



EMPLOYER-ASSISTED HOMES

PRESENTERS:

Kevin Geiger, Two Rivers-Ottawaquechee Regional Commission

Alex Belenz, Upper Valley Lake Sunapee Regional Planning Commission

SPECIAL GUESTS:

Pru Pease, Granite United Way

David Watts, Kendal at Hanover

Kevin Dailey, Southern Vermont Healthcare

May 26th, 2021; 12:00 – 1:00 PM





HARTFORD, VT – CASE STUDY

“No industry is going to prosper unless there are comfortable homes for the workers, as they will go elsewhere, and the business will have to be constantly breaking in new help.”

→ Hartford Building Association created – “to increase the housing facilities of the town of Hartford” and “to buy, sell, rent and develop real estate in said town and to build houses and other buildings.”

→ Raised \$50,000 capital pool, built 4 houses, and sold them at-cost.



HARTFORD, VT – CASE STUDY (1920)

Have you any intention of EVER owning your own home? If so, can you afford to let this chance go by?

Four Houses at Last Year's Cost To Build

Private real estate for sale in White River Junction is advancing in price every day. Your rents are jumping. You can not build at anywhere near last year's costs---and today's costs are lower than tomorrow's will be.

The same type house which we are offering is being built today in Springfield, Vt., to sell for \$4500.00 and up. Perhaps you don't feel that a really substantial house, built right and built to stand up, could be put up to sell at \$3600.00 to \$3700.00. If you don't believe that you would get value received, dollar for dollar, on your investment go up to Highland

Park. Look these houses all over. Ask the local plumbers and contractors what each house, with its fixtures, could be duplicated for today. Compare each house with any house in White River Junction offered for sale today at the same price. You will find you have answered your own question.

These houses were not built to sell at a profit. They are backed by the business men of White River Junction. And all they ask is six per cent return on their money for the length of time it is invested in these houses. The following prices include 1920 taxes and are good up to May 15th only.

No. 1, \$3630.00	No. 2, \$3630.00	No. 3, \$3730.00	No. 4, 3725.00
-------------------------	-------------------------	-------------------------	-----------------------

It will cost \$25.00 per month per house to carry them after May 15th, and that carrying price must be added to the selling price.

If you have even THOUGHT about the

proposition, see L. S. DARBY. Match your time against his. We don't want you to buy if you can get better value for the same money on some other property in White River Junction. BUT CAN YOU?

HARTFORD BUILDING ASSOCIATES, Inc.
White River Junction, Vermont.

An Unusual Opportunity For Only 4 Men

There is offered now here in White River Junction, to just four men (it may be you and three others) a chance to own your own home at cost to build. A home of which you may justly be proud, containing six rooms, fitted with bath, furnace, electrically wired, connected with town sewer, hardwood floors throughout, painted inside and out, (if you see immediately, the outside painting may be varied to suit your fancy), each house has a piazza and a good garden plot, located in an fine location, overlooking the village, as can be desired.

These houses will be ready to move into May 1. They were contracted for before the very great advances in building material went into effect, and are offered you today at their cost to build, plus interest and taxes. They are located on Victory Circle and all we can say to you is "Go up and look them over."

The prices if decided before May 15, 1920, are as follows:

House No. 1	\$3630
House No. 2	\$3630
House No. 3	\$3730
House No. 5	\$3725

Remember 1920 taxes are included in above figures. These have been placed in charge for immediate sale of L. S. Darby, White River Junction, Vt. Mr. Darby will show you every courtesy and has full authority to make the sale of all this property for us.

Hartford Building Associates, Inc.
White River Junction, Vt.

