CAPE COD COMMISSION

Barnstable County
FY27 License Plate Grant Application Submission

Falmouth Housing Trust Inc.

CONTACT INFORMATION

Organization Name: Falmouth Housing Trust Inc.
Location: 200 Main St, Falmouth, MA 02540
Project Manager Name: Laura Moynihan
Project Manager Title: Executive Director
Project Manager Email: Laura@falmouthhousingtrust.org

PROJECT INFORMATION

Name of Project: Pheasant Lane Affordable Workforce Homeownership Project

Brief Project Description:
Falmouth Housing Trust (FHT) is constructing a permanently affordable home on Pheasant Lane in Falmouth for a workforce household.
The Town of Falmouth selected FHT to develop the parcel for a home to be constructed and sold for well below market value ($285,000) through a lottery process to a first-time homebuyer household earning at or below 80% AMI. A deed restriction will keep the home affordable in perpetuity.
The 3-bedroom home will include energy-efficient systems, solar-ready and electric-vehicle-ready features, and an advanced denitrification septic system.
The project builds on FHT's proven model of creating sustainable, permanently affordable homeownership opportunities for the Cape's year-round workforce.

How does the project advance one or more 2024 Cape Cod CEDS Key Actions?
Falmouth Housing Trust's (FHT) Pheasant Lane Affordable Workforce Homeownership Project advances several CEDS Key Actions:
1. Incentivize Year-round Housing: FHT will add a safe, stable, three-bedroom home to Falmouth's year-round housing stock. It will be sold for $285,000 to a first-time homebuyer household earning at or below 80% of area median income. Owner-occupancy requirements and a perpetual affordable-housing deed restriction will preserve the home for income-qualified year-round residents and employees through every future resale.

2. Invest in Water Quality and Wastewater Infrastructure: The home will use an advanced NitROE denitrification septic system that substantially reduces nitrogen discharge compared with a conventional septic system. This allows needed housing production to proceed while responding to one of Cape Cod's defining environmental and infrastructure constraints.
3. Advance Climate Change Resiliency: Energy-efficient construction and solar-ready and electric-vehicle-ready infrastructure will reduce energy use, prepare the property for clean-energy technologies, and help keep ongoing utility and transportation costs manageable for the homeowner.

What economic development needs/priorities will this project address?
Lack of Affordable Housing-
Cape Cod's shortage of attainable, year-round housing has become a significant constraint on the region's economic vitality. The 2026 Cape Cod CEDS Annual Report identifies a 2025 regional median home sale price of $739,000 and estimates that a household needed approximately $218,000 in annual income to afford a median-priced home. Meanwhile, the inventory of single-family homes for sale declined from 508 in 2024 to 438 in 2025, and 29.7% of the region's housing units were used seasonally. Together, high prices, limited inventory, and competition from the seasonal market place homeownership beyond the reach of many year-round residents.
Workforce Migration-
This imbalance also affects Cape Cod's workforce and employers. When working households cannot find attainable housing, they may be forced to commute long distances, remain in unstable housing, or leave the region altogether. Employers consequently face greater difficulty recruiting and retaining the healthcare, education, public-safety, municipal, hospitality, retail, transportation, and childcare workers upon whom Cape Cod's economy and essential services depend. When these workers leave, the region also loses their spending, civic participation, and contributions to the year-round community.
Local Demographics are Narrowing-
Falmouth's changing demographics reinforce the urgency of this need. The Town of Falmouth's 2024 Housing Production Plan reports that public-school enrollment declined by 35% over 20 years. Between 1990 and 2020, adults ages 25-44 declined from 30% to 18% of Falmouth's population, while residents age 65 and older increased from 19% to 34%.
Expanding attainable homeownership is essential to retaining working-age residents and families and sustaining Falmouth's businesses, schools, municipal services, and year-round economy.

What is the anticipated impact of this project on these economic development needs/priorities? How will this project support Cape Cod's economic resiliency?
Pheasant Lane will create one new, permanently affordable, year-round, workforce home for an estimated 2-4 residents. The three-bedroom home will be sold for $285,000, approximately 61%

below Cape Cod's 2025 median sale price of $739,000, to a first-time homebuyer household earning at or below 80% of the area median income. Housing Assistance Corporation will administer an affirmative fair housing marketing and lottery process to ensure that the opportunity is made available equitably to eligible households.

