the National Register of Historic Places, be a contributing building within a registered historic district or be eligible for listing on the National Register as determined by the MHC. There is also a Federal Historic Preservation Tax Incentives program whereby historic buildings on the National Register or buildings in historic districts can qualify for a 20% tax credit. The federal credit is available to buildings rehabilitated for rental purposes but for properties exclusively used as an owner’s private home.

There are four properties in Georgetown listed on the National Register: the Adams--Clarke House on W. Main Street, Dickinson--Pillsbury--Witham House on Jewett Street, Memorial Town Hall, and Hazen--Kimball--Aldrich House on E. Main Street. There are no historic districts in town, however (National Register of Historic Places, 2017). The Georgetown Historical Commission surveyed 51 houses in the Elm Street area in 2010, in an attempt to establish two historic districts, one in the Elm Street area and another around the village center. However, to date no historic districts have been established (Georgetown Historical Commission, 2017). If the districts are formed, the properties within them could be eligible for state and federal tax credits, which could then be used to help rehabilitate them into affordable rental housing.

Section 9: Constraints on Future Development

Transportation Constraints

Georgetown is a largely auto-dependent community in the Merrimack Valley Region. It has great highway access, particularly via Interstate 95 and State Routes 97 and 133 (Massachusetts Department of Housing and Community Development). Residents can therefore easily commute to nearby employment centers as well as the city of Boston. The “need to drive everywhere,” however, was listed as a liability in the Town’s 2004 Community Development Plan (Georgetown Master Plan Committee, 2004). This is due in part to the very limited public transportation available in Georgetown. As mentioned earlier, the MVRTA’s fixed-route bus service does not serve Georgetown. Instead, there is Georgetown Ring and Ride, the curb-to-curb service described in Section 3: Demographic Analysis – Community Description. There is also a Park and Ride lot that commuters can use to take the bus to Boston. There is no passenger or freight rail service in Georgetown (Massachusetts Department of Housing and Community Development).

The lack of public transportation in Georgetown presents a barrier to lower-income residents who may not be able to afford to own and maintain a vehicle. It points to the need for mixed-use development, particularly in the downtown area. If housing were developed near jobs, shopping and other amenities, residents would not necessarily need to have their own vehicle. Reduced transportation costs could also allow lower-income residents to potentially afford higher housing costs without sacrificing other necessities like food and clothing.

Wastewater Management Constraints

Georgetown does not have a wastewater treatment plant or municipal sewerage system, constraints identified in 2003 as part of the Affordable Housing Plan. Instead, septic systems and small neighborhood treatment systems dispose of wastewater into the groundwater recharge in the Parker River Basin (Georgetown Master Plan Committee, 2007). Newer, larger developments like Little’s Hill and Longview at Georgetown have package treatment plants. As noted previously, the inability to treat additional wastewater flow downtown has prevented any potential development from occurring there. It was also the main reason that Town Meeting voted down the creation of a Chapter 40R Overlay District in downtown in 2009 (Cashell, 2017). The 2003 Georgetown Affordable Housing Plan identified the downtown area as an appropriate location for new affordable housing, but it was noted that wastewater management planning would first be needed to ensure such housing would be supported by the necessary infrastructure (LDS Consulting Group, 2003). The need for wastewater management in the town center was also listed as a liability in the 2004 Community Development Plan (Georgetown Master Plan Committee, 2004). While there have been discussions about undertaking a sewerage treatment plant feasibility study, funds have yet to be appropriated for such a study (Cashell, 2017). The cost of installing a sewerage treatment plant that would serve the downtown is estimated to cost \$8-\$10 million (Mammolette, 2017).

Water Constraints

Water supply and infrastructure issues could also constrain future development in town, though not to the same extent as wastewater infrastructure issues. Town water, which serves most homes and businesses, comes from a sand and gravel aquifer adjacent to the Parker River (Georgetown Master Plan Committee, 2007). Water from three wells is treated at the West Street Treatment Plant. Peak water usage in the summer is close to the limits of the Town's water treatment plant, but this has not stopped development from occurring. However, generally the water system is in a good state of repair (Mammolette, 2017).

Conservation Constraints

Wetlands cover much of the undeveloped land in Georgetown, which will limit where future development can occur. This conservation constraint was identified in the 2003 Affordable Housing Plan as well as the 2004 Community Development Plan, and it remains an issue today. In addition, the Town of Georgetown has stringent regulations aimed at protecting wetlands. For example, within 50 feet of a wetland, no activity – or “no cut” – can occur, and within 75 feet, no building can occur (Przyjemski, 2017). The restrictions or setbacks are greater in areas with special conditions, including near any municipal wells or vernal pools. The Town does not allow any activity within 100 feet of these areas unless permission is granted by the Georgetown Conservation Commission or Conservation Agent (Przyjemski, 2017).

Other Constraints

The 2004 Community Development Plan listed several “liabilities” for housing and residential development. They included: tearing down small houses to put up big ones, road frontage almost all developed, zoning and bylaws create higher housing costs (difficult permitting system), no multifamily zoning, no apartments downtown, and housing for middle-income households remains scarce. While some of these liabilities still exist, the Town has worked to address others. For example, many zoning amendments, as described earlier, have been adopted to promote affordable housing, and apartments are allowed by special permit in three zoning districts.

Another constraint centers on the Town's parking requirement, which mandates two off-street spaces per unit in detached, attached and multifamily dwellings (Town of Georgetown, 2011). This requirement makes it difficult to create housing in the downtown area. The Town's zoning bylaws also do not appear to include explicit parking requirements for apartment houses, which are buildings occupied by four or more families. This should be addressed. Beyond zoning issues, the sloping terrain in Georgetown has been identified as a constraint on future development (LDS Consulting Group, LLC, 2003). This remains an issue. In addition, the Town lacks the staffing capacity to work on affordable housing issues.

Section 10: Affordable Housing Trust Accomplishments

The Trust with the help of other Town Departments and Town Meeting has fulfilled many of the Affordable Housing Goals outlined in the 2011 Housing Production Plan, prepared by LDS. These accomplishments are listed below by category (Nelson, 2017):

Education and Capacity Building

- Two members of the Trust have attended several housing seminars including the Massachusetts Housing Partnership (“MHP”) annual two-day Housing Institute.
- Annual presentation by Trust to Spring Town Meeting concerning recommended CPA funded community housing projects.
- Started partnering with Kristen Costa of L.A. Associates for affordable unit lotteries.

Zoning & Planning

- Instituted six-month delay for demolition of historic structures.
- Prepared accessory unit bylaw – failed to pass at Town Meeting.
- Examined cost of buying-down affordable units at Parker River Landing.

Housing Assistance

- Designed and implemented Rental Assistance Program including creating application, which applicants can fill out online.
- Fund Rental Assistance Program at \$45,000-\$50,000 per year, which provides rental vouchers for 5-7 clients per year. As part of program vouchers must be used for units located in Georgetown, with clients not paying more than 30% of income towards rent with utilities included.

Housing Production

- Spent \$200,000 in 2016 to purchase a three-bedroom home at 32 Lisa Lane from the Developer of the Turning Leaf subdivision.
- Held rental lottery for 32 Lisa Lane unit in September 2016 with assistance of L.A. Associates
- Working with the owners of 34 East Main Street in support of a friendly 40B to create 8 small homeownership units, of which 2 would be affordable.

Financing

- Consolidated affordable housing funds from multiple accounts

Section 11: Affordable Housing Goals

The Town of Georgetown has taken significant steps to promote affordable housing and housing diversity in the community. This is reflected by the Town's commitment to strategically direct its funds to support the creation and preservation of affordable housing. Despite these efforts, however, the Town of Georgetown continues to face challenges in meeting all of the community's affordable housing needs.

Based on the housing inventory, demand analysis and other findings in this study, the Town will work toward the following affordable housing goals:

- Preserve existing affordable, homeownership units for low-income (<80% AMI) households;
- Increase affordable rental housing for very low-income (<50% AMI) and low-income (50%-80% AMI) families;
- Increase affordable rental housing for very low-income (<50% AMI) and low-income (50%-80%) seniors;
- Provide housing options for seniors and disabled persons that include one level living and supportive services (i.e. assisted living facilities);
- Increase affordable homeownership opportunities for low-income (<80% AMI) households including first-time homebuyers and seniors.
- Increase housing and support opportunities for special needs populations such as survivors of domestic violence, developmentally disabled, survivors of traumatic brain injury, veterans or formerly homeless persons.

It is recognized that the Town alone cannot accomplish all of its affordable housing goals. It can and should, however, use its resources and planning initiatives to further encourage and facilitate the production of affordable housing. Section 12 outlines specific strategies that the Town can pursue to accomplish its housing goals.

Georgetown Housing Production Program

Because the percentage of affordable housing units in Georgetown has exceeded the minimum requirement of 10% set by the state under Chapter 40B and is considered a "Certified Community", the Town can determine its own yearly production schedule.

