



BALANCE • DIVERSITY • VIABILITY • AFFORDABILITY

PRINCETON FUTURE

COMMUNITY INPUT OPEN MEETING #6, January 21, 2023

NO ONE KNOWS THE COMMUNITY BETTER THAN THE PEOPLE WHO LIVE, WORK AND PLAY HERE!
YOU CAN PROVIDE VALUABLE KNOWLEDGE. WE INVITE YOU TO HELP US TO SET THE AGENDAS OF
OUR UPCOMING SERIES OF COMMUNITY LISTENING SESSIONS BY SHARING YOUR THOUGHTS

HOUSING JUSTICE



*This is missing middle housing
It's important because it
begins to address the great
dilemma in Princeton:
A household with \$165,000 annual income.
What can it afford to buy or rent? .*

Some assumptions:

Our buyers can pay 20% down. They are willing to spend up to 40% of their income on housing. And they can get a 30-year fixed rate mortgage at 5%. Most buyers aren't so lucky.



PRINCETON PRINTER

150 Nassau Street

has been proud to

support the work of

PRINCETON FUTURE

for 22 years

info@princetonprinter.com

609-455-1099

Participants

Emma Brigaud; Edward Truscelli; Rosemary Kelley; Joshua Zinder; Elana Berk; Jan Weinberg; Linda Sipprelle; Michael Floyd; Lois Owen; Joe Mulrooney; Meena Pradhan; Jamie Herring; Lisa Murray; Bob Haug; Kathleen Gittleman; Ben Poulin; Nicky Katz; George Stein; Merilee Meacock; Larry Spruill; Kate Warren; Peter Lindenfeld; Fern Spruill; Matt Mleczeko; Libby Schwartz; Tom Pinneo; Cardine Travers; George Dusichka; Katherine Kish; Roger Shatzkin; Jane McCarty; Clifford Zink; Marlen Ayodale; Nathan Myers; Jimi Ayodale; Alice Small; Richard Rein; Christine Symington; Dan Rappoport; Marina Rubina; Melanie Stein; Chris Myers; Maria Juega; James Bash; Elizabeth Hoek; Jim Arthur; Eve Niedergang; William Moran; Michelle Lambros; Sam Bunting; Earlene Baumunk; Sheldon Sturges; Valerie Haynes; Brad Terry; Beth Behrend and Kim Dorman

*Building a Common
Vocabulary of
Housing Types*

Presented by author and
Princeton Future Council
member Rich Rein



*Building Livable,
Lovable Density*

Presented by architect
and Princeton Future
Council member
Marina Rubina



*What Can We
Do Together?*

Presented by doctoral
candidate in population
studies and social policy
Matt Mleczo



PRESENTED IN PARTNERSHIP WITH PRINCETON FUTURE

Princeton Public Library | Sands Library Building | 65 Witherspoon St. | 609.924.9529 | www.princetonlibrary.org

Table of Contents

- | | |
|--|-------|
| 1. Introduction to the Housing Crisis in Princeton | p. 4 |
| 2. Building a Common Vocabulary of Housing Types | p. 9 |
| 3. Building Livable, Lovable Density | p. 20 |
| 4. What Can We So Together? | p. 37 |

© PRINCETON FUTURE INC.

Princeton Future is a 501C3 non-profit corporation

PO Box 1172

Princeton, NJ 08642

www.princetonfuture.org

Contact: princeton.future.2035@gmail.com

Shots from Cannon Green

©TAPinto Princeton Published January 20, 2023 at 12:08 PM

An \$850,000 Auxiliary Dwelling Unit Is Affordable? In Princeton, Yes, It Is.

As the Community Master Plan undergoes a rewrite, we examine the merits of missing middle housing.

Princeton, NJ – Owning a home of your own – it’s still part of the American dream. In the dream the path is simple. You begin your adult life as a renter in an apartment. You work hard, you save up, gather a down payment, and then secure a mortgage and buy a starter house. After building up some equity you buy the home-sweet-home of your dreams, where you and the family live happily ever after.

A Different Reality

If you drive through certain neighborhoods in Princeton (driving because most of these neighborhoods are not walkable), you will see the physical embodiment of this great American dream. Houses that represent mid-20th century America sit on neatly trimmed lawns (blown clear of leaves), replete with asphalt driveways and multi-car garages.

It turns out, however, that most of us have awakened from that dream to discover a very different reality. In 2023, what we mean by an apartment, a starter house, the happily ever after house, and even the family referenced in the first paragraph above are all quite different from how they were viewed 40 or 50 years ago. That nuclear family (the beneficiary of all that suburban zoning) actually hit its high point in around 1970. Today in Princeton the average household size is under 3.

Terms

It’s time to redefine the terms, especially what we mean by affordable housing and missing middle housing, and some new terms being used lately, including auxiliary dwelling units and cottage courts.

Redefining these terms is appropriate now because Princeton is rewriting its Community Master Plan for the first time in 25 years or so. I have already written two articles that address this planning effort. [The first described the planning process](#) itself, and why mere mortals like you and me should push our way into the circle of planners, architects, land use

engineers, and the like, and make our opinions be heard.

The second addressed the [question of density](#), not referenced specifically in the master plan elements but an underlying consideration in many of them. Density, I argued, is our friend in this process.

So now I’m addressing housing, one of the nine key elements in the master plan. I will also be speaking about some of the material presented here at a public forum Saturday morning, January 21, organized by the Princeton Public Library and Princeton Future, the nonprofit group aimed at engaging the public in critical issues facing the town.

Context

Let’s begin with some context on Princeton housing issues. Here’s what the current master plan says about it in a 1996 housing policy statement:

“Historically Princeton has offered housing opportunities for a full spectrum of people ranging from those of low and moderate income to affluent. Ensuring that these opportunities continue to be available is an important part of this element. Maintaining a balanced community ensures diversity of population reflecting a wide variety of social, cultural, ethnic, and economic backgrounds as well as a broad mix of compatible land uses.

The Housing Element

“The housing element seeks to reinforce the human scale, diversity of residential opportunity, variety of experience, small town image, and balance of uses that are the essence of Princeton. Given the dwindling amount of vacant land in Princeton the construction of new affordable housing and senior housing on a large scale may not be possible. Therefore, it is imperative to develop alternatives to traditional development in providing affordable housing in Princeton.”

In a 2020 housing amendment to the original plan, the language was even more inclusive. The first stated goal: “Promote diversity in housing stock and population.

- a. Promote diverse, livable neighborhoods.
- b. Ensure that an adequate supply of housing is available to meet the needs, preferences, and financial capabilities of Princeton’s residents.
- c. Promote creation of a range of owner-occupied and rental housing types, price, and rents to create culturally and economically diverse neighborhoods.”

Climbing Mt. Laurel

In recent years, thanks in part to mandates imposed by the state’s Mount Laurel decision on affordable housing, Princeton has made good on some of that 1996 rhetoric: There’s tons of housing in the pipeline, with most of it setting aside 20 percent of the units for to meet court-ordered mandates for affordable housing as defined by the Council on Affordable Housing (COAH).

Using a planning tool known as an area in need of redevelopment, Princeton Council has paved the way for 325 new apartment units at the Princeton Shopping Center. Another 160 units are anticipated at the municipally owned site on Franklin Avenue between Witherspoon Street and Jefferson Road. And more units are contemplated at the site of the now demolished Princeton Theological Seminary buildings on Stockton Street at Hibben Road. Some 80 all affordable, age-restricted housing units are underway on Thanet Road.

Affordable Housing Overlay Zones

Another new planning wrinkle enacted by Princeton Council, the affordable housing overlay (AHO), has incentivized developers to include affordable housing in apartment projects at 195 Nassau Street (45 units), 40-42 North Tulane Street (14 units), and 21 Wiggins Street at the other end of Tulane (24 units).

All this building – more than 750 units in total -- addresses the “third round” of COAH obligations. A fourth round is looming, and Princeton may face another similar mandate. The Princeton Public Schools Board of Education, to its credit, has not panicked. The Board has undertaken a demographic study, expected to be made public in the next month or so. Initial reports indicate that the impact on the schools will not be catastrophic – the district apparently will not need to build another school building at this point.

A Crisis?

At first glance, with all this new housing built or being built, you would not think Princeton has any kind of a housing crisis. Look more closely, however, and you will see that one of the broadest goals of the 1996 plan is far from reality: “Ensuring” that housing is provided for “a full spectrum of people ranging from those of low and moderate income to affluent.”

Here’s the new reality, beginning with the financial circumstances of the current buyers in the Princeton market. First, a major disclaimer: For purposes of this article, I will not address the need of those families qualifying for income limited housing under the COAH guidelines. For those families in Princeton, for example, a family of four can qualify for moderate income housing if the household income is no more than around \$87,000. Waiting lists, however, are long for those units. Particularly for families at the lowest end of the income range, housing challenges are great. The units they can afford may be in disrepair. Crowding is commonplace.

An Imaginary Buyer

Instead, I will focus on the potential buyers of “market rate” housing. How affordable is Princeton housing for them? What’s affordable to one person might not be to another. But for the sake of this discussion, I’ve created an imaginary buyer. My buyer arrives in town with enough disposable cash to put 20 percent down on any available property (in the last two years in Princeton 38 percent of the closings were all cash purchases). My buyer has a sweetheart deal with a bank and can get a 30-year fixed rate mortgage at 5 percent. And my buyer is willing to spend 40 percent on gross annual income on mortgage and taxes. And for sake of discussion, the lender is willing to make such a loan, even though some mortgage programs have limits of housing costs to income, often set at 30 percent. In short, this hypothetical buyer has a lot of advantages -- not every buyer is so fortunate.

Median Income

Also, for discussion, we will assume that our buyer has a household income equal to the median income determined in the 2020 Census: \$165,000.

Let’s look again at that American dream, as it plays out in Princeton in 2023. The apartment. Any buyer new to town might want to rent an apartment first. At the now well-established Avalon Bay on Witherspoon Street, the recent rental price for a one bedroom, one bath: \$3,200 per month (plus \$155 a month for parking). Assuming you’re willing to pay 40 percent of your gross household income on housing (and that you choose not to have a car), you would want your household income to be \$96,000 a year. Or if you wanted a 2 bedroom, 2.5 bath apartment, renting at \$5,900 a month, you would want your income to be \$177,000 or higher.

The Starter Home

We recently saw what we thought was a real estate listing for a modest three-bedroom, one and a half bath Cape Cod, 1,170 square foot, at 24 Dempsey Avenue. It was assessed at \$422,100, which was low, of course. It actually sold for \$700,000 about two years ago. But our hypothetical buyer with an annual income of at least \$138,000 and \$140,000 in cash for the down payment could have bought it without feeling “house poor.”

Not Today

That house at 24 Dempsey was torn down and replaced by a 3,000-square foot, 5-bedroom, 4-bath house. One listing for it had a price of \$1,799,000. A Redfin estimate had it at \$1,898,805. At either price, this is no longer a starter home. Our hypothetical buyer would need a household income of \$330,000 a year to feel comfortable here – almost double the median household income.

The House of Your Dreams: \$1,350,000

The dream house is still the single-family house. Based on a study of all transactions in recent years, real estate broker, Josh Wilton, has figured the median price for a single-family home (he uses median because it cancels out the impact of ultra-high sales that make the average price even higher). The median price for a single-family house in Princeton: Up from \$995,000 in 2019 to \$1,350,000 in 2022. With that average price tag comes an annual property tax bill of around \$32,830. Using those same down payment and mortgage assumptions, our hypothetical buyer would have to make more than \$256,000 to afford that median priced single-family home in 2022.

Something Less Grand

What about something less grand than a single-family home? Wilton also looked at the median price for a condo/ duplex/townhouse. Wilton’s findings: The median price is up from \$657,000 in 2019 to \$726,500 in 2022. Our hypothetical buyer would have to make \$138,000 to afford that median priced condo or duplex in 2022.

The Missing Middle

In size and price, missing middle housing is that between the entry level apartment

and the single-family home of your dreams with the big lot and two or three-car garage. I would characterize the price range for missing middle housing in Princeton as anything below \$1 million or so, the lower end of the median single family home price, but above the threshold for COAH housing. What fits that bill in Princeton are not single-family homes for the most part, but alternatives – duplexes, townhomes, condominium apartments, cottage courts, and auxiliary dwelling units. Is missing middle also affordable? Not for everyone, obviously. But it is certainly less expensive than free-standing single-family homes that some buyers would otherwise consider. And to the extent that we encourage missing middle housing, it may soften the demand for starter homes that otherwise are rising rapidly in price.

Inflation

To realize why the market favors these kinds of units in the missing middle range, it helps to analyze why prices in Princeton have risen so dramatically. Part of it is inflation. A house assessed at around \$110,000 in 1990 would be equivalent to roughly \$250,000 in today’s dollars.

