

SALISBURY AFFORDABLE HOUSING COMMISSION

SPECIAL MEETING –SUBCOMMITTEE

DECEMBER 3, 2025 – 11:00AM (HYBRID)

Present: Jon Higgins, Lee Sullivan and Kevin Cantele. Attending: Karen Cahn and Bruce Palmer

1. Topic: Alternative Funding Sources

L. Sullivan talked about a NW Corner Housing Group that meets quarterly which she and Mary Close Oppenheimer attend; they have discussed whether more down payment assistance is needed. K. Cantele commented that NBT Bank has an issue with lending for a house when the land is owned by the Salisbury Housing Trust (SHT); he is trying to get more information to NBT about Affordable Housing (AH). NBT wants all of the facts so they can tailor a program for AH. K. Cantele and Jim Dresser were contacting a list of towns, but nobody had any solutions better than the Salisbury Affordable Housing Fund (SAHF). L. Sullivan and K. Cantele mentioned the idea of a rent-to-own program. L. Sullivan also suggested combining this subcommittee with the one for making housing affordable. K. Cantele commented that NBT has good portfolio lending options, but they do underwrite according to Fannie Mae & Freddie Mac loan standards. L. Sullivan has contacted Jocelyn Ayer, regarding the SAHF Guidelines. K. Cantele asked why try to increase funding, if not using it now; what would the money be used for. L. Sullivan commented that the Pope property is a model for Conservation and AH; money will be needed for more plans. K. Cantele and L. Sullivan suggested coming up with a wish list of purposes; J. Higgins commented that there is lots of overlap with other groups. L. Sullivan suggested the Town could build restricted workforce housing; J. Higgins pointed out that it couldn't be restricted if State or Federal funds are used.

Next Steps: L. Sullivan will work on the wish list of specific projects. K. Cantele will work on getting AH info to NBT bank. J. Higgins noted that the SAHF is used to assist the SHC and SHT; they need to coordinate with the SHT. L. Sullivan will figure out average yearly sales for possible conveyance fees and a larger AH budget.

Comments: L. Sullivan mentioned attending the BOS meeting on December 1, 2025 and heard that the new assessments are high. L. Sullivan mentioned the Homestead Act; only 1 town is using it now and individuals must apply to get it. The SAHC could make a recommendation. J. Higgins will speak to Curtis Rand and Joe Cleaveland about conveyance taxes and the Homestead Act.