Communities that have not met this minimum 10% requirement must annually increase the number of SHI units by at least 0.5% of year-round housing units in order to be granted certification by DHCD. If a community receives this certification, they have the choice to deny new Comprehensive Permit applications. In other words, a community can effectively avoid hostile Chapter 40B proposals. The Town of Georgetown has expressed a desire to create or maintain affordable housing, regardless of whether the units can be counted on the SHI.

However, since the base count gets reset with the decennial census, it is important to plan ahead in order to remain above 10%. Therefore, we projected out the number of SHI units Georgetown needs to stay above 10% in order to remain above 10% through 2027. Our calculations are based on the total number of housing units constructed as of the beginning of 2017 (3,095) as reported by the Town, the total number of SHI units on the most recent SHI dated February 23, 2017 (353), and the building permit records showing an average of 10 new housing units per year since 2010. We also included the 5 homes permitted at the 22-lot Turning Leaf subdivision in the 2017 yearly production. To be conservative, we also included the 8 units at 34 East Main Street (formerly the Dunbar Tavern) and 11 units on Parish Road that are in the permitting stage in the 2018 yearly production. It is more likely than not that if permitted, these units would be built over a number of years. We have also added two additional SHI units on Lisa Lane in 2017 since the Trust has filed paperwork at DHCD and two SHI units for 34 East Main Street in 2018. **The table below shows that even if no additional SHI units were added, Georgetown would remain a Certified Community above 10% through at least 2027, with a surplus of 35 SHI units.**

Table 53

Georgetown Housing Unit Production Schedule: 2017 - 2027												
Year	2017	2018	2019	2020	2021	2022	2022	2023	2024	2025	2026	2027
Housing Units	3,095	3,110	3,129	3,139	3,149	3,159	3,169	3,179	3,189	3,199	3,209	3,219
Yearly Production	15	19	10	10	10	10	10	10	10	10	10	10
10% Requirement	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
10% SHI Units Required	310	311	313	314	315	316	317	318	319	320	321	322
Actual Units	355	357	357	357	357	357	357	357	357	357	357	357
Difference	-46	-46	-44	-43	-42	-41	-40	-39	-38	-37	-36	-35
SHI %	11.5%	11.5%	11.4%	11.4%	11.3%	11.3%	11.3%	11.2%	11.2%	11.2%	11.1%	11.1%

Even though the town has met its 10% requirement, that does not mean there is not a need for more affordable households as outlined in this study. In addition, it does not preclude developers from applying for a Chapter 40B Comprehensive Permit or for the Town to hear Chapter 40Bs that they would like to pursue (i.e. friendly 40B's). In the event there is an application and a hearing scheduled by the Zoning Board of Appeals, within 15 days of the opening of a local hearing for the Comprehensive Permit, the ZBA shall provide written notice to the Applicant for the permit, with a copy to DHCD, that it considers that a denial of the permit or the imposition of conditions or requirements would be "Consistent with Local Needs" the grounds that it believes have been met, and the factual basis for that position, including any necessary supportive documentation.

If the Applicant wishes to challenge the ZBA's assertion, it must do so by providing written notice to DHCD, with a copy to the ZBA, within 15 days of its receipt of the ZBA's notice, including any documentation to support its position. DHCD shall review the materials provided by both parties and issue a decision within 30 days of its receipt of all materials. The ZBA shall have the burden of proving satisfaction of the grounds for asserting that a denial or approval with conditions would be Consistent with Local Needs, provided, however, that any failure of DHCD to issue a timely decision shall be deemed a determination in favor of the

municipality. This procedure shall toll the requirement to terminate the hearing within 180 days.

Section 12: Implementation Strategies

Based on the local needs, existing resources, constraints and compliance issues discussed in this Housing Production Plan, the Town of Georgetown should consider the following implementation strategies as it works to meet its affordable housing goals listed in Section 11. The proposed strategies will also help the Affordable Housing Trust direct and leverage its funds to best meet the community's housing needs. The strategies, which are described in detail in the following pages, have been grouped into four categories shown below. Table 54 further lists the priority (year of implementation) and responsible party for each strategy.

- Education and Capacity Building Strategies
- Zoning and Planning Strategies
- Housing Inventory Preservation Strategies
- Housing Production Strategies

While some of the strategies – like those aimed at capacity building – do not directly create affordable units, they provide the support and environment needed to achieve housing goals. The implementation strategies also reflect the state's requirements to address the following strategies to the greatest extent possible:

- Identification of zoning districts or geographic areas in which the municipality proposed to modify current regulations for the purposes of creating SHI Eligible Housing developments to meet its housing production goal
- Identification of specific sites for which the municipality will encourage the filing of Comprehensive Permit applications
- Identification of the characteristics of proposed residential or mixed-use developers that would be preferred by the municipality
- Identification of municipally owned parcels for which the municipality commits to issue requests for proposals to develop SHI Eligible Housing
- Participation in regional collaborations addressing housing development

Education and Capacity Building Strategies

1. Secure professional assistance

Georgetown is a small but rapidly-growing community. Like other small Massachusetts towns, it does not have staff solely dedicated to affordable housing. The Town has, however, made progress toward building capacity and institutional knowledge of housing issues, particularly with the formation of the Affordable Housing Trust and the hiring of LA Associates to hold lotteries for the sale of units at the Turning Leaf development.

To help ensure that this Plan can be implemented, the Town may want to consider hiring a consultant to provide ongoing support to the Trust for approximately 8 hours per week. This position could be funded by CPA funds. The former Town Planner was fulfilling this role until

Summer 2016. A consultant can monitor SHI units, review and revise deed restrictions as needed, manage contracts, apply for CDBG funds, submit rental assistance program reimbursements for CPA funds, apply for HOME funds and other tasks. A consultant could also help train and educate both the Trust and public, as mentioned earlier. It could also help the Trust review development proposals that contain affordable housing units.

2. Continue to educate and train Housing Trustees

The Affordable Housing Trust has taken a lead role in promoting affordable housing in Georgetown, and as such, it is important that the Trustees understand and keep up to date on housing programs, funding sources, regulations, best practices and other related issues. Trustees should therefore receive ongoing training on affordable housing issues. They can do this by attending meetings of the North Shore Home Consortium and other agencies or by participating in housing conferences and seminars sponsored by DHCD, Citizens' Housing and Planning Association (CHAPA), the Massachusetts Housing Partnership (MHP) and the Massachusetts Housing Alliance. MHP, for example, holds an annual Housing Institute to train local officials on a variety of housing issues. They can also reach out to regional housing providers, housing planning consultants and agencies as described below. In addition, Trustees can retain a housing professional to provide training on specific issues. As Trustees gain expertise, they can help educate other local officials such as the Board of Selectmen on housing matters. The Metropolitan Area Planning Council also provides Peer to Peer training programs.

3. Educate the Public

It is important for the public to learn and stay abreast of local housing needs, initiatives and challenges. Not only do housing initiatives – such as zoning bylaw changes – often require local support, an informed public is more likely to provide pertinent information, feedback and suggestions. Education can also dispel myths and help create an environment whereby the community becomes a partner in the Town's housing initiatives. The Trust should subsequently work to educate the public about the need and benefits of affordable housing and keep residents informed of housing initiatives. The Trust can achieve this through a variety of means. For example, the Trust can host community meetings on specific housing initiatives, providing local officials with the opportunity to present their proposals and solicit public input. An informational public meeting on the successful projects that other towns have developed utilizing CPA funds or funds received under an inclusionary zoning bylaw serve as basic examples. Additionally, the Trust could film a piece about affordable housing needs in Georgetown to be aired on Georgetown Community Television's *Spotlight Georgetown* program.

4. Partner with providers of First Time Home Buyer classes

In order for households to be eligible to purchase an affordable home ownership unit they are asked to attend a homebuyer educational course that provides information to households to find, purchase and maintain a home. Non-profit homeownership agencies throughout Massachusetts offer approved first-time homebuyer education course and post-purchase classes. Several options are North Shore Community Development Corporation, Lynn Housing Authority & Neighborhood Development, Gloucester Housing Authority, Coastal Homebuyer Education, and Community Teamwork in Salem.

5. Partner with housing providers and agencies

The implementation of this Housing Production Plan will likely require support and assistance from a variety of resources. The Town should consider establishing or strengthening partnerships with housing providers, funding agencies and other housing experts. They could include the North Shore Community Development Group, Harborlight Community Partners, North Shore Habitat for Humanity, Caritas Communities, Women's Institute for Housing and Community Development, The Community Builders, B'Nai B'Brith Housing, Common Ground, Neighborhood of Affordable Housing and, North Shore HOME Consortium. These organizations can provide technical assistance, resources and funding to help the Town of Georgetown achieve its housing goals. In addition to these housing development providers, there are social service organizations such as domestic violence programs that provide shelter.