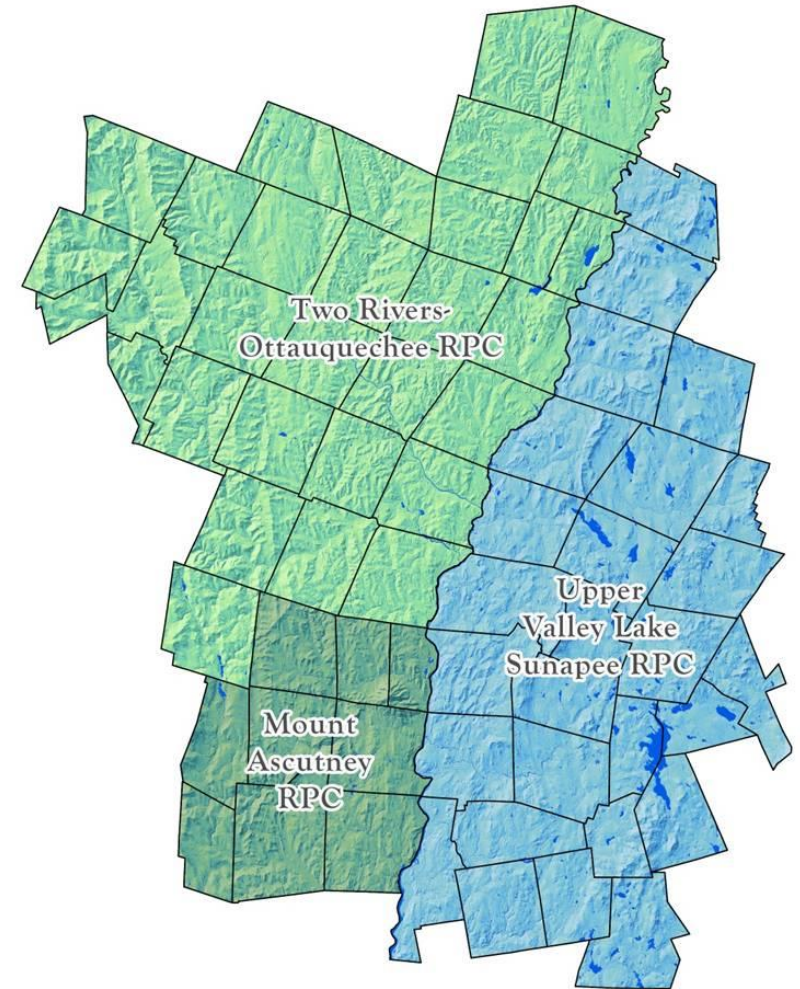
Dated April 16th, 1920.



KEYS TO THE VALLEY INITIATIVE (2021)



[Our Housing Challenge](#) ▾ [Toolbox](#) ▾ [Library](#) ▾ [Get Involved](#) ▾ [About Us](#) ▾



The greater Upper Valley region has a housing crisis. Here's what we can do about it.

The Keys to the Valley project documents our **need for homes** across a **bi-state, 67-town region**, and presents a roadmap for tackling this crisis at the local, regional, and statewide level. The scale of this challenge calls for both immediate action as well as further study and conversations.

During this project, we have come to understand several critical concepts:

Our first Key understanding – our region's housing problem is a crisis. —

We have a housing crisis, and it is getting worse. It is not a small problem. Tens of thousands of individuals and families in the region struggle to afford their home, while others lack access to needed in-home supportive services. Some remain without permanent shelter, fear eviction, or reside in unsafe conditions.



KEY UNDERSTANDINGS

Our first Key understanding – our region’s housing problem is a crisis. +

**Our second Key understanding – this is not just a private problem with a private +
solution.**

**Our third Key understanding – it is a tough problem that requires many different +
solutions in tandem that are fit to each place and its people.**

