



Survey on the Need for: Senior Housing in the Town of Erving



Subject Property – currently an open field, located behind the Senior Center

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Town of Erving

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Survey Analysis

On behalf of the Town of Erving, Massachusetts, LDS Consulting Group, LLC created, administered, and analyzed a survey to determine the housing needs of seniors in Erving, Massachusetts. This survey follows a “Senior Housing Supply and Demand Analysis” for the Town of Erving prepared by LDS on July 13, 2016. The Town provided a budget for surveys to be mailed to all households in Erving with householders age 55 and over. The town provided a list of households from its census data to LDS. LDS then created mailing labels and mailed surveys to 407 unique addresses.

The surveys that were mailed included LDS self-addressed stamped return envelopes and also provided information on how to complete the survey on line. To encourage a wider response, LDS provided a press release about the survey and additional hard copy surveys to committee members so committee members could distribute them to town officials, the senior center, other gathering areas and local newspapers in Erving. The survey went live on SurveyMonkey on June 17, 2016, the same day that the surveys were mailed from LDS, and it closed on July 8, 2016. A copy of the survey is attached as Exhibit 1.

There was a total of 117 surveys entered into SurveyMonkey, which translates to a 31% response rate based on the number of surveys mailed, making the survey responses statistically significant. Nine were completed online and one hundred and eight were received in the mail and the results were entered online by LDS staff. In addition, 9 mailed surveys (2%) were returned as undeliverable. One survey was received after the survey was closed. While the late response was not counted in the quantitative analysis, to the extent they made comments or requested to be notified about future matters, their input is included in this report.

The survey was comprised of 42 total questions, a majority of which were mandatory. However, due to the use of survey logic, no single respondent was able to answer all 42 questions. For example, respondents who reported their housing status as “owner of a house” were directed to subsequent questions regarding the value of the home and mortgage status, whereas a respondent who reported being a renter was directed to different questions regarding the nature and cost of their tenancy.

Several questions asked respondents to rank their choices on such topics as desired amenities in an age-restricted development. These questions were designed to determine the aggregate relative preferences of respondents, and responses were graded using a simple weighting system. For example, a question with five answer options would award five points for the top ranked choice of a given respondent, four points for the second ranked choice, etc. The point value for each respondent for each answer option was then added up and divided by the number of total respondents for the question to arrive at a final aggregate score for that answer option. For example, if 50 of 100 respondent ranked air conditioning as the most important out of five options, and the other 50 respondents ranked it second, it would receive a score of 4.5. To the extent persons filing out the written survey entered “1” in more than one place, we created a separate spreadsheet in excel to track those responses. Therefore, you will see two lines on the ranking question for each response.

For questions relating to annual income, the ranges used were based on HUD’s 2016 Income Limits. These limits are expressed as a percentage of area median income (AMI) for various household sizes, from single persons to 4+ persons. The specific dollar ranges used in the survey questions correspond to

five income categories: Below 30% of AMI, 30-60% of AMI, 60%-80% of AMI, 80%- 110% of AMI and over 110% of AMI.

The final question in the survey asked responders if they “would like to receive additional information about this project.” There were 24 respondents who provided a name, email address and/or mailing address to learn about additional information on senior housing in Erving. This information was provided separately to Housing Committee.

Summary Survey Results, Analysis and Recommendations

This sections provide a high level summary of the survey results, followed by our broad conclusion and recommendations. The remainder of the document provides a more detailed analysis of the survey results followed by a list of comments.

Table 1

Basic Information/Income	
# of Household responses	116
# of one person households	59
# of two person households	47
Gender of all individuals in surveyed households	40.7% Male, 59.3% Female
Median age of Respondent	67
Median One-person household income range	\$18,401 – \$36,780 30% to 60% of AMI
Median Two-person household income range	\$52,651 - \$77,000 80% to 110% of AMI
% of respondents with long-term care insurance	10%
% of respondents with veteran status and benefit eligibility	19%
% of respondents reporting total assets over \$100,000	54%
Current Housing	
Number/percent of owner-occupied households	81.0%
Mean monthly housing costs for homeowners	\$765
Mean value of owner-occupied homes	\$194,057
Median value of owner-occupied homes	\$180,000
Percent of homeowners with a mortgage	59%
Percent of mortgage holders with a balance under \$50,000	41%
Housing Preferences	
Number/Percent interested in moving to new senior housing in Erving	76 / 66%
Number/Percent “uncertain” about moving to new senior housing in Erving	27 / 23.5%
Highest-Rated Reasons to Move	Physical inability to maintain home, handicap access, inability to drive
Lowest-Rated Reasons to Move	Encouraged by friend/relative, new senior housing available
Percent of households interested in moving to an ownership unit	20.9%
Median maximum budget to purchase a new ownership unit	\$100,001 – \$150,000
Percent of households interested in moving to some type of rental unit	74.8%
Median maximum desired monthly rent	\$501-\$750
Highest-rated choices for in-unit amenities in new senior housing	Shower stall, smoke-free, in-unit laundry
Lowest Rated choices for in-unit amenities	Bath tub, emergency pull-cord
Highest-rated choices for community amenities in new senior housing	Elevator, extra storage
Lowest-rated choices for community amenities	Barber/beauty parlor, community laundry
Services	
% of Households needing a handicapped accessible home, now or in the future	28.9%
Median monthly service payment ability	\$151 - \$250
Highest-rated choices for services at a new senior home	Transportation, housekeeping, meals

Demographics

In total, we received survey responses from 116 households, which included 167 individuals age 55 and over. Most primary respondents to our survey (meaning those individuals who filled out the survey on behalf of their household) were between the ages of 55 and 69, with 68 surveys or 58.6% of the total. The next largest group was the 70-84 age bracket with 31% or 36 respondents. Only 12 respondents were at or above the age of 85. Of all 167 seniors in the households surveyed, 59.3% were female and 42.6% were male.

A majority of those surveyed were single-person households, 52.7% of the total. Another 42% were two-person households, and just over 5% were households of three people or more. When asked to describe their household, 49% of respondents reported that they lived alone, while 42% reported living with a spouse or partner. The remaining 9% lived with a child, other relative, or friend.

Income

The Erving seniors in our survey sample reported relatively modest incomes. Sixteen percent of all respondent households fell in the lowest income bracket, 30% of area median income (AMI) and below. The second lowest income bracket was the largest, with those earning between 30% and 60% of AMI representing 37% of our surveyed households. Still, there are significant numbers of higher income households, with 19% of respondents reporting annual earnings over 110% of AMI.

Household size and age of the householder both appear to correlate with annual household income. The 55-69 year old age group contains nearly all (90.4%) of high income households in the survey, which is probably due to the fact that they are more likely to still be in the workforce. Older seniors are weighted more towards the lower end of the income distribution. Two person households are also much more likely to be higher income, with 60% of them falling in one of the top two income brackets. One person households have much lower average incomes, and account for over half of all low income households (30%-60% of AMI) and nearly all extremely low income households (under 30% of AMI).

Current Housing

Those responding to our survey were overwhelmingly homeowners: 81% of all respondents owned single family homes, and another 8.6% owned condominiums. The monthly housing costs for these households averaged \$765, and they estimated the value of their homes at an average of \$194,057. Overall, 59% of homeowner respondents had a mortgage, although this varied significantly by age; 66% of younger seniors (ages 55-69) had a mortgage, compared to under 50% of homeowners in the two older age brackets. Among those who did have a mortgage, a majority owed less than \$100,000, including 51% that owed less than \$50,000.

Among the 10% of the surveyed senior householders who were not homeowners, 4.3% reported living in the home of a relative or friend. The remaining 6% were renters, and with a majority reporting monthly rents between \$500 and \$750.

Housing Preferences

When asked if they were considering a move in the future, 46% percent of respondents said they were not, 24% planned to move in five years or more, while 30% planned to move within the next five years. Younger seniors showed a surprising willingness to move within the next five years (16 of 67 responses) and openness to moving more than five years from now (22 of 67 responses). The 70-84 year old group

was split between those who planned to move within 5 years (13 of 36 responses) and those who did not plan to move at all (19 of 36 responses). When asked to rank what circumstances were most likely to motivate them to move to senior housing, respondents rated “physically unable to maintain my home” as the most important choice, followed by other physical limitations such as inability to drive. External factors, such as encouragement of a friend or family member or the availability of new senior housing were ranked lowest.

The survey also asked respondents three general questions gauging their support for senior housing in Erving: whether they thought there was a need for senior housing in Erving; whether they supported creating a new zoning bylaw that would specifically enable senior housing; and whether they supported using town funding to enable senior housing to be built. All three propositions exceeded 70% approval among those surveyed.

When asked directly if they would be interested in moving to new senior housing at or near the town center of Erving, the results were positive: 66% “Yes,” while 23.5% said “I do not know” and just 10.4% said “No.” Those interested in moving came almost evenly from younger and older age brackets, although those in the 70-84 year old group were proportionately more likely to favor moving (69.4% of their age group).

There appears to be interest in a wide range of unit sizes, types, and tenure models. The largest portion (31%) of respondents favored two bedroom, one and one half bathroom units, although there was significant interest for smaller units as well. When asked about unit type, 44% favored a detached single family home, compared to 33% for a flat (single level) unit and 13% for a townhouse/row house. Most of the interest in single family homes came from younger seniors, however, with those age 70 and up favoring flats. When asked about ownership as compared to several different types of rental, nearly 75% preferred some form of rental unit, either age-restricted, with services, or full assisted living. Older seniors (70-84) were more likely to prefer a rental option, but a significant portion of the interest in rental units came from younger seniors as well (55-69).

The maximum price favored by most respondents for an ownership unit was between \$100,000 and \$150,000, with almost 70% of all respondents giving answers of \$150,000 or less. Of the 86 respondents who favored a rental option, the most popular single choice (37.2%) was “less than \$500 per month,” and most (73.2%) chose answers below \$750 per month.

The most important household amenities as ranked by respondents were a shower stall, in-unit laundry, grab bars in the bathroom, and smoke-free designation. Bath tubs and emergency pull cord in the bathroom were the lowest rated options. The most favored community amenities were an elevator and extra storage, while the least favored were community laundry facilities and a beauty parlor/barber.

Service Needs

The Erving seniors in this survey generally rely on their own private cars for transportation, with almost 90% saying they still drive. Some seniors also have access to community transportation (23%), while others have family or friends who help drive them (17%). Most seniors (85%) would prefer to have parking and keep their own car at any new senior housing; however, 47.2% also said they would want a facility-provided van service as an option.

Of 115 respondents who answered the question, 76 said they have some type of disability, with the most common being difficulty with vision, followed by ambulatory difficulties and hearing difficulties.

When choosing which services they would prefer to have at a senior housing facility, respondents rated scheduled transportation highest, followed by weekly housekeeping and meal service. Financial management services were ranked lowest. The willingness or ability to pay for services appears low, as over 80% of respondents said they would pay less than \$250 per month for services on top of rent.

Conclusions and Recommendations

It was clear from the comments provided by survey responders as well as discussions with the Erving Senior Housing Committee that it is very difficult to think ahead, especially for couples. Many noted that if they had a change of circumstances, such as losing a spouse or partner or having a medical issue, their answers may change. Not surprisingly, their financial ability to pay for housing as well as their need for a particular type of housing is wholly dependent on their health and ability to care for themselves. The most compelling issue is the ability to maintain a home as one ages as well as safely live there. It does appear that the age group that could benefit from new senior housing is thinking ahead about what they would like to see.

Based on our study and this survey, there appears to be a desire and a need for additional housing choice in Erving at the senior center location. The survey results also point to the need for a mix of tenure models, with a larger desire for rental than for ownership. Younger responders appear to want homeownership while older responders want rental. Younger responders have more money to spend and older responders have less.

While we believe there is a need for smaller detached dwelling units, the greater need appears to be for a more compact townhouse and/or apartment flat building. Please see the case study for Woodhaven in Sherborn which has two story, 8 unit buildings with an elevator as an example. It should be a mix of unit sizes with some one bedroom and one-bedroom den. The challenge will be the ability to cover the costs of building new rental or ownership housing based on responders' willingness to pay relatively low rents or purchase prices. This is because most owners are currently paying relatively low housing costs, as many have lived in their homes for some time and no longer have a mortgage. In addition, given the relatively low sales prices and savings, some type of capital subsidy may be needed to meet their housing needs. The donation of land is a very good starting point.

There is more of a desire for practicality like an elevator and storage rather than fancy finishes. The survey indicated sufficient demand for services such as transportation, meals and housekeeping but again, a lack of willingness to pay a lot for such services. We also heard from the Council on Aging that there are increasing demands for these services. Based on this survey and the wave of seniors coming in the next ten years, we expect this demand will increase. Therefore, being located next to the senior center is ideal as they can help to supplement these supportive services. It may also make sense to partner with the local aging services access points for these services.

The majority of responders would like to see a senior housing development in town and would be willing to support a zoning recommendation to do so as well as town funding. There were 32 responders that said they were looking to move in less than five year years, but their ages varied. Therefore, it may make sense to consider a project that can be phased with perhaps one eight unit rental building to start

as well as perhaps some for sale two bedroom townhouse units for the younger senior population. We note that careful attention should be placed on any age restriction. The broader the range (i.e. one head of householder over age 55 vs. two over 62) will be most attractive to developers.

Therefore, we do recommend that the Erving Housing Committee take the next step to understand the engineering and economics of developing the senior center parcel for age-restricted senior housing development.

Detailed Survey Results and Analysis

Demographic Profile of Respondents

The first question of our survey asked respondents to list the birth years and genders of all members of their household age 55 and over. The age ranges of all 167 reported individual household members are shown below in Figure 1. The largest number of people fall in the 55-69 age bracket, with 104 individuals, followed by the 70-84 age bracket with 49 respondents. Only 14 individuals in surveyed households were at or above the age of 85.

Figure 1

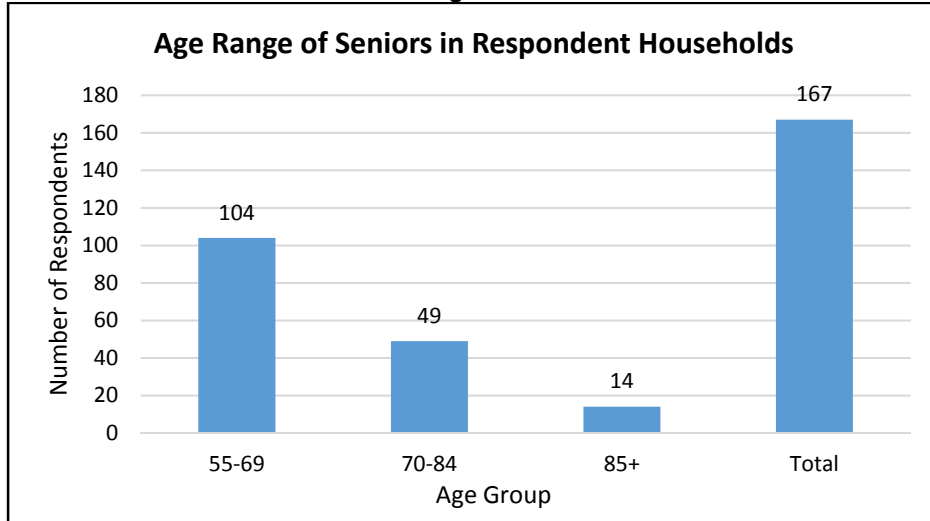
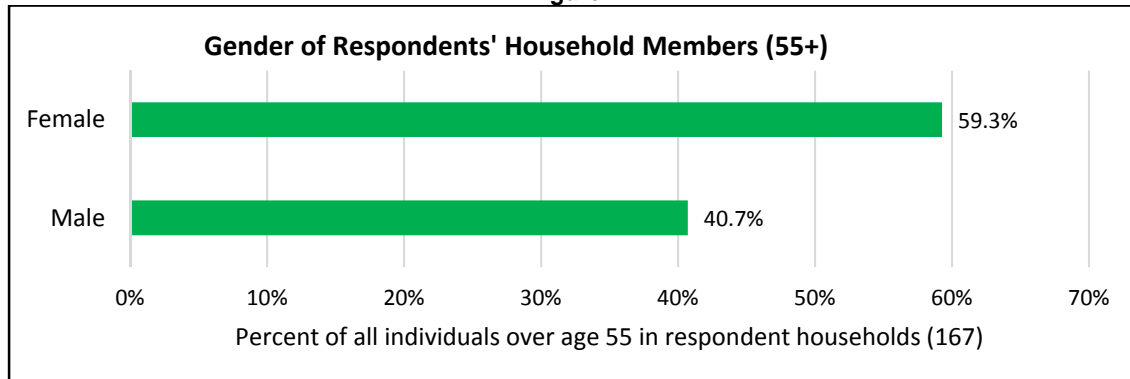


Table 2

Age Range of Seniors in Household	Number of Persons	
55-69	104	62.3%
70-84	49	29.3%
85+	14	8.4%
Total	167	100.0%

Of the 167 individuals over age 55 reported within the 116 surveyed households, 59.3% were female and 40.7% were male.