6. Create a guide of financing options for homeowners and landlords

There are funding resources available to create and preserve affordable housing. Examples include the "Get the Lead Out" program administered by MassHousing; Hazardous Abatement Grants for cleanup of oil spills, de-leading and asbestos removal; and architectural barriers removal grants. The Town may want to consider creating a guide about these and other financing options that could assist low-income homeowners or landlords. It could be expanded to include explanations of how to utilize tax credits such as low income, new market and historic.

7. Examine energy efficiency/green building programs

Start the conversation to identify resources available for low-income homeowners and developers to help promote and facilitate green building including encouraging the adoption of the Stretch Code and promoting the electric division energy efficiency program funded by the water utilization mitigation program. This might be as simple as identifying indigenous plant species that require little water, free energy audit resources, or the most efficient hot water systems. The Town could also look for funding sources for solar panels and green roofs.

8. Create a Fair Housing Needs Assessment and Action Plan

This could be an addition to the housing production plan, and could assist the Town with its efforts to reach out to and include a broader audience in affordable housing including households with a variety of minority and ethnic backgrounds. A fair housing plan typically includes a research phase that can involve stakeholder interviews to various constituencies as well as checking state records as to complaints. It also may provide a guide and action steps to reach a broader audience including appointing a fair housing officer, creating a brochure on fair housing and educating stakeholders on the issue.

9. Annual Report

The Trust may want to consider providing a document once a year that will report on its activities for the year. The document will include its progress with regard to implementing the goals and strategies set forth in this HPP.

Zoning and Planning Strategies

1. Continue pursuing a 40R Smart Growth District and a broader mixed-use district downtown

As mentioned in Section 7: Zoning Review, the Town previously proposed to create an 8.5-acre 40R Smart Growth Zoning Overlay District in the village center, but the proposal was rejected by Town Meeting, and it has also considered creating a larger, mixed-use district downtown. Both of these initiatives would be worth continuing to pursue, as they would encourage housing near activity centers and increase housing diversity, among many other public benefits. Some examples would be to locate housing – particularly rental units – on the upper floors of buildings or convert existing buildings into mixed-use developments. (The pictures on the next page show examples of mixed-use buildings in Danvers.) Either way, the mixing of uses would not be new to the downtown area, as it already has some mixed-use buildings.

There are some challenges to developing housing downtown, which have been previously recognized. As noted earlier, the lack of sewer services and inability to increase wastewater flow in the village center severely constrain future development. The Town's parking requirements also make it difficult to develop housing in the downtown area where space is limited. As the Town continues to pursue mixed-use districts, it should consider reducing parking minimums or encouraging shared parking alternatives for mixed-use projects. In some communities, for example, the required number of off-street parking spaces is reduced by special permit if a project includes at least three uses. We have provided below some pictures from another North Shore Community that has downtown buildings that lend themselves to upper floor rental housing. This makes a downtown more vibrant due to a 24/7 presence.

Figure 9

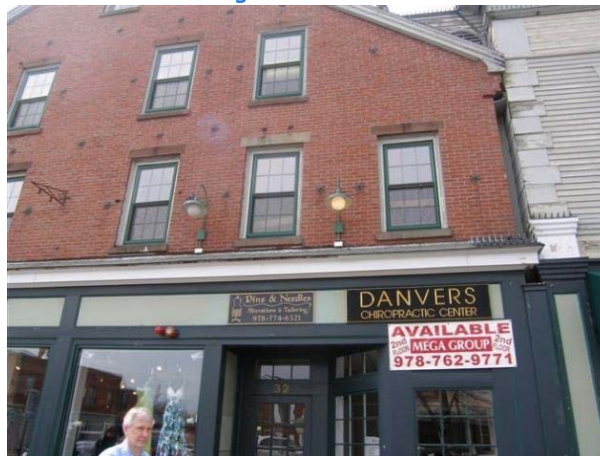


Figure 10



2. Investigate wastewater treatment options

A solution to the wastewater problem – mentioned above – is critical to the potential creation of housing in downtown Georgetown. It is recognized that the Town currently has no resources to fund a study to investigate wastewater treatment options in the downtown area. The Town may want to consider accessing CPA funds for a wastewater treatment planning study in the downtown as the study would be for both historic and affordable housing purposes.

Conducting a study would be the first step in determining how housing and other uses could potentially be added downtown. Funding for actual infrastructure improvements would be a logical next step, and it would be more achievable with a solid plan in place. The advent of new sewerage technology may help to reduce the costs of such a system further. Another obstacle would be locating the plant and creating easements for the infrastructure associated with sewer lines.

3. Amend the zoning bylaw to encourage multiple-family dwellings with affordable units

The Town of Georgetown's zoning bylaw allows single-family dwellings by right but requires a special permit for multiple-family dwellings, which are buildings for two or three families. The conversion of single-family to multiple-family dwellings also requires a special permit. The Town may want to consider amending its bylaws to allow these conversions by right, provided they include at least one affordable unit. Because the Town's Inclusionary Housing Balance Bylaw is only triggered by the *creation* of three or more units, this change would essentially encourage owners of single-family dwellings to convert them into multiple-family dwellings with an affordable unit. (Typically, these conversions would only create two additional units, so they would not trigger the inclusionary bylaw.)

The Town may also want to consider whether multiple-family dwellings in general can be allowed by right in certain zoning districts, particularly in areas where the Town would like to

see higher-density housing. To accomplish this, the Town would need to identify areas where it would like to see higher-density housing.

4. Amend the Inclusionary Housing Balance Bylaw

The Town of Georgetown's Inclusionary Housing Balance Bylaw (Chapter 165, Section 71) currently does not apply to developments with fewer than three units, or Open Space Residential District (OSRD) subdivisions with fewer than five units. The Town may want to examine how to make this Bylaw more effective. It appears that developers are either permitting fewer units to get below the threshold, or creating multiple projects to get around the threshold.

Communities can also use Incentive Zoning to stimulate the development of affordable housing. It is a tool that allows a developer to develop in a way that would not ordinarily be permitted in exchange for a public benefit, such as affordable housing. Incentive Zoning allows a community to leverage variations in existing zoning standards to obtain a specific type of development. A zoning by-law may offer density bonuses, increased Floor Area Ratio (FAR), waiver of required public open space, greater flexibility in required building setbacks and building height. Unlike Inclusionary Zoning, Incentive Zoning is voluntary, not mandatory. When designing incentive zoning policies, the Town needs to ensure that the bonuses offer a pay-off large enough to encourage a developer to participate without totally negating the purpose of the underlying zoning.

A number of Cities and Towns in Massachusetts have adopted Incentive Zoning. West Boylston offers density bonuses for single family and multi-family development in exchange for development of perpetually restricted rental or sale units of affordable housing. The City of Cambridge allows for a density bonus by relaxing the floor to area ratio and the minimum lot area per dwelling unit. The City of Waltham, in their Riverfront Overlay District, permits a relaxation of mandatory open space requirements by counting balcony spaces, internal recreation areas, and landscaped roof areas as "open space". The Town of Dennis and Newbury have specific incentive language in their zoning by-laws.

5. Create an accessory unit program

Programs like these typically allow homeowners an amnesty period to register illegal accessory or in-law apartments, and/or they provide funding to bring them up to code. In exchange, the homeowners put an affordability restriction on their unit. While past efforts to create such a program failed at Town Meeting, it may be worth attempting again. In fact, there is a zoning reform bill at the state level that is seeking to clarify this issue.

6. Consider a fee waiver or reduction program for affordable units

With affordable provisions in place, the Town can provide incentive to developers of smaller projects with a waiver or reduction of filing fees for Special Permits, Site Plan Review, and Building and Occupancy permits and/or sewer connection fees.

Housing Inventory Preservation Strategies

1. Ensure that all eligible affordable units are added to the SHI as soon as they become eligible.

Work with the Town Planner and developers to ensure that LIP DHCD units only paperwork is completed in order to have all units that are built counted on the SHI.

2. Develop a system to monitor and enforce regulatory agreements and deed riders

The Town of Georgetown, like many other communities, has faced challenges in monitoring affordable units and having eligible units added to the SHI. In particular, the format of many of the older, existing deed riders has been a problem, such as the deed riders for the 8 affordable units at Parker River Landing. In order to help ensure that eligible units are added to the SHI – and units remain listed – the Town should consider developing an administrative system to regularly monitor and enforce the regulatory agreements and deed riders created in connection with affordable housing projects. The Town could either assign this responsibility to a Georgetown staff member, who would need to be trained, or hire professional assistance. Either way, formalizing a system – and appointing a responsible party – will help ensure that the Town does not lose any affordable housing units due to inadequate paperwork, improper rent levels and other issues.

3. Buy down existing affordable units with new deed riders and record confirmatory deeds

As mentioned earlier, the Affordable Housing Trust is working with an owner of an affordable housing homeownership unit at Parker River Landing to buy down that owner's unit so that it can be marketed and sold at the current affordable purchase price for a household earning 70% of AMI in the Lawrence PMSA. The Trust has estimated the cost to buy down the unit to be between \$40,000-\$50,000. The goal is to replace the existing deed rider with the state's standard Local Initiative Program Deed Rider or if HOME Funds are used, a typical re-purchase rider. The Trust should continue these efforts for all eight affordable units with defective deed riders at Parker River Landing and consider recording confirmatory deeds for each unit, as preserving the long-term affordability of existing units is very important. In addition, by using the state's deed rider, the units can be added or maintained on the SHI.