The project will convert Town-owned land into an attainable homeownership opportunity at a time when local supply is severely constrained. By enabling an income-qualified household to establish stable roots in Falmouth, the project can reduce displacement and the need for long-distance commuting while helping Cape Cod retain working-age residents and families. These residents support the year-round economy as employees, customers, taxpayers, neighbors, and participants in local schools and community life.

The impact will extend beyond the initial purchaser. A perpetual affordable-housing deed restriction will require owner occupancy, limit the home's resale price, and reserve it for income-qualified buyers at every future resale. The home, and this potential funding, will therefore help create a lasting community asset that serves successive generations rather than providing a one-time housing benefit.

Pheasant Lane will also demonstrate that urgently needed housing can be created in a manner that responds to Cape Cod's environmental and infrastructure constraints. Its advanced denitrification septic system will reduce nitrogen discharge (3x cleaner than traditional systems), while energy-efficient construction and solar-ready and electric-vehicle-ready infrastructure will reduce energy demand and prepare the property for clean-energy technologies.

By combining permanent affordability, municipal support, water-quality protection, and energy efficiency, the project advances a practical and replicable approach to strengthening Cape Cod's long-term economic and environmental resiliency.

Are there any anticipated challenges to implementing the project within the required timeframe of the grant award?

Falmouth Housing Trust (FHT) anticipates the usual timeframe challenges associated with new construction (permit process, building approvals, weather, etc.). These factors are manageable and have been taken into consideration in our timeline below.

The timeline was developed collaboratively by the experienced team of professionals FHT has assembled (legal, engineering, and construction professionals).

FHT has successfully completed many comparable projects within designated timeframes and grant periods, including our most recent project of constructing five permanently affordable homes at Bigelow Landing in 2025.

Would the funding be used to support a grant program? Yes / No

No

Which municipality or municipalities are supportive of this project? (Optional)
The Town owns the Pheasant Lane parcel and selected FHT in June 2026 to develop it as permanently affordable homeownership housing following a public disposition process. The Falmouth Affordable Housing Fund then awarded the project $175,000 ($25,000 for predevelopment and $150,000 for construction). Town housing staff continue to support and coordinate with FHT as the project proceeds through permitting and development. Municipal letters of support will be included with the application.

SCOPE OF WORK AND TIMELINE

Task 1

Description: Municipal Project Award and Property Procurement: Respond to the Town of Falmouth's RFP and secure designation to develop the Town-owned Pheasant Lane parcel as permanently affordable homeownership housing.
Deliverable: Development proposal completed and submitted; FHT selected by the Town of Falmouth to develop the property.
Estimated Completion Date: Completed June 2026

Task 2

Description: Preconstruction & Construction Start: Complete remaining permitting, final design, and construction mobilization. Finalize the comprehensive permit, septic and building approvals, construction documents, and contractor coordination needed to begin work.
Deliverable: All required permits and construction documents completed; construction contract signed; site work and construction initiated.
Estimated Completion Date: November 1, 2026

Task 3

Description: Complete Construction: Construct the foundation, building shell, and home systems. Complete foundation, framing, roofing, mechanical, electrical, and plumbing work. Finish interior and exterior work, install energy-efficient systems, and complete inspections. Obtain occupancy approvals.
Deliverable: Weather-tight building with foundation, framing, exterior shell, and major home systems. Finished three-bedroom, two-bath home with solar-ready, electric-vehicle-ready, and advanced wastewater-treatment features. Certificate of occupancy issued.
Estimated Completion Date: June 30, 2027

Task 4

Description: Home Lottery & Home Sale/Homebuyer Move-In: Conduct affirmative marketing and select the homebuyer. Housing Assistance Corporation will market the opportunity, accept and review applications, verify eligibility, conduct the lottery, and support the selected buyer through mortgage readiness. Close the sale and preserve permanent affordability. Complete final buyer approvals and closing, record the deed and affordable-housing restriction, and complete grant reporting and reimbursement.
Deliverable: Approved marketing materials; housing lottery conducted; income-qualified buyer and alternate selected. Home sold for $285,000 to an eligible first-time homebuyer household; perpetual deed restriction recorded; homeowner moves in.
Estimated Completion Date: July 31, 2027

PROJECT PARTNERS

Project Partner 1:

Name: Michael Renshaw
Title: Town Manager
Email: townmanager@falmouthma.gov
Role/Description: Falmouth Housing Trust responded to an RFP from the Town of Falmouth. Our Pheasant Lane proposal was evaluated and accepted by the town. FHT was awarded the project to develop the land. You can find this letter and other supporting documents attached.