Figure 2



Questions 3-6 allowed us to determine household size for each respondent, including not only seniors but all individuals present in the home. Of the 112 households who provided information to these questions, 52.7% were single-person households. Another 42% were two person households, while only 5.4% of households included three or more people.

Figure 3

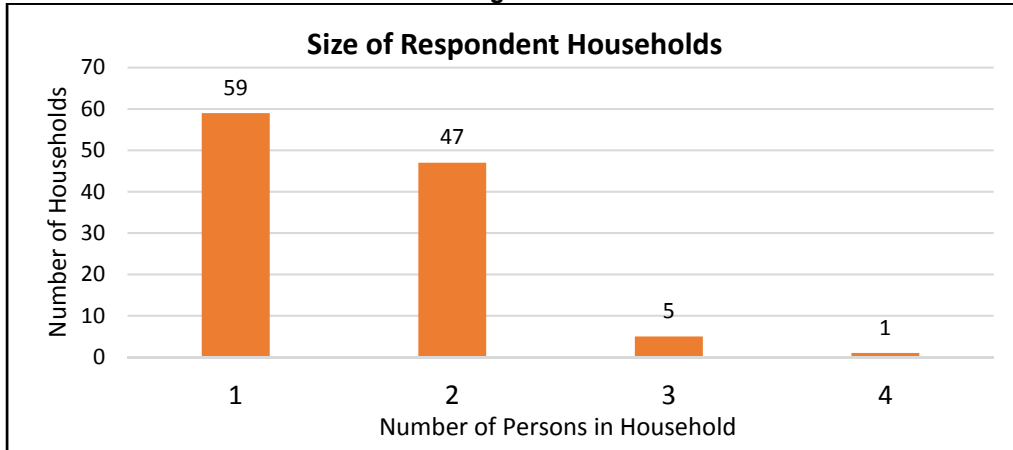
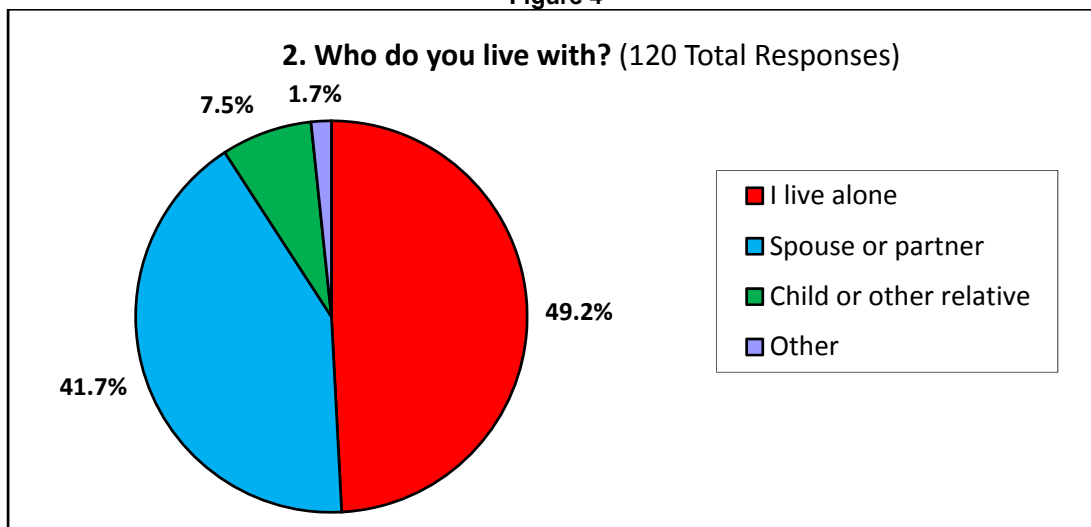


Table 3

Household Size		
Number of Persons in Household	Responses	
1	59	52.7%
2	47	42.0%
3	5	4.5%
4	1	0.9%
Total	112	100.0%

Question 2 asked respondents to categorize the relationship of their household. These results generally match what would be expected given the distribution of household size: 49.2% of respondents reported living alone, 41.7% live with a spouse or partner, and 7.5% live with a child or other relative. Two respondents answered "other," and wrote in that they lived with a friend.

Figure 4



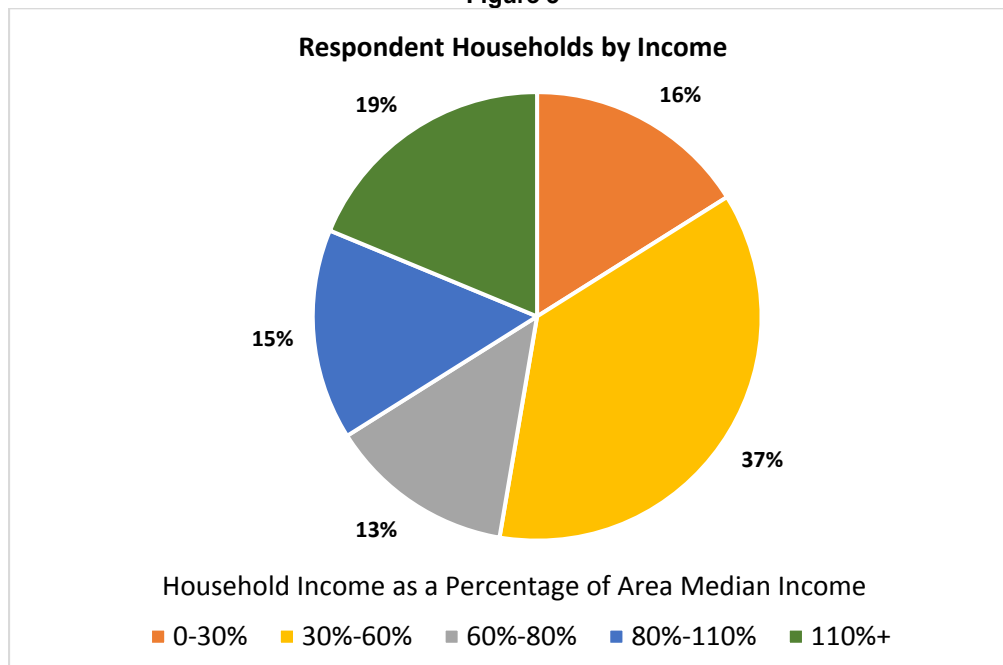
Income and Assets

Table 4 shows the income guidelines for Franklin County as determined by HUD. The survey questions relating to annual household income were designed with these specific dollar values in order to elicit answers that can be put in terms of area median income (AMI). Overall, Erving appears to be a fairly moderate income community, with 53% of households earning 60% of AMI or less. This equates to \$42,000 or less per year for a two person household.

Table 4

Household Income Bracket Guideline – Franklin County				
Percent of Area Median Income	Household Size			
	1	2	3	4
<30% AMI	<\$18,400	<\$21,000	<\$23,650	<\$26,500
30-60% AMI	\$18,401-36,780	\$21,001-42,000	\$23,651-47,280	\$26,501-52,500
60-80% AMI	\$36,781-46,100	\$42,001-52,650	\$47,281-59,250	\$52,501-65,800
80-110% AMI	\$46,101-67,430	\$52,651-77,000	\$59,251-86,680	\$65,801-96,250
>110% AMI	>\$67,430	>\$77,000	>\$86,680	>\$96,250

Figure 5



Household size appears to be an important predictor of income in Erving. Of 59 single person households, more than two thirds (44 total households) have incomes under 60% of AMI. Most of the higher income bracket households in the survey are two person households, with the single largest income group of two person households being those earning over 110% of AMI. Figure 6 below shows the breakdown of household income by household size, highlighting the income gap between one and two person households.

Figure 6

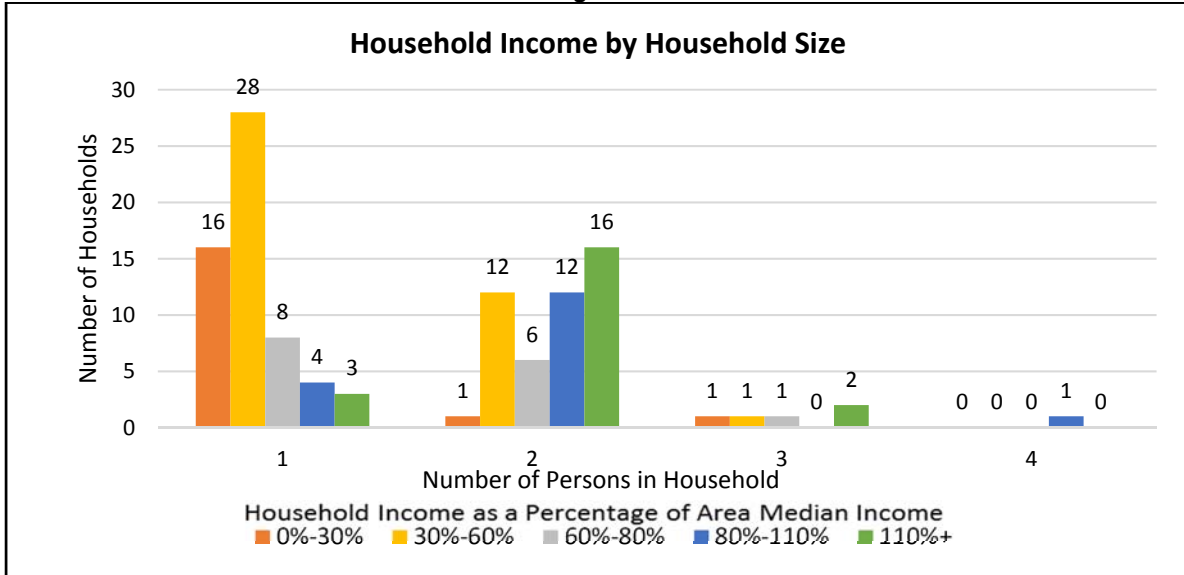


Table 5

Responses per Income Bracket by Household Size						
Percent of Area Median Income	Household Size				Total in AMI Group	% of Total
	1	2	3	4		
<30%	16	1	1	0	18	16%
30%-60%	28	12	1	0	41	37%
60%-80%	8	6	1	0	15	13%
80%-110%	4	12	0	1	17	15%
>110%	3	16	2	0	21	19%
TOTAL - ALL INCOMES	59	47	5	1	112	100%

Age is also correlated with income, as shown in Figure 7 below. Most households earning over 110% of AMI are in the 55-69 age group, while the 70-84 age group has a much larger proportion of low income earners. This is likely due to households 70 and over being more likely to already be in retirement.

Figure 7

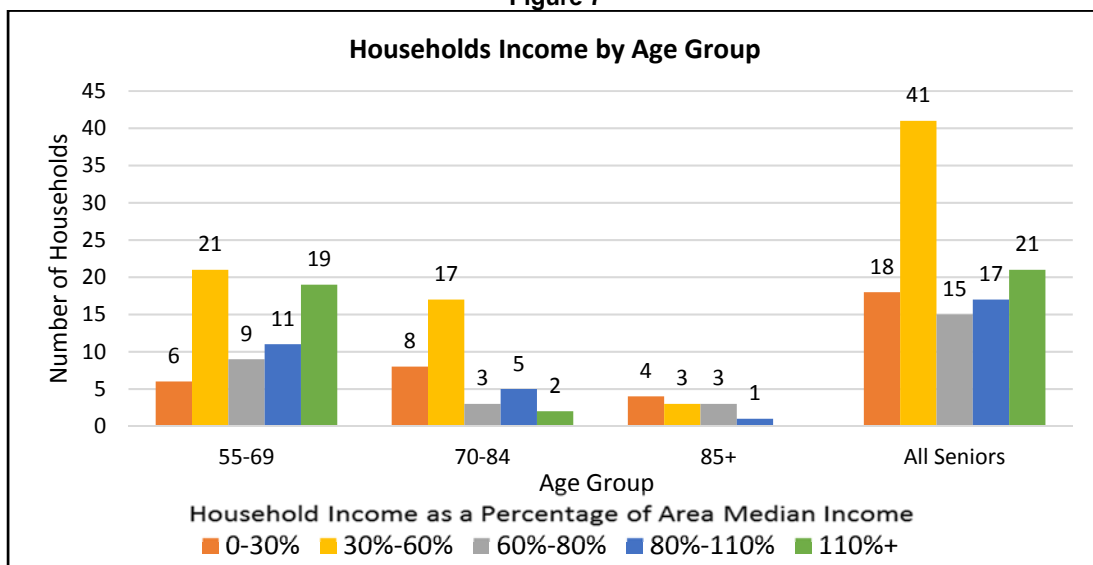
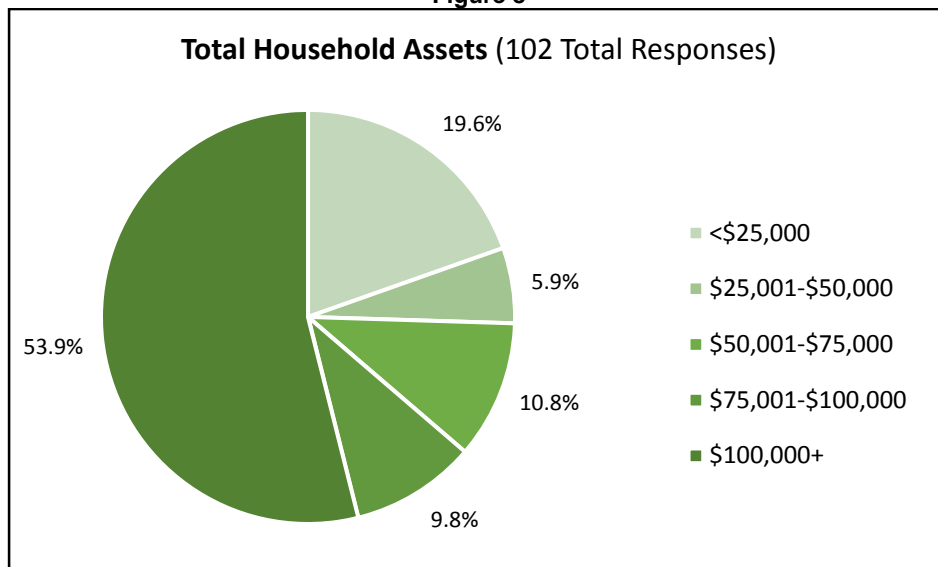


Table 6

Households by Income Level by Age Group						
Age Range of Primary Respondent	AMI Level					Grand Total
	0-30%	30%-60%	60%-80%	80%-110%	110%+	
55-69	6	21	9	11	19	66
70-84	8	17	3	5	2	35
85+	4	3	3	1		11
All Seniors	18	41	15	17	21	112

Question 7 in our survey asked respondents to provide an estimate of their total assets, defined as all savings, retirement accounts, 401K and other investment accounts, as well as home equity. Figure 8 below show the reported asset values for the 102 households that chose to answer the question. A 54% majority of households reported having in excess of \$100,000 in total assets; however, nearly 20% reported having less than \$25,000.