4. Pursue CDBG funding to reinstate a housing rehabilitation program

The Town should consider applying for CDBG funding to reinstate its housing rehabilitation program, if federal funding for the program is not eliminated. This could be accomplished through a joint application with neighboring towns, as was done in 2005. The old housing rehabilitation program was successful in Georgetown, serving 20 low- and moderate-income households between 2004 and 2006. While rehabbed homes do not qualify for listing on the SHI – because they are not deed restricted – such a program helps low- and moderate-income residents remain in their homes and avoid displacement due to code violations or hazardous conditions. (Displaced lower-income residents would likely struggle to find affordable housing in Georgetown and could therefore be forced to leave the community.) In the past, lack of sufficient staffing for the program was a challenge; we have addressed this issue under Education and Capacity Building Strategies.

Housing Production Strategies

1. Identify and make Town owner land available land for affordable housing development

There appears to be few if any, Town-owned properties in Georgetown that are suitable for affordable housing development. Nonetheless, the Town could continue to review its own inventory of properties – including tax title land – and identify any surplus or vacant sites that could potentially support affordable housing in the future. A first step in this process would be to confirm that all Town assessor records are up to date in GIS showing current parcel boundaries. If parcels are identified, the Town could work to make them available for housing development. This could be done through a Request for Qualifications and/or a Request for Proposal process.

2. Identify vacant, abandoned or underutilized land for affordable or mixed-income housing development

The Town can work towards preparing a list of vacant, abandoned or underutilized land in Georgetown using a GIS analysis and then target the parcels for affordable or mixed-income housing. As is, some of these properties, particularly those that have been long abandoned, are cause for concern by residents and abutters as they continue to deteriorate. Vacant properties also do not generate as much real estate tax revenue as parcels that are fully built out and occupied.

The Trust would like to encourage affordable housing development in areas in close proximity to retail and services. It has identified the following eight locations as areas in the community that might lend themselves to affordable housing development. See Appendix E for a map of these properties and additional detail.

1. 99 Central Street
2. 34 East Main Street
3. 554 North Street
4. 118 Jewett Street
5. 5 Moulton Street
6. 28 Parish Road
7. Searle Street Rear
8. 47 West Street

Working with the Town Planner or a housing consultant, the Trust can investigate these properties in more detail to determine their development potential, examining such matters as ownership, zoning, cost, development, benefits and constraints of development. This process will also help to identify the most appropriate target population and development type for each property, whether that is special needs, multi-family rental or senior housing. The Trust can then prioritize the properties based on which have the highest chance of being successfully developed.

The Trust could then pursue a variety of actions. For example, it could purchase and develop a property into affordable or mixed-income housing and then sell the units itself. Alternatively, it could purchase a property and then issue an RFP to developers, outlining the kind of housing it wants to see developed. The Trust's course of action will depend on the particulars of each property. A small, infill redevelopment project would likely be more appropriate for the Trust to pursue on its own rather than a large development on a vacant property. The Trust, though, might be able to assist with permitting, funding or other types of expertise and support for larger developments. In any case, by developing or redeveloping abandoned or underutilized properties, much-needed affordable housing may be created, and the amount of taxes generated by the properties will most likely increase.

In addition, in order to protect the environment, the Trust highly encourages the utilization of existing structures and/or built lots in order to create new affordable housing units. The Trust would be open to considering a LIP and/or friendly 40B in these locations, dependent on the circumstances.

3. Continue Rental Subsidy Program

The Town has been utilizing CPA funds to assist very low income families in paying rent. The rental subsidy assumes that the tenant cannot pay the fair market rent for the unit and therefore pays one third of their income toward rent, and another source, typically the government pays the remaining rent. For example, if the fair market rent is \$900 a month and 1/3 of the households' income is \$600, then the subsidy fund would pay the additional \$300. If you did this for one unit, the yearly cost would be \$3,600 and over ten years, \$36,000, substantially less than the cost to build a new unit. HOME funds from the North Shore Home Consortium can also be utilized for this purpose.

4. Establish a down payment assistance program for first-time homebuyers

There is a substantial gap between the sales price of an affordable home for a low-income family in Georgetown and the average price of a single-family home on the market. As discussed in Section 6: Demand Analysis that gap is close to \$200,000. In order to help low-income households (<80% AMI) purchase their first home, the Trust should consider establishing a down payment assistance program. The program could be restricted to income-eligible, first-time homebuyers, and it could be structured as a zero-interest, forgivable loan program. The amount of the loan could also be capped at a 5% down payment and closing costs per household. The Trust can determine if the program will require the purchaser to repay the Trust if he or she sells or refinances the property within a certain time period such as five years of purchase.

5. *Explore a “buy down” program for first-time homebuyers*

Another way to help low-income residents purchase their first home is through a “buy down” program. Such a program helps buy down the purchase price of a home – largely bridging the affordability gap – through a significant grant, typically around \$100,000. Eligible buyers must be first-time homebuyers and must income qualify. They must also live in their home as their primary residence and agree to long-term restrictions on the resale price of their property. (Units can be listed on the SHI). This kind of program should be explored by the Trust. It is important to recognize that this type of program would use significant Trust funds to create a single affordable housing unit.

6. *Continue to partner with private developers*

The Town – through the Affordable Housing Trust – should endeavor to work with private developers to facilitate the construction and preservation of affordable housing. As mentioned earlier, for example, the Town may want to consider partnering with developers to use the state’s Local Initiative Program (LIP) as it is doing for the 34 East Main Street project. Through this collaborative process, the Town can encourage the kind of development it desires while benefiting from the developer’s expertise and DHCD’s technical assistance. Any units created under the LIP program would be counted on the SHI.

The Town should also consider collaborating with developers to better understand the different challenges they face in trying to build affordable housing, either generally in Georgetown or on specific sites. Obtaining this information will help the Town address or mitigate these challenges as it works to encourage affordable housing. Keeping an open dialogue with developers will also allow the Town to promote areas where it would like to see affordable housing built.

7. *Leverage existing funding resources*

As identified in Section 8: Funding Mechanisms for Affordable Housing, the Trust has approximately \$420,000 in resources that it can use for affordable housing preservation and development. The Trust should consider exploring ways that it can utilize this money to raise additional funds. For example, when applying for funding for a small rental development, being able to state that the Trust already has a commitment of local funds may result in a higher score than other competing developments. It is suggested that the Trust consider creating a guide of funding programs, resources and application dates to assist in this process. This is because programs often only have one or two application dates a year, while other programs have rolling deadlines. One program that supports small rental development is the Federal Home Loan Bank of Boston Affordable Housing Program, which has an July 17, 2017 release date and a September 6, 2017 application deadline. Information on this program can be found at www.fhlbboston.com. This program provides both grant funding and low-interest loans.

There are other resources available such as DHCD’s PATH grants and MHP’s 40B Technical Assistance Grants.

Short Term Action Plan

As noted in the table below we have set forth items to be addressed in either years 1, 2 or 3 or ongoing, meaning they are ongoing long term strategies. Below, we have outlined in more detail a proposed action plan for year 1.

Year 1: The main goals of year one will be for the housing Trust to become more educated about affordable housing, more established in the Georgetown Community as a leader in affordable housing matters and to create an operating plan for years 1, 2 and 3. Action items we suggest are:

Months 1 and 2: Ensure all units that are eligible for the SHI, are placed on the SHI and support efforts of the developer 34 East Main Street in a manner that is acceptable to the Trust. Establish and agree on benchmarks for each year so that you will be able to check off items as accomplished in any given year. Determine 1-3 year budget for outside consultant services to educate the Trust on affordable housing matters and Town Administrative and Planning staff to support the trust. Both income and expenses should be considered.

Months 3 and 4: Continue to work on efforts to fix deed riders at Parker River Landing.

Months 5 and 6: Discuss and agree on the best use of the HOME funding program, for the coming year. Engage consultant to create an affirmative fair marketing plan.

Months 7 and 8: Determine which suggested zoning and planning strategies are most achievable and start working on one.

Months 9 and 10: Review possible development/redevelopment sites. Review affirmative fair marketing plan and partner with first time homebuyer educator.

Months 11 and 12: Research funding grants that would support affordable housing development efforts.