Demand

A bigger component is demand. Princeton is not just a leafy suburb with 1950s houses on big lots. It is also a walkable urban center with exactly the kind of housing and amenities that the post-nuclear family finds highly desirable. *The largest employer in town, Princeton University, adds fuel to that demand.* Sticking with 1990, or thereabouts, as a benchmark, the university’s annual budget increased from around \$300 million (in 1989, or about \$720 million today) to \$2.66 billion currently. Enrollment has grown from 6,650 in 2000 to 7,850 in 2020 with more than 500 additional undergraduates now being added. The staff has grown commensurately. The university’s 7,300 “benefits-eligible” employees, plus, we assume, more freelancers and independent contractors, certainly include many who would prefer to live in town.

Land Values

Demand is rising, and it’s reflected across the board in land values. We compared assessed valuations of four modest houses around town in 1990 and today. In all cases in 1990 the improvements were valued at more than the land. But today those same four modest houses are all worth dramatically less than the land on which they sit.

Throw Away the House

As 24 Dempsey Avenue shows, someone was willing to buy the property for \$700,000 and then, essentially, throw away the house sitting on it. That’s happening all over town. Around the corner from my house, at 11 Madison Street, the new owners paid \$925,000 about a year ago. They are keeping the original

foundation but replacing everything above it. When they are done, it will probably be a stunning new home, but it will no longer be part of the missing middle housing stock. Just this week an empty lot -- 7,841 square feet -- has just come on the market at 6 Evelyn Place. The price: \$895,000. One wonders if the price would have been lower if the property included a house. As it is, the buyer will not have to pay any demolition fees.

Unobtrusive Missing Middle Housing

Missing middle housing turns out to be a viable alternative for middle income buyers because of the high cost of land. In every example of it we are about to present missing middle housing uses less land. Multi-family units on the same lot have a proportionately lower land cost. When less parking is required, that expensive land can be put to use for more housing. Another positive aspect of missing middle housing is that it's often unobtrusive. It's not a big looming MacMansion taking over a lot previously occupied by a small house from the early 1900s. In fact, missing middle housing fits in very nicely in historic neighborhoods. I look at the Tree Streets in Princeton or the Witherspoon Jackson neighborhood: *Small houses, smaller rooms, smaller lots – that's the formula for missing middle.*

There's already a lot of missing middle housing, most of it right under our noses.

The Accessory Dwelling Unit

On December 10, 2021, a [New York Times article](#) appeared that captured the attention of a lot of people in town.

The headline: The A.D.U. Experiment -- Accessory dwelling units, long popular on the West Coast, are coming to the Northeast. And Princeton, N.J., is the 'guinea pig.'

People reading it thought the experiment had gone awry, the guinea pig had turned into a monster. The ADU highlighted by the Times was new construction on the site of a tear down at the corner of Linden Lane and Guyot Avenue, next door to the Princeton Middle School. The new main house, 2,300-square-foot, four-bedroom house, was listed for \$1.295 million. The detached ADU, a 1,400-square-foot, two-bedroom home, was listed at \$849,000 (it actually sold for \$865,000).

Soon the cries were heard: "This is affordable housing -- you've gotta be kidding."

Regulating the Use, Not the Identity of the Owner

But, as we now know, a freestanding single-family house in Princeton priced under \$900,000 is below the average price in town. So it is a lot more affordable than the single home that could have easily fit on the lot, and sold for closer to \$2 million. That same article mentioned another ADU at 23 Leigh Avenue. It's the project that triggered a lawsuit by Princeton architect Marina Rubina (full disclosure -- Rubina

and I serve together on **PRINCETON FUTURE** and she also is presenting on January 21). Rubina contested Princeton's original ordinance that said an ADU property had to be owner-occupied. The courts eventually agreed that zoning was intended to regulate the use of a property but not the identity of the owner. That property is more in line with the common perception of an ADU. The three-bedroom dwelling upstairs sold for \$760,000; the ground-floor, one-bedroom unit sold for \$427,000. Our hypothetical buyer (armed with an \$85,000 down payment) could feel comfortable owning that first-floor unit with an annual income of \$82,000. The median income for a teacher in the Princeton Public Schools, by the way, is about \$91,000.

A Retired Couple

There's another side to the ADU equation: Imagine a retired couple living in an average house now worth more than \$1 million. The mortgage is paid off but there is a property tax bill of around \$25,000 a year. The temptation to sell is strong. But an ADU could spin off a portion of the house that could pay the annual tax bill for the rest of their lives. For the retired couple, the house in which they live is suddenly affordable.

The ADU offers another advantage for the retired couple. The people with whom they now share the property are also owners, with an incentive to maintain their investment and the common exterior ground. Even before the ADU ordinance was enacted, plenty of auxiliary structures were turned into small houses in Princeton. You can find a separate dwelling unit above a garage at 80 Linden Lane, on the corner of Hamilton Avenue. There is another one in the heart of the western section at 75 Cleveland Lane.

The Cottage Court

The Princeton Planning Board recently heard a proposal for something called a "cottage court" on Ewing Street near the Princeton Shopping Center. A cottage court is one of the missing middle housing types advocated by Dan Parolek in his book, *Missing Middle Housing: Thinking Big and Building Small to Respond to Today's Housing Crisis*. The Ewing Street owners proposed to subdivide their extra-large lot and on each of the two new lots put one main dwelling accompanied by an auxiliary dwelling unit. The four resulting units would share one driveway off of Ewing. The four buildings together (designed once again by my Princeton Future colleague, architect Marina Rubina) would take up no more room than the two McMansions that otherwise would be allowed. But there would be just one driveway instead of two. That's a savings in land cost right there.

Parking & Shared Driveways

Given our car-centric thinking, the discussion soon turned to parking. Would four dwelling units be able to share one

driveway? In the public comment period, a neighbor noted that the occupants of one unit would have to stack the parking of two cars, one behind another. Who would put up with that? They would probably just leave the second car parked on the street. It turns out Princeton has plenty of experience with "cottage courts," even if most of us have never heard that particular term before. There is a cottage court, called Firestone Court, with entrance off Charlton Street and William Street, consisting of three structures and five dwelling units -- the driveways are shared. There's another at 331 State Road, where several dwelling units are clustered around a common driveway. And four houses form a cottage court at 64-70 Pine Street. Two houses visible from Pine share a driveway with two more set back on the deep lots that border the lots on Chestnut Street. I scratched my head thinking of some other cottage courts in town. Then I looked out my window at Branch Alley, the pedestrian and bicyclists' pathway between Park Place and Willow Street. The 11-foot-wide alley, owned by the town, also serves as a common driveway for four residences, including mine, and a path leading to the backdoor of a fifth residence. The residents range from a graduate student and a schoolteacher (who share a house on a 20 by 60-foot lot) to a lawyer and a medical doctor and some retirees. We all survive. Other common types of missing middle housing exist in similarly unobtrusive ways all around town.

Mansion Apartments

On the east side of town there's a former mansion turned into condominium apartments at 391 Nassau Street. This is the *McCosh House*, built in 1888 for Princeton's President McCosh. It was originally located on Prospect Avenue and served as an eating club and later a boarding school before being moved to its present location. It's been divided into two units.

On the west side of town there's *Guernsey Hall* adjoining Marquand Park. Built in around 1852 by architect John Notman, this Italianate villa eventually became the home of Princeton University professor Allan Marquand, enlarged the house by a third in 1912. In the late 1970s Bill Short, a preservation architect, converted it into five luxury condominiums. One of them -- a two bedroom, two-bath unit, was on the market just last year and sold for under \$800,000 -- missing middle housing by our definition in the heart of the "exclusive" western section.

Also in the western section, *Constitution Hill*, once the mansion of the Morgan family, was divided into six condominium apartments, with two apartments created in a separate building that had been a carriage house stable. In addition, 52 one, two and three-bedroom semi-detached and detached clustered homes were built on the 47-acre property off Rosedale Road. A

housing development – a very sprawling development -- in the western section. Who knew.

The Duplex

You see them all over town in the parts of town that were built before the modern day (1950s) zoning kicked in. But you can be surprised by some of them. There is one, for example, in the western section at 56 Bayard Lane, at the corner of Hodge Road. The giveaway is that the big house has two driveways – one off of Bayard and one off of Hodge. Many single-family houses have been turned into duplexes. There's one down the street from me, at 15 Park Place. When I looked at it closely for this article, I realized that it wasn't a duplex. It was actually a triplex – the mailboxes gave it away. If you are already a homeowner, why should you care? Some people who make more than, say, \$250,000 a year, or more likely who invested in the Princeton real estate market 20 or 30 years ago may commiserate with newcomers to town, but feel that the problem doesn't really affect them.

Costs to the Community: Fewer Entrepreneurs, Artists, Creative Types & Fire Volunteers

Maybe not, but there may be some costs to the community as a whole. We know that the town no longer can find enough volunteers to staff its firefighting ranks. Taxpayers now employ eight paid employees. Years ago, we knew some of the volunteer fire fighters – they included a roofer, plumber, linotype operator – guys who liked to work with their hands. They were characters, with great stories to tell and good times to share. They couldn't afford to live here now. I have no hard data to back any of this up, but common sense tells me that, with overall housing costs as high as they are, fewer young people are coming into town, and fewer entrepreneurs, artists, and artisans. The businesses that like to employ those creative types are less likely to locate here.

Diversity of Town Decreases

Given the escalating housing prices and the limited options, median income is bound to rise. In 2010 Princeton was still two separate municipalities, so comparisons are difficult. A state labor market information report estimates the median household income in the old Borough and Township at about \$106,000. In 2020 dollars that would be about \$126,000. Now, the 2020 Census put the median income at \$165,000 per household. As that rises, the diversity of the town decreases. And, as several people noted at Princeton Future's first "listening meeting" in March of last year, the town just isn't as much fun as it used to be.

How can the new Community Master Plan make a difference?

In 1996 the master plan singled out "affordable housing," referring to housing

for income-qualified people, and senior housing. The language used in a 2020 amendment to restate the housing goals is much more inclusive, referring to "diversity in housing stock and population" and "culturally and economically diverse neighborhoods."

It's all good and we can confidently expect the 2023 Master Plan to repeat those goals – it's being written by the same consultants at Clarke Caton Hintz who wrote the 2020 update. But it can and should build on that. *The 2023 plan's housing element could begin by candidly admitting that the previous goals have not been met. In fact, the housing situation today in Princeton is more dire than in the past.*

Reflecting the Values of Missing Middle Housing

It can identify missing middle housing as another critical goal of the town's future development, on a par with "affordable housing" and "senior housing." It can direct the town to rewrite the zoning code so that it reflects the values of missing middle housing, rather than continuing to sustain the unsustainable aspects of the suburban-style zoning still in force today.

Satellite Town Centers

It can link missing middle housing to several other town-wide planning objectives. The town has already identified several satellite, town centers that it hopes will develop into walkable neighborhoods – Princeton Shopping Center, which is well on its way; the affordable housing project at the site of SAVE, the old animal rescue facility on Herrontown Road; and the area around the strip retail center known as Clifftown on Route 206 near Cherry Hill Road.

A Transit System is Needed Walking & Biking Need Support

A transit system to connect these various centers with the central business district is an elusive goal. Transit relies on a minimum level of housing density. Missing middle housing on smaller lots and multi-family housing are far more supportive of mass transit as well as walking and biking. The housing element in the 2023 master plan could also reexamine the guardrails that have been present in the previous master plans. The message has been that more housing would be great, but we shouldn't let it run amok.

In 1996 the housing element called for the town to "promote, preserve, and enhance Princeton's unique community life and housing stock." It noted that future housing needs should be met "while retaining the small-town quality and diversity of life within the community." It added that new housing development should "not have a negative impact upon the natural or man-made environment within Princeton, nor should it place an undue burden on existing infrastructure and roads or negatively impact the quality of life."

The 1996 statement addressed two segments of the housing market: "higher density housing opportunities for affordable and senior housing" and advised that they "should be provided in areas where the impact on Princeton's quality of life, traffic circulation, schools, and transportation system can be minimized."

The 2020 amendment made this statement its final goal:

"Ensure that new housing development is respectful of existing neighborhood character." Then it elaborated: "Support and respect the diverse and distinct character of Princeton's neighborhoods. Promote the preservation of sound existing housing as a way to protect neighborhood character."

The Character of a Neighborhood is not Just the Physical Character

Consider the impact of regulations and fees in the balance between housing affordability and other objectives such as environmental quality, urban design, maintenance of neighborhood character and protection of public health, safety, and welfare."

In short, there seemed to be a lot to be afraid of in 1996 and even in 2020 regarding the prospects of more housing. The scary part of it should not be missing middle housing. There are many examples of it already in town, in some cases existing right under our noses with no one noticing.

But there is another thing to be afraid of: the loss of neighborhood character.

"Ensure that new housing development is respectful of existing neighborhood character," the 2020 housing element said. "Support and respect the diverse and distinct character of Princeton's neighborhoods."

It's also the characters living within that environment.

The character is not just the physical characteristics of the built environment. It's also the characters living within that environment. The challenge is to balance the inevitable changes in both, and to preserve the sense of community to which they both contribute.

Helpful links: Josh Wilton's 2022 real estate recap on YouTube is [available here](#).

For the article on the master planning process, [click here](#). To see the article on why density is a friend, [click here](#).

Shots from Cannon Green represents the opinions of Richard K. Rein, and not necessarily those of anyone else at TAPinto.