Figure 8



Current Housing Situation

Questions 10 through 16 on our survey were intended to gather information on the current housing status of Erving seniors. The respondents overwhelmingly answered that they are homeowners of single family houses (81%). Another 8.6% reported owning a condominium, 6% reported being a renter, and 4.3% live in the home of a friend or relative.

Figure 9

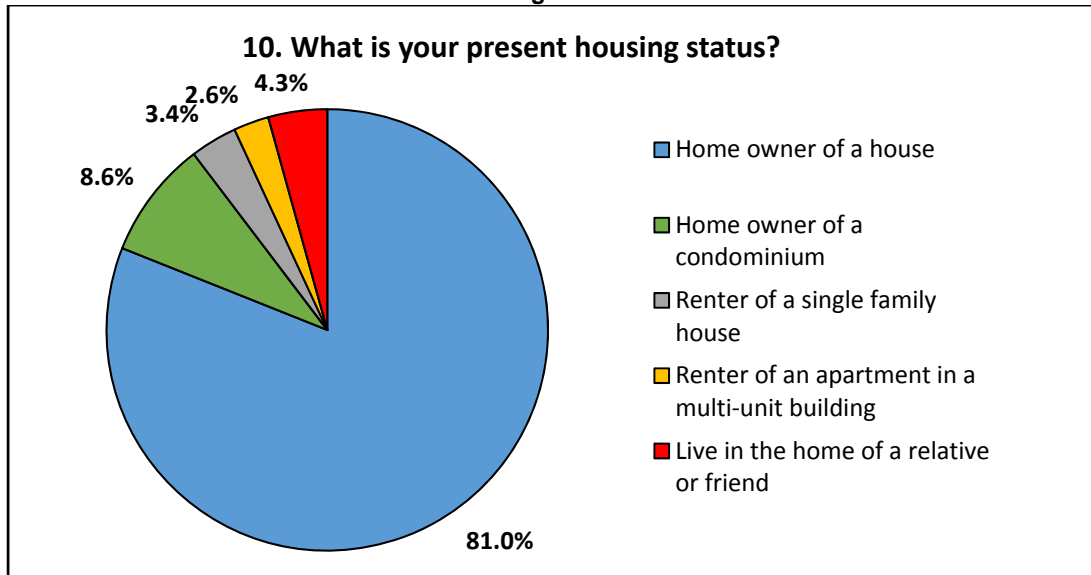


Table 7

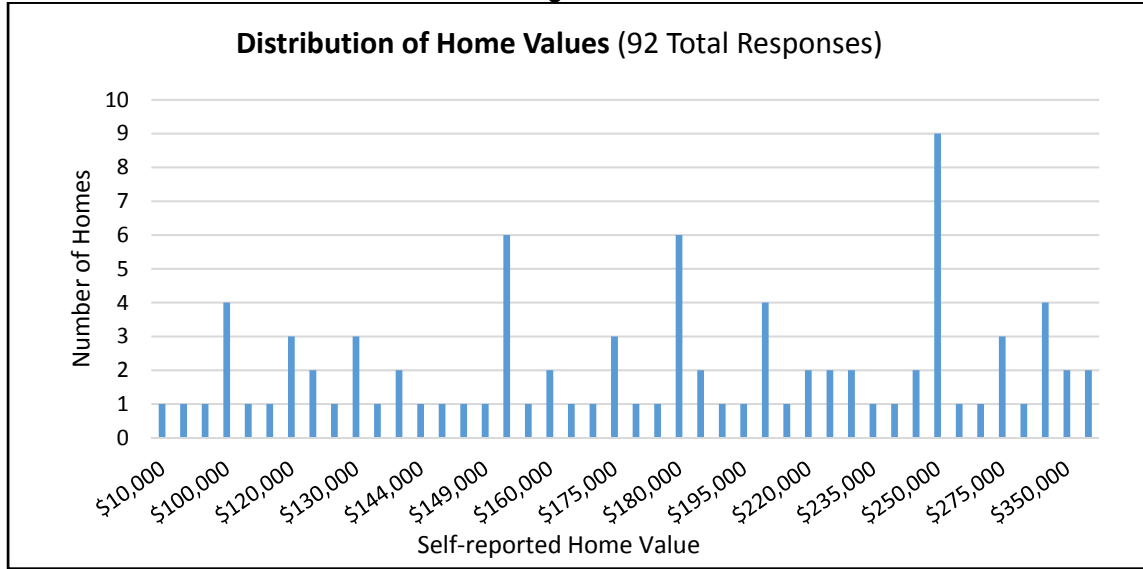
What is your present housing status?		
Answer Options	Percent	Count
Home owner of a house	81.0%	94
Home owner of a condominium	8.6%	10
Renter of a single family house	3.4%	4
Renter of an apartment in a multi-unit building	2.6%	3
Live in the home of a relative or friend	4.3%	5
Total Responses	100.0%	116

Table 8

Home Value and Costs	
Average monthly housing costs for homeowners (mortgage, insurance, taxes, etc.)	\$1,059
Mean Home Value	\$330,000
Median Home Value	\$280,000

Among the 81% of survey respondents who reported being homeowners, the average monthly housing costs were \$765. This encompasses all costs associated with ownership, such as taxes and insurance, and includes both households with a mortgage and those without. The respondents estimated the value of their homes at an average (mean) of \$194,057. The median value was a slightly lower \$180,000, as is typically the case when a few very high value homes skew the mean upwards. There were only 10 renter households who took the survey, seven of which reported paying less than \$1,000 per month in rent and utilities. Figure 10 below shows the distribution of values reported by homeowners, ranging from as low as \$10,000 to as high as \$450,000.

Figure 10



Among all homeowners surveyed, 59% reported having a mortgage. Mortgage status differs noticeably by age, however, as show below in Figure 11. Approximately two-thirds of younger seniors (age 55-69) had mortgages, compared to 50% of those between 70 and 84 and 44% of those aged 85 and over.

Figure 11

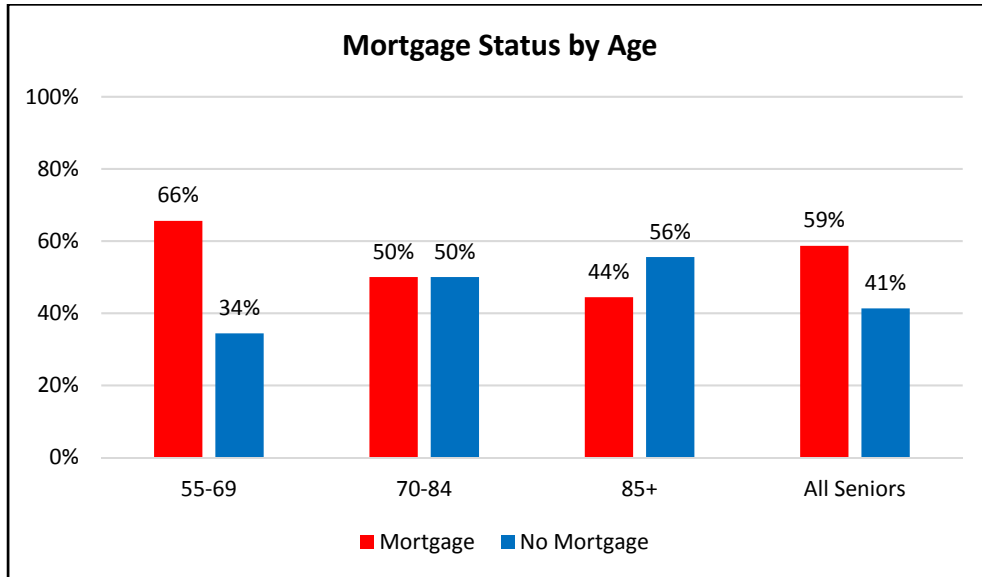


Table 9

12. Do you have a mortgage on your home?					
Age Range of Primary Respondent	Yes		No		Total
55-69	40	66%	21	34%	61
70-84	17	50%	17	50%	34
85+	4	44%	5	56%	9
All Seniors	61	59%	43	41%	104

Among homeowners that did have mortgages, most had fairly small balances remaining. As shown in Figure 12 below, 41% of homeowners with a mortgage had less than \$50,000 remaining, and another 18% had between \$50,000 and \$100,000.

Figure 12

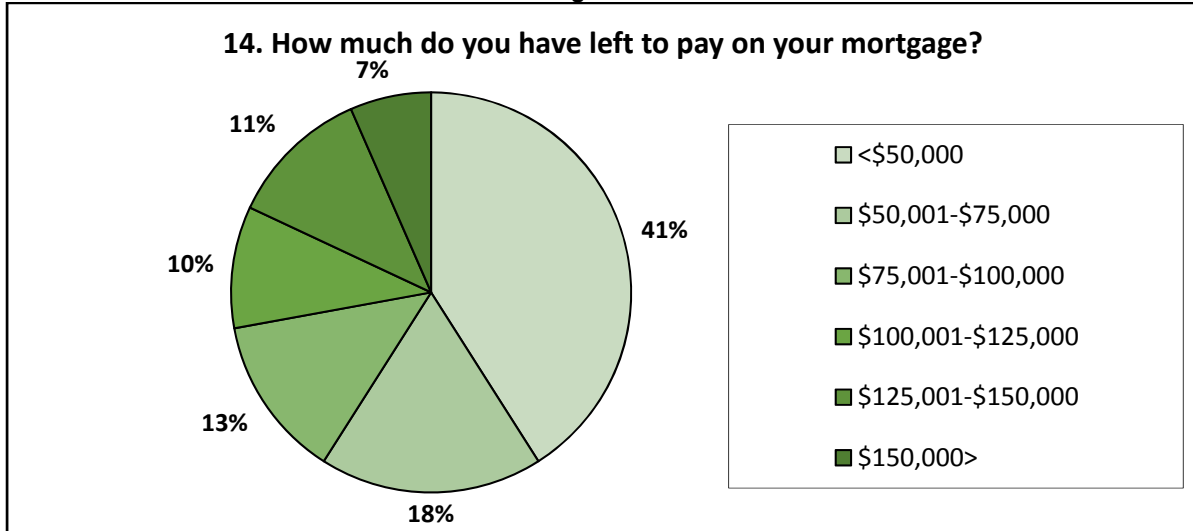


Table 10

How much do you have left to pay on your mortgage?		
Answer Options	Percent	Count
<\$50,000	41.0%	25
\$50,001-\$75,000	18.0%	11
\$75,001-\$100,000	13.1%	8
\$100,001-\$125,000	9.8%	6
\$125,001-\$150,000	11.5%	7
\$150,000>	6.6%	4
Total	100.0%	61

Housing Preferences

Questions 17 through 30 asked respondents about their preferences for housing in the future, including whether and why they might move to senior housing, what size and type of unit they would prefer, and what amounts they would be able to pay for various options.

Nearly half of those surveyed (46%) said they were not planning on moving. Another large segment, 24% of the total, responded that they would move in more than five years. The remaining 30% of households said they were planning on moving at some point in the next five years, mostly between two and five years from now.

Figure 13

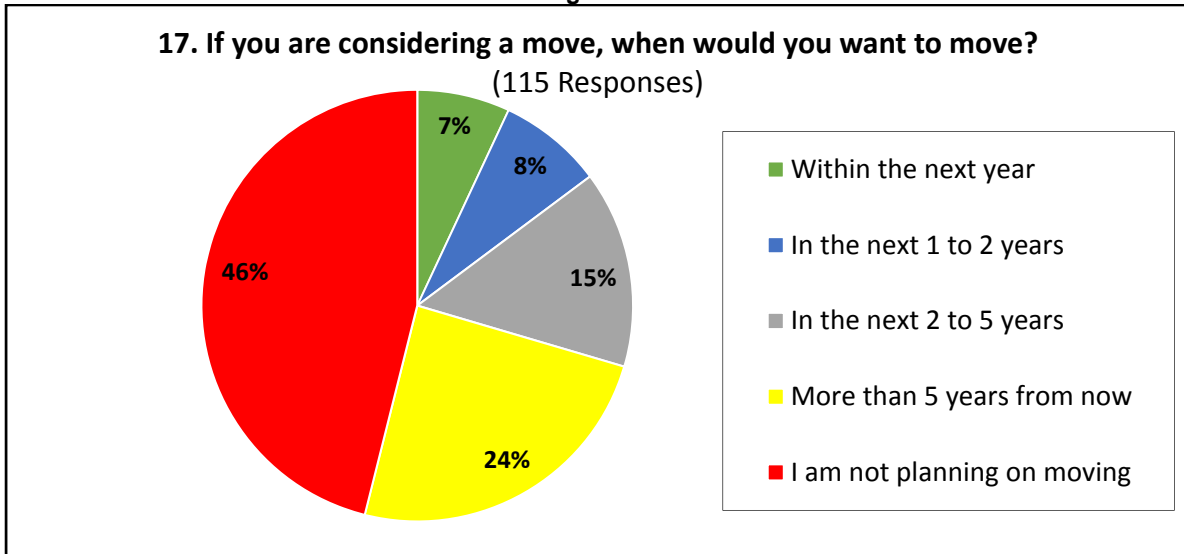


Figure 14 below shows how respondents of different age groups answered the question about when they intended to move. Interestingly, younger respondents were more likely to say they planned on moving, with 57% of those age 55-69 reporting that they would move at some point. However, those within both the 70-84 age group and the 85+ group said they planned to move sooner, with 18 of the 48 households over age 69 saying they planned to move in the next five years.