Table 54

HOUSING STRATEGIES		
Strategies	Priority (Year)	Responsible Party
Education and Capacity Building		
1. Secure professional assistance	Year 1	Trust
2. Continue to educate and train Housing Trustees	Year 1	Trust/Planner/PB
3. Educate the public	Year 1	Trust
4. Partner with providers of First Time Home Buyer classes	Year 1	Trust
5. Partner with housing providers and agencies	Ongoing	Trust
6. Create a guide of financing options for homeowners/landlords	Year 2	Consultant/Trust
7. Examine energy efficiency/green building programs	Ongoing	Planner/Trust
8. Create a Fair Housing Needs Assessment and Action Plan	Year 1	Trust/Consultant
9. Annual Report	Yearly	Trust
Zoning and Planning Strategies		
1. Continue pursuing a 40R Smart Growth District and a broader mixed-use district downtown	Year 2	Planner/PB
2. Investigate wastewater treatment options	Year 2	Planner
3. Amend the zoning bylaw to encourage multiple-family dwellings with affordable units	Year 3	Planner/PB
4. Amend the Inclusionary Housing Balance Bylaw	Year 3	Planner/PB
5. Create an accessory unit program	Year 3	Planner/PB
6. Consider a fee waiver or reduction program for affordable units	Year 2	Consultant/PB
Housing Inventory Preservation Strategies		
1. Ensure that all eligible affordable units are added to the SHI as soon as they become eligible.	Ongoing	Consultant/Trust
2. Develop a system to monitor and enforce regulatory agreements and deed riders	Year 1	Consultant/Trust
3. Buy down existing affordable housing units with new deed riders and record confirmatory deeds	Ongoing	Trust
4. Pursue CDBG funding to reinstate a housing rehabilitation program	Year 1	Consultant/Trust
Housing Production Strategies		
1. Identify and make available Town owned land for affordable housing development	Year 1	Planner/Trust
2. Identify vacant, abandoned or underutilized land for affordable or mixed-income housing development using GIS	Year 1	Planner/Trust
3. Continue Rental Subsidy program	Ongoing	Trust
4. Establish a down payment assistance program for first-time homebuyers	Year 2	Consultant/Trust
5. Explore a "buy down" program for first-time homebuyers	Year 2	Consultant/Trust
6. Continue to partner with private developers	Ongoing	Trust
7. Leverage existing funding sources	Ongoing	Trust

Abbreviations

Trust = Affordable Housing Trust

Planner = Town Planner

PB = Planning Board

Other Matters

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Appendix A – Glossary of Terms

ACS – American Community Survey – a survey prepared and conducted by the US Census that estimates population, housing, social, and economic statistics in the years between the decennial censuses.

Affordable Deed Rider – Addendum to a deed that guarantees affordability status for a unit through future sales.

Affordable Housing – Affordable housing is housing with rent levels or sales prices limited to that which is affordable to a household with income less than a specified limit, so that the household pays no more than 30% of its income for housing costs. It can have a rental subsidy (see definition below), or it can be built with some type of capital subsidy, therefore lowering carrying costs and allowing the landlord to charge less rent. Affordable or private pay units charge rent based on 30% of income, but the tenant must pay all of that rent and typically will need to be employed and pass a criminal background check.

Area Median Income (“AMI”) – 100% of the gross median household income for a specific Metropolitan Statistical Area, county or non-metropolitan area established annually by HUD. AMI is tied to the income limit in a particular location. HUD starts by calculating income limits based on median family income which is a four-person household. It then adjusts for household size. It then adjusts for income limit. Extremely low income is 30% of AMI, very low income is 50% of AMI, and low income is 80% of AMI.

Assisted Housing – Housing where federal, state or other programs *subsidize* the monthly costs to tenants.

Basic Rent – The minimum monthly rent that tenants who do not have rental assistance pay to lease units developed through the USGA-RD Section 515 Program, the HUD Section 236 Program and HJUD Section 223(d)(3) below market interest rate program. The Basic Rent is calculated as the amount of rent required to operate the property, maintain debt service on a subsidized mortgage with a below-market interest rate and provide a return on equity to the development in accordance with the regulatory documents governing the property.

Below Market Interest Rate Program – Program targeted to renters with income not exceeding 80% of AMI by limited rents based on HUD’s BMR Program requirements and through the provision of an interest reduction contract to subsidize the market interest rate to a below-market rate. Interest rates are typically subsidized to effective rates of one or three percent.

Chapter 40B – The State’s comprehensive permit law, enacted in 1969, which established an affordable housing goal of 10% for every community. A state statute, which enables local Zoning Boards of Appeals to approve affordable housing developments under flexible rules if at least

20%-25% of the units have long-term affordability restrictions. Also known as the Comprehensive Permit Law.

Community Development Block Grant (CDBG) – Block grants that fund activities such as affordable housing, anti-poverty programs, and infrastructure development. Block grants are sums of money granted by the federal government to a regional government with only general provisions as to the way it is to be spent.

Community Development Corporation (CDC) – A form of community-based organization engaged in local housing and economic development activities.

Condominium – A type of real estate ownership in which owners own their own units plus an undivided share of all common areas. In Massachusetts, condominiums are established under MGL Chapter 183A. Limited equity condominiums are those where the resale price is regulated, through a deed covenant, a regulatory agreement, land trust or other mechanism.

Contract Rent – The rent set by HUD under a rental assistance (or rental subsidy) contract. It is the total monthly rent payable to the landlord which includes the rent subsidy paid on behalf of the tenant and the actual rent paid by the tenant.

DHCD – Department of Housing and Community Development, Commonwealth of Massachusetts.

Effective Rent – Base rent less concessions

Elderly or Senior Housing – Housing where some or all of the units in the property are restricted for occupancy by persons by their age. The actual age restriction or household makeup may be restricted by zoning or by funding program. Some examples include 1) occupancy by persons 62 years of age or older, or 2) head of householder needs to be over age 55.

ESRI – Data source that projects statistics such as population, income, and households based on US Census data.

Extremely Low-Income – Household with income below 30% of area median, as defined by HUD for its own programmatic purposes and adjusted for Household size.

Fair Housing Act - Federal legislation, first enacted in 1968 and expanded by amendments in 1974 and 1988, that provides the Secretary of HUD with investigation and enforcement responsibilities for fair housing practices. Prohibits discrimination in housing and lending based on race, color, religion, sex, national origin, handicap, or familial status. There is also a Massachusetts Fair Housing Act, which extends the prohibition against discrimination to sexual orientation, marital status, ancestry, veteran status, children, and age. The state law also prohibits

discrimination against families receiving public assistance or rental subsidies, or because of any requirement of these programs.

Fair Market Rents (FMRs) – Maximum rents allowed by HUD under subsidized housing programs. Updated and published annually, FMRs represent HUD's estimate of the actual market rent for an apartment in the conventional marketplace. HUD sets FMRs by unit size (0-bedroom, 1-bedroom, etc.) and regions within each state. They include the shelter rent plus the cost of all tenant-paid utilities, except telephones, cable or satellite television service, and internet service.

Family – According to the United States Census, a **family** includes a householder and one or more people living in the same household who are related to the householder by birth, marriage, or adoption. All people in a household who are related to the householder are regarded as members of his or her family. A family household may contain people not related to the householder, but those people are not included as part of the householder's family in census tabulations. Thus, the number of family households is equal to the number of families, but family households may include more members than do families. A household can contain only one family for purposes of census tabulations. Not all households contain families since a household may comprise a group of unrelated people or one person living alone.

Gross Rent – The monthly housing cost set by HUD which includes all tenant payments, subsidies and utilities.

High- Rise – A residential building with 10 or more stories.

HISTA Data – This is data produced by Ribbon Demographics. Ribbon demographics uses detailed census information to provide reports on age and income by number of households as well as by tenure. They estimate and project this income data to future years.

HOME funds – Program that provides funding under formula grants to states and localities that communities use, often in partnership with local nonprofit groups, to fund a wide range of activities that build, buy, and/or rehabilitate affordable housing for rent or homeownership or provide direct rental assistance to low-income people. The funds are typically considered soft debt which means it takes the form of a non-payable loan that is not payable unless or until the property is no longer affordable.

Household – According to the United States Census, a **household** refers to all individuals who live in the same dwelling. Household types are arranged into two groups: family households and nonfamily households. A family household contains at least two persons -- the householder and at least one other person related to the householder by birth, marriage, or adoption -- and is categorized into three types: married couple; female householder with no spouse present; and male householder with no spouse present. A nonfamily household may contain only one person - the householder -- or additional persons who are not relatives of the householder. Nonfamily households may be classified as either female nonfamily or male nonfamily households. For each

year, the total number of households is the sum of the five mutually exclusive household types. By census definition, householders must be at least 15 years of age.

Housing Appeals Committee (HAC) - A quasi-judicial body within DHCD, which hears appeals by developers, local zoning boards on comprehensive permit (Chapter 40B) decisions by local Zoning Boards of Appeal and other land use permitting matters.