OPEN MEETING #2 ON HOUSING JUSTICE

Kim Dorman, Princeton Public Library



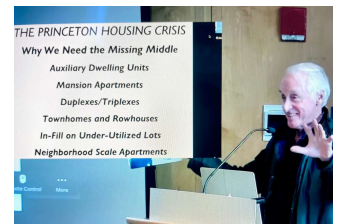
WELCOME!

Good Morning! And, thank you to the online audience for your patience as we get started. We have quite a full room in the Community Room which is wonderful. I'm so glad to see you all here this morning. The Princeton Public Library and Princeton Future have had a long-time relationship. We have now made it official. We're really delighted to be able to have a co-presented program with **PRINCETON FUTURE**. It has been a really long-standing innovator, nonprofit in town, doing amazing work throughout town and in the Library itself. We're really glad to be co-presenting with them this morning. I just have a quick housekeeping notes.

This is in-person and on Zoom. You can ask questions in both spaces. We ask that if you have questions, you have to put it into the q & a function. And, if you're in the building, we ask that you use the microphone. The room is T-coil enabled. So, if you have a T-coil enabled device, you can turn that on now. But for that system to work, we need everyone to speak into a microphone. We are delighted to introduce Sheldon Sturges, Co-Founder of Princeton Future, who will introduce this morning's program.

Sheldon Sturges, Princeton Future

Most of you are familiar with Princeton Future. Thank you for coming again. This is the second Open Meeting on Housing Justice: a term that is pretty radical. I am always struck when I hear the word 'justice'. You will all remember that President Obama had woven into the rug in the Oval Office the quote from Martin Luther King:



"The arc of the moral universe is long, but it bends towards justice."

I have just finished reading a book. It's called **Magnificent Rebels** by Andrea Wulf. I like the title. It's about a group of academics, intellectuals, in Jena, a small town in Germany at the end of the 18th century. They started talking to each other and giving lectures. Out of that set of conversations in a

small university town, a lot like Princeton, came some ideas that ended up changing our world. These ideas reached America many years later and provided the inspiration for the likes of Theodore Parker, Ralph Waldo Emerson and Henry Thoreau to promote abolition. It took a long time, but the ideas began as conversations like this. What I just wanted to say is that *you, in this audience*, Gail Ullman was in one of the first very first meetings of Princeton Future in 2000 in Prospect House. Merrilee Meacock has been leading table conversations for years. And, Ed Truscelli...the list of those of you in this room who have participated is very long. *You are the "magnificent rebels" of Princeton*. And we, together with the voters of this town, created the square outside this window. It would not have happened if Princeton Future hadn't found Bob Geddes, in particular, in conversations with you. Together, we figured out what ought to happen in the center of our town. It's getting people into a room and having conversations! That's what we're doing today. I want to introduce Rich Rein, who has been on the board of Princeton Future for the last couple of years. Rich is one of three of the *magnificent rebels* that are going to talk to you today.

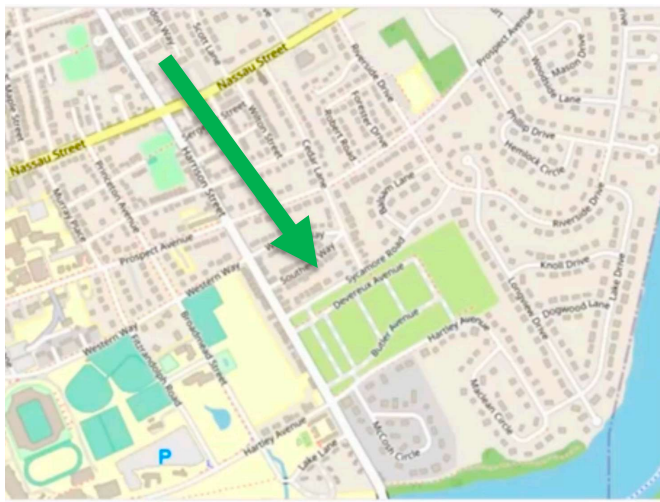


RICH REIN, Princeton Future

Thank you very much, Sheldon. It's great to be a rebel! Thank you, everyone, for coming. One word about Princeton Future. We are a non-profit, non-governmental organization trying to engage the community in addressing critical issues. Housing is one of them. That's why we're especially grateful to the Princeton Public Library for initiating this conversation. Recently, we've been meeting about various issues that are relevant to the Community Masterplan. But, I want to point out that we are not the same as the Princeton Planning Board which is in the process of creating the new Community Master Plan. We are a community group of citizens that is speaking up. The Master Plan process, will hear what we're doing. We will forward our information on to them and we urge all of you, having been through this process and other forums, to attend the Master Plan Steering Committee meetings. The next one is Wednesday, January 25, from 2 to 4pm. I'll put in a plug for the local news site, TAPintoPrinceton. We will have a link to that. So, now, on to housing which is one of the nine elements in that Master Plan. By the way. It really is more than an issue...It is probably a crisis in Princeton. But before I talk about any of that, I'd like to spend half a minute to talk about where maybe housing shouldn't go. I'm wondering how many people believe in open space preservation. This is a map of Princeton. The whole municipality. Up in the two upper corners of the municipality, there are two big tracts of land that we're trying to preserve for open space. The one on the left has recently been purchased by the municipal government, Mercer County and some nonprofit groups for \$8,000,000, I think. The other one, on the right, is being contested, I believe right now. There's space for a proposal for a housing development. Some people would like to stop it. In any case, the rest of it, there is a hope to create what they call an *emerald necklace* across the 'top' of the township. There are wonderful reasons to do that. It's great asset for *community climate change* reasons. And there's one other open tract of land in town. I know not everyone in the room would like to see preserved for open space. This is the green spot here. The Butler Tract. The third speaker today, Matt Mleckso, has some wonderful ideas, innovative ideas to repurpose that land and place it into a Community Housing Trust. It's 35 acres. It used to



have 205 units or so: Butler Quonset Huts that were built after World War Two and ended up staying and staying and staying. Then, they were all demolished. We've got an empty block that would be an ideal place for some housing. 35 acres. I would say at least with 10 units per acre... 250 units. I think a



rebel might even think 700 units! So okay, what would happen if we said "No units" there? And "Let's try to squeeze those units into other places, closer to town, even more walkable". This is a little lesson that I believe we should all subscribe to, and I'm going to subscribe to it here:

If you want to save the green space, you have to support higher densities somewhere else. But, where? In what form?

If you want to save the green space, but **you can't do it by opposing every housing project that comes along**. More housing has to go someplace. You have to start supporting some dense housing stock. One solution might be to add more housing in the form of big box apartment complexes like Avalon Bay. And we have, pipeline. Many of them are settlement the town made We're obligated to build a And some of them are mixed So, you get things like this.



right now, 750 units in the a result of the Mount Laurel with the NJ State judge. lot of these housing units. in with market rate housing.

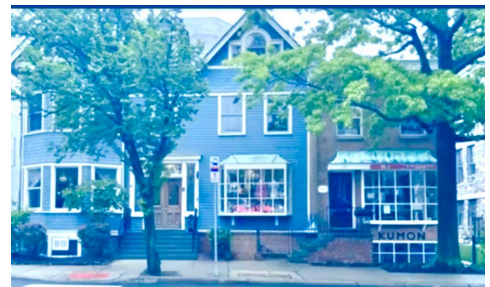
This is what's happening on Thanet Road. The landscape has changed dramatically. I'm not against this but I'm also thinking that not every apartment complex has to look exactly like that. And in fairness to that project: this is what it looks like under construction. This is what it looks like when it's done. This is our friends down at Avalon Bay, our first big apartment complex.



21 Wiggins, from North Tulane. Princeton Property Partners appears October 13 at SPRAB with its plan for an 18 unit apartment building adjoining the former H-Taps building on Wiggins Street. Four of the units

← They can also look a little bit more like this at 21 Wiggins St.: There are 18 units going in there. 4 of them are, perhaps, affordable. Down at the other end of Tulane, there is a building that stands there right now and is surrounded by a construction fence. And I think 14 units. The architect for this project is right here in front of me. She affirms it's 14 units. So these are not quite the big box approach, more of an in-town approach

195 Nassau Street has a proposal for 44 apartments going in behind it the Nassau St. site. I believe is going to look almost identical on the front when it is all done. There's a lot behind it that is a parking lot right now with a couple of very rundown one-story offices in the back. It will be replaced by something that looks pretty brutal. 44 units. The applicant, at the planning board, I don't believe showed that particular view! This view is actually not a view that anybody will ever, ever have. You'd have to go to the other side of Charlton Street and make your way into a building to get about 200 feet away from it, to be able to see it this way. As the built environment is going to be in the way as you walk down Charlton Street. You might not even see the top of this building. So, this is what we call **missing middle housing**. And I want to emphasize, it's not the same as affordable housing as determined by the Council on Affordable Housing [COAH], the Fair Share organization and the Mt Laurel decision. Those all have set income limits. Kate Warren is here this morning. She knows a lot about Mt Laurel as Chair of the Affordable Housing Board. We can probably buttonhole her later to get the details on how much you can make and still qualify for affordable housing and, then, how long you have to wait to get into one of those affordable housing units. But the missing middle is something that will address the needs of a lot



of those people who are under the average income in Princeton. So, *what is affordable in principle depends on who you are, what your circumstances are, what your threshold of pain is.* But, generally speaking...I just relied on the Census 2020. The **median household income was \$165,000.** Missing **Middle housing is going to be appealing and I believe can be less expensive because it's designed in a way that uses less land.** And the underlying **costs of land in Princeton are extreme.** They can share a common driveway for example, as they can do in what's called a cottage court, of which there are four or five examples already here. And, also, because it's often close to town, it's *walkable*. If you have, for example at the 195 Nassau Street project 44 units, but only 39 spaces, they're great housing. They are very confident people will buy a unit even though there is no parking space. The market is beginning to turn toward people who do not have a car... **They choose not to have a car.**

*Annual Income: \$165,000
Housing Budget: \$66,000
Price of house/condo: \$900,000
Downpayment: 180,000
Balance: \$720,000
Principal and interest: \$46,380
Taxes (@2.432%): \$21,880
Total: \$68,260*

Some assumptions:

Our buyers can pay 20% down. They are willing to spend up to 40% of their income on housing. And they can get a 30-year fixed rate mortgage at 5%. Most buyers aren't so lucky.

I did a bunch of arithmetic here. I made a couple assumptions that are very generous. Our buyers can pay 20% down they're willing to spend up to **40% of their income** as opposed to the federal guidelines of 30% on their housing. And, they got a sweetheart deal with the bank: **30 year fixed rate**

mortgage at 5%. I pick five even though I think it's something more like 6.9. Because we know mortgage rates go up and go down. I'm just averaging this out for what it's missing. Most buyers aren't so lucky. Our guy with \$165,000 annual income, I am asking you to trust me on this... [If you want to get the slide and double check my math, you can]...but, he can spend about \$66,000 on his housing. And under the circumstances I've mentioned before, she can buy a \$900,000 house. The annual costs with property taxes have come to about \$68,000. It's just a teeny bit of a reach for our typical buyer. So how does that work out? Well, an apartment is a place where a lot of people start. This is, of course, Avalon, I looked at their website for the most recent pricing. They have what's called **dynamic pricing**. So it changes based on demand in line with airline tickets. But right now you can get a **one bedroom apartment at Avalon for \$3,200.** And, under our guidelines somebody making \$96,000 could afford that and not be 'rent poor' for a one-bedroom is kind of small. If you wanted two bedrooms and two baths, there's one there now for **\$5900 a month** and under our guidelines, somebody making \$177,000 [above the average won't be able to afford to live there. So, a starter home. I know a lot of people come out of college or whatever and they think they're going to buy the house that their parents lived in and you have to be told "Well, you know, your parents didn't get that house right out of the starting block. They had to build something, rehab it and so on. This is **24 Dempsey**

*This is missing middle housing.
It's important because it begins to address the great dilemma in Princeton:*

*A household with \$165,000 annual income.
What can it afford to buy or rent? .*

← **Avenue.** This was on market for \$700,000. Would have been great for our starting-out starter house buyer with the average income would have been able to afford it and have money left over to do some of the many repairs that would have





had to be done. But, too late. It turned into this...

← this is now on the market for **\$1.8 million**. This is five bedrooms, four and a half baths, 3000 square feet. It's about three times bigger than the previous house. But at \$1,800,000, according to our formula for what's affordable, you'd want to have a household income of about \$330,000 for that. This is not what I would call it Missing Middle housing!

So, let's look at some of the options that are around town... some that are already underway and may well expand. I'm going to go right to the one that is the hot button project in town. Why shy away from it? The ADU. People are saying

"My! You passed this ordinance and all you see now are developers grabbing houses, knocking them down and making a ton of money and not helping the middle-income people at all". Here's one. This is the one that was on was in *The New York Times*. The architect is Marina Rubina, coming up next, and you'll be able to chat with her about this. It's sold. It ended up that it has two units: one is the main house on the left and the ADU is on the right. The main house ended up selling for \$1.3 million [that's not missing middle] and the one on the right, the smaller one, ended up selling for about \$860,000, in the missing middle. Our person with \$165,000 median income could have gotten it. An interesting sidenote: the average income of a school teacher in the Princeton Public Schools is \$91,000. 2 teachers, if they were a couple...or they just got along well. Two teachers [an intimate couple or 2 teachers on speaking terms] could have bought this with money left over. Think of the advantages...If one of them was a teacher in the Princeton Middle School, it is really on the other side of that fence and they wouldn't need a car. Also, it is new construction. This is something I hadn't realized until just a couple of days ago. Builders apparently give a 10-year warranty on new construction that apparently is going to be a normal thing. [a 'yes' from Chris].