Our fourth Key understanding – new solutions and approaches are needed. +

**Our fifth Key understanding – solving housing needs must also solve other +
problems.**



KEY ACTION AREAS

Key Action Area A: Spread knowledge of the region's housing needs +

Key Action Area B: Ensure access to a safe home +

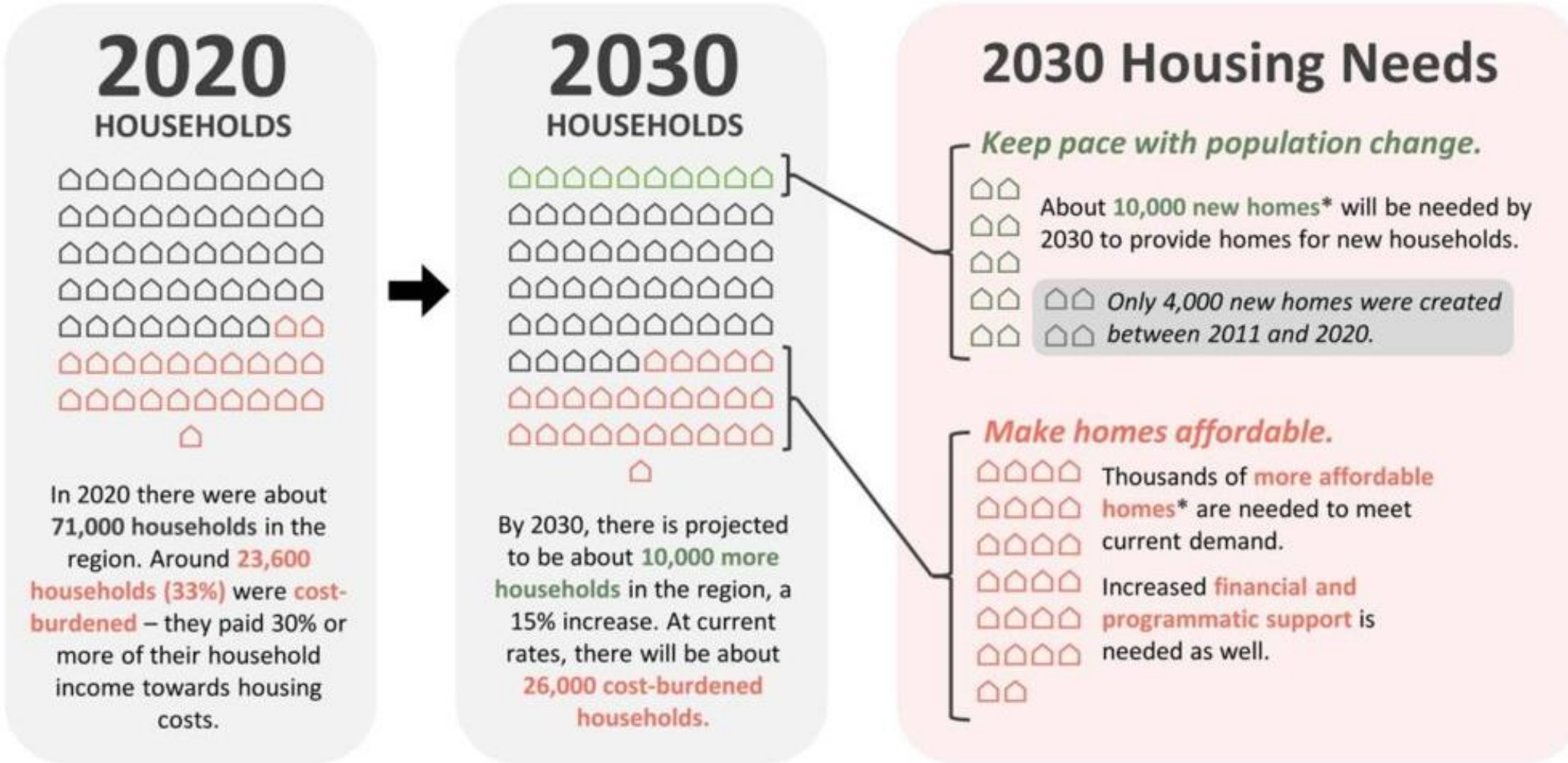
Key Action Area C: Sustain existing primary homes +