Project Partner 2:

Name: Gael Kelleher
Title: Director of Real Estate at Housing Assistance Corporation
Email: gkelleher@haconcapecod.org
Role/Description: HAC will accept and review applications, verify eligibility, conduct the lottery, and support the selected buyer through mortgage readiness.

FY27 LICENSE PLATE GRANT APPLICATION BUDGET

Please upload this sheet as a PDF as part of your application.

Please fill in all budget categories relevant for your proposed project, including a brief description of the funds requested. The total amount requested should equal the total amount noted in the scope of work. All project expenses are provided on a reimbursement basis.

Category	Amount Requested	Match Amount (optional)	Total Project Cost	Budget Narrative
Personnel/Labor from Staffing Plan)	$ -	$ 64,916.00	$ 64,916.00	Architect, Developer, and Buillder
Fringe Benefits (from Staffing Plan)				
Travel				
Equipment	$ -	$ 85,868.00	$ 85,868.00	NitROE septic system, HVAC systems,
Supplies	$ 25,000.00	$ 255,103.00	$ 280,103.00	Concrete, Insulation, Roofing, Exterior Siding, Doors, Windows, Drywall, Flooring, Paint, Counters, Cabinets, Rough Carpentry, Finish Carpentry
Contractual/Consulting				
Small Grants Program				
Other	$ -	$ 177,513.00	$ 177,513.00	Earth Work (remove trees, stump removal, grub site, disposal fees), Site Utilities (water, drainage, title V septic system), Roads & Walks, Site Improvement, Lawns & Planting, Electrical, Cleaning, HERS & Aerobarrier, General
Total Direct Cost	$ 25,000.00	$ 583,400.00	$ 608,400.00	
Indirect Costs*				
Total	$ 25,000.00	$ 583,400.00	$ 608,400.00	

*Maximum of 15% of project direct cost unless the project applicant has a Negotiated Indirect Cost Rate Agreement.

FY27 LICENSE PLATE GRANT APPLICATION STAFFING PLAN

Please upload this sheet as a PDF as part of your application.

For each individual participating in this project, please share their name, title, and associated hourly rate, number of hours. In addition, please list the tasks that each staff member/volunteer will participate in. The staffing plan should be uploaded at the end of the application.

Staff Name and Title	Hourly Rate	Number of Hours	Total Project Cost	Amount Requested	Match Amount
Example: Jane Doe	$25.00	15	$375.00	$281.25	$93.75
Falmouth Engineering, Architect & Engineer	$ 81.75	100	$ 8,175.00	$ -	$ 8,175.00
Clancy Construction, Builder	$ 21.51	2080	$ 44,741.00	$ -	$ 44,741.00
Falmouth Housing Trust, Developer	$ 24.00	500	$ 12,000.00	$ -	$ 12,000.00
Total Personnel		2680	$ 64,916.00	$ -	$ 64,916.00
Fringe (enter fringe rate as percent):	0%				
TOTAL:			$ 64,916.00	$ -	$ 64,916.00

Staff Name and Title	Tasks/Responsibilities
Example: Jane Doe	Example: Management
Falmouth Engineering, Architect & Engineer	Responsible for architecture and engineering of the home, includes survey
Clancy Construction, Builder	Responsible for constructing the home
Clancy Construction, Builder	Responsible for land assessments, proper zoning and permitting, preparing for construction, and working with architect and city

TOWN OF FALMOUTH

Office of the Town Manager & Select Board

59 Town Hall Square, Falmouth, Massachusetts 02540
Telephone: (508) 495-7320
townmanager@falmouthma.gov

February 20, 2026

Laura Moynihan, Executive Director
Falmouth Housing Trust
PO Box 465
Falmouth, MA 02541

via email laura@falmouthhousingtrust.org

Re: ***Disposition of Town Owned Land for Affordable Housing***
21 Pheasant Lane - Request for Proposals

Dear Attorney Moynihan,

I would like to thank you for your interest in the above-referenced project. This letter is to notify you that the Town has completed its evaluation process and Falmouth Housing Trust was determined to be the top-ranked proposer.