Figure 14

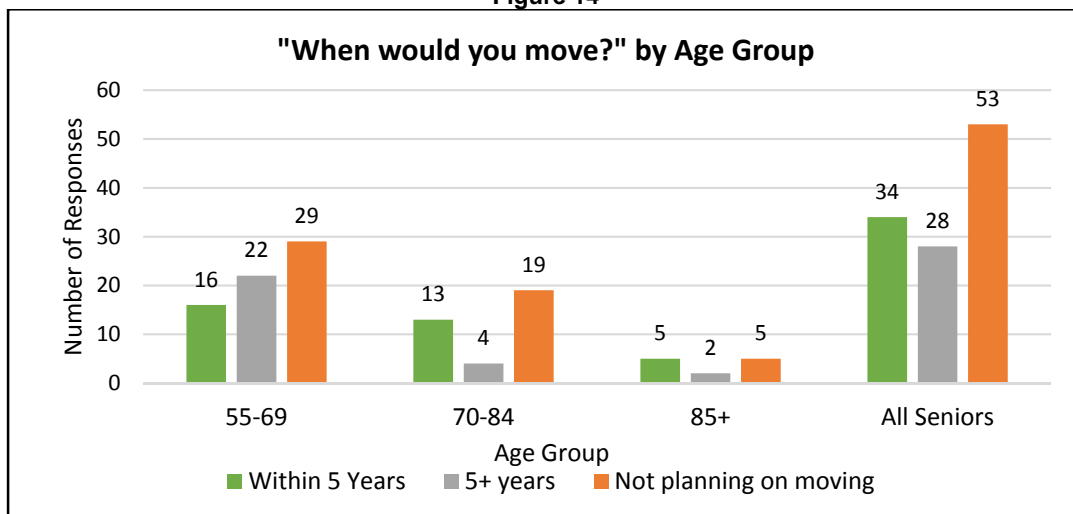
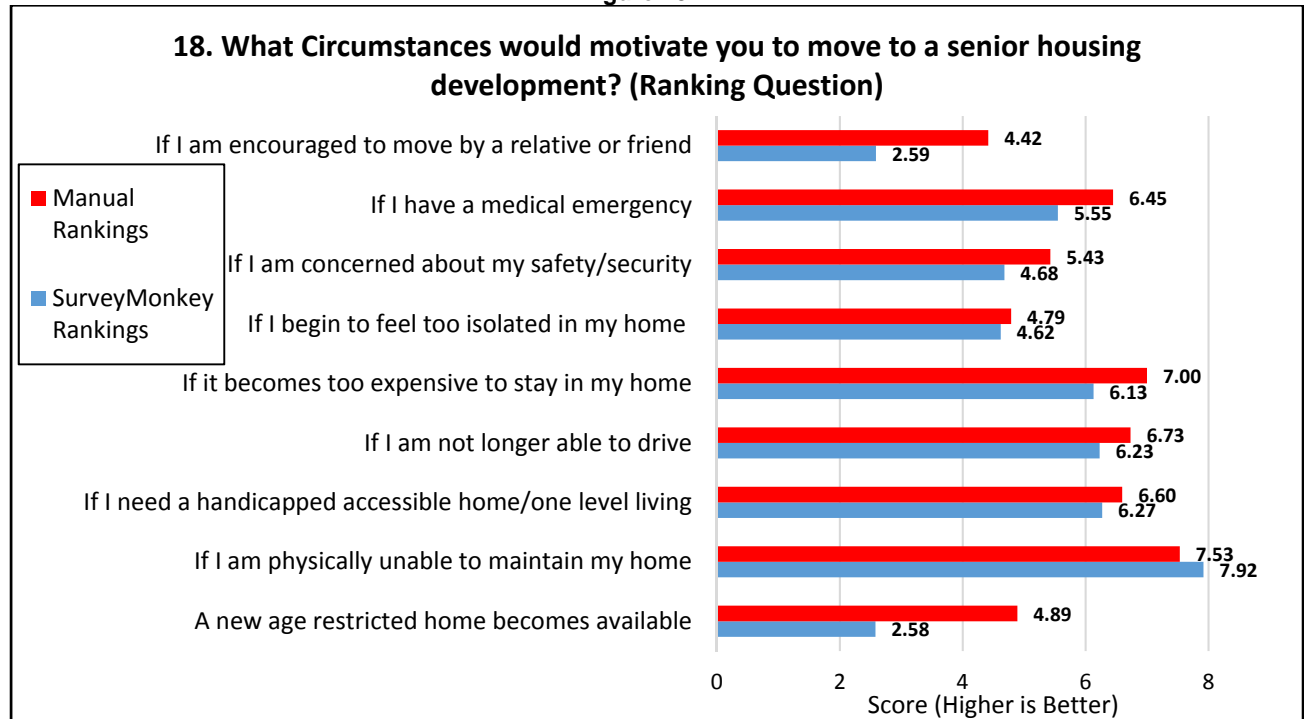


Table 11

16) If you are considering a move, when would you want to move?				
Age Range of Primary Respondent	Within 5 Years	5+ years	Not planning on moving	Total
55-69	16	22	29	67
70-84	13	4	19	36
85+	5	2	5	12
All Ages	34	28	53	115

When survey takers were asked to rank the circumstances that would motivate them to move to senior housing, most of the highest rated responses dealt with physical issues or problems. Physical inability to maintain the home was the highest motivator among respondents in both groups, those who correctly ranked all choices using each number once (the “SurveyMonkey Rankings”) and those who independently ranked each choice on a scale of one to ten (the “manual rankings”). The next most important motivators were handicapped access/one level living, the inability to drive, and the expense of staying at home. Encouragement from others and newly available senior housing were the lowest rated motivators.

Figure 15



Questions 19, 21, and 22 asked respondents to give their opinion on three issues: the need for senior housing in Erving, the creation of a zoning by-law to enable senior housing, and the possible use of town funds to enable senior housing to be built. As shown in Figure 16 below, all three measures received strong support, ranging from 71% to 80% answering “Yes.” It should be noted that no specific dollar figure was mentioned in the question regarding town funding for senior housing, and therefore it is therefore possible that public support may be contingent on the level of financial commitment.

Figure 16

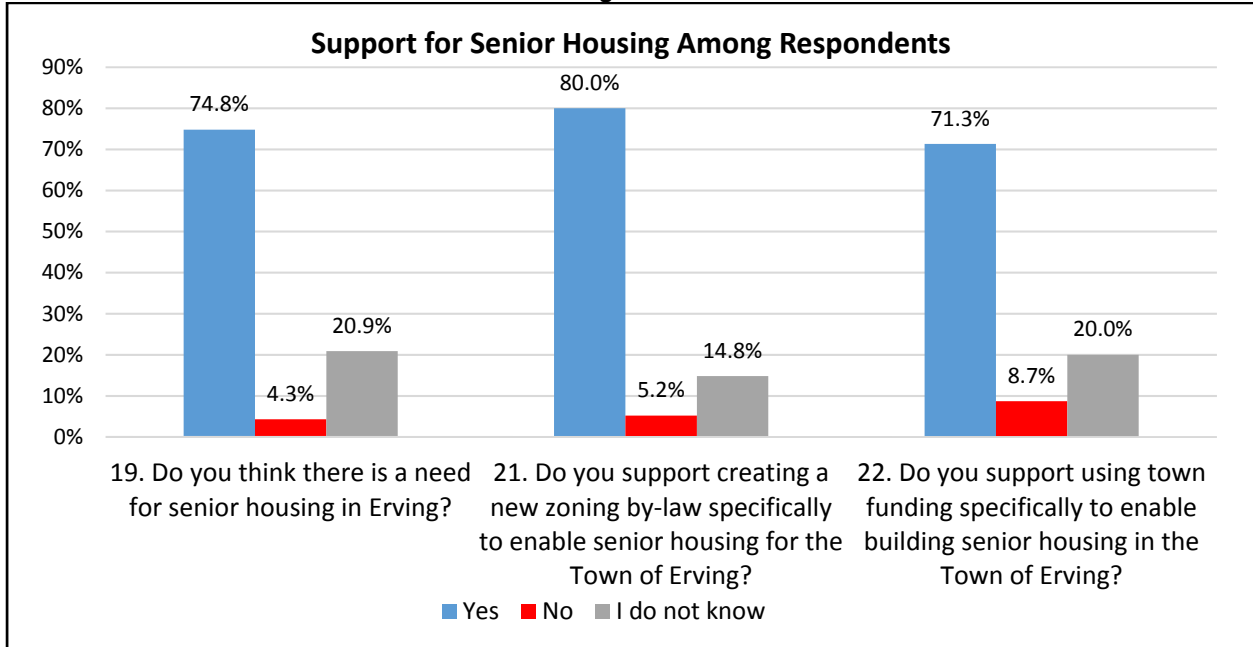
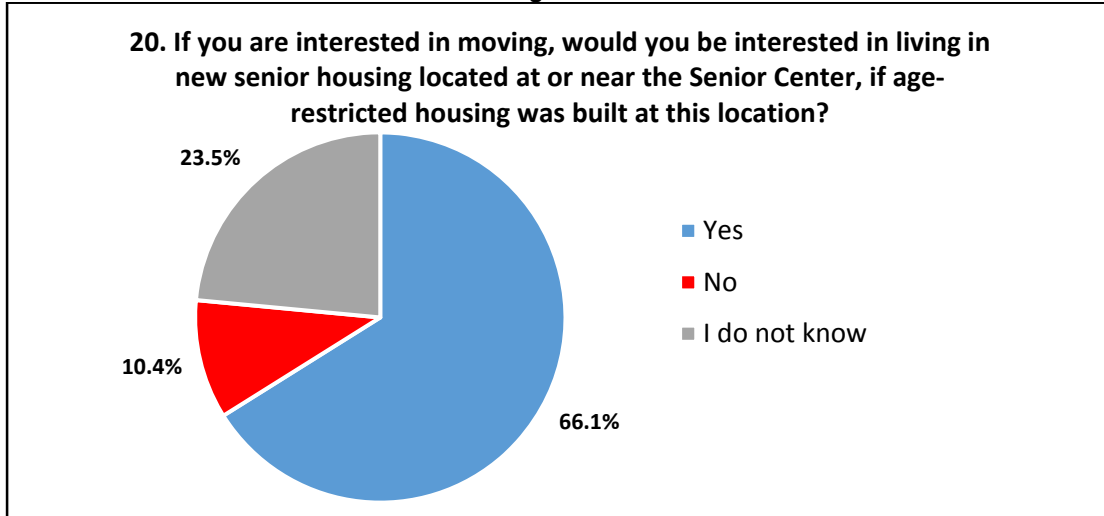


Table 12

Support for Senior Housing			
Answer Options	19. Do you think there is a need for senior housing in Erving?	21. Do you support creating a new zoning by-law specifically to enable senior housing for the Town of Erving?	22. Do you support using town funding specifically to enable building senior housing in the Town of Erving?
Yes	74.8%	80.0%	71.3%
No	4.3%	5.2%	8.7%
I do not know	20.9%	14.8%	20.0%

Figure 17

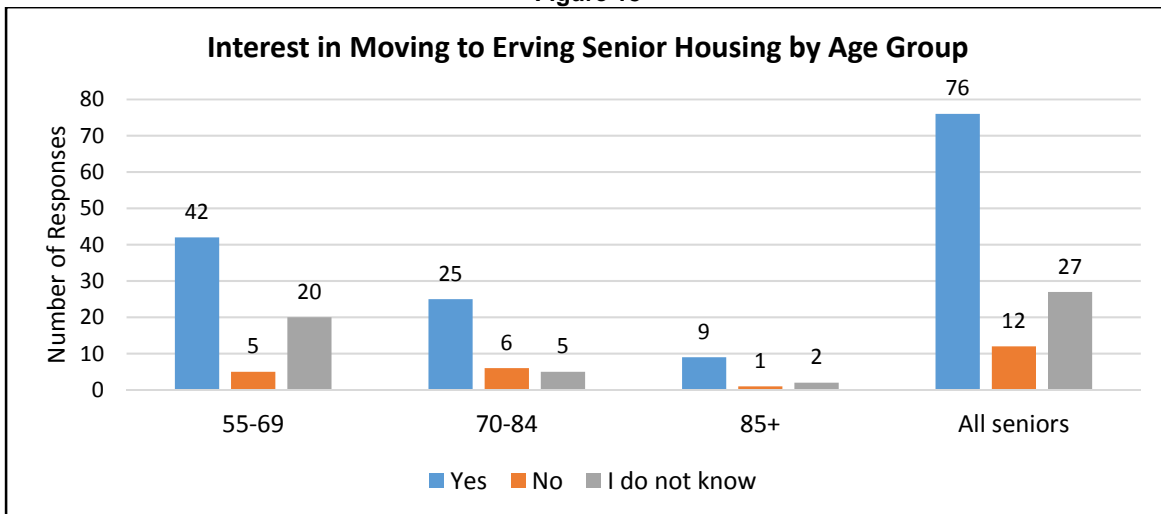


Question 20 asked respondents “If you are interested in moving, would you be interested in living in new senior housing located at or near the Senior Center at One Care Drive, Erving, MA, if age-restricted housing was built at this location?” Of the 115 responses received, nearly two-thirds indicated “Yes.” Just over 10% said “No,” while another 23.5% were uncertain. As shown below in Figure 18 and Table 13 below, interest in moving to senior housing near the Erving senior center is strong across all age groups, but increases slightly with age.

Table 13

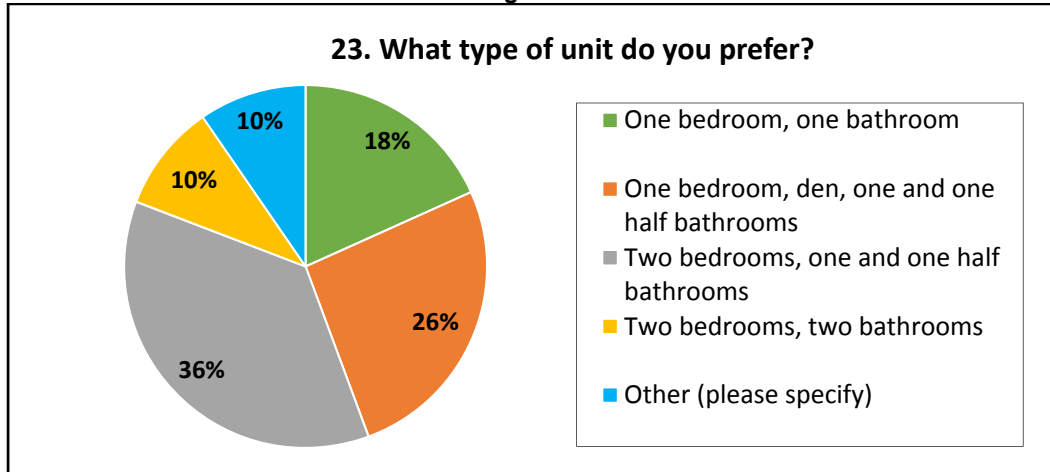
Interest in Moving to Senior Housing in Erving by Age of Primary Respondent							
	55-69		70-84		85+		Total
	#	% of Age Group	#	% of Age Group	#	% of Age Group	
Yes	42	63%	25	69%	9	75%	76
No	5	7%	6	17%	1	8%	12
I do not know	20	30%	5	14%	2	17%	27
Total	67	100%	36	100%	12	100%	115

Figure 18



Question 23 asked respondents what type (size) of unit they preferred, offering a range bedroom and bathroom configurations (Figure 19). The most popular choices were two bedrooms and 1.5 bathrooms, followed by one bedroom, den, and 1.5 bathrooms. Most of those answering “other” simply wrote “N/A,” although several respondents indicated that they would two bedroom and one bathroom, or one bedroom with a den and one bathroom.

Figure 19



Question 24 was worded similarly to Question 21, but answer options focused on different building types rather than unit size (Figure 20). Of all 115 respondents, a 44% plurality wanted a detached single family home, while another 33% wanted a single level unit in an elevator building. Another 13% favored a townhouse/row house. Of the 10% of “Other” responses, some indicated that they were not interested in moving. However, several responses indicated an interest in townhomes with single level living or with a first floor that is wheelchair accessible.