That's pretty good for somebody moving into town who does not want to get embroiled in all the usual mishmash of housing. So, there is nothing new about ADUs. Here's one at 80 Linden Lane. →

There are others in town. If you want to see a more traditional ADU... This is 23 Leigh Avenue.



This is more in line with the kind of affordable ADU people envisioned would happen all the time. The top unit sold for \$760,000. A missing middle person could buy the bottom model sold for \$427,000. And, our teacher from the Princeton Public Schools could have easily bought that under the circumstances we described. Here it as around the back. From the front it looks just like

any other home, the way it was probably 100 years ago. Things have changed a little bit in the back. Now. A quick aside, people wonder well how come with these kinds of ADUs, owners aren't rushing to build them and it's just developers building on an empty lot. So, here's my house,

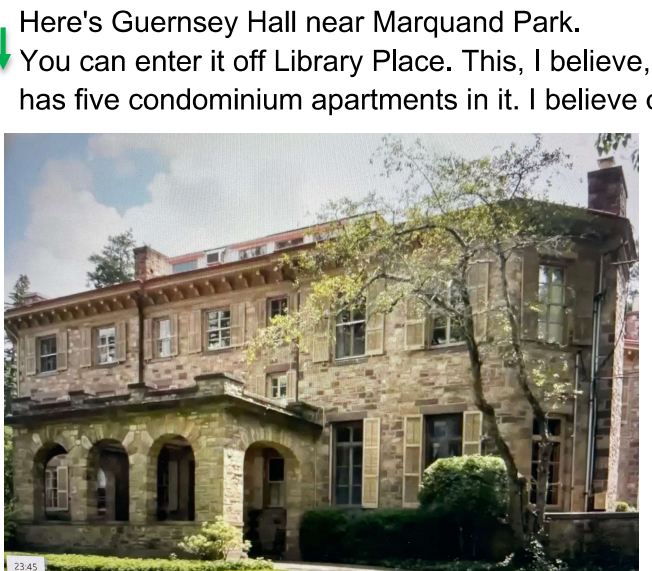
a total of \$24,000 a year in property taxes. Residents such as myself might look at that and say "That's going to be a lot of house and \$24,000 is a lot of money when your income is from social security and retirement savings". So that could be turned into an ADU. A first floor and a second floor with loft area up here. I think it could work. It'll work when I live on the first floor when I can't walk up and down the stairs. I don't want that to happen next year. I'm hoping this can be forestalled for a decade or more. And, there's also another advantage: Why not just tell these people to rent out a couple of rooms? Well, there's a big difference between being a co-owner of a property with somebody and having a tenant. People say "It's awful tough to be a tenant". And, I can tell you "It's also awful tough to be the landlord". It is another little business. I think the incentives for a person sharing that property, sharing concern for the common ground outside area, that's a pretty high incentive to me. I wouldn't be surprised this turned into a 'maybe-do' in due course. Concepts like this may never work in the Western Section where the big mansions are on Library Place or Hodge Road.



Most people aren't going to be spinning off ADUs. But I could imagine that we might even see some of that. It has happened already. This is Constitution Hill. And there are six condos that were carved out of that a long time ago. In addition, with a couple of more condos in the carriage house. And near it, about 50 housing units were put in on the 47-acre property.



Here's Guernsey Hall near Marquand Park. You can enter it off Library Place. This, I believe, has five condominium apartments in it. I believe one sold last year...a two-bedroom-two-bath unit that looked very appealing. I didn't get to go inside it [indulging in real estate porn]. It sold for \$800,000 which seems kind of low in our group of typical middle-income buyers.

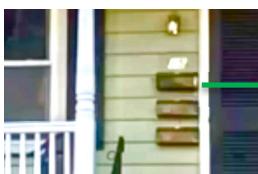
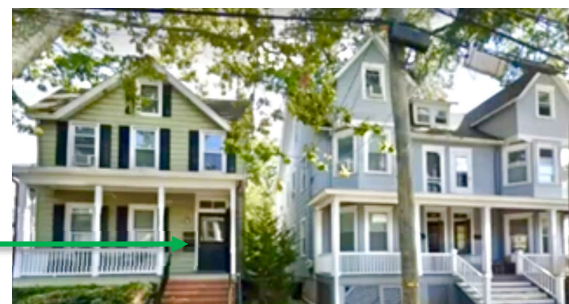


One thing that would take some of the appeal of ADUs off the table a little bit. That would be more duplexes...triplexes...and other missing middle options. I guess in a lot of zones in town, **a duplex just is not allowed.** Zoning is a whole other story that we can discuss at another time in another meeting but that's too bad because duplexes fit in very well with the rest of the street. There's one on

Park Place that just came on the market on the right-hand side. \$1,250,000. Josh Wilton, a realtor who provides a lot of market overview, tweeted out yesterday: **the number of single-family houses in Princeton under \$1 million now available. Zero!** But here's \$1.25 million that fits in nicely.



Here's one: this lovely shingle house at the corner of Bayard Lane and Hodge Road. I always thought this was a single-family house. After doing some research, it's a two-family duplex. This is the driveway coming in from Hodge and then you swing around to Bayard Lane and there is another driveway. Two driveways, two sets of cars. It's two-family. They fit in nicely. Here's a duplex on the right here on Park Place...sits in there next to a single-family house on the left, one in green. And I'm sure the single-family house never complains about the duplex next door. Let's take a little closer look at that front door of the Little House on the left. Oops, three mailboxes. This is not even a duplex. This is a triplex... and it sits right there and nobody knows! Neighborhood character is intact.



More missing middle options:

*Townhomes
Rowhouses,*

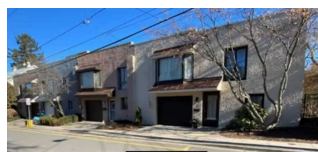
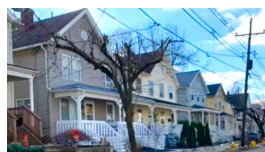
Townhomes & row homes are another opportunity. Now, since I'm advocating housing, some people think "Yeah, he likes housing but not in his backyard." Well, actually, this is my front yard. This is a cavity leading to the parking area on Park

Place. Several of us in the neighborhood have asked "What would happen if all those parking lots back here were joined together in a more efficient circulation system? What are we able to get rid of?"



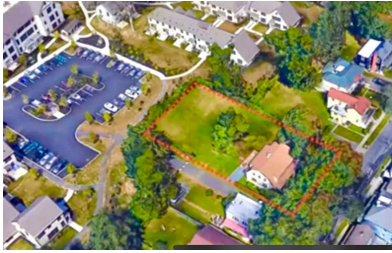
"My front yard on Park Place"

There's currently five entrances and exits to this parking lot. If we could get rid of, say two of them, what would we put between the house on the left and the house on the right?". Then, into that cavity, what kind of things can we put? I'd recommend rowhouses and frankly I think the more the merrier. There's a group on Leigh Avenue...and on Pine Street, there's 4 in a row. This is Hamilton Avenue. Which one should we go for? Does anybody have any preferences?



I actually think this one might work out for our street. It's about the same height as a bunch of the other buildings. Jan Weinberg lives right across the street, too. I think it's about the same height as your building. The only problem with this building now is that the doors don't face out to the street. The

doors go out to the parking area in the back. That's a minor issue. Then, we have another great opportunity: in-filling on large lots that don't have much going on. Josh Zinder, who's here today, has a project well underway on the old water tower site behind Helen Bess's home on John St.



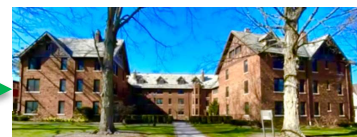
More missing middle options:
In-filling over-sized lots



It is a big lot compared to all the other lots in the neighborhood. University Housing is behind this house. He said **"What about keeping the house on the street, maintaining the streetscape, and putting a second building in the back?"** In a statement to the Zoning Board, he asked "Is there a way to turn the first house into four units, including one affordable unit...and another unit in the back, turning it into a 5-plex." To this, the Zoning Board gave a little pushback and they said "Well, the one building should have no more than three units". And apparently that was a sticking point. Non-negotiable. Josh dropped the affordable unit. We now have three units in each of those structures. Nonetheless on one lot, we're going from two to six. There's a net gain of four. Something to be proud of.

Apartments. We've got some big apartments in the pipeline. The biggest one of all from the public point of view, I think, is **Franklin Avenue**. On this lot, we have to put up 80 affordable units. Many of us worked on this, here, at the Princeton Future meeting a couple of years ago. Enthusiastic support came forward for **160 units...50-50, half affordable/half market units, indistinguishable from each other**. You would have a **real neighborhood here**, not just low-income housing site. It's an area in need of redevelopment. One of the buildings was built in 1939 and this one in early 1940s. They have been through a long, hard life, and it's time for them to be replaced. So, what can we do that would fit in and not be just another big apartment structure? Here's one design with a courtyard approach. People walked by this building on Prospect St. and love it. The density of this development of 39 apartment units is just a little bit higher than the density you'd need to employ at Franklin Avenue. It's likable. It's courtyard view. We're seeing the courtyard is an appealing place.

More missing middle options:
What about apartments?



Here's a scheme that Josh Zinder has come up with for Franklin. This is not a formal plan. Not a proposal, not an application before the board. Just a **WHAT IF?** that came out of the Princeton Future

process that followed the February 29, 2020 Open Meeting. Notice he's got several courtyard configurations. The one that's very interesting is over by Jefferson Rd. Neighbors on Jefferson are concerned about a big apartment complex next door. Josh has a little courtyard area there and the houses on the left are the ones that back up to Jefferson. I believe they were about the same size and scale is what you've got on Jefferson. Here it is coming over to Witherspoon Street. A nice grand entrance. Again, a courtyard in there. Walk over to the Princeton University campus, and you'll see courtyard arrangements wherever you go. This is Bob Hillier's **WHAT IF? plan**.



He's got a 200-foot open space on the Jefferson Rd side. This is his entrance that he worked out on the proposal corner. Here he has a five-story building. And you know, people hear five-story building and they say "Oh my gosh, that's terrible". But **a lot of us sit down at Kristine's and enjoy ourselves here on Hinds Plaza**. We feel pretty comfortable and at home with a five-story building overhead. I mentioned that I'm here to save green space. Let's get this housing done while saving green space. It's not just green space. We want to save the open spaces in town. This is some sort of political rally going on at Hinds Plaza a couple years ago.



What is any city all about? It is all about buildings and open space and green space and neighborhood character and so on, but it's also about the people as somebody once wrote, **"What is the city but the people?"**

So, on that note, I'll be happy to take any questions and perhaps we'll hear from some of the people who might contribute other information. *Applause*

Kim Dorman: Does anyone have a question? One of the questions that came from the online audience is...

"Why did you choose 40% of income? This is unlikely, instead of 30%".

Rich Rein: Why would I pick 40%? If you went by the strict guidelines for everything I just said... As bad as you might think the housing prospects are in Princeton, they would be even worse. So as an illustration, *what I just painted was in a way a rosy view*. However, I just wanted to err on that side just to show you how bad things are, as opposed to creating some poor guy who's coming into town and doesn't have any down payment and can barely afford to spend 25% of his income on housing. I just said to myself "Let's take the most supercharged buyer you can find and then see if he or she has problems. And, I hope I've established that they would have problems in this challenging market.



Linda Sippelle: A great talk. Thank you very much. **What issues and policies and procedures are impeding more housing of this type.**

Rich: The easy one-word answer is **zoning**. If you look at the zoning

ordinances, a lot of them just seem as if they came out of **the east side of town**. If you have a house over on Snowden Lane or Bertrand over in there. **Everything you do conforms to zoning**. It's wonderful. It's side yard setbacks. Amazingly on some of those lots, people think "Oh my god, they tore the house down and put up a McMansion". Well **that's because the McMansion is permitted**, these are big lots and the zoning favors those big lots. When that same zoning gets applied to Park Place or to the project Josh has over on John Street. You can go to the Zoning Board and you'd be asking for a dozen variances. And the Zoning Board [I believe Michael Floyd can correct me] looks at that and says "Boy! That is a lot of variances... and not only that, but what if one of those variances we grant turns out to be a really bad precedent?" I think zoning is one of the big things



Michael Floyd: You know you closed by showing some shots of Maple-Franklin's possible development, including Hillier's plan. What you didn't mention. You could also go with some of the other architects. **Where's the parking?** Hillier didn't show any. It's got to be underground.