Housing Choice Voucher – Federal rent subsidy program under Section 8 of the U.S. Housing Act, which issues rent vouchers to eligible Households to use in the housing of their choice. This is sometimes referred to as a “mobile voucher” as it goes wherever the tenant goes rather than a project based subsidy that stays with the property. In Massachusetts, it could be a Section 8 Voucher, RAD Voucher, MRVP etc. depending on the payment source for the subsidy. The voucher payment subsidizes the difference between the Gross Rent and the tenant’s contribution of 30% of adjusted income (or 10% of the gross income, whichever is greater). In cases where 30% of tenants’ income is less than the utility allowance, the tenant will receive an assistance payment. In other cases, the tenant is responsible for paying their share of the rent each month. The first 12 months of the lease, the tenant is obligated to pay no less than 30% of their income and no more than 40% of their income.

Housing Finance Agency – State or local agencies responsible for financing housing and administering assisted housing programs. In Massachusetts, the main Agency is MassHousing, however other quasi-governmental agencies such as MassDevelopment and Massachusetts Housing Partnership also provide various types of funding.

Housing Unit – House, apartment, mobile home, or group of rooms used as a separate living quarter by a single household.

HUD – U.S. Department of Housing and Urban Development

HUD Section 8 Program – Federal program that provides project based rental assistance. Under the program HUD contracts directly with the owners for the payment of the difference between the Contract Rent and a specified percentage of tenants’ adjusted income.

HUD Section 202 Program – Federal program that provides direct capital assistance (i.e. grant) and operating or rental assistance to finance housing designed for occupancy by elderly households who have income not exceeding 50% of AMI. The program is limited to housing owned by a 501(c)(3) nonprofit organization. Units receive HUD project based rental assistance that enables tenants to occupy units at rents based on 30% of tenant income. Funding for new project under this program has been discontinued.

HUD Section 811 Program – Federal program that provides direct capital assistance (i.e. grant) and operating or rental assistance to finance housing designed for occupancy by persons with disabilities who have income not exceeding 50% of AMI. The program is limited to housing

owned by a 501(c)(3) nonprofit organization. Units receive HUD project based rental assistance that enables tenants to occupy units at rents based on 30% of tenant income. Funding for new project under this program has been discontinued.

HUD Section 236 Program – Federal program which provides interest reduction payments for loans which finance housing targeted to Households with income not exceeding 80% of AMI who pay rent equal to the greater of Basic Rent or 30% of their adjusted income. All rents are capped at a HUD approved market rent.

Inclusionary zoning – Planning ordinances that require a share of new construction to be designated as affordable for households with low to moderate incomes.

Income Limit – Maximum household income by county or Metropolitan Statistical Area, adjusted for Household size and expressed as a percentage of the AMI for the purpose of establishing an upper limit for eligibility for a specific housing program. Income limits for federal, state and local rental housing programs typically are established at 30%, 50%, 60% or 80% of AMI. HUD publishes income limited each year for Households with 1-8 persons.

Local Initiative Program (LIP) – A state program under which communities may use local resources and DHCD technical assistance to develop affordable housing that is eligible for inclusion on the State Housing Inventory. LIP is not a financing program, but the DHCD technical assistance qualifies as a subsidy and enables locally supported developments that do not require other financial subsidies to use the comprehensive permit process. At least 25% of the units must be set aside as affordable to households earning less than 80% of the area median or 20% of units at 50% of AMI.

Low-income – Low-income households are those households making at or below 80% of the Area Median Income as defined by HUD and adjusted for Household size.

Low Income Housing Tax Credit – A program to generate equity investment in affordable rental housing authorized pursuant to Section 42 of the Internal Revenue Code, as amended. The program requires that a certain percentage of units built be income restricted and rents in these units be restricted accordingly.

Market Rent – The rent that an apartment, without rent or income restrictions or rent subsidies, would command in the marketplace. Typical factors that influence market rent are location, condition of unit and community amenities.

Market Vacancy rate, economic – Percentage of rent loss due to concessions, vacancies, and non-payment of rent on occupied units.

Median Income – A central point in a sample of household incomes where half of the income range is above the median point and half of the income range is below the median point.

Metropolitan Statistical Area (“MSA”) – A geographic entity defined by the federal Office of Management and Budget for use by federal statistical agencies, based on the concept of a core area with a large population nucleus, plus adjacent communities having a high degree of economic and social integrations with that core. Qualification of an MSA requires the presence of a city with 50,000 or more inhabitants, or the presence of an Urbanized Area (UA) and a total population of at least 100,000 (75,000 in New England) The county or counties containing the largest city and surrounding densely settled territory are central counties in the MSA. Additional outlying counties qualify to be included in the MSA by meeting certain other criteria of metropolitan character, such as a specified minimum population density or percentage of the population that is urban.

Mixed Income Housing – Developments that include housing for various income levels. In urban neighborhoods, it is a tool to deconcentrate poverty. In suburban neighborhoods, it is a design principle that designates a percentage of housing to different price ranges and may include persons with very low-income.

Mixed Use – Development projects that combine different types of development such as residential, commercial, office, industrial and institutional into one project. Mixed-use redevelopment of neighborhoods promotes comprehensive revitalization through retention or addition of housing, services and jobs.

Multi-family – Structures that contain more than two housing units.

Multiple Listing Service (“MLS”) – An online data base used by brokers and consumers to rent and sell real estate.

Net rent – Gross rent less tenant paid utilities

New England Fund (NEF) – An affordable housing program run by the Federal Home Loan Bank of Boston (FHLBB), NEF provides advances (loans) to member financial institutions to finance affordable housing. NEF is one of the most widely used programs for the development of new mixed income ownership housing under the comprehensive permit.

Overlay Zoning – A zoning district, applied over one or more other districts that contains additional provisions for special features or conditions, such as historic buildings, affordable housing, or wetlands.

Project based rent assistance – Rental assistance from any source that is allocated to the property or a specific number of units in the property and is available to each income eligible tenant or the property or an assisted unit.

Public Housing – HUD program administered by local (or regional) Housing Authorities which serves Low and Very-Low income Households with rent based on the same formula for HUD Section 8 rental assistance.

Rent Burdened – Households that are paying more than 30% of their annual income towards rent. Severely rent burdened households are those households paying more than 50% of their annual income towards rent.

Rental Subsidy – Monthly income received by an owner/landlord on behalf of a tenant to pay the difference between the apartment's contract rent and the amount paid by the tenant towards rent.

Restricted Rent – The rent that the project can attain based on income restrictions and funding limitations.

Rural Development ("RD") Program (Formerly the Farmers Home Administration Section 515 Rural Rental Housing Program) – Federal program which provides low interest loans to finance housing which serves low and moderate-income persons in rural areas who pay 30% of their adjusted income on rent or the basic rent, whichever is higher but not exceeding the market rent. The Program may include property based rental assistance and interest reduction contracts to write down the interest on the loan to as low as 1%.

Section 8 – Program through which the federal government authorizes housing assistance payments to private landlords in order to provide housing for low-income households. Refers to the major federal (HUD) program – actually a collection of programs – providing rental assistance to low-income households to help them pay for housing. Participating tenants pay 30% of their income (some can pay more) for housing (rent and basic utilities) and federal subsidy pays balance of rent.

Single-Family Housing – A dwelling unit, either attached or detached, designed for use by one Household and with direct access to a street. It does not share heating facilities or other essential building facilities with any other dwelling.

Smart Growth – The term used to refer to a rapidly growing, and widespread, movement that calls for a more coordinated, environmentally sensitive approach to planning and development. A response to the problems associated with unplanned, unlimited suburban development—or sprawl—smart growth principles call for more efficient land use, compact development patterns, less dependence on the automobile, a range of housing opportunities and choices, and improved jobs/housing balance.

Stakeholder – an individual, group of individuals, or organization with an interest in the issue at hand.

Subsidized Housing Inventory (“SHI”) – A listing of all units within the state that receive federal or state-level subsidies. This is the official list of units, by municipality, that count toward a community’s 10% goal.

Subsidized Rental Housing – Housing for moderate to low income individuals and households supported by government funding. Households pay 1/3 of their income towards rent the first year and the government pays the remainder if it is public housing or there is some form of rental assistance.

Substandard Conditions – Housing conditions that are conventionally considered unacceptable which may be defined in terms of lack of plumbing facilities, one or more major systems not functioning properly, or overcrowded conditions.

Tenant – One who rents real property from another.

Tenant Paid Utilities – The cost of utilities (not including cable, telephone or internet) necessary for the habitation of a dwelling unit, which are paid by the tenant.

The Warren Group – Data source that provides housing sales and building permit data from Banker and Tradesman based on individual municipality’s registry of deeds.

Transitional Housing – Temporary housing for families or individuals who do not have permanent housing but require more stability than an emergency shelter.

Unrestricted Rents – Rents that are not subject to any income or rent restriction.

Unrestricted Units – Units that are not subject to any income or rent restrictions.

Vacancy Period – The amount of time that an apartment remains vacant and available for rent.

Very Low Income Households – Very low-income households are those households making below 50% Area Median Income as defined by HUD and adjusted for Household size.

Zoning – Classification and regulation of land by local governments according to use categories (zones); often also including density requirements.

Zoning Board of Appeals (“ZBA”) – The local permitting authority for Chapter 40B.