Figure 20

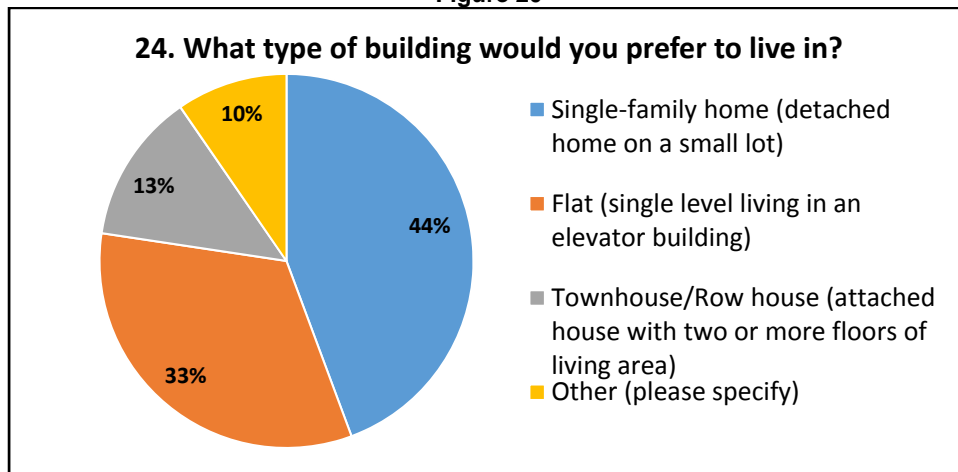


Figure 21 below shows how respondents in different age groups answered question 24. Notably, the preference for a detached single-family home declines with age; while it is by far the most favored choice for households in the 55-69 age bracket, the 70-84 age bracket shows a slight preference for flat units.

Figure 21

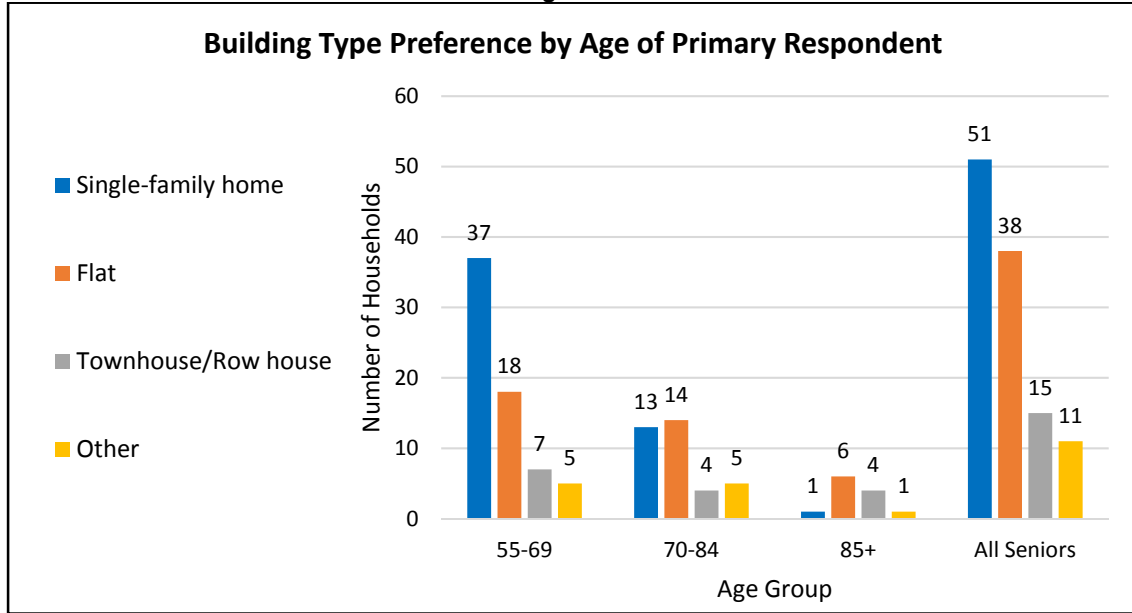


Figure 22 below shows the answers to Question 25 of our survey, which asked respondents what type of ownership or service model they would prefer in age-restricted housing. "Rental with supportive services" is the most popular single option, at 41%. Age-restricted rental was favored by 24% of respondents, while rental assisted living was chosen by 10%. Taken together, 75% of respondents chose one of the three rental options, while only 21% of respondents chose some form of ownership. Those answering "Other" indicated that they were not interested in age-restricted housing of any type.

Figure 22

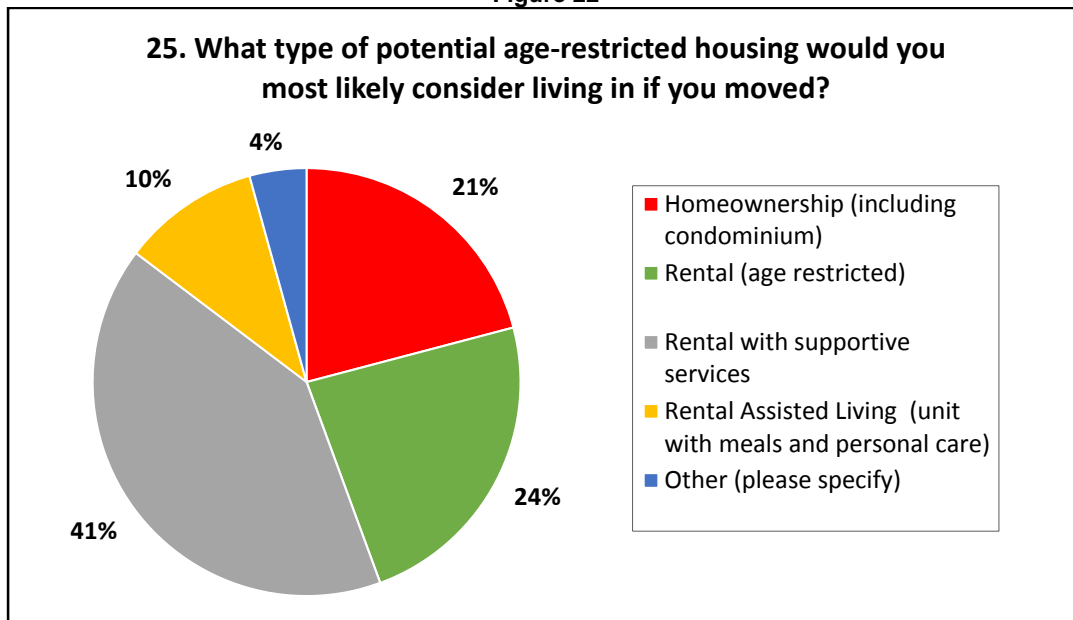


Figure 23 and Table 14 below show the desired housing type by age group. They show that most of the homeownership demand is from younger seniors, although there is significant interest in rental across age groups.

Figure 23

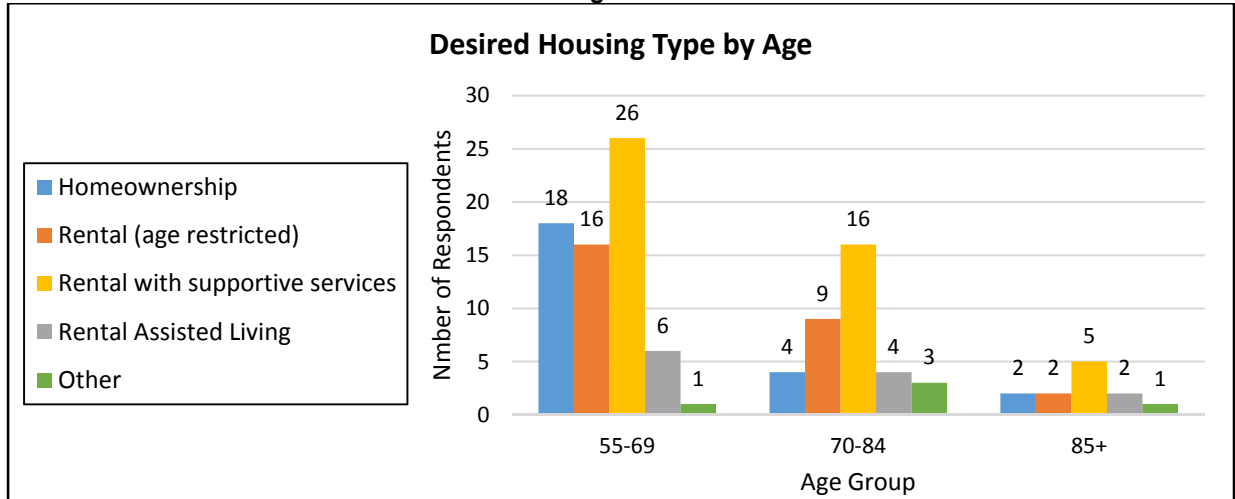
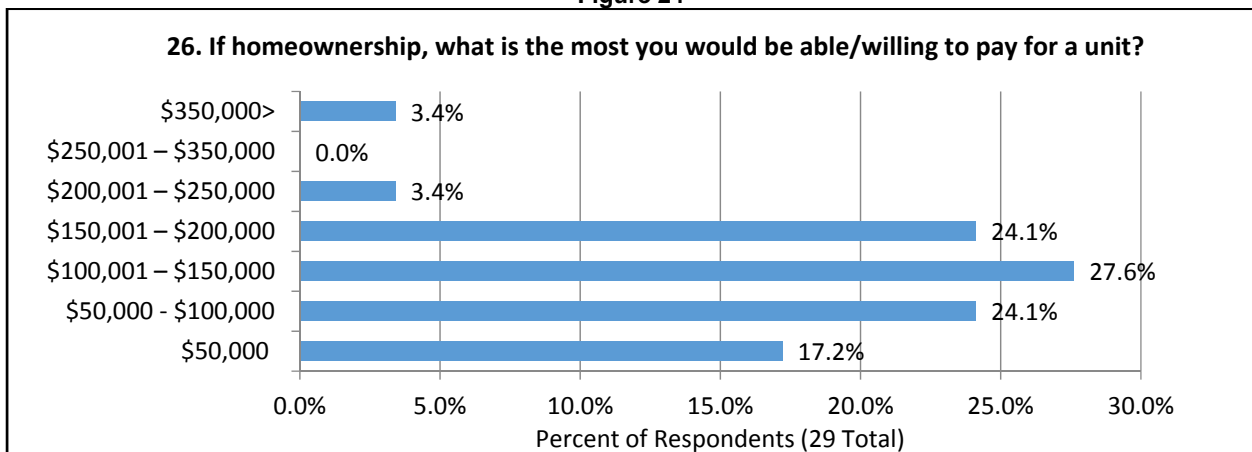


Table 14

	23. What type of age restricted housing would you consider if you moved?			
	Age Range of Primary Respondent			
	55-69	70-84	85+	All Ages
Homeownership	18	4	2	24
Rental (age restricted)	16	9	2	27
Rental with supportive services	26	16	5	47
Rental Assisted Living	6	4	2	12
Nursing home	0	0	0	0
Other	1	3	1	5
Total	67	36	12	115

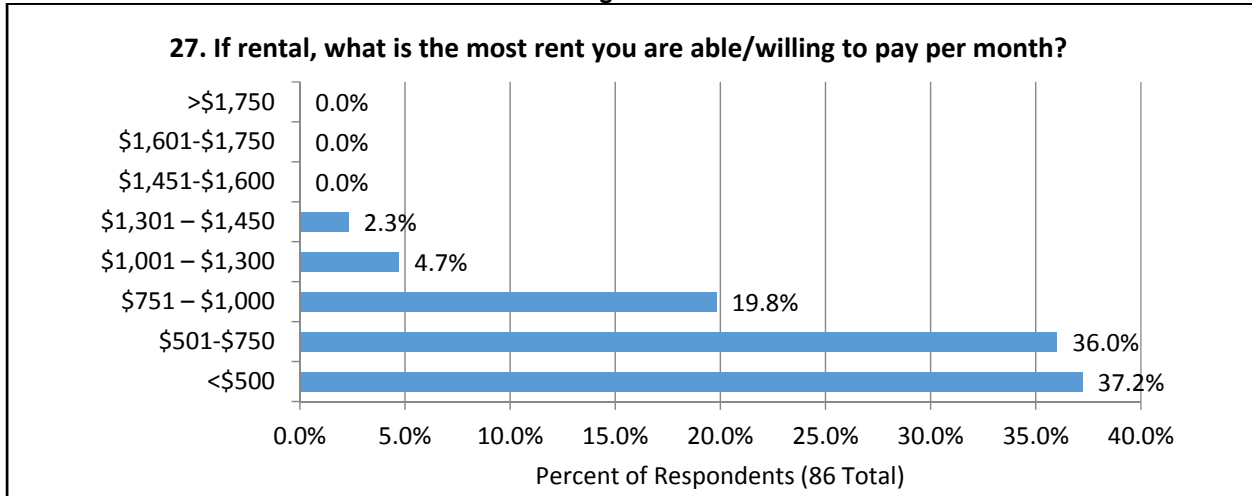
The graph below shows the answers to Question 26, which determined respondent’s maximum desired purchase price for an ownership unit. Most respondents gave fairly low values, with approximately 70% choosing an answer under \$150,000.

Figure 24



Question 27 asked respondents who indicated that they preferred one of the rental options “What is the most rent you are able/willing to pay per month? Assume that on top of rent you will need to pay for heat, hot water and electricity.” The most popular response was the lowest rent option, and in total over 73% of respondents chose an answer of \$750 or less.

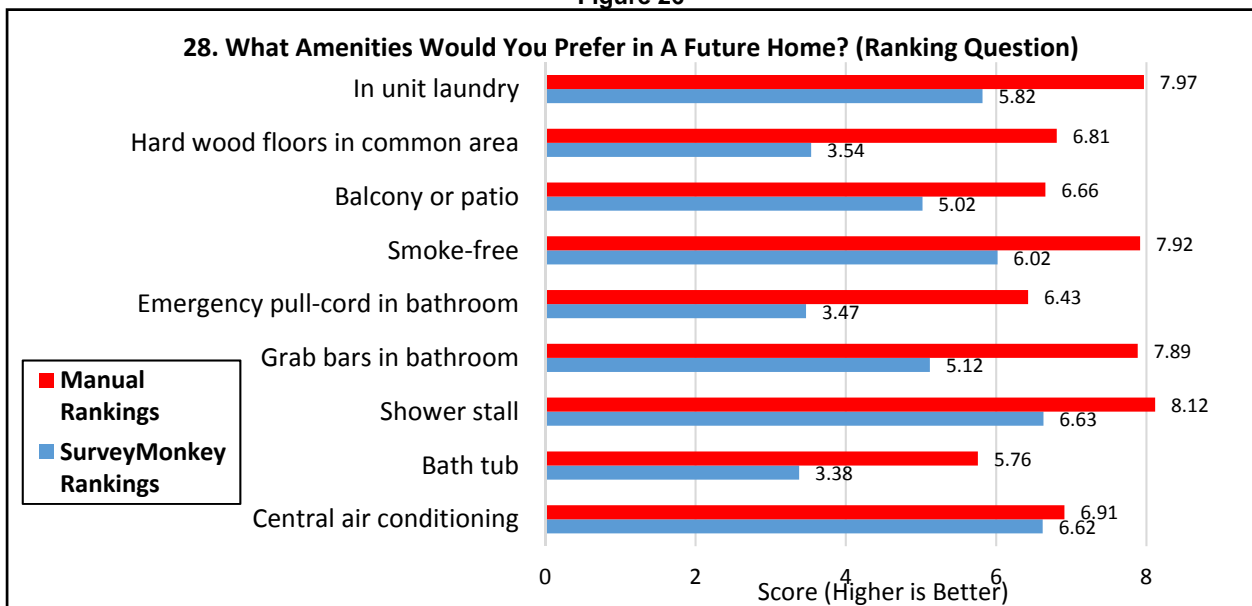
Figure 25



Amenities

Questions 28 and 29 asked respondents to rank the amenities they would like to have in future senior housing, first within the home and second in a community/shared setting. The results of Question 28 are shown below in Figure 26. A shower stall was the highest rated choice in both the manual rankings and the SurveyMonkey rankings, after which in-unit laundry, central air, smoke-free status, and bathroom grab bars also rated highly. A bath tub and emergency pull cord were the lowest rated amenities.