Rich: Thank you for that. So, actually, an answer to Linda's question is a 2-word answer "**Parking & Zoning**"... More specifically, *cars*. When you live in a car-centric neighborhood, or car-centric area, **cars will really push out a lot of housing**. Just so you know, the parking for both Josh's and for Bob's informal scenarios, had parking underneath. When you look at the grade of the slope of the lot, it's very possible for that.



Eve Coulson: I am on the Zoning Board. I know some zoning ordinances will need to be changed for some things like duplexes in areas that are not allowed. But what I really want to say is, "I live in the Western Section. Maybe I'm the only person that feels that some of these things are important." who would like to see those changes? But, I doubt it! The Western Section of New York City, the Upper West Side, has a building called The Dakota, when it was built, people said "Oh, that's so far away". That's the 'western sections'. Maybe the thinking there will be open to these ideas. Or, maybe I'm the only one.

Rich: I agree. Eve just led a Princeton Future **Walk-to-Coffee** from her neighborhood to Sacrid Coffee on Nassau Street and back. I think that opened the eyes of a lot of her neighbors who thought previously that it's not really a walkable-to-town neighborhood, but in fact 45 people joined her. There you go. So I agree. I think things are going to change in our Western Section: a little bit here, a little bit there. And the results are going to be good,

Anon: A coffee shop here and there?

Rich: I am with you

Kim: We're not going to be able to get to all the questions because we had another speaker at 10. Please don't be disappointed.

Anon: Thank you. I apologize if I got here late. My plan was to call in on Zoom. But, I couldn't hear anything. So, I came in. Maybe you've covered this before. **You've described this as a "crisis". The things that I've heard you talking about, I think, have been happening over the past several decades. Is this something that is coming to a head where things have to be decided now or they'll move in a direction we don't like?** Or is it really a continuation of what's been happening over the past several decades, and, if left alone, will develop on its own over the next several decades? And

it would be nice to guide it with some pleasantries and beauty that you point out and could be done right now.

Rich. Well, I think it's both. It's the long-term thing that you described, and it's also exaggerated and punctuated. By the NJ State Court order, we have to have begun to build **753 units of housing by 2025**. Under what's called the **Third Round** of this court settlement...hence the name, after fighting the court for a long time, and, then, finally going to the settlement. But, then, there will be the **Fourth Round**, coming up right behind it. That's going to happen, and Princeton can't do anything to stop it. So that's what, I think, gives this conversation some immediacy. But, there is the long-term push too. **Because Princeton University, for example, our largest employer, continues to grow like topsy.** Its Operating Budget which was about \$400 million in today's dollars back in 1990, is **\$2.3 billion** today. So, **it, and our town, are growing people. More people coming to work at Princeton and in Princeton. They would rather live in Princeton if they could than in some other town.**

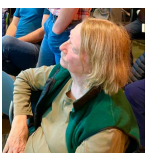


Joshua Zinder: I just wanted to point out one area in particular that you really didn't, didn't quite touch on is **the central business district**. So, in town, we have an FAR, our floor area ratio, of 1.5 for our central business district. The average building FAR in the central business district is 2.4 to 2.6. If somebody is going to come in and build something new, they're restricted to 1.5. **The ideal opportunity for us to add more apartments and bring some additional density is the place where we are the densest.** *There's a natural growth opportunity there.* But I think, you know, for the town and certainly for the press, it's a pretty easy lift to create some sort of **affordable overlay** similar to what we are doing elsewhere that can be applied to the town to incentivize the creation of more affordable housing in Downtown Princeton right now.

Rich: I agree. A building now at the 1.5 floor area ratio, I think, would actually look out of place. It would look odd, not fitting with 'the neighborhood character'. Better to have a zoning changes.

Anon: You spoke a lot about how much of a challenge parking spaces are. And you spoke a lot about how difficult it is to accommodate all the parking on these lots. And, then you spoke about people who are more willing to live without a car. What are we doing to bridge that gap? What are we doing to build biking infrastructure, to encourage people to bike, to encourage people to walk? To encourage pedestrians?

Rich: I am going to throw this one over to the town. **The town's not doing as much as it could:** Starting out and just adopting a **Vision Zero** policy. Suddenly, people do leave their car behind. They feel really like they own the road as much as the motorists do when they, say, walk from 195 Nassau Street by St Paul's Church and walk down to Palmer Square. That walk should be a very accessible walkable, pleasant process. That's a small project. That's crosswalks... marking striping... that's not big expensive changes. That's stuff that can be done. The biggest price we'll be hearing from a few car owners who say, you know, I really had someplace to go and I was in a hurry. And, it made me go slower. I think they will get over it. I think that's a great question. Walking & walkability really do need much more attention.



Earlene Baumunk: I live in Avalon Bay and I've lived there for five years. And, **during that time, my rent has gone up almost \$20,000 a year.** The people with whom I live when I first came there have largely moved out because they could no longer afford the high rent increases that Avalon Bay was having us to pay. We formed a Tenants Association and we found out that there wasn't anything that we could really do about this. Evidently

there's no legal recourse for this. So, **what I am saying is middle income housing in a rental without any equity**, we have no equity, that can exceed probably even the amount of increase that you would have in buying a home or an ADU here. So, **the rental is not a panacea for having middle income housing**. Because the developers can increase the rent in enormously and and there is not anything that the tenants can do about it.

Rich: There's the housing crisis. Applause

Kim Dorman: I think that we have Marina next. We will be talking about density. Thank you, Rich. There is so much to talk about. It's really not just an interesting topic: it is important in really impacting people's lives. And I know that all of you here really care about it. Our municipality is working hard. I think what we want to do is come together for a solution. Thank you.



Marina Rubina

Thank you, Kim. And thank you guys for staying for our second portion. And there is so much to talk about. I really hope that it's not a morning of us just talking to you in a lecture format, even though that's how we are seated. I really hope **it's a conversation**. I will be doing a lot of stopping: Let's talk. Let's hear from everybody. I am not here because I have all the solutions. I am here because **I'm able to pose questions** that can help us come together and discuss. My point today is to tell you the story of *How I see it, How I came to this*. BUT it's **How we all come together and How we all see it**.

And, I do hope that the questions that got cut off will continue into the second part. And to follow up, I'm going to briefly pick on one of the questions and say that when we think about and when we ask questions, let's try not to ask the question, What are they going to do about it? What are we, you know, What is the town going to do about it? **What are we going to do about it?** How am I going to help solve this? **It's not 'the it's me' in this room. What is my role to play? How can I help?** So that's all try to sort of think about it that way. I will tell you how I am trying to solve it. Some people may think this is the wrong way to do it. That's why we're here to talk about this. So, to go back. This is sort of a second portion, a continuation of the previous meeting, HOUSING JUSTICE, that happened here in the library on December 10. It was a huge, hugely hard thing to follow because we were presented with

incredible speakers, very well-known scholars that came in here. And there was free food. I don't know how we can follow that. My husband offered to go to Costco to get some cookies.

So, but the whole, when I try to think back to that meeting, to me what **it all boiled down to this duality** that housing presents. On the one hand, **housing is shelter**. It's a way for people to **create social mobility**. It is **access to education**

and **jobs**: all of which is absolutely critical. It impacts people's life expectancy, even one's life and death issue, right? A place like Princeton that has all of these resources needs to provide more housing. On the other hand, it's savings for retirement for people who are here. **This is about building equity** versus people's life savings. It's about **transfer of wealth**. It is constantly being presented as

- Housing**
- Shelter
 - Social mobility
 - Access to education/jobs
 - Need more housing in places like Princeton
 - Savings for retirement
 - Building equity
 - Transfer of wealth



this either/or duality. In the whole first part, they were debating whether there is or is not a duality. Can we reach that point? Yes. I think that's fine as a framework that I hope we can think about.

- *How do we live in this environment, and*
- *What can we personally do?*
- *How do we change this conversation?*
- *How can we make a difference?*
- *Is it a duality?*

We need more places to live in Princeton.

[and, we need towns like Princeton to provide answers and actions on the above list].

So, here we are already. It's been an hour of sitting. Let's all stretch. and talk about "When people say we need more housing", and maybe we're all here and we have an old problem.



Does anybody have any concerns? Speak up right now.

Concerns **we heard a concern about car-centricity.** Correct. Any other concerns?

Anon: **Is there any chance of getting rent controlled apartments in town?**

Marina: There is a concern about raising rents, right? People who have no control over raising rents, right? Every public concern. I'm gathering concerns I'm not going to answer that. I will try my best to repeat your question correctly.



Dan Chamby: **Socio-economic diversity.**

Marina: Socio-economic diversity is really important to bring to town. Am I putting that

Dan: Yes.

Anon: I am **concerned with preference for people who have lived and who have worked in the town...those who now face problems.**

Marina: **You are concerned about people who are already in town and can't stay in town.** Right? And they need to continue to be able to stay in town. Absolutely.



Josh Zinder: **Racial and cultural diversity.**

Marina: Racial and cultural diversity. And it would be really good if you can say a little bit why I think it's important. I think that one's pretty obvious, but I'm trying to save the people who are being rents going too high and they're being displaced.

Anon: I would say that there is, **currently, a lack of sufficient coordination between the school district and the town with respect to all sorts of things, demographics, but importantly, transportation.** And, you know, **the congestion in town that exists already,** but also the craziness of

the school buses & the cars. It just seems like there's a lack of coordination between what's going on with town and very important issues with the school district, growth, equity, all sorts of things.

Marina: I'm going to re-state for people who can't hear in the room. So, there's a big concern in general congestion and traffic in town and in part, how that relates to relationship between **school buses and getting kids to school**. That's one area of concern. And then another area is **school growth**. Is that concern and how has that been playing.



Dan Rappaport: **Have a concern that there are two small properties in town that could be used** for housing. I guess. Zoning laws prohibited it. the property right at the corner of Harrison & Valley that is just trees and the vacant property on Nassau at Cedar Lane.

Marina: Excellent. So, there's specific concerns people have where they see opportunities: land that is available that seemingly could be done causing could be built but it's not happening because of some regulation. Some might have stated that correctly.

Anon: **Property tax escalations.**

Marina: I was wondering when somebody would say that. Excellent concerns about raising property taxes. Yes.

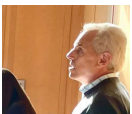
Michael Floyd: **The university is building housing, but only for certain job titles, one of them being their lower income job.**

Marina: **Our biggest employer building housing but it doesn't provide housing for everybody who would like to have housing is that correct? Only for certain people with certain job titles and other people are left out of that opportunity.** Excellent.

Anon: I am concerned that there is going to be more housing in Princeton. But what I'm concerned about, is **where is the electricity coming from? Where does the water come? How is the infrastructure?** Is it going to limit the growth?



Marina: Excellent question. What are we going to do about infrastructure? Right? How are we going to upgrade our infrastructure? Is it enough of it right now? Is it creating a limit for probably to grow? Excellent.



Cliff Zink: How do we balance new development and our **historic neighborhood character and historic structures?**

Marina: Thank you. I was wondering when somebody was going to say that. There you go, Am I explaining this correctly with the newest development that is coming in? Anybody else? Don't be shy.



James Bash: Preservation of our natural ecosystem and open spaces. **We've lost 36% of our birds or butterflies in the past 50 years.** This suggests we already live in density in the country. What happens if we keep making it more dense?

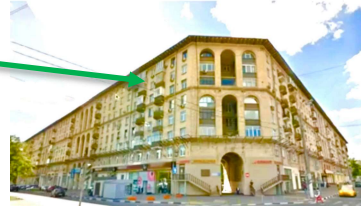
Marina: What will happen to our green space as we get more dense?

How is it possible to consider or include smaller green spaces along with the big green spaces and, essentially, How we can support wildlife and plants and different species?

Okay. All right. Well, thank you guys did a big stretch, long meeting. So I would summarize maybe not in this room, but **there's a general fear of becoming a city**. Who has heard of fear of becoming a city. Person percent, who is here is afraid of where becoming a city or we could become a city. Yeah, it's a real concern. Right? But let's not be shy. It's totally fine. We're all among friends. We can talk about this. Okay, speaking of cities. Do you know you're probably wondering why in the world we're showing this portable limit. What is this? Okay, so Rich talks, Rich talks about his stuff. He talks about personal issues. Here's my house. Here's what's happening across the street.

This is my childhood home. Everybody. I'm not kidding. You can guess. Can you see my cursor? Okay, so right here on the ninth floor. I'm not exactly sure which one is the window of my childhood home. You know why there's one window because we had a room in an apartment that was shared. We had a shared kitchen and shared bathroom with neighbors. So, when we talk about speaking of cities and density, I have to sort of come out and say, "This is my baggage that I'm carrying. This is where I come from". So, I lived in this building until I was six years old. Do you know what this is? This is the building where I moved to when I was six.

speaking of cities...

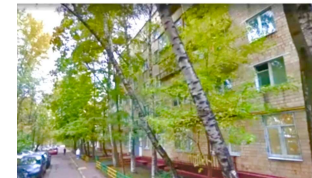


And I lived here for next 10 years of my life. Better, what's better?

Severall: Trees.