Key Action Area D: Make it easier to build homes +

Key Action Area E: Create the types of homes the region needs +

Key Action Area F: Build smart for economic health +

CHALLENGE: SUPPLY & AFFORDABILITY



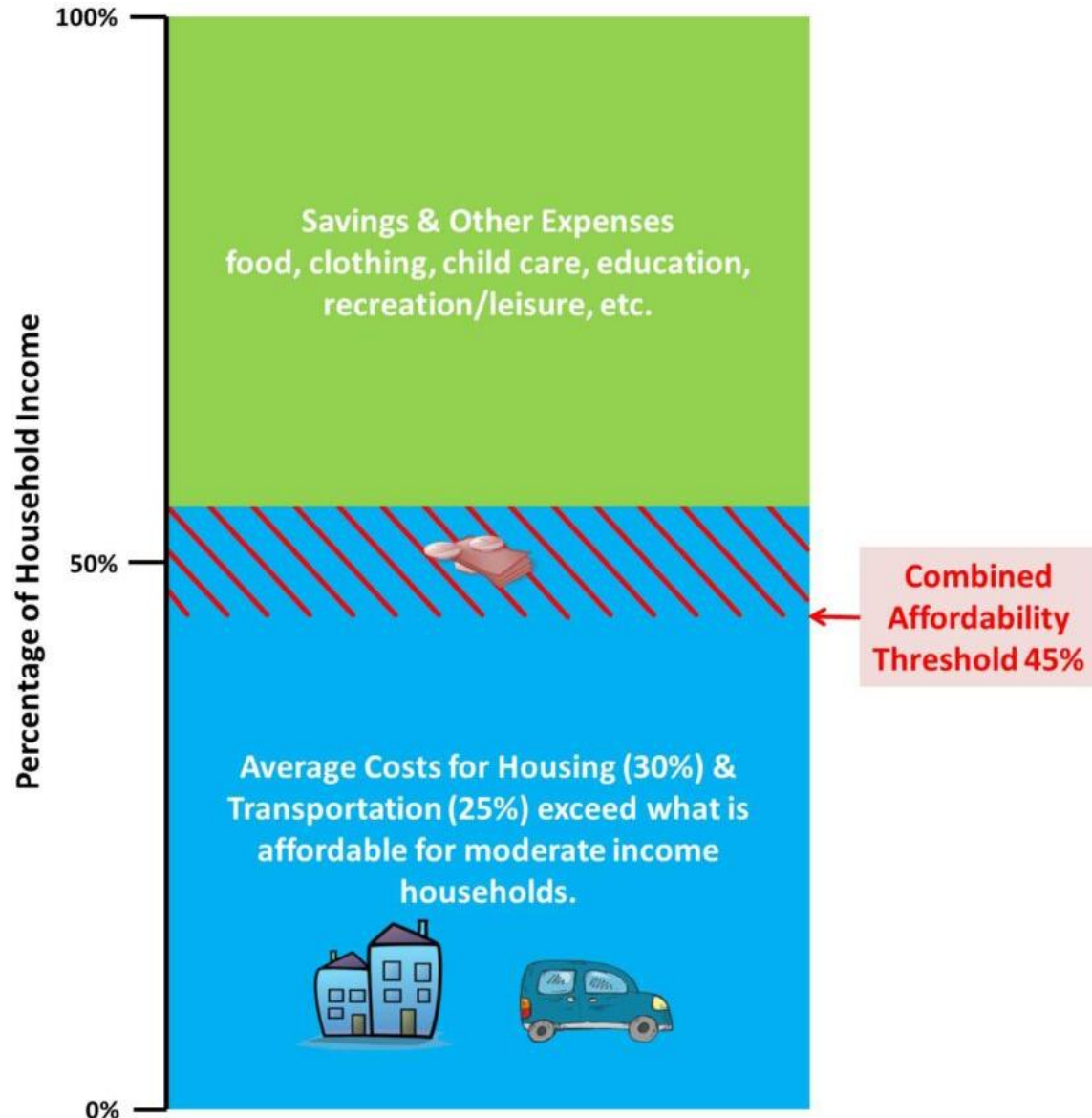
🏠 = 1,000 households

🏠 = New households

🏠 = Cost-burdened households

*Creation of new homes will require a mix of new home construction and conversion of existing buildings.