Figure 26



The community amenity ranking results of Question 28 are shown in Figure 27 below. An elevator was the most highly rated choice by respondents who used either ranking system, followed closely by extra storage. Community laundry facilities and a beauty parlor/barber were the lowest rated amenities.

Figure 27

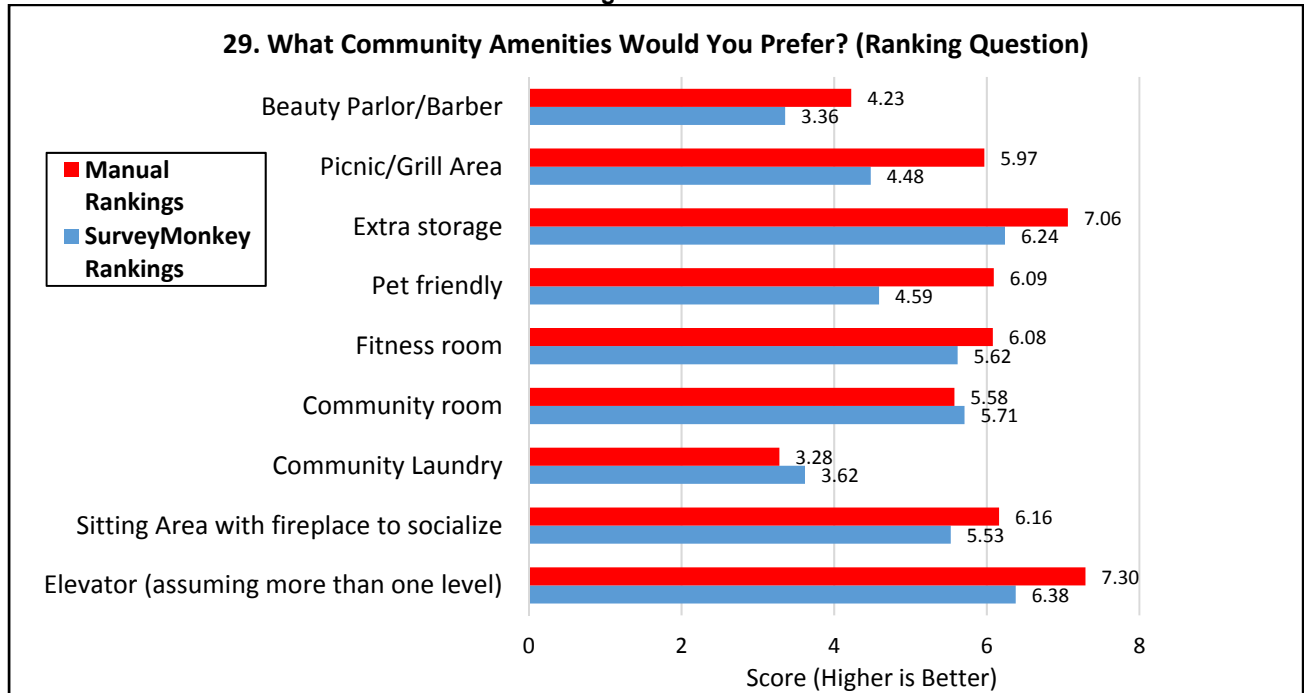


Table 15

30. Do you need a handicapped accessible home? Now or in the near future.		
Answer Options	Percent	Count
Yes	28.9%	33
No	71.1%	81
Total	100.0%	114

Nearly 29% of respondents indicated that they need a handicapped accessible home, a total of 33 households.

Service Needs

Question 31 asked respondents about their transportation options, and allowed multiple answers. Nearly 90% of respondents reported that they were able to use their private car. However, substantial minorities reported also having access to senior community transportation (22.7%) and family or friends who drove them (17.3%).

Figure 28

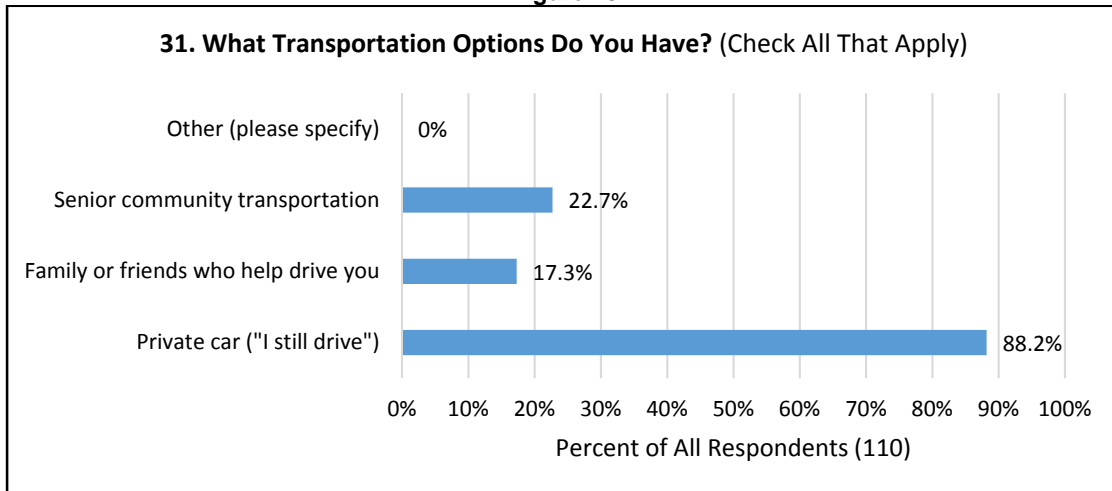


Table 16

What transportation options do you have currently? (Check all that apply)		
Answer Options	Percent	Count
Private car	88.2%	97
Family or friends who help drive you	17.3%	19
Senior community transportation	22.7%	25
Other (please specify)	0%	0
Total Responses: 110		

Question 32 asked those respondents who reported having access to senior community transportation “How many times a month do you use the service?” The answers are given in the table below, showing that most people who use the service use it multiple times per month.

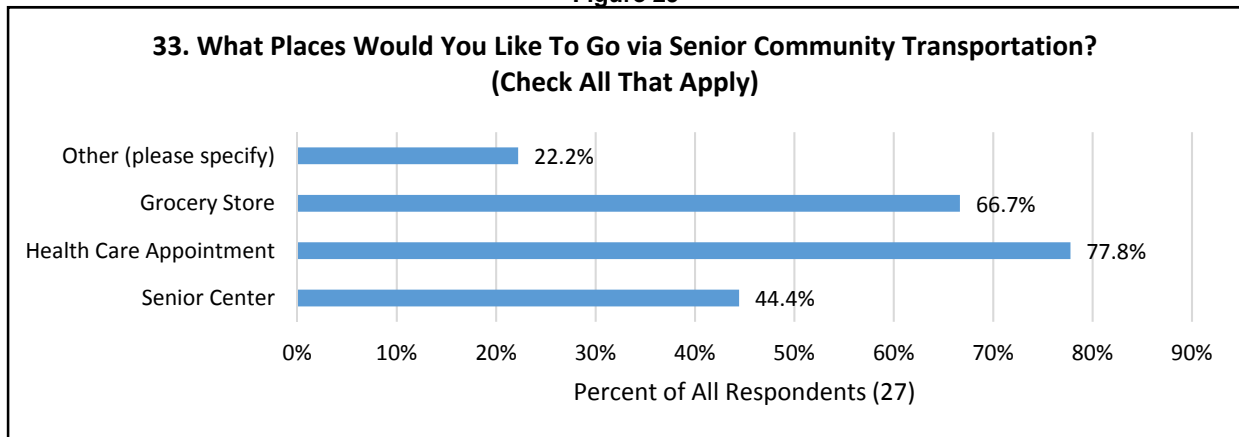
Table 17

32. If senior community transportation, how many times a month do you use the service?		
Monthly Trips	Percent	Count
0	16.7%	4
1	8.3%	2
2-4	29.2%	7
5-8	20.8%	5
>8	25.0%	6
Total Responses: 24		

Respondents were also asked to describe what places they currently use senior community transportation to get to. As shown below, nearly 80% responded that they used community transportation to get to health care appointments, while 67% used it to get to the grocery store, and

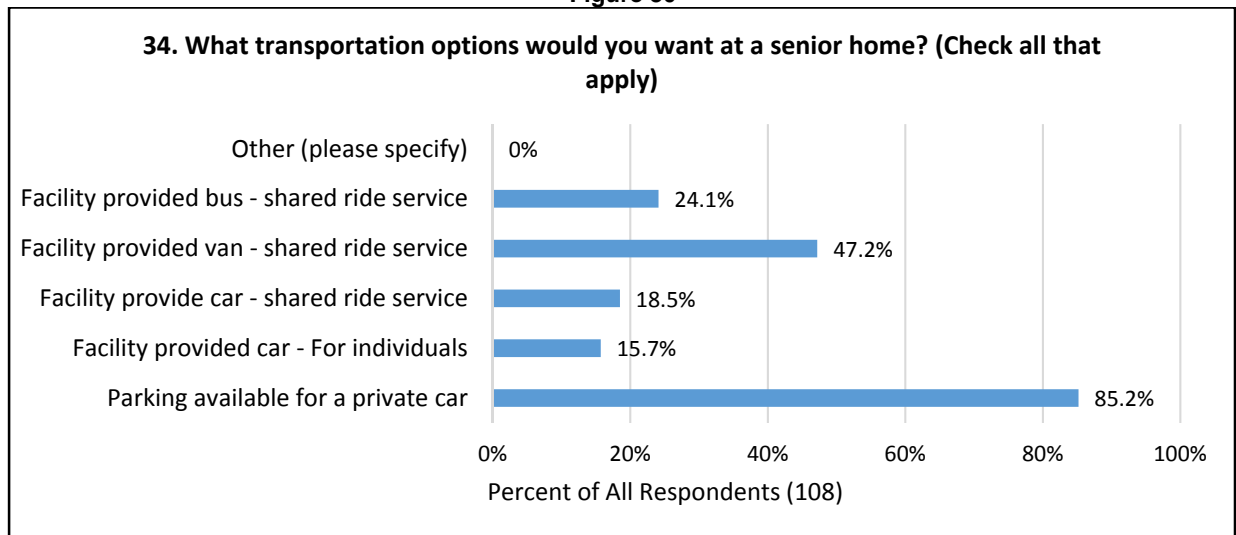
44% to the senior center. Among the responses in the “other” category were restaurants, shopping malls, movies, the library or bank, and other entertainment activities.

Figure 29



Question 34 (Figure 30 below) asked respondents what transportation options they would like available if they lived in senior housing, and allowed multiple answers. Over 85% of respondents said they would want parking available for a private car. However, 47% of respondents also said they would like a facility-provided van, and significant minorities also indicated interest in other forms of shared ride service, either via bus or car.

Figure 30



Question 32 asked respondents about their specific disability status, allowing multiple responses. As shown below, over 55% of respondents checked at least one box indicating some form of disability. The most common impairment by far was difficulty with vision, with 57 responses.

Figure 31

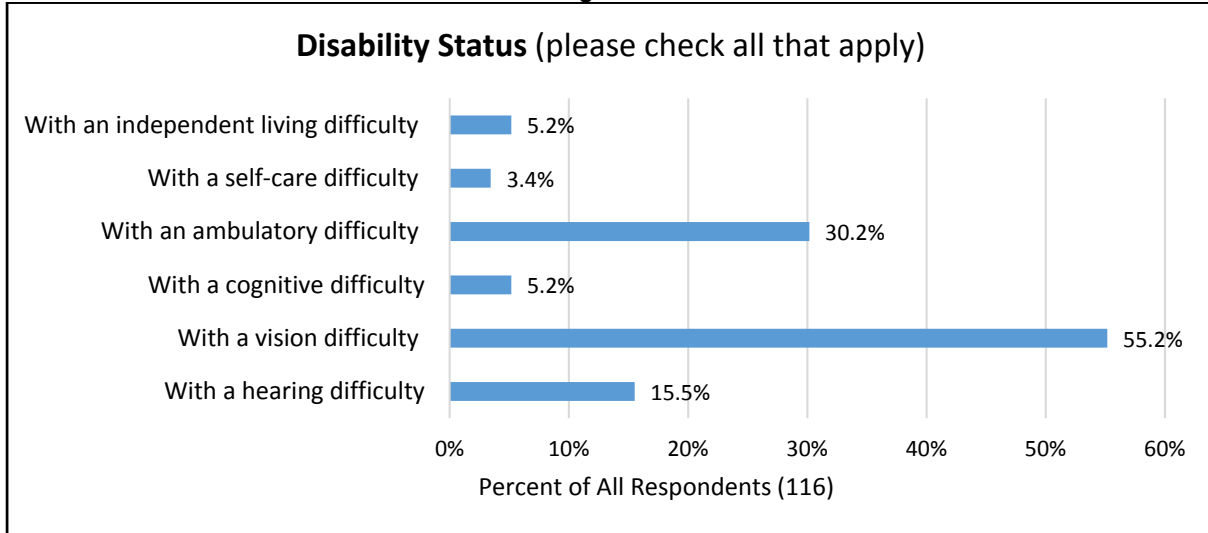


Table 18

32. Disability Status (please check all that apply)	
Answer Options	Response Count
With a hearing difficulty (I need a hearing aid)	18
With a vision difficulty (I need glasses)	64
With a cognitive difficulty (I have trouble remembering things)	6
With an ambulatory difficulty (I need a cane, walker, and wheelchair or have trouble with stairs)	35
With a self-care difficulty (I need help getting dressed, showering)	4
With an independent living difficulty (I need help with my banking, finances)	6
Total respondents with one or more disabilities: 81	

As shown below in Figure 32, a large number of those who indicated “Yes” for their interest in moving to new senior housing in Erving were much more likely to also report one or more disabilities in Question 32. This is not entirely surprising, given that those who showed interest in moving were also likely to be older (see Figure 18), and therefore more likely to be disabled.