Marina: Right? Notice the giant highway prospect going in front of our windows. But from the standpoint of my family, it was much better. My parents are both engineers and myself. And then when we lived here, I got a baby brother. We had our own apartment. We did not share the kitchen or the bathroom with other people. The quality of life was tremendous. But still, we still came to America. Here we are. I do, also, have as you can see where I'm coming from... I still have the fear of becoming a city. I list the five concerns that I have. I call them my five Cs because they all start with the same letter.

speaking of cities...



And they're not very much dissimilar. They're all very similar to what you guys brought up. So, change, right when we talked about **CHANGE**.

The 5
Concerns
I Have

I think that change, is what we could lose, right? So, Princeton can lose our **Greenspaces**. We can lose our **Human Connections**. Whenever I have a meeting and Small World. I cant' have a meeting for an hour without meeting 10 people, right? A lot of are here. Our **Walkability**. (speaking of cars and society) and our **Buildings of Human Scale**.

Remember the building where I'm coming from? Human scale was not a concern. Sara. Right. It's funny. I have prepared this presentation before we were here, but a lot of us are concerned about **CARS**. And I'm worried just like other people that **we're going to be overwhelmed by cars...** that

we're going to have **too much traffic...** we're going to have **nowhere to park...** and it's dangerous. My kids know that I'm really paranoid because **somebody is going to get run over**. Speaking of kids, **I am concerned about CHILDREN**. And I'm very concerned that **schools are going to get overcrowded...** that kids won't get the attention that they need...and *what is the quality of education?* Right, anybody not have that concern? Yes, we will have that concern.

CHANGE
CARS
CHILDREN
CRAZY HOUSING PRICES
CRAZY TAXES

Anon: But that's not Princeton.

Fear of BECOMING A CITY

I have 5 fears or concerns, my 5C's

1. Change
 - Princeton may lose:
 - Green spaces
 - Human connection
 - Walkability
 - Human scale buildings

Fear of BECOMING A CITY

I have 5 fears or concerns, my 5C's

1. Change
2. Cars
 - Princeton will be overrun by cars
 - traffic
 - no parking
 - dangerous for kids (and all of us, really)

Fear of BECOMING A CITY

I have 5 fears or concerns, my 5C's

1. Change
2. Cars
3. Children
 - Princeton schools won't be able to handle the new kids moving to town
 - School will be come overcrowded
 - Kids won't get the attention they need
 - Quality of education will suffer

Fear of BECOMING A CITY

I have 5 fears or concerns, my 5C's

1. Change
2. Cars
3. Children
4. Crazy Housing Prices
 - Only for the "ultra rich"
 - Exclusive community
 - No way to enter the mar

Fear of BECOMING A CITY

I have 5 fears or concerns, my 5C's

1. Change
2. Cars
3. Children
4. Crazy Housing Prices
5. Crazy Taxes
 - Only for the "ultra rich":
 - Taxes are so high people move out as soon as their kids are grown, and they don't need schools any more

There have to be 5 Cs: **CRAZY HOUSING PRICES**. Anybody concerned about crazy housing prices? Raise hands. Cool. Okay, who's not concerned about rising prices? Because, right, *exclusive communities*... we could become one. And basically, my concern is that as prices get really high, those people who are already in the housing market, they grow with the market. But, what that creates is a huge impediment to getting into the housing market for people to start. It's really hard. If you're already there, you sell and it is, just, sort of gross. **If you're not in, it's really hard to get in.** And how about **CRAZY TAXES**? Nobody's concerned about crazy taxes? No, not at all. Where do those taxes go? You'll see in a minute. so these are my five fears or concerns. And **the taxes are so high**. I think somebody mentioned that **people are being taxed out of town**. This the taxes get really funny. People start thinking: **Why am I here? Why am I paying these taxes?** My kids finished school I'm just going move out, right? I'm going to go live in Yardley. What if we sort of stop and think. **We could get overwhelmed with our fears.**

But, we could also stop and think what could be our vision for our town?

Where are we going? My vision, and again, this is just *my* thinking. We're all here to talk about what we individually can do. What I can do is put forward my vision that..

- more people can live comfortably together here, and
- we can all preserve it and kids, and
- create more for what Princeton is known...
 - for why it's such a desirable place to live.
- it's the walkability
- it's the intimacy of our spaces where we can be together as a community.
- it's our connections
- it's our green spaces large and small.

Vision of our TOWN where...

More people can comfortably live together, and we can:

1. Preserve, enhance and create more of what make Princeton such a desirable place to live (walkability, intimacy, connection, community, green spaces)
2. Improve mobility (with and without cars)
3. Support and enhance our education system
4. Manage housing prices (affluent + missing middle + affordable)
5. Manage tax burden



We *can* improve mobility, and it could be with cars and without

We *can* support and enhance our educational system

We *can* manage housing prices. And, that doesn't mean one or the other:

It can be housing for the affluent, the missing middle and the less affluent

We *can* manage our tax burden.

This is a vision, how in the world we're going to do it. I'm going to tell you what I think. But my big hope is that during this talk, we will all think about it. Afterwards, we can all talk about what we all get to do

together and personally to achieve whatever vision you have. I'm going to start with this: It is really hard to demonstrate & prove these points. So, let's just talk about the **cost of inaction**. What if we do nothing? Right? **There was a question: Is it really a crisis?** Like, "*What it's not a fire? Nothing's burning. Maybe it's really not a crisis right now.*" So, what if we just say "Look, we're going to do nothing", right? "We like things the way we are". "Let's just stop", right? Has anybody heard this? Yes. Nobody, nobody in this room. It's totally fine. If that's how you feel. You feel like: "*Look, I moved here. I chose this town. I made my investment. I work really hard. Why do I need to change anything? I really like it the way it is.*" Right? "*We like our green spaces. We like our streetscapes. We like our current houses... Sometimes we have traffic problems and parking problems, but you know, it's okay. Most of the time, fine, maybe. We really enjoy our neighborhood character.*"

This is Spruce Street. On my way to work yesterday I took this picture? Perfectly wonderful. The only thing to remember this is one block away from Nassau Street, or main artery is one block away.

We like what we have now,
let's stop development



- We like our green space
- We like our streetscapes
- We like our current houses
- We have "ok" transportation, "ok" parking and traffic
- We like our neighborhood character

We've seen these very nice houses and the sidewalks. Let's just daydream and say, suspend your disbelief. If you're a fiction writer, pretend you can have all the power. And, let's just see: What if? we stopped all development. Let's see what happens. Then we'll evaluate and see what will happen to all of my five fears. Which seemed to match pretty well and work here. So we've stopped development. This is perfect, not doing anything. But there's certain things unfortunately that are out of our control. Right? We can all agree on that. Time is not going to stop even

though we said "OK, we're going to stop development: time is not stopping". Things are scary. Things wear out. We have to do upkeep and maintenance. How much deferred maintenance? For example: nobody was repairing our sewer system. So, now we have to do that. I don't remember the number, Michelle Lambros is here. She knows exactly what the number is to repair our sewer system because we have been just pretending that nothing is changing. We don't need to do anything. Right? Well, has anybody seen any potholes? No, no, no, we don't have any the right time. Doesn't matter. Time does not affect our streets.

And, then we, ourselves are unfortunately getting older, right? I'm not that six-year old child who lived in the ninth floor apartment in that building, right? I am finally more in the later phase of my life here. Right? So, as I age, maybe I won't be able to go up nine floors of stairs. Maybe I need some help. And, maybe when I was a child, I couldn't drive.

At this point, my kids can't get anywhere without the car. They need me to chauffeur them around. And I have to lose my working time because then I have to chauffer them around. Later on in my life, as I get older, I won't be able to drive: Are they going to be chauffeuring me around? Good luck!

daydreaming in progress...

We have stopped development!
But there are things we can't control:

1. Time:

- things deteriorate and wear out with time; upkeep/maintenance needed stay the same
- we are getting older and need help with things we used to be able to do



daydreaming in progress...

We have stopped development!
But there are things we can't control:

2. Technology:

old systems no longer work or do not meet environmental standards

daydreaming in progress...

We have stopped development!
But there are things we can't control:

3. Outside Regulations:

Approximately matching density of surrounding neighborhoods

About 50 units on the Westminster Conservatory site 22.5 acres

100% affordable units -- we froze all development that is not required

Need to build 2 such developments every year

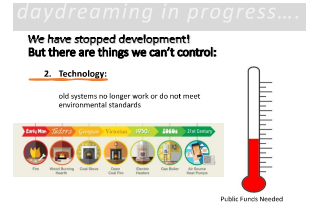
daydreaming in progress...

We have stopped development!
But there are things we can't control:

3. Outside Regulations:

- Required to provide about 1,000 units of affordable housing every 10 years

Because we're not doing anything, we're not changing anything. In this town, we're going to pay for it. Right? We have this little meter where we're going to collect money not so bad. We're going to collect money for what was their question? No. So technology's changing. We could say, Okay, we're not changing. We're not developing. We're not doing anything, but systems are falling apart. The infrastructure, as was appropriately mentioned, is evolving. You know, we do not sit by the fire and, you know, warm ourselves up that way anymore as the early man who did. So there has been a lot of technological developments and now we don't even use gas boilers to heat our houses anymore, because we know **that's not environmentally sustainable** eventually, will be outlawed. Right. So now we have to switch to much more advanced contemporary systems to do that. So who's going to pay for all those upgrades? We, in this room... here we are, we're not letting anybody else in. We have to deal with it.



Outside Regulations

Required to provide about 1,000 units of affordable housing every 10 years

So, then, **there are laws that come from the outside.** And, we could say we're not doing anything. We're not building anything anymore in our town, but the statewide still under state law, federal law,

Approximately matching density of surrounding neighborhoods. About 50 units on the Westminster Conservatory site 22.5 acres. 100% affordable units – we froze all development that is not required. Need to build 2 such developments every year.

federal law, and every 10 years basically make it a little bit less, **we basically have to provide 1000 units of affordable housing.** Right. Last round we had to provide 723 I hope I have a number that's round and most likely for the round starts and we will have to provide about a basket you know, maybe it's going to be so who is good enough to take us in? Is nobody. So where are we going to put it? Because remember, we don't want anything to change, right? We decided things are staying the way we are. So we have to meet this regulation. So what we're going to do is we're going to match basically we're going to try to do, same thing what we already have, we're going to do more of it. So this is completely theoretical. Nobody's proposing this, but just four sides. So if we take the area, everybody's familiar with, the area of **Westminster Conservatory.** It's 22 and a half acres. If we match approximately, to the area of the surrounding neighborhood that would fit 50 units. We would have to do two projects of that type a year. Every year we would have to do two of those projects and fit them in somewhere. And we have to give them that space, because they're going to be 100% affordable. So, we don't have any other offsets or any other funding. This is us doing this, right? So where are they going to go? Remember the green space that we really love?

That we all really want to preserve that Rich talked about the emerald necklace that we really value and we believe, you know, **Petteranello Gardens, the park behind Community Park.** We don't have anywhere else to put it if we're trying to match the density that we already have. In 10 years, this is going to be on our reality. The red doesn't show up as brightly. But, we will lose our **Herrontown Woods.** *Nevermind the emerald necklace* and nevermind all the animals who live there because we don't have anywhere else to put our legal obligation. We could say "Okay, this is crazy. Look at how much money we're all going have to pay on this?" Remember those crazy taxes? Just visualize these crazy taxes, right? This is going to be just "Oh, my god". So, we're going say *"Forget outside regulations. It doesn't apply to us. Somehow, we'll just... it won't, you know... they're not going come after us. This is going be fine. And, you know, they're scaring us with Builders Remedy. It's not going to happen".* "Builders remedy" is this interesting structure

daydreaming in progress...

We have stopped development! But there are things we can't control: In 10 years – meeting state requirements



daydreaming in progress...

We have stopped development! But there are things we can't control:

3.—Outside-Regulations:

Santa Monica's failed housing plan sparks building boom

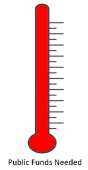


Builder's remedy is real

We have stopped development!
But there are things we can't control:

3. Outside Regulations:

Need to pay for these with
taxpayer's money



Public Funds Needed

that for towns who do not conform: they *must* provide appropriate places for affordable housing and they must provide planning and they must provide a very clear explanation of where they're going to fulfill their affordable housing obligation. When they don't meet the requirements, these towns are open to Builders Remedy. People have thought, "Who's actually going to enforce it? It's not real." So, guess what happened in October of this year? The town of Santa Monica, in California, didn't provide the proper affordable housing plan. And, guess what? Overnight 4000 units were mandated by the state without any planning or approvals....without any review... were automatically approved in Santa Monica via Builder's Remedy. It's real. They thought it was never going to happen to them. Pretending that these outside regulations don't apply and we don't have to deal with them. It is just not the reality.

Dan Chamby: My trouble with that earlier chart that you had about the Green Necklace and building segregated areas. It encourages the potential to develop low & moderate income housing apart. This troubles me simply from the standpoint of ghettoization. **Hopefully, we aren't going to isolate as opposed to integrate.** I think there's something about social trust... **building social trust and socio-economic mobility.**

Marina: So, what Dan is saying is "Just think about the social impact of separating people when you are building housing. Yes, from the outside, it will look the same because we're masking the look, but creating isolation, creating spaces where we're only segregating people of a certain income.