CHALLENGE: TRANSPORTATION COSTS



GREATER UPPER VALLEY REGION

- Avg. household spends **25%** of HH income on transportation
- **49%** of workers at large employers live at least 2 towns away
- Limited public transit
- **16%** of renters lack access to personal vehicle

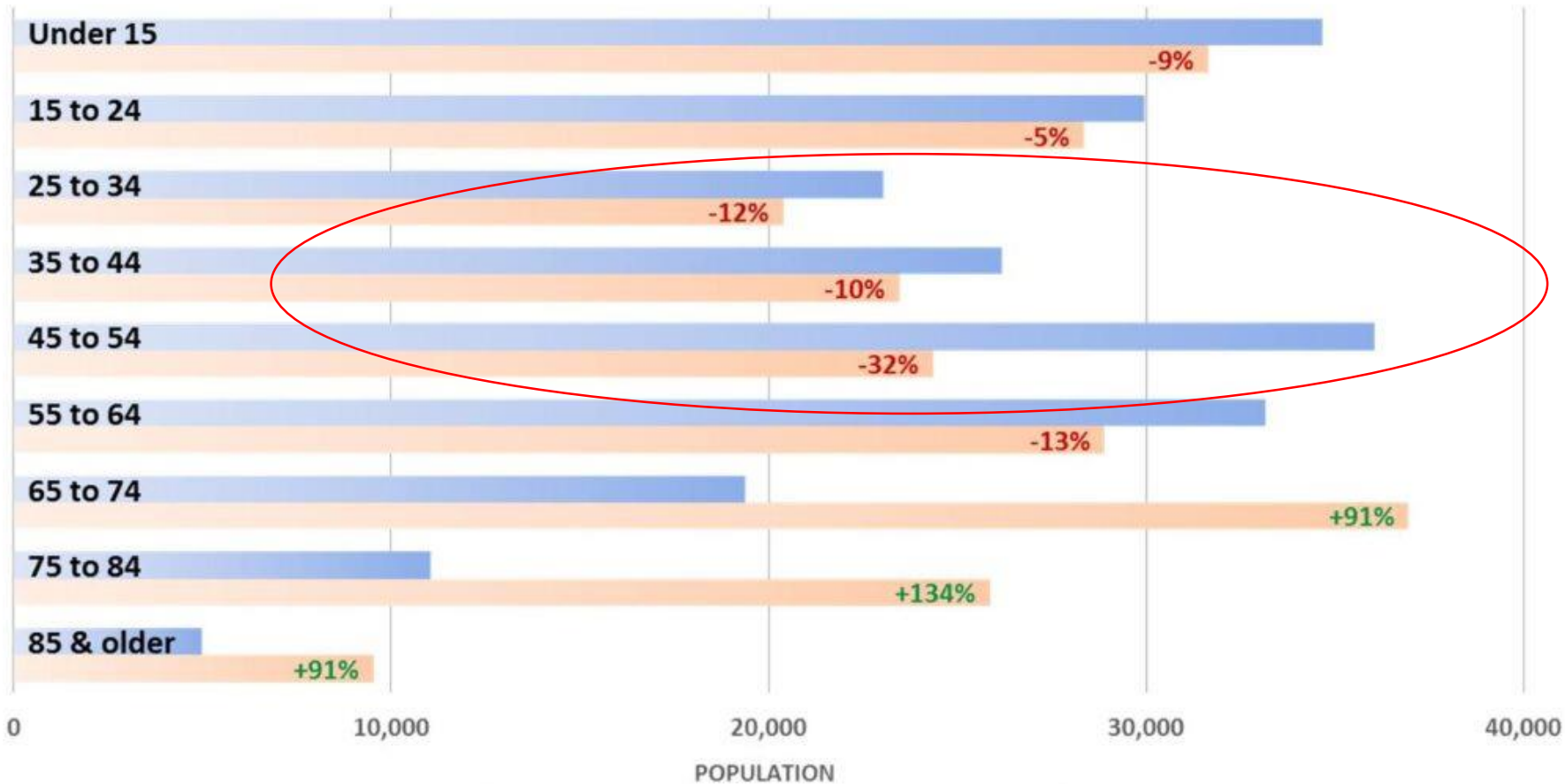


OTHER KEY REGIONAL METRICS

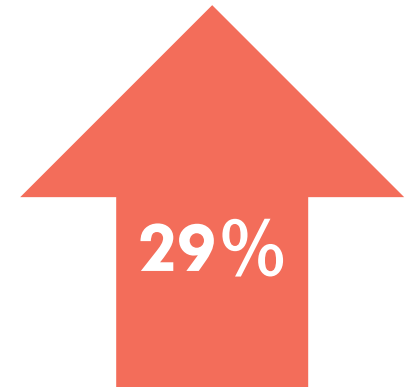


CHANGE IN POPULATION BY AGE COHORT

■ 2010 Census ■ 2030 State Projections



**REGIONAL VACANCY RATE
(PRE-COVID-19)**



**INCREASE IN MEDIAN SALE
PRICE DURING COVID
(GRAFTON COUNTY, NH)**

HOMES THE REGION NEEDS



Emergency Housing



**Homes Affordable
for All Incomes**



**Homes with
Supportive Services**



**Homes with access
to Internet, Public Transit,
