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Greetings!

Greetings:

It is a wonderful time to say thank you to all of our loyal customers and our amazing staff.

New MA Funding Round: Pre-applications due December 15, 2016 and applications due February 16, 2017. ***Please get in touch with us ASAP so we can get you into the Que!***

New Clients: Towns of Charlton, Dunstable, Erving and Wendell. NAI Norwood Group, Dimock Community Health Center, Brighton Marine Heath Campus, New Era Senior Living.

New Staff: Welcome Kyra Spotte-Smith, a newly minted graduate from Cornell University who started as a Planner/Research Associate with LDS in September.

Success Stories: Congratulations to our Clients!

Funding Awards:

Grantham Group for Assisted Living in Belchertown, MA; GreatBridge Properties - Jewell Crossing, North Attleboro, MA; Dakota Partners, Tenny Place II, Haverhill, MA, Hilltown CDC - Goshen, MA

Chateau Estates Acquisition and Refinancing, Springfield, MA: LDS worked with an amazing team of professionals including David Hanifin of MHP, Richard Lefferts of Commonweal Collaborative and Julie Peabody of KJP Partners, LLP on what we all deemed to be one of the fastest closings in near memory. Kudos to the HUD Boston Office and MassHousing for putting forward a new HAP contract in record time! The off balance sheet loan from MHP will position the 65 unit subsidized development to remain affordable and in good condition for many years. Congratulations to Debra Katz!

Next up: Citywide Apartments.

Building Dedications/Ground Breakings:



**Shoe Shop Place,
Middleboro**

Congratulations to Neighborhood of Affordable Housing (NOAH") and the Neighborhood Developers on the adaptive reuse of a former shoe factory into 24



units of affordable rental housing. This went in for a record 5 rounds and took five years to reach fruition!

Patriot Homes, South Boston, MA



Congratulations to Caritas Communities and the South Boston Neighborhood Development Corporation adaptive on the reuse of a former police building into 12 units of supportive housing and the new construction of 12 units of low income family housing. The lottery received over 900 applications along with 68 with a veterans preference!

We first worked on a study for Caritas in 2008 looking at the housing needs of veterans. Then it took a while for them to get awarded the rights to the land, then hit the recession, then it was plagued by rising construction costs - 8 years in the making but well worth it!

Parcel 25, Mission Hill, Boston, MA

Congratulations to Mission Hill Neighborhood Housing Services on the groundbreaking of Phase 1 of your 40 unit affordable multi-family housing. The building will be five stories with ground floor retail, second floor office space for not for profits and three stories of housing.



51-57 Beal Street, Brookline, MA

Ribbon cutting by Pine Street Inn for 30 units of supportive housing for homeless families.

Municipal Work

Towns of Erving and Wendell, MA

LDS conducted a survey by mail of seniors with regard to senior housing preferences in Erving and Wendell with 31% and 28% response rates respectively with regard to senior housing preferences. In addition, LDS conducted a housing needs assessment for each community and provided an evaluation of a potential senior housing site in Erving.

Town of Dunstable, MA

LDS teamed with Hancock Associates to research senior housing needs as well as evaluate the development potential for a 28.5 acre parcel of land for the Dunstable Housing Committee. In addition to the report, Hancock provided an existing conditions plan, proposed development plan and LDS provided several pro-formas for rental and home ownership ideas for the site. **Stay tuned, this Town moves quickly and will be issuing an RFP sometime this spring!**

40B Work Updates

Monitoring

LDS has new monitoring contracts for Highland Ridge in Foxboro, Meetinghouse Village in Norfolk and Damon Farms in Norwell and Hingham. The deadline to apply for a unit at Damon Farms is December 3, 2016.

40B Permitting, Cochesett Estates, West Bridgewater, MA

The Town of West Bridgewater Zoning Board of Appeals voted to approve an 89 home ownership project proposed by Bisher Hashem. It was a privilege to work with the ZBA members.

40B Permitting - Braintree, MA

LDS worked with Holland Development to submit a site eligibility application to MassHousing for 72 rental apartments and 8 home ownership units. The project is in the middle of the 60 day review period.

40B Permitted Site Sale

LDS has been working for John Winslow on the sale of 72 condominium home permits in Grafton, MA. An offer to purchase has been accepted and due diligence is under way.

New Engagements

Brighton Marine Health Center ("BMHC")

LDS is honored to have been hired by BMHC to conduct a needs assessment of military service members, veterans and their families in the Greater Boston Area. BMHC's primary mission is to serve veterans and their families as well as to serve the Brighton/Allston community. The goal of this needs assessment is to assist BMHC with space planning and programming of its Brighton Campus. Our needs assessment involves stakeholder interviews, demographic research and a

survey. The survey, which is due out in the next few weeks, has a goal to better understand basic background information of responders as well as potential needs in a variety of categories such as health, education and career training, housing and services. ***Please let us know if you would like to receive link to the survey when it is available.***

Hamilton Canal District, Master Plan, Lowell, MA

In the summer of 2016, WinnDevelopment was awarded the right to take over as master developer of the majority of the parcels available in the Hamilton Canal District. In turn, Winn has hired LDS to be its Master Developer Market Researcher along with Lisa Davis Associates, LDS will examine demand for housing, office, retail and other complimentary uses for the site.

As usual, we are working on a variety of large scale market studies for Class A market rate rental product in the greater Boston Area which are still under wraps.

LDS Continues to Grow

**Noah Hodgetts Celebrated his second anniversary at LDS in May.
Tom Anderson has continued to work remotely for LDS from Baltimore, Maryland!
And Sherry Xou, our part time demographer had a healthy baby boy.**

Congratulations to all!

As always, LDS is looking to partner with clients and consultants on new projects. Please feel free to contact us at info@ldsconsultinggroup.com or 617-454-1144.

**Sincerely,
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