Dan: And the Builders Remedy, by the way, imposes that, right? Because you have to act quickly, immediately, I would suspect.

Marina: Yes. Right. So, think about this. Under Builders Remedy, the towns open themselves to basically no more zoning regulations. They doesn't matter. So, **people in Santa Monica put 15 story buildings in single-family residential neighborhoods.** Why? Because that's allowed now. Right, so Okay, here we are in October of 2022. The town didn't comply with all of their stuff. The next day, there were people applying for these units because they saw it coming. They weren't prepared. They knew what was happening. And then stay in our applications and for 15 story housing, literally. Okay, thank you. No, no, no, no, we're on it. So how do we do, right?

daydreaming in progress...

**We stopped development,
how did we do?**

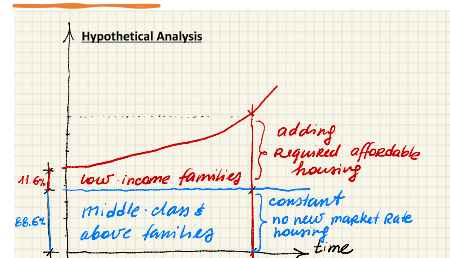
1. We wanted no change, was there change? **YES – major loss of green space**
2. We wanted fewer or same number of cars... **Way more cars, roads, paving, road maintenances, stormwater...**
3. Children?
4. We wanted to reduce the Crazy Housing Prices; how did we do? **Not Sure, maybe? hard to say...**
5. Crazy Taxes – **much much CRAZIER taxes for sure...**

Let's just sort of think about this. We wanted no change. Was there a change? Yes. And, not only did we change, it was not a good change. Absolutely not the change. So we want fewer cars, or the same number of cars. Did we get the same number of cars? No, because where is all of that housing going to go? Out there, in the Green Necklace... and, there is absolutely no way to get there without a car. For people like my 13 year-old son who can't drive, or you know, me when I'm 98, I'll remind you to drive me. You know, we're when my Mom moves in with me and we're a little afraid of her driving sometimes. It's not a good plan, because not only did we create all those places far away with all the traffic, but what else did we create? Roads, paving, roads, maintenance, and stormwater like crazy because all of those green spaces were basically sequestering carbon, collecting our **stormwater** and generating oxygen, and... now they're just going to be paved. Let's save the children. Children are kind of a complicated question. We'll talk about them in a minute. We wanted to solve the Crazy Housing crisis. How do we deal with that? I don't know. But, I am guessing we didn't exactly solve the housing cost issue. And, what about Crazy Taxes? Well, they could get crazier... Can we all agree on that? Okay, so the daydream we have been analyzing, I would say, that it kind of turned into a nightmare. Would you say? So, then we come to Children. This is a very difficult conversation. And, I thought really hard. Can we even have this conversation? So, let's have this conversation. We're all friends in this room. Let's have a conversation about Children because people get very emotional. If you think people get emotional about Housing, wait until you get to Children. Whoa, our poor teachers and our poor school administrators, they have it worse than the building folks. So, let's just consider this hypothetically.

daydreaming in progress...

Completely Hypothetical. So, we're going to not build any middle-class housing. No more private housing built because we're fixing it. We're done. We're not doing it. Right? And we know that we have to build the housing for the people who are required to according to the affordable housing settlements. By definition, if you qualify for that housing, these are people who

maybe we are doing this for our children?



qualify for low-income housing. By definition, these are low-income families. If we don't add anything else, and we just keep meeting our obligations, at some point, I don't know what point that will be, we're going to come to a point where our schools are not going to be a majority of middle-class families. We could get to that point. (This is why this is very hypothetical). And, I was really afraid of going here... but, we're going to talk about it. This is a really it's not impossible, but it's really hard. All the research agrees that making successful schools that are not majority middle class (and, I don't know how... there are multiple ways people do this... but that's the general consensus) It's really, really hard to make schools that work for everybody, that are not majority middle class. Josh...

Josh Zinder: I'm little confused by this slide. I understand that challenges lie slide. But I think part of the problem that our school district, and many school districts throughout New Jersey, is because they've separated themselves from any government entity. They are independent. As a result, it's maintaining the status quo. And, I would argue that bringing families in, without the financial detriment of an increase in taxes and things like that, would actually potentially improve the educational landscape, as opposed to...

Marina: I think that you're right up to a point. I, personally, absolutely agree that up to this point... There is a tipping point level, however, right? Now we're here. We're at 11%. We're nowhere near. Schools that have 30% of kids with low-income families. No problem at all. This is where you could

bring, remember we talked about it at the beginning, more social mobility... bringing kids in who could really benefit: that is what we need to be doing. But, at some point, people who are really worried and saying "We can't be doing this because we can't be adding more people to this place". We need to understand that at some point, we're going to end up in the situation, *maybe*. This is completely theoretical.

For schools, where a majority of students come from middle class are just much easier to work. It does mean 30% is wonderful. 40% wonderful. But, when it gets to 70% low-income families, it's just really, really hard to make it work. What we shouldn't be doing... (it's not that we shouldn't be adding the families that are low income)... It's that when it comes to the point, where the wonderful lady who is a professor, here, at Princeton said, that **you have to make public things so good that**

they attract people of higher incomes. And, when the schools get not-so good, people with higher income have other choices. You have to make the schools and all the public things so appealing that all the people in the middle classes say "Yes, absolutely. This is great. I'm going to come. I'm going to support. I'm going to come to all my PTA meetings. I'm going to help out at the school. I'm going to help all the other kids and that's why it works". People bring it up and they work together. But when you make your public things, not great. People with options, start leaving, and that's where it has this really terrible impact on people who don't have much. This is one thing I was really worried about going here. But we're all friends. Let's talk about it.

Anon: I just don't want people to leave the room thinking that it is a fact that high percentage of children from low-income families lead to the degradation of schools. It's probably up to you to provide either some support for that or to present it in a much less categorical manner.

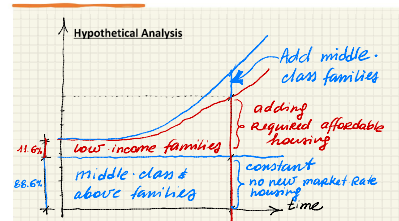
Marina: Thank you.

Anon: We have data from Mount Laurel, New Jersey that show that the arrival of a large group of lower income families did not degrade the neighborhoods, the property values, the schools, or anything else. I don't pretend to be an expert, but I'm just uncomfortable with an assertion that's not supported by data.

Marina: I do have the data to support this. However, I'm in complete agreement with you. The point is, there comes a tipping point. But up to that tipping point, it is absolutely a benefit. It's the wonderful thing that we absolutely must be doing and should be doing to help bring more lower income students into our schools. Remember the very first slide that showed how places like Princeton can provide the opportunities... where and how people's lives can change, right? This is what we can do to help. This is us bringing people in and providing opportunities for lower income people to live here. This is what is going to create social mobility. This is what and how we're going to help. However, if we say that we're not going to allow anything else to happen, then we just need to understand we're not going to have any more middle-class families allowed to live in this town. Yes. This is why this slide says right here, *it's completely hypothetical*. We cannot allow ourselves to keep all of our housing fixed. This is by no means the school board... It should and cannot not provide any information like this. This is really scary. But, you need to understand that saying we're going to do nothing has an impact. Like

daydreaming in progress...

maybe we are doing this for our children?





Leighton Newlin: I think, you know, just to go back to your presentation. One thing I think that your model presupposes. I thought I heard you say "No 100% affordable housing" and then we go on record as saying that is not the way...While there is still affordable housing, it's not the optimum way. And that is not the current plan for the way the town is going forward. It is a very important point.

I want people to take away from here. 100% affordable is not the way to deliver affordable housing.

Marina: Excellent. I am absolutely with you on this...and, the reason I am showing you this nightmare scenario is to show what could happen if we stop all development:

In order to prove this point you kind of have to disprove the opposite.

Right? So it's a mathematical way... and when I was trying to put together this argument...Mathematicians when they try to prove a point, they often disprove the opposite. Basically, what we're saying is what Leighton is saying: We cannot be doing 100% affordable housing because it is really a terrible idea. Right, Leighton?

Leighton: Yes.

Marina: Like it is a terrible idea because of our green space.

Leighton: Low-income students do not make schools bad. That's not what the circumstances are. Living standards and a lot of other things going on do.

Marina: It is not that low-income students make schools bad. It's just when you don't have enough resources that are brought together by the middle-class families, there are not enough resources to make schools good, right? It is just really hard. And, not to mention that we don't want to create people who live segregated areas by income.

Dan Chamby: What the earlier chart just shown was showing was moving away from diversity, right? You're creating, you'd be concentrating a socio-economic cohort, as opposed to, I think, what we're framing: a clearer way to improve socio-economic diversity, not create a new concentration of black diversity.

Marina: Exactly. What these things are creating are a lot of emotions because these things are the things that we're trying to disprove... the things that don't work. Eve.



Eve Niedergang: Thank you. I just wanted to speak. **I think this is an incredibly useful exercise because we do hear this all the time.** Like why can't we just stop development? I think this is a really useful exercise and I really commend you and Princeton Future. This is a great presentation. I grew up in New York City. I just want to talk, a moment, about that because that's a real example. When my parents were young, New York City Public Schools were fabulous, top-notch education. As middle-class and wealthier people moved out in the 50's-60's & 70's to the suburbs, the quality of New York City Public Schools changed because the people that were there were people that didn't have other options necessarily. And, there was less infrastructure to support the schools. You didn't have parents who could come and be on the PTA because they were busy holding down two jobs. The wealthier people sent their kids to private schools and they supported and they now vote for politicians who defund the public schools. That is what happens when we have this kind of situation. **So, I think your know, your example is a little extreme, but I think it really illustrates what can happen if we just put a hold on our development,** and that's why as Leighton says, we [Town Council] have approached this in a multitude of ways. We have a couple of 100% affordable

housing units. The majority are done is **set-asides** where you have 20% affordable housing, and 80% market rate. You end up with more people, but in the long run, it's more sustainable, especially if it's done as redevelopment. And, if you put the housing in the right place... and not up on the ridge on that 90-acre site that we're trying very hard to preserve.

Marina: Thank you. So, this is exactly the point. Let's not do the nightmare scenario! So yes, please. First of all I think it's hard. It's hard for people to hear more on Zoom. So should we move on? Okay.

Anon: There are private schools here for people who cannot... which are affordable. That give us all kinds of possibilities? Do you realize that America is changing? There is such a movement toward integration. It's everywhere. I don't know whether Princeton is not seeing that. But that's what happening. This town is so outdated. And so given to elitism. It's like knocking on a mountain to get it to change. So I think we have to work on that zoning board. The zoning board is inhumane.

Marina: To come to the defense of the board zoning board. The job of the zoning board is to look at things that don't fit in this world. They don't make the rules. Right? So, what we need to advocate and remember, **it's not them, it's us**. What we all can do is we can bring our emotions and we can bring our feelings and we can bring our ideas and advocate for the right things to be happening. So whenever new proposals are made: When you think "Oh, I don't want any new development. I want to stop all new things happening. You just need to think about the consequences of inaction. Those consequences are dire.



Edward Truscelli: Well, I just want to say something that I think needs to be said. **100% affordable housing isn't evil**. Okay, isn't that terrible? 100% affordable housing is not evil. And, it's not terrible. Yes, it's part of what we have to do. Then, let's remember that someone like Libby who lives in one of our communities, Princeton Community Housing, is part of the strategy to solve this crisis. It shouldn't be shunned or ostracized as a wrong approach. And sometimes it's the appropriate approach. **We also support integration of housing throughout the town** and we're working on that. But let's not say 100% affordable housing that because that's wrong!

Marina: That's a really good point because what 100% affordable housing allows to happen is the support.

Edward: **100% percent affordable housing is generally affordable in perpetuity.**

Marina: That was my next point: **It allows people to establish themselves**. People don't get kicked out. So, with time, it becomes integrated. Right? Different things are happening at the beginning. It allows people to come in. It allows them a foot into this amazing community....and access to opportunity. Am I explaining that correctly?

Edward: Yes.

Marina: So this is a very emotional subject. And we're going to continue this conversation because we have a whole hour more for discussion. So, the cost of inaction is what we've been talking about. See how everybody woke up on that emotional subject! Okay, guess what John Kennedy said: "**There are risks**

1. Cost of inaction



There are risks and costs to action.
But they are far less than the long
range risks of comfortable inaction.

— John F. Kennedy —

AZ QUOTES

and costs to action, but they are less than the long-range risks of comfortable inaction". Always think, what is the cost of inaction. We mostly don't think about things that way. What we talked was emotional. The next principle is less emotional. The concept: *There's no free lunch.* I believe there's no free lunch. Let's talk about greedy bakers... When I moved to town 16 years ago, this loaf sourdough bread sold at Witherspoon Bread for \$3.25. It's on the front page of their website. It is yummy. We're all going to get hungry right now thinking about. Today, it costs \$6. Do we think about these people as 'greedy'? *No, we think these are terrific local business owners.* They pay employees who work for them. We have to support our local business owners. Right?