and Walkable Destinations**



Accessible Homes



Small Homes

MEASURING COMMUNITY “STRENGTH”



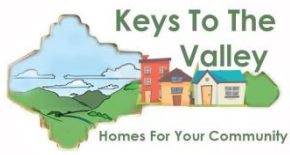
STRONG TAX BASE



***PEOPLE CAN AFFORD
TO LIVE THERE***



QUALITY OF LIFE



PANDEMIC: IMPACTS & QUESTIONS

FUTURE OF
REMOTE WORK?

HOUSING NEEDS &
PREFERENCES?

HOUSING MARKET
TRAJECTORY?

STATE & FEDERAL
INVOLVEMENT?

MATERIAL COSTS /
SUPPLY CHAINS?

MIGRATION TO
THE REGION?

KEY POINT:
**THE PANDEMIC
HAS LARGELY
EXACERBATED
EXISTING
CHALLENGES**



QUESTIONS EMPLOYERS MUST CONSIDER

IS MY ORGANIZATION SUSTAINABLE WITHIN AN EXTENDED HOUSING CRISIS?

HOW MUCH DOES WORKER TURNOVER AND STRESS AFFECT OUR OPERATIONS AND FINANCES?

CAN WE MEET OUR SOCIAL RESPONSIBILITY GOALS?

WHAT IS THE RETURN ON INVESTMENT FOR HOUSING PROGRAMS?