Figure 32

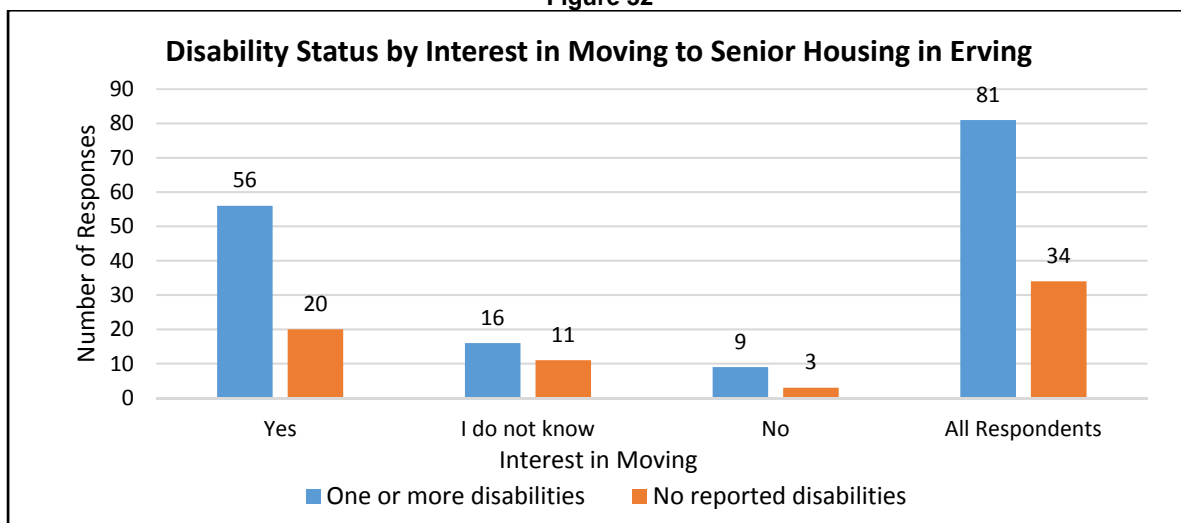
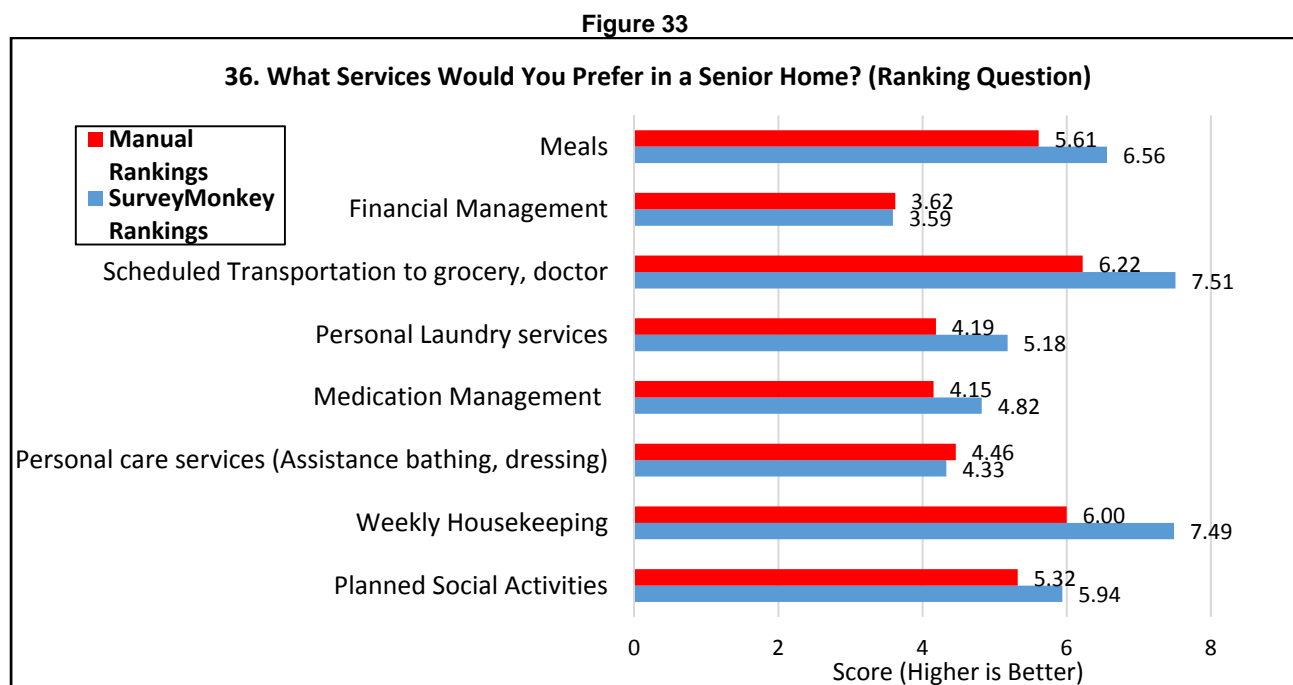


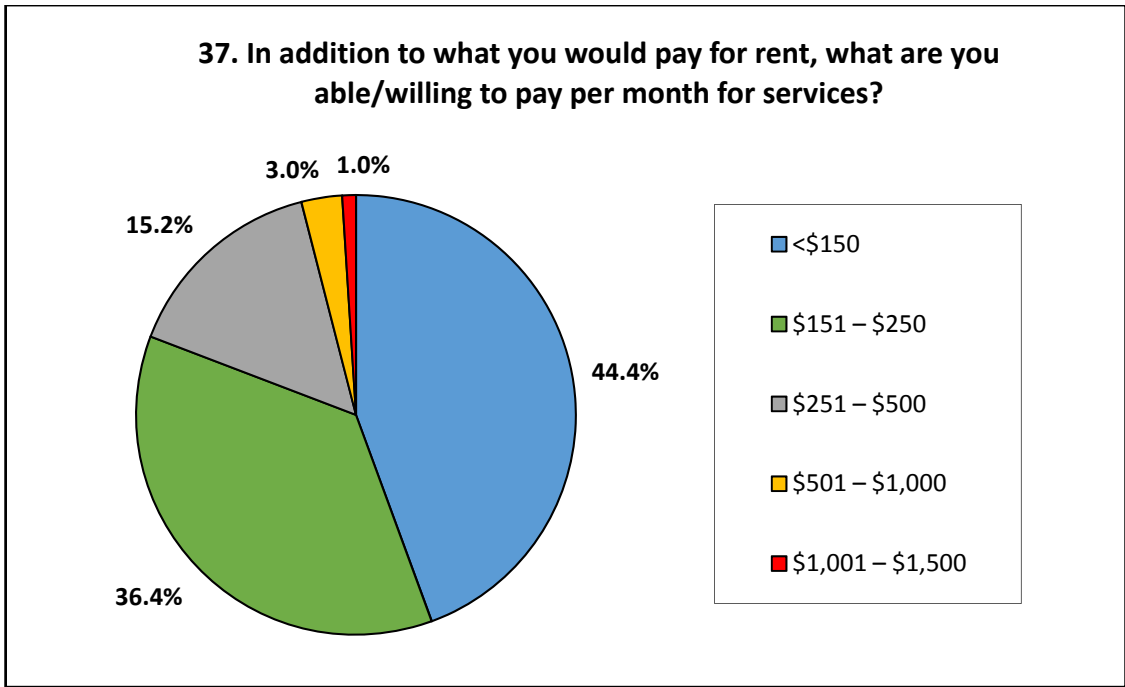
Table 19

Disability Status by Interest in Moving to Senior Housing in Erving				
Disability Status	If you are interested in moving, would you be interested in new senior housing in Erving?			
	Yes	I do not know	No	All Respondents
One or more disabilities	56	16	9	81
No reported disabilities	20	11	3	34
All Respondents	76	27	12	115

Figure 33 below shows the results of Question 36, which asked respondents to rank desired services. Scheduled transportation and weekly housekeeping were the clear favorites, followed by meals. Financial management ranked lowest, followed personal care services.



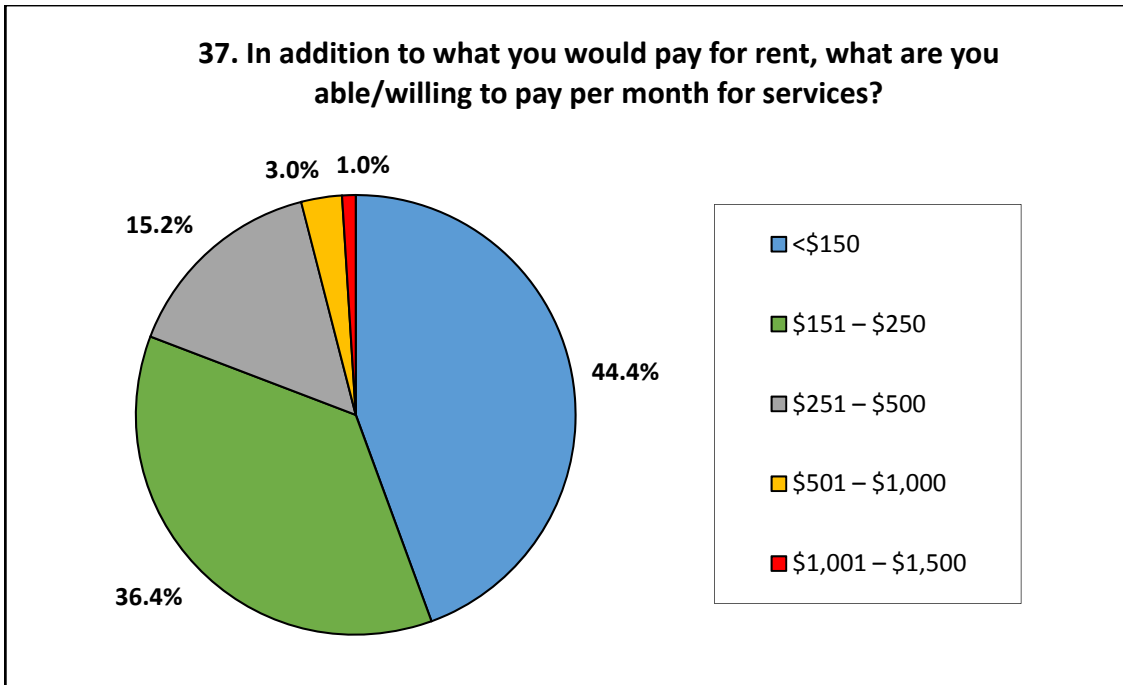
Question 37, the results of which are shown below in Figure 34



asked

respondents how much they would pay for services. Only 4% of all 99 households who answered this question reported an ability or willingness to pay more than \$500 per month. The largest single group, 44.4% of the total, answered less than \$150 per month, and another 36.4% chose \$151-\$250 per month.

Figure 34

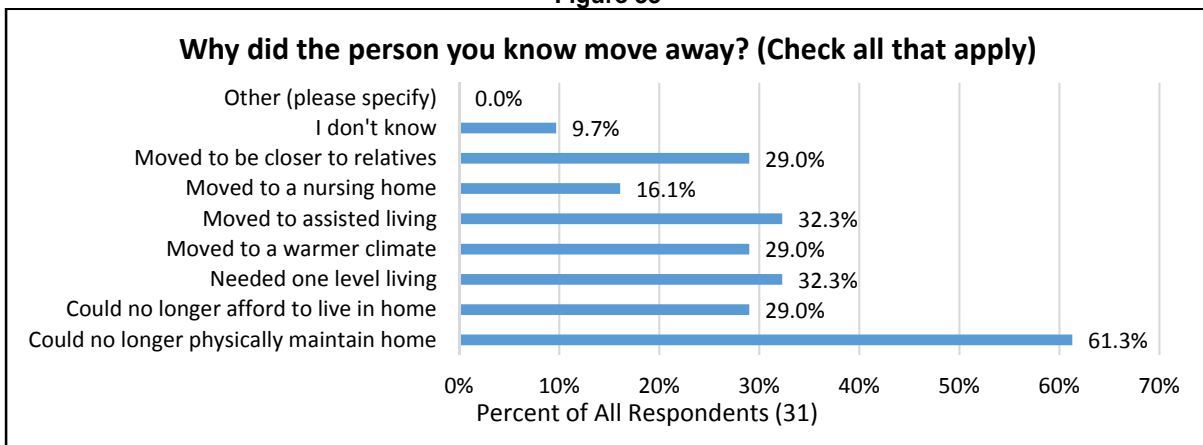


Question 38 asked respondents if they were aware of any seniors moving out of Erving in the past five years, to help gauge whether people are being forced to move due to a lack of housing that fits their needs. Of those who answered, 27% said they were aware of someone moving, a total of 30 positive responses. They were also asked to provide the reason or reasons why the person moved out of Erving, shown below in Figure 35. By far the most common reasons given was an inability to maintain their home.

Table 20

38. Are you aware of someone over 55 moving out of Erving the past five years?		
Answer Options	Percent	Count
Yes	26.8%	30
No	73.2%	82

Figure 35



In an effort to gauge demand for senior housing in Erving that might come from outside the town, the final survey question asked respondents if they knew anyone who might be interested in moving to the

town in the near future specifically for senior housing. Nearly a third of respondents said yes, totaling 36 individuals.

Table 21

40. Do you have a relative/friend outside of Erving who might want to move into a senior housing facility in Erving soon?		
Answer Options	Percent	Count
Yes	31.6%	36
No	68.4%	78

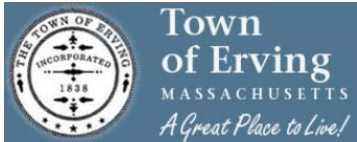
Comments from Responders

36) Is there anything else you would you like to tell us about the need for senior housing in Erving?

- The need for senior housing is GREAT!!
- I think, given the remoteness of the town in terms of amenities, public transportation would have to be a very high priority
- It's time! We are way behind other towns when it comes to senior housing.
- The town's responsibility to senior housing is only to make it available and maintain it appropriately.
- I hope we never need it.
- Since the family ages are 60, 78, and 92, and all physically able and two drive, one runs business in retirement and third full time employed, we anticipate no need for a move to "age-restricted housing" of any kind for decades.
- I suppose there is a need in Erving. I am personally NOT interested. Maybe a town like Northfield, which is much more community-oriented.
- Everything I've heard about the planned senior housing/community center/library built next to the elementary school sounds spectacular! Seniors could teach or read stories to kids which helps us feel young again!
- I would like to see it built near the senior center
- Make it comfortable and homey and nice and practical. Just because someone needs senior living does NOT mean ugly or the opposite - all fluff. Be sensible. Please keep us informed of the development by town newspaper, thanks.
- I would like outdoor activities, like shuffleboard
- Build it. Do the activities at the Senior Center - connect them with enclosed walkway
- There is a need for senior housing in Erving as our rental housing is very limited
- THERE IS NO NEED!!
- 1. Baby Boomers probably have different ideas about this than older persons. 2. Most elders prefer to reside near family or friends, most likely not in Erving; or to "retire" somewhere else (Florida, the Cape, etc.) 3. By the time elders need living assistance, most deed over their assets to a trust or an heir and rely on the state to support them in a facility.
- The senior center already provides a lot of the services you mention here
- Just that we should not have to leave the town we live in for all our life, because we can no longer care for our homes!
- Mother 92 yrs old. Mentally great, physically 50/50. Sister 67 yrs old, mentally great, physically 50/50
- Lowered counter tops for wheelchair access

- I foresee having to work into my 70's due to our financial situation, and in order to keep my faculties (hopefully) but we are used to living in our house (30 years) and prefer AFFORDABLE (or even subsidized since we qualify for Sec. 8) but independent housing. Right now we cannot afford for me NOT to work but eventually I won't be able to.
- Erving is our home town - we want to be HOME!!
- In an unforeseen emergency in ANYONE's lifetime, it only makes sense to have OPTIONS re: what to do?? We, as elders now, NEED those options, but cannot predict when!
- Would be nice if a range of services could be provided as people age/their needs increase. Would like a green building - low energy use, low toxicity.
- It's important that we look at this issue separately from other town needs such as a new library. We need both! We have the perfect location. There is a huge need for senior housing in Franklin County. Bus transportation is crucial. Building multi-generational connections with the school would benefit all. Thank you!
- The old Miller's Falls Paper Co. would make a good senior living community
- I know of seniors who needs senior housing badly- homes in bad shape, cannot take care of them, but afraid to leave to go to a strange place away from friends. Near the senior center would be ideal. These are great people who deserve respect and to live their last years with dignity. It's shameful that these people who've worked hard (especially those from the Greatest Generation), paid taxes, never took welfare, and fought in wars have been overlooked. They have certainly earned this option if they want and/or need it.
- I would like to stay in Erving when I can't live in my house any longer for some reason.
- Erving has an aging population with large numbers of residents either already over 60 or soon to be. It would be great if they could stay in town.
- Long overdue. Senior housing should be a top priority. Life-long residents should not have to leave Erving because senior housing is not available!