Appendix B – Town of Georgetown Subsidized Housing Inventory as of February 23, 2017

DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT CH40B SUBSIDIZED HOUSING INVENTORY

Georgetown

DHCD ID #	Project Name	Address	Type	Total SHI Units	Affordability Expires	Built w/ Comp. Permit?	Subsidizing Agency
1172	n/a	23 Trestle Way	Rental	52	Perp	No	DHCD
1173	n/a	Trestle Way	Rental	74	Perp	No	DHCD
1174	n/a	Jewett St.	Rental	10	Perp	Yes	DHCD
1175	Ordway Street	8 Ordway Street	Rental	4	2/14/2015	No	MHP
1176	DDS Group Homes	Confidential	Rental	23		No	DDS
1177	Molloy Rd	Molloy Rd	Ownership	1	2035	No	DHCD
1178	True Lane	True Lane	Ownership	2	2035	No	DHCD
1179	Georgetown Village	1,2,3,4,5, & 7 Norino Way	Rental	106	Perp	Yes	FHLBB
4090	Central Street	201 Central Street	Ownership	1	perp*	No	DHCD
Georgetown Totals				353	Census 2010 Year Round Housing Units		3,031
					Percent Subsidized		11.65%

2/23/2017

Georgetown
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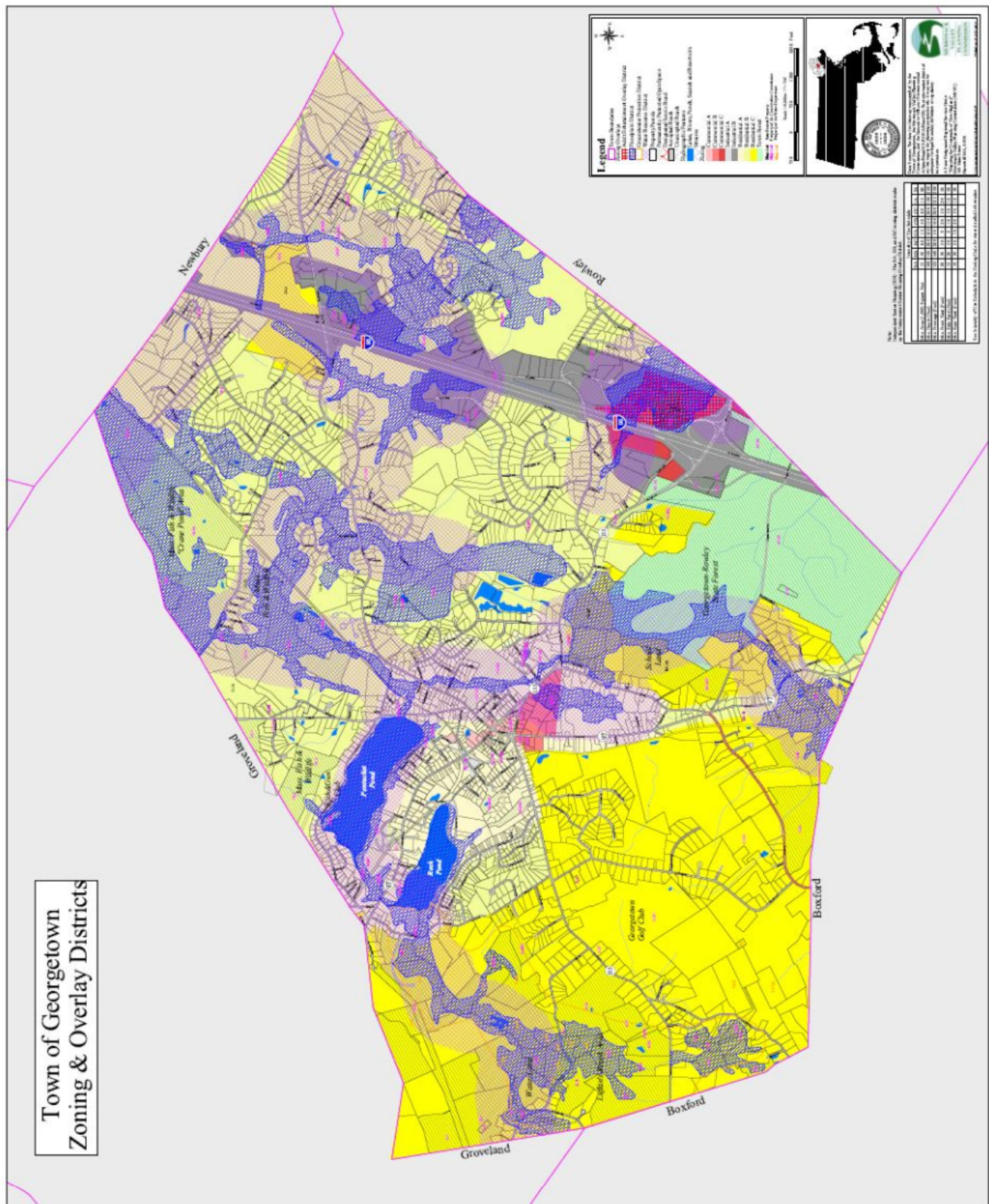
This data is derived from information provided to the Department of Housing and Community Development (DHCD) by individual communities and is subject to change as new information is obtained and use restrictions expire.

Appendix C—Subsidized Housing Inventory

Town of Georgetown Subsidized Housing Inventory as of March 2017												
Project Name	Program	Total Units	Afford. Units	AMI Limit	Type	Population	Building Type	Bedroom Type	Affordable Occupancy	Affordable Waitlist	Affordable Wait Time	On SHI
23 Trestle Wy.	PHA – State, Ch. 667	126	126	50%	Rent	Elderly/ Disabled	two-story walk-ups	One-BR	100%	50 HH	2+ years	Yes
111 Jewett St.	PHA – State, Ch. 705	10	10	50%	Rent	Mixed	duplexes	Two-BR	100%	15 HH	7 years	Yes
Danvers, Peabody, Georgetown Group Homes, 8 Ordway St.	DMH	4	4		Rent	Group Home	sfh					Yes
DDS Group Homes,	DDS	23	23		Rent	Group Home	n/a					Yes
4 Molloy Rd.	LIP	1	1	80%	Own	Mixed	sfh	Four-BR				Yes
4 True Ln.	LIP	2	2	80%	Own	Mixed	sfh	Three-BR				Yes
Longview at Georgetown, 1 Patriot Ln.	Chap. 40B	186	38	50%	Rent	Mixed	4-story elevator bldg.	One/Two-BR	100%	30 HH	6 months - 1 year	Yes
201 Central Street Condominiums	SP, LIP	14	1	80%	Own	Mixed	townhouse	Two-BR				Yes
Parker River Landing, 182-192 North St.	ISH	60	8	80%	Own	Elderly 55+	townhouse	Two-BR				No
14 Middle St.	LIP	1	1	80%	Own	Mixed	sfh	Three-BR				No
Turning Leaf, 30 Lisa Ln.	LAU	22	1	80%	Own	Mixed	sfh	Three-BR				In Process
Turning Leaf, 32 Lisa Ln.	LAU	1	1	80%	Rent	Mixed	sfh	Three-BR	100%			In Process
Total		450	216									

Notes: SP= special permit, ISH= Independent Senior Housing, PB=Planning Board, ZBA= Zoning Board of Appeals, CP= Comprehensive Permit, AF = Affordable, MR = Market Rate, LAU = Local Action Unit, LIP = Local Initiative Program