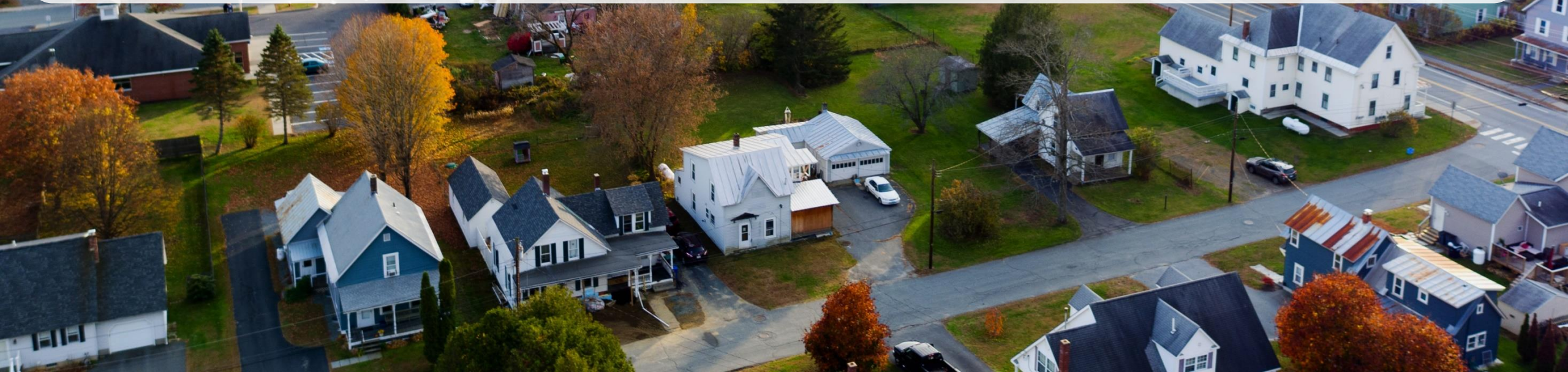


EMPLOYER INTERVENTIONS – SMALLER SCALE

ADVOCACY – LOCAL, REGIONAL, & STATE LEVEL

FINANCIAL ASSISTANCE – RELOCATION, DOWN PAYMENT/MORTGAGE, RENTAL/SECURITY DEPOSIT, PAID TIME OFF FOR HOUSE TOURS

EDUCATIONAL – COUNSELING/COACHING SERVICES





EMPLOYER INTERVENTIONS – LARGER SCALE

DIRECT INVESTMENT – GAP FINANCING, LEVERAGE CREDIT, CASH/LAND CONTRIBUTIONS, PURCHASE GUARANTEES

INDIRECT INVESTMENT – LOCAL/REGIONAL CAPITAL POOLS OR EQUITY FUNDS

DEVELOPMENT – SERVE AS DEVELOPER OR PRIMARY INVESTOR





PRU PEASE, GRANITE UNITED WAY

WORK UNITED

An initiative of Granite United Way



ALICE PECK DAY
MEMORIAL HOSPITAL

A Dartmouth-Hitchcock Affiliate



SIMON PEARCE



DAVID WATTS, KENDAL AT HANOVER



KENDAL[®]
at Hanover

Together, transforming the experience of aging.[®]



KEVIN DAILEY, SOUTHERN VT HEALTHCARE



Program Overview

Workforce Considerations

- Affordable housing
- Retention
- Engagement

Community

- Abandoned homes
- Neighborhood Impact
- Delinquent taxes

Economic

- Enhanced property values
- Increased property taxes
- Local contractors, suppliers, lenders

Park Street Before



Park Street Before



Park Street After



Park Street After





GRATEFUL TO OUR ADVISORS and FUNDERS

Steering Committee:

Alice Ely (Public Health Council of the Upper Valley)

Andrew Winter (Twin Pines Housing Trust)

Chris Kennedy (Hanover, NH)

David Baker (Windsor Southeast Supervisory Union)

Greg Norman (Dartmouth Hitchcock Medical Center)

Jeff Goodrich (Norwich, VT)

Kathy Rondeau (Reading, VT)

Michael Kiess (Vital Communities)

Peter Guillette (Grantham, NH)

Ramsey Papp (Capstone Community Action in Randolph)

Tom Marsh (Windsor, VT)

Technical Advisors:

Buff McLaughry (Four Seasons / Sotheby's International)

David Brooks (Lebanon, NH)

Elizabeth Bridgewater

(Windsor/Windham Housing Trust)

George Reagan (NH Housing)

Jeff Lubell (Norwich, VT)

Jennifer Hollar (VT Housing and Conservation Board)

Jess Hyman (Fair Housing Program CVOEO)

Jill Lord (Mt. Ascutney Hospital and Health Center)

Joanna Whitcomb (Dartmouth Planning)

Kate McCarthy (VT Natural Resources Council)

Lee Trapeni (Springfield Supported Housing Program)

Peter Kulbacki (Hanover DPW)

Pru Pease (Granite United Way)

Reggie Greene (Claremont Savings Bank)

Stacey Chiocchio (Hypertherm)

Van Chestnut (Advance Transit)

William Bittinger (Bittinger Associates LLC)



Hypertherm





THANK YOU FOR JOINING US

WEBSITE

www.keystothevalley.com

CONTACT

Alex Belenz

abelenz@uvlsrpc.org

Jason Rasmussen

jrasmussen@marcvt.org

Kevin Geiger

kgeiger@trorc.org

Olivia Uyizeye

ouyizeye@uvlsrpc.org



Story of Home
Claremont, NH