You will be receiving the necessary contract documents from my office, which need to be completed by you within ten (10) business days. Please do not date any of the forms since the official date of contract execution will be the date on which the Town of Falmouth signs all documents.

Please accept my congratulations. I look forward to seeing this project come to fruition.

Sincerely,

Michael Renshaw
Town Manager
Town of Falmouth

cc: Jed Cornock, Director of Community Development
Kimberly Fish, Housing Coordinator
Melanie Bush, Assistant to Treasurer and Finance Director

TOWN OF FALMOUTH

Office of the Town Manager & Select Board

59 Town Hall Square, Falmouth, Massachusetts 02540

TO: **Community Preservation Committee**

FROM: **Mike Renshaw, Town Manager**

SUBJECT: **21 Pheasant Lane, East Falmouth**

Application to Falmouth Affordable Housing Fund ("FAHF")

DATE: **April 29, 2026**

CC: **Kimberly Fish, Housing Coordinator**

Falmouth Housing Trust

The FAHF received an application from Falmouth Housing Trust ("FHT") requesting $175,000 in funding, $25,000 for pre-development costs and $150,000 for the construction of one (1) deed restricted single-family home for ownership at 21 Pheasant Lane.

This property was part of the Town's Request for Proposal process for the disposition of Town owned land for affordable housing. FHT was awarded the land by Notice of Award sent on February 20, 2026.

FHT will be constructing a single-family home for ownership. It will consist of three (3) bedrooms, two (2) baths on a .265 acre lot. The home will provide an advanced treatment septic system, high energy saving and efficiency construction and visitability features.

FHT will place a permanent deed restriction on the home as affordable at 80% of the area median income.

The FAHF Working Group met on April 29, 2026, and gave a positive recommendation.

I recommend the Community Preservation Committee support this application.

ATTACHMENTS:

- Application
- Notice of Award dated February 20, 2026
- FAHF Working Group Evaluation Form

Email: townmanager@falmouthma.gov

Phone: (508) 495-7320

Town of Falmouth
Affordable Housing Committee

59 TOWN HALL SQUARE, FALMOUTH, MA 02540

March 16, 2026

Falmouth Select Board
Town Hall
Falmouth MA

Dear Select Board Members;

At its regularly scheduled monthly meeting on March 12, 2026, the Falmouth Affordable Housing Committee voted unanimously to support the application by the Falmouth Housing Trust to build a single-family house at **21 Pheasant Lane**. The Housing Trust responded with a bid to the Town's RFP for the use of this parcel for affordable housing and was selected to do so.

The Housing Trust proposes to build a 3-bedroom, 2 bath, 1551 square foot, accessible house at this location. The sale would be deed restricted to a purchaser with an income at or below 80% of Area Medium Income. This is a LIP application. If the comprehensive permit is approved in a timely way, the Trust hopes to begin construction as early as the fall or early winter. The Trust has committed to reach out to abutting neighbors about the project.

The Affordable Housing Committee is pleased to support the proposal for another deed-restricted unit, one that will be included on Falmouth's SHI inventory.

Sincerely,

David Garrison
Chair, Falmouth Affordable Housing Committee

CC: Kim Fish, Jed Cornock, Noreen Stockman, Laura Moynihan

June 11, 2026

Laura M. Moynihan, Executive Director
Falmouth Housing Trust, Inc.
P.O. Box 465
Falmouth, MA 02541

Dear Laura:

Housing Assistance Corporation will be the lottery agent for your project at 21 Pheasant Lane in Falmouth. HAC has administered lotteries and monitoring of hundreds of affordable units in the past 30 years.

The project will consist of 1 Affordable unit sold to a buyer earning less than 80% of Barnstable County AMI (area median income). The fee that HAC charges is 2% of the sale price for the housing unit.

We look forward to working with you on this project.

Sincerely,

Tana Brennan,
Project Manager
Housing Assistance Corporation
255 Independence Drive
Hyannis MA 02601
508-771-5400