Appendix D – Town of Georgetown Zoning Map

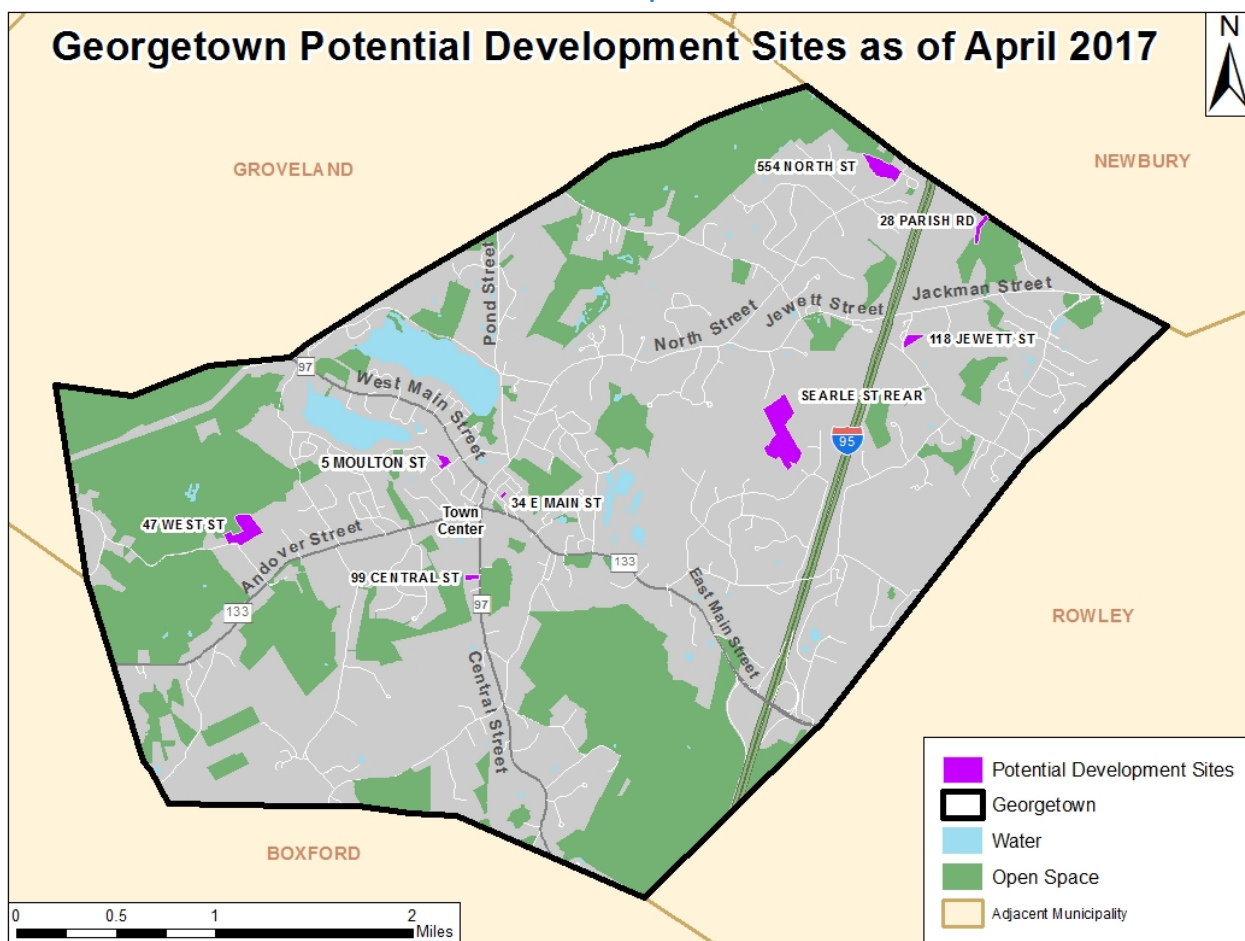


Appendix E – Potential Affordable Development Sites

Georgetown properties that may lend themselves to affordable units

Based on conversations with Paul Nelson, Secretary of the Affordable Housing Trust and recommendations from parties we spoke with during the needs assessment work, the following is a map of the eight properties that have been identified as properties that have the potential to include affordable units as part of their development/and or redevelopment. It should be noted that all sites have the constraint of private septic. We have also provided information on each property from the Town's Assessors database, along with comments.

Map 6



Source: MassGIS, Georgetown Assessor Database

1. 99 Central Street

Parcel ID: 10B-11

Location: .25 miles from downtown

Owner: Randy Sabino

Size: 1.33 acres

Land Use: Single Family (SF MDL-01)

Zone: RA Central Residential District

Building Description: Single-family home

- Bedrooms: 3
- Stories: 2
- Year Built: 1800
- Living Area: 1,884 SF
- Grade: Average

Outbuildings description:

2017 Assessed Value:

- Land: \$166,500
- Buildings: \$106,000
- Outbuildings/Extra: \$13,800
- Total: \$286,300

Comments: The property may have been redeveloped five years ago with several newer houses. One possibility is to divide the property into two or three lots. One or two lots could be sold at market rate, and the proceeds could be utilized to sell an affordable homeownership unit on the third lot. The existing house on the property is in disrepair and likely will need to be torn down. The benefit of this property is that it is in walking distance to the downtown and schools.

2. 34 East Main Street

Parcel ID: 11A-118

Location: Downtown

Owner: Alan Aulson

Size: .43 acres

Comments: The property is along the Central Business District. It has a large house and barn and was formerly the Dunbar Tavern. Owner Alan Aulson has proposed converting the building into an 8-unit condominium development with 2 affordable units at 80% of AMI. He has received a Site Eligibility Letter under the M.G.L. Chapter 40B LIP Program and is in the process of preparing an application to the Zoning Board of Appeals.

3. 554 North Street

Parcel ID: 18-39

Location: Near I-95, 2.5 miles from downtown

Owner: Terry Hallcom

Size: 8.55 acres

Land Use: Single Family (SF MDL-01)

Zone: RB Outside Residential District

Building Description: Single-family home

- Bedrooms: 3

- Stories: 2
- Year Built: 1770
- Living Area: 1,798 SF
- Grade: Average

Outbuildings description: Shed

2017 Assessed Value:

- Land: \$202,600
- Buildings: \$139,400
- Outbuildings/Extra: \$15,300
- Total: \$357,300

Comments: It is believed that this property may be available. It may be an appropriate location for small single family homes. The site contains wetlands so it will be important to understand how much of the site is buildable. In addition, the existing historic structure (c.1690) is likely to require significant restoration which will add to costs for redevelopment.

4. 118 Jewett Street

Parcel ID: 17-98C

Location: East of I-95

Owner: James Tolman

Size: 2.39 acres

Land Use: Vacant Land, Industrial (IND LD UD)

Zone: IB Light Industrial District

Building Description: NA

- Bedrooms: NA
- Stories: NA
- Year Built: NA
- Living Area: NA
- Grade: NA

2017 Assessed Value:

- Land: \$20,600
- Buildings: \$0
- Outbuildings/Extra: \$0
- Total: \$20,600

Comments: The site is currently vacant and may be available. It may be an appropriate location for a small single family home. The site is currently zoned industrial so construction of a single family home would require a use variance. The site also contains wetlands so it will be important to understand how much of the site is buildable.

5. 5 Moulton Street

Parcel ID: 6C-154

Location: Downtown

Owner: Automatic Connector Inc.
Size: 1.75 acres
Land Use: Vacant Land, Industrial (IND LD DV)
Zone: IA Light Industrial District
Building Description: None

- Bedrooms: NA
- Stories: NA
- Year Built: NA
- Living Area: NA
- Grade: NA

2017 Assessed Value:

- Land: \$98,800
- Buildings: \$0
- Outbuildings/Extra: \$3,600
- Total: \$102,400

Comments: The property is located next to the proposed rail trail. It is a nice residential site that might lend itself to a senior housing project, special needs population or a senior center. However, the site is a contaminated 21E site due to its former use as a switch manufacturing factory. Harborlight Community Partners wanted to develop the site, but found there were too many environmental and liability issues.

6. 28 Parish Road

Parcel ID: 20-5E
Location: East of I-95
Owner: Anthony Bernardo
Size: 2.11 acres
Land Use: Single Family (SF MDL-01)
Zone: RB Outside Residential District
Building Description: single-family home

- Bedrooms: 3
- Stories: 2
- Year Built: 1994
- Living Area: 1,862 sf
- Grade: Average/Good

2017 Assessed Value:

- Land: \$186,800
- Buildings: \$257,100
- Outbuildings/Extra: \$4,400
- Total: \$448,300

Comments: The property may be on the market. The property is L shaped and contains two development sites – a meadow and a flat area with trees. However, there may be an issue getting power to the site.

7. Searle Street Rear

Parcel ID: 16-8, 16-13

Location: West of I-95

Owner: Herrick Realty Trust

Size: 31.07 acres

Land Use: Vacant land (RES ACLNPO)

Zone: RB Outside Residential District

Building Description: None

- Bedrooms: NA
- Stories: NA
- Year Built: NA
- Living Area: NA
- Grade: NA

2017 Assessed Value:

- Land: \$102,400
- Buildings: \$0
- Outbuildings/Extra: \$0
- Total: \$102,400

Comments: The property consists of two parcels owned by Herrick Realty Trust. The Georgetown Greenway group wanted the Trust to purchase the property and provide access to the Greenway. It is unclear if there are wetlands on the site.

8. 47 West Street

Parcel ID: 2-37

Location: Off of West Street, close to Andover Street (Route 133)

Owner: Jean Paquin/Richard Morello

Size: 10 acres

Land Use: Three Family (MDL-101)

Zone: RC Outside Residential District

Building Description: Three-Family House - abandoned

- Bedrooms: 5
- Stories: 2
- Year Built: 1790
- Living Area: 2,876 sf
- Grade: Below Average

2017 Assessed Value:

- Land: \$195,000
- Buildings: \$102,700

- Outbuildings/Extra: \$3,700
- Total: \$301,400

Comments: The property is a former junkyard with an abandoned three-family house fronting West Street. The site was cleaned up to the point of only needing to run tests showing arsenic levels were in line with the rest of town, but the arsenic levels were found to be too high. Therefore, redevelopment of the site would require additional arsenic remediation. A Chapter 40B Comprehensive Permit was issued for 16 homeownership units for households over age 55 in 2002 including 4 affordable units at 80% AMI and 12 market rate units. However, the project was never built.