Exhibit 1: Cover Letter and Survey



June 17, 2016

Dear Ladies and Gentlemen:

LDS Consulting Group, LLC ("LDS") has been hired by the Town of Erving Senior Housing Committee (the "Housing Committee") to conduct a senior housing survey.

The purpose of this survey is to develop a better understanding of the housing needs of the seniors in Erving generally as well as their level of interest in developing land on the Senior Center Campus for senior housing.

For purposes of this survey, we have defined seniors as persons age 55 and older. The results of the survey will be shared with the Housing Committee with the goal of helping them understand senior housing development needs.

The information that will be included in our report to the Town of Erving Housing Committee will be reported in the aggregate. LDS will not share individual responses. *Please complete only one survey per household on behalf all of household members.*

Household Definition: A household includes all the persons who occupy a housing unit. A housing unit is a house, an apartment, a mobile home, a group of rooms, or a single room that is occupied as separate living quarters. Separate living quarters are those in which the occupants live and eat separately from any other persons in the building and which have direct access from the outside of the building or through a common hall.

If you would prefer to complete the survey on line, please copy this link and go to:

[https://www.surveymonkey.com/r/ QXZCCP5](https://www.surveymonkey.com/r/QXZCCP5) or follow the link on the Town website

If you have filled out a printed version of the survey, please mail the completed survey in the enclosed self-addressed envelope to: **LDS Consulting group, LLC, 233 Needham Street, Newton, MA 02464.**

Survey responses will be accepted until 5:00pm on Friday July 8, 2016

Paula Betters, Director of the Council on Aging/Senior Center is available to help residents' complete surveys and will have a drop box on site to collect them. She can be reached at 413-423-3649.

Also, I will be available to answer any questions you may have at 617-454-1144 or ldsweet@ldsconsultinggroup.com.

We thank you in advance for your cooperation and participation in this very important matter.

Sincerely,

LDS Consulting Group, LLC

A handwritten signature in cursive script that reads "Lynne D. Sweet".

Lynne D. Sweet, Managing Member

Please complete this survey if a member of your household is age 55 or older and if you live in Erving, MA

Household Information: The purpose of this section is to understand your age and gender.

1. In what year(s) were you and your 55 and over household members born? Please enter the year born and gender **only** for each person in your household **age 55 and older:**

Year Born	Gender
1. _____	Male <input type="checkbox"/> , Female <input type="checkbox"/>
2. _____	Male <input type="checkbox"/> , Female <input type="checkbox"/>
3. _____	Male <input type="checkbox"/> , Female <input type="checkbox"/>
4. _____	Male <input type="checkbox"/> , Female <input type="checkbox"/>

2. **Who do you live with? Please choose all that apply:**

I live alone Spouse or partner? Child or other relative Aide or caregiver Other, please explain: _____

Household Size, Income and Assets: This section is designed to determine what type of financial resources your household has available to pay for housing.

Income Definition: Total income is the sum of wage or salary income, net rental income, social security income, public assistance or welfare income, retirement or disability income, and all other income.

Please choose the household size that matches your household size and then circle the income band that most closely matches your household income.

3. If you are a **one-person** household, what is your approximate average annual household income?

< \$18,400 \$18,401 – \$36,780 \$36,781 – \$46,100 \$46,101 – \$67,430 \$67,431+

4. If you are a **two-person** household, what is your approximate average annual household income?

< \$21,000 \$21,001 – \$42,000 \$42,001 – \$52,650 \$52,651- \$77,000 \$77,001+

5. If you are a **three-person** household, what is your approximate average annual household income?

< \$23,650 \$23,651 – \$47,280 \$47,281– \$59,250 \$59,251 – \$86,680 \$86,681+

6. If you are a **four-person** household, what is your approximate average annual household income?

< \$26,500 \$26,501 – \$52,500 \$52, 501– \$65,800 \$65,801 – \$96,250 \$96,251+

Asset Definition: Households assets refer to the total account value of moneys in savings, checking, retirement, 401K, Keogh and investment accounts as well as the equity you have in your home.

7. Please provide an estimate of your total assets as defined above:

< \$25,000 \$25,001 – \$50,000 \$50, 001– \$75,000 \$75,001 – \$100,000 \$100,000+

The next few questions are provided to see if you might have other sources of income to assist with paying for senior housing and / or services:

8. Do you have Long Term Care Insurance (*Long term care insurance is something your purchase privately and can pay for such costs as assisted living and nursing home care, it is not Medicare or Medicare*)?
 Yes No
9. Are you a veteran and/or are you entitled to veterans' benefits to pay for senior housing services?
 Yes No

Current Housing Situation

This section is for the purpose of understanding your current housing situation.

10. What is your present housing status as it relates to your primary residence? **Please choose only one answer.**

- Home owner of a house
- Home owner of a condominium
- Renter of a single family house
- Renter of an apartment in a multi-unit building
- Live in the home of a relative or friend

The next set of questions is for persons who answered that they are a homeowner. If you are a renter, skip ahead to question 15.

11. Approximately how much do you currently pay **monthly** for your **monthly homeownership** costs which include: mortgage, home owners insurance, real estate taxes, and condominium fees? \$ _____
12. What is the approximate value in dollars of your home? _____
13. Do you have a mortgage on your home? Yes No
14. How much do you have left to pay on your mortgage?
 <\$50,000 \$50,001-\$75,000 \$75,001-\$100,000 \$100,001-\$125,000 \$125,001-\$150,000
 \$150,000>

The next set of questions is for persons who answered that they are renter. If you are not a renter, skip ahead to question 17.

15. If you are a renter, approximately how much do you currently pay monthly for your rent and utilities such as heat, hot water and electricity?
 <\$500 \$501-\$750 \$751-\$1,000 \$1,001 – \$1,300 \$1,301 – \$1,450
 \$1,451 – \$1,600 \$1,601>

16. How long have you resided at your current location? **Please choose only one answer.**
 Less than 1 year 1 year to 3 years 3 years to 5 years 5 years to 10 years 10+ years

Housing Preference

The following section is meant to assess what type of housing unit you may be looking for (including unit and community amenities) and, if you are looking to move, what would motivate you to move.

17. If you are considering a move, when would you want to move? **Please choose only one.**
 Within the next year In the next 1 to 2 years In the next 2 to 5 years
 More than 5 years from now I am not planning on moving

18. Please rank, **with one (1) being the most important and (9) the least important**, what circumstances would motivate you to move to a senior housing development? **Please only use each number once and circle the number for each choice.**

- (1) (2) (3) (4) (5) (6) (7) (8) (9) If a new home that is age restricted becomes available
- (1) (2) (3) (4) (5) (6) (7) (8) (9) If I am physically unable to maintain my home
- (1) (2) (3) (4) (5) (6) (7) (8) (9) If I need a handicapped accessible home/one level living
- (1) (2) (3) (4) (5) (6) (7) (8) (9) If I am no longer able to drive
- (1) (2) (3) (4) (5) (6) (7) (8) (9) If it becomes too expensive to stay in my home
- (1) (2) (3) (4) (5) (6) (7) (8) (9) If I begin to feel too isolated in my home/miss social interaction
- (1) (2) (3) (4) (5) (6) (7) (8) (9) If I am concerned about my safety/security
- (1) (2) (3) (4) (5) (6) (7) (8) (9) If I have a medical emergency
- (1) (2) (3) (4) (5) (6) (7) (8) (9) If I am encouraged to move by a relative or friend

19. Do you think there is a need for senior housing in Erving?

- Yes No I do not know

20. If you are interested in moving, would you be interested in living in new senior housing located at or near the Senior Center at One Care Drive, Erving, MA, if age restricted housing was built at this location? **Please choose one answer.**

- Yes No I do not know

21. Do you support the idea of creating a new zoning by-law specifically to enable senior housing for the town of Erving? **Please choose one answer.**

- Yes No I do not know

22. Do you support the idea of using town funding specifically to enable building senior housing in the Town of Erving? **Please choose one answer.**

- Yes No I do not know

23. What type of unit do you prefer (**keep in mind the larger the unit, the higher the cost**)? **Please choose one answer.**

- One bedroom, one bathroom
- One bedroom, den, one and one half bathrooms
- Two bedrooms, one and one half bathrooms
- Two bedrooms, two bathrooms
- Other (please specify): _____

24. What type of building would you prefer to live in? **Please choose one answer.**

- Single-family home (detached home on a small lot)
- Flat (single level living in an elevator building)
- Townhouse/Row house (this would be home attached to each other with more than one floor of living area)
- Other (please specify): _____

25. What type of potential age restricted housing would you most likely consider living in if you moved?

Please choose one answer.

- Homeownership
- Rental (age restricted)
- Rental with supportive services
- Rental Assisted Living (unit with meals and personal care)
- Nursing home (room with medical care)
- Other (please

specify): _____

26. If homeownership, what is the *most* you would be able/willing to pay for a unit? **Please choose one answer.**

- <\$50,000
- \$50,001 – \$100,000
- \$101,000 – \$150,000
- \$150,001 – \$200,000
- \$200,001 – \$250,000
- \$250,001 – \$300,000
- \$350,001>

27. If rental, what is the *most rent* you are able/willing to pay per month? Assume that on top of rent you will need to pay for heat, hot water and electricity. **Please choose one answer.**

- <\$500
- \$501-\$750
- \$751-\$1,000
- \$1,001 – \$1,300
- \$1,301 – \$1,450
- \$1,451 – \$1,600
- \$1,601 – \$1,750
- \$1,751>

28. Please rank; with **one (1) being the most important** and **nine (9) the least important**, all household amenities that you prefer in a future home (keep in mind the associated cost that comes with each of these options). This assumes units will come with kitchen appliances including a Refrigerator, Stove, Microwave and Dishwasher. **Please only use each number once and circle the number for each choice.**

- (1) (2) (3) (4) (5) (6) (7) (8) (9) Central air conditioning
- (1) (2) (3) (4) (5) (6) (7) (8) (9) Bath tub
- (1) (2) (3) (4) (5) (6) (7) (8) (9) Shower stall
- (1) (2) (3) (4) (5) (6) (7) (8) (9) Grab bars in bathroom
- (1) (2) (3) (4) (5) (6) (7) (8) (9) Emergency pull-cord in bathroom
- (1) (2) (3) (4) (5) (6) (7) (8) (9) Smoke-free
- (1) (2) (3) (4) (5) (6) (7) (8) (9) Balcony or patio
- (1) (2) (3) (4) (5) (6) (7) (8) (9) Hard wood floors in common area, carpet in the bedrooms
- (1) (2) (3) (4) (5) (6) (7) (8) (9) In unit laundry

29. Please rank, with **one (1) being the most important** and **nine (9) being the least important**, all community amenities that you prefer at a future home (keep in mind the associated cost that comes with each of these options). **Please only use each number once and circle the number for each choice.**

- (1) (2) (3) (4) (5) (6) (7) (8) (9) Elevator (this assumes more than one level of living)
- (1) (2) (3) (4) (5) (6) (7) (8) (9) Sitting Area with fireplace to socialize (Great Room)
- (1) (2) (3) (4) (5) (6) (7) (8) (9) Community Laundry (rather than in unit)

- (1) (2) (3) (4) (5) (6) (7) (8) (9) Community room (to meet with relatives, neighbors)
- (1) (2) (3) (4) (5) (6) (7) (8) (9) Fitness room
- (1) (2) (3) (4) (5) (6) (7) (8) (9) Pet friendly (I want to be able to have a pet in my home)
- (1) (2) (3) (4) (5) (6) (7) (8) (9) Extra storage
- (1) (2) (3) (4) (5) (6) (7) (8) (9) Picnic/Grill Area
- (1) (2) (3) (4) (5) (6) (7) (8) (9) Beauty Parlor/Barber

30. Do you currently need or envision in the near future needing a handicapped accessible home?
 Yes No

Service Needs

31. What transportation options to you currently have? **(check all that apply)**

- Private car (“I still drive”)
- Family or friends who drive you
- Senior Community transportation

32. If senior community transportation, how many times a month do you use the service?

- 0
- 1
- 2-4
- 5-8
- >8

33. If senior community transportation, what types of places do you go to? (check all that apply)

- Senior Center
- Health Care Appointment
- Grocery Store
- Other (please specify) _____

34. What transportation options would you want available if you lived at in senior housing? **(please check all that apply)**

- Parking available for a private car (“I want to drive”)
- Facility provided car – For individuals
- Facility provided car – Shared ride service
- Facility provided van – Shared ride service
- Facility provided bus – Shared ride service
- Other (please specify) _____

35. Disability Status **(please check all that apply)**

- With a hearing difficulty (I need a hearing aid)
- With a vision difficulty (I need glasses)
- With a cognitive difficulty (I have trouble remembering things)
- With an ambulatory difficulty (I need a cane, walker, and wheelchair or have trouble with stairs)
- With a self-care difficulty (I need help getting dressed, showering)
- With an independent living difficulty (I need help with my banking, finances)

36. Please rank, with **one (1) being the most important and eight (8) the least important**, all services that you prefer to have at a senior home (keep in mind that there are costs associated with each of these options).

(1) (2) (3) (4) (5) (6) (7) (8) Planned Social Activities

(1) (2) (3) (4) (5) (6) (7) (8) Weekly Housekeeping

(1) (2) (3) (4) (5) (6) (7) (8) Personal care services (Assistance with bathing, dressing)

(1) (2) (3) (4) (5) (6) (7) (8) Medication Management (Medication reminders)

(1) (2) (3) (4) (5) (6) (7) (8) Personal Laundry services

(1) (2) (3) (4) (5) (6) (7) (8) Scheduled Transportation to grocery, doctors' appointments

(1) (2) (3) (4) (5) (6) (7) (8) Financial Management

(1) (2) (3) (4) (5) (6) (7) (8) Meals (either on site or at the Senior Center)

37. In addition to what you would pay for rent, what are you able/willing to pay per month **for services?**

Please choose one answer.

<\$150

\$151-\$250

\$251-\$500

\$501 – \$1,000

\$1,001 –

\$1,500 \$1,501 – \$1,600

\$1,601 – \$2,000

\$2,001>

38. Are you aware of a relative or friend over 55 who move out of Erving in the past five years?

Yes

No

39. If yes, do you know why? (Please choose all that apply)

Could no longer physically maintain home (i.e. repair, shovel, mow the lawn)

Could no longer afford to live in home

Needed one level living

Moved to a warmer climate

Moved to assisted living

Moved to nursing home

Move to be closer to relatives

I don't know

Other: Please explain: _____

40. Do you have a relative or friend living outside of Erving who might want to move into a senior housing facility in Erving soon? Yes No

41. Is there anything else you would you like to tell us about the need for senior housing in Erving?

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42. If you would like to receive additional information about this project, please provide your contact information:

Name: _____

Address: _____

Email: _____

Thank you for taking the time to complete this survey.
Please complete the survey by 5:00pm on Friday July 8, 2016
If not completing survey on line, please mail to:
LDS Consulting Group, LLC, 233 Needham Street, Newton, MA 02464