So my husband orders this, a mixed grill at EFES. It used to cost 20 bucks. And, until recently we could all eat it for dinner. It's awesome. You just grab it on the go. So recently my husband went [he has like a pre-selected order]. It's \$30. My husband's like, "Whoa, I'm not buying this!" Right. Okay, so are we calling these restaurant owners 'greedy'? No, they're business

owners. They're trying to survive in this market. They're doing their best. They give us local jobs. Look, they're providing a wonderful service. Guess where this is going? Anybody can guess? What about real estate developers?

Why do we think that we have 'greedy' real estate developers? Are they not local business owners? Well, we have a lot of them. And, they are business people. They employ people in this town. They have to pay rents. They have to pay salaries. We do not hesitate to call them 'greedy developers'.

Let's talk about "Greedy" bakers
restaurant-owners
Real Estate developers?



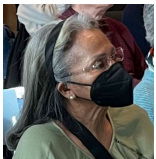
Reggie Wright: I am the Housing Manager of the Princeton Housing Authority. This is a great opportunity to hear a lot of different views and to get the concept of where the town is going. What I've seen a lot of, from my position in integrating people into more affordable housing... [that's a great thing]. It's bigger than just having some shelter. For a lot of people that are in a more needy situation: It's not that they can't grow out of it. It's that there's some mental aspects that come along as part of the need. As we begin to implement more affordable housing in town, I want to make sure that we're helping our new neighbors get more of an idea as to what other programs there are to help them. **We're going to have to be able to implement, to educate, to help resolve some of the issues that most people deal with.** Many, who don't have, suffer from a really, really terrible impact. They'll go into some housing situations and get into a cycle where people can't grow. We need to help them grow. I want to say "I'm really worried".

Marina: Yes. Let each of us remember, as we are moving forward, to ask ourselves "What can we be doing to help?".

Josh Zinder: I can say I'm an architect and developer. I think the problem isn't about thinking that real estate developers, or people who are building things in town, are greedy. I think the problem is, it's the stories that are being told in advance of what's getting done. Take, for example, the ADU... the perception and the story that was pitched to the town was that this was going to create an opportunity for affordable. And, I wouldn't say it should be classified as 'affordable' but rather as 'more cost-effective housing' in town. The reality is that many of the ADUs that have been built have not been geared towards middle-income families but rather to higher-income families. The million-dollar home is really not a middle-class home, in my opinion. I think that many of us have been lucky to live in town for 20 years, like myself, and in that time, we've grown our wealth and increased our opportunities and

we've transitioned from what is perceived as a middle-class family, to becoming an upper-class family. I think the problem right now in town is there's a big gap between what is cost effective and what these buildings are costing.

Marina: Right. It's a two part question. So, one part is, the language that we use to talk about things makes a huge difference, right? And this is why Rich's presentation in the beginning is very important because **we need to build a common vocabulary** so that we can agree on what you call things and we all understand that that word means the same thing. So, Rich's argument is the family with an income of \$165,000 is the missing middle and they could afford [2 teachers] could afford to buy this house. So that's what we should probably discuss in our next conversation. But your point is very well taken, the stories that we tell and the vocabulary that we use, and that's why we come together as a community to talk about this. It's absolutely critical because some people say the same exact word but it means something entirely different. So when we have this conversation, we can hash it all out [but not in the zoning board hearing where you have three minutes to speak] and come to an agreement or come to say this word is going to mean this to us so that we can all speak the same language. Right?



Fern Spruill: Yes, I just want to say real quick. I agree with Reggie on the mental capacity and the idea that we're not doing generational cycles. So, four generations, that's ended up still in affordable housing, that **it should be something that if it starts out affordable, that we're teaching them to go higher in life.**

Marina: Absolutely. We just looked at the scenario where we pretended nothing would get built. And it was not a pretty picture. Nobody liked it. But it got really emotional. So, what do we need to do? **We actually do need to build more housing and it has to be both affordable housing in all its forms and market-rate housing.** And, by definition, the people who do that they're just happened to be called 'developers'. So, we need these people. We need to understand what their thinking process is. How do they make their decisions? How do they decide to do a project or not do a project? So, this is my attempt at understanding developers maybe you know, we have some developers in the room. Hopefully they'll jump into any good ones.



Anon: Do you have any good ones?

Marina: Yes. Josh & Jamie are right behind you! We have we have, as a town, put together *municipal requirements*, right? These are the things that you have to do to meet the requirements. We have these **crazy suburban parking requirements. We need to make our neighbors happy because everything is a variance.** All variances come with conversation. You know, everybody has something to say! We have to maintain our tax base. We have to either build affordable housing or provide money in the fund to build affordable housing. If you're redoing your bathroom, you still have to contribute money into the Affordable Housing Fund. Don't worry. You're helping. We have all of our infrastructure needs. Green infrastructure. Regular road infrastructure. Stormwater management. somebody has to lift that. If we set up this balance, and it's such a heavy lift that developers look at it and say "*I just can't do this. This is just not possible. I just cannot do this*". So, they turn around and weep. And, we're back to our inaction. So, how do we make it possible for them to make this actually build. So first of all, we started doing these

We actually need developers...

*to help us build affordable and market rate housing
as well as pay for other things and bring more people to town...*

zoning shifts... zoning changes for people who were saying "*That terrible zoning*". Absolutely. So, the town has started. It has made small changes. We're not eliminating all of the requirements. We still have all of those requirements that we still have to meet. Right? What we dropped is our somewhat crazy suburban requirements in the Downtown. As Rich was saying '*44 apartments with 39 parking spaces*' is already a huge reduction. Right? So that change, **that's happened**



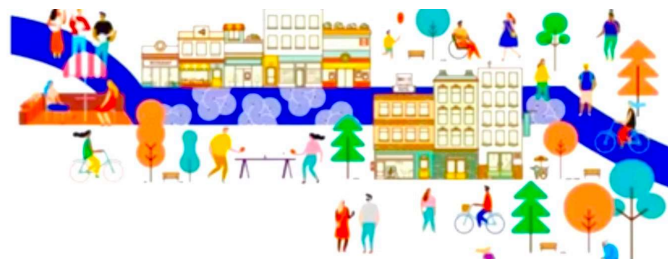
because of the AHO, the Affordable Housing Overlay right here. So, we have made two very small changes, and these have already allowed forward progress. In the last few years, since the Affordable Housing overlays have been enacted, There have been more projects approved by [I'm guessing] three times than in the previous 15 years combined to provide affordable housing. So, just these small changes...it didn't mean that we threw away all of our requirements... No, we still love them. We just shift. That's the power that we have. We just 'scooch' a little bit. The implications, the fear and the worry... and what Josh was saying about the ADUs... is **if duplexes and triplexes were allowed, all of this would be so much easier** and there wouldn't be so much pressure on the ADUs. If we visualize it: **We have a giant wall that prevents people from moving into town.** Imagine this this dam that holding up all this water that's behind it... [All of those who want to come here... And, we make a teeny little hole in the wall of the dam to allow ADUs. Imagine all the water that it's trying to get through that hole]. Right? If you make a tiny opening, it will be more so much easier and it will relieve the pressure on that one thing.

So here we come to **DENSITY!** We can all agree that density is kind of necessary, right? But, is it any kind of density? No. So let's talk about language. I am trying to say that what we need to do is not just any kind of density. This is for those who came away, my childhood home. I really, truly hope this is not going to happen in Princeton, right? I do not want to live in a house with a shared kitchen and shared bathroom anymore in my life. I have done that. I don't want to do that anymore. But I also think that we can do a little bit better than one block from Nassau Street. This is a little bit too low density for me. We can do a little bit more than that. So, I think we need to be somewhere here, in between. And to define this terminology, I'm going to give it a name and call it **liveable loveable density**. **It's the density that we could all love, get behind and figure out what are the principles and parameters that will make it a great place that we all want to be.** So, I'm going to go back to the Constitution of the United States:

How do we get there?

Ideas and principals:

1. John. F. Kennedy: Cost of inaction
2. No free lunch
3. **Livable Loveable Density**



Principles of LIVABLE LOVABLE DENSITY

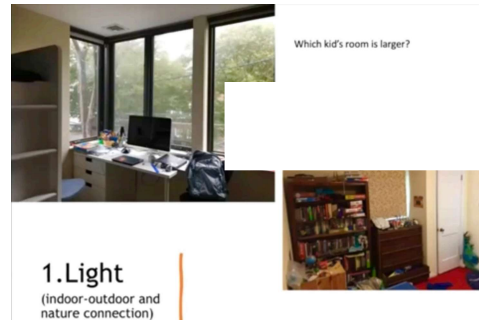
We hold this truth to be self-evident: not all density is created equal.

Only the type endowed by its designers with certain intrinsic qualities will succeed in creating *lovable* places to live.

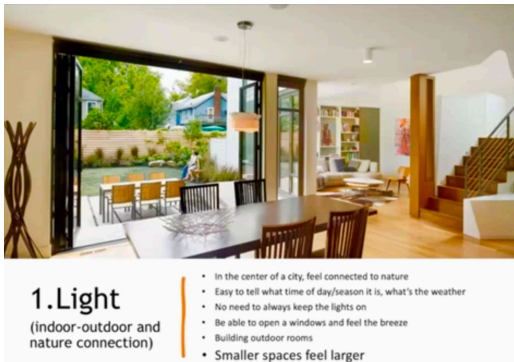
Among these qualities are **Light, Liberty and the Pursuit of Happiness.**

and say **"We hold these truths to be self-evident: Only the [housing] types endowed by its these qualities are life, liberty and pursuit of happiness"**. And, I'd add: **"Not all density is created equally"**. So this is going to be relatively fast:

So, let's talk about **light**. So when we have light coming into spaces, we can have smaller spaces feel larger. So these are two children's rooms. It's very simple when you have large windows and a relationship to the outside, it just makes small spaces feel larger. So you could do this on the scale of a house. This house is very small, but it doesn't feel small because we start to create outdoor rooms. **Outdoor rooms** are where you can't tell where your house ends and the



landscape begins. It just sort of keeps building as you keep creating outdoor spaces that are part of your space. And we have a great example of an outdoor room right here. Right if we were to break this room inside where we could all gather and dance and protest together. That would be really expensive. A really large room but as soon as we create spaces outside that feels like rooms, we could expand and continue with smaller uses outside the Library. So, when I was a child, I couldn't find liberty and the **freedom of privacy**. Remember my baggage? I come



from a communal kitchen and a communal bathroom. It is incredibly important for people to be free to have privacy. So when we build apartment buildings and we feel like we're sardines in a can: it's just not liberating, and that's not privacy. But when we start to organize our spaces where you can feel that we own some of the outdoor space right here, right? The library feels like it owns the space and it expands into the space. It begins to make a huge difference.



2.Liberty (freedom of privacy)

- Freedom to raise the shades
- While sharing the view, feel that it's just for you
- Seeing the side of your home makes you feel protected
- Privacy is a luxury people will pay for

1.Light (indoor-outdoor and nature connection)

- In the center of a city, feel connected to nature
- Easy to tell what time of day/season it is, what's the weather
- No need to always keep the lights on
- Be able to open a windows and feel the breeze
- Building outdoor rooms
- Smaller homes feel larger

So, you could live one block from the Arts Council and nobody can see this but you could carve out little courtyards outside of the buildings that people are in.

They're not buildings, they're outdoor spaces, but they grow a small space on the side to feel larger.

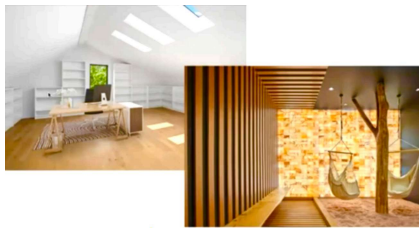
So, we've talked about a concept of **cottage courts** and people become worried: "*How are all these people going to live together? This is going to be really tight and uncomfortable*". Rich said that, you know, we already have multiple cottage courts in town. But the point is that **if you orient these buildings so that they create outdoor rooms and outdoor spaces then it works** because these people in a very small house have an outdoor room that it feels as if they own and it feels that it's part of their space, and therefore the house doesn't need to be so big. So, we can design spaces then to "pursue happiness". **I really hope that we can pray in places that inspire that don't need to be giant**



2. Liberty
(freedom of privacy)

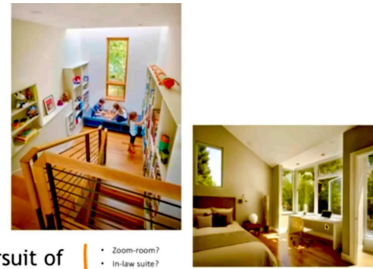
cathedrals. They could be **small moments** that allow us to do other things in our lives. You know, now we all need Zoom Nooks right? A place where it doesn't add so much square footage but something that allows you to work from home. You can just make the staircase a little bit wider and there's your play/work space.

Multifunctional places that are inspired. And then sometimes you put spaces in attics. You never know what people are going to do. Right? You have an attic



3. Pursuit of Happiness
(places that inspire)

or you put an **office in the library** or you **design a spa** and then **people are starting to have business meetings there because it's just a wonderful place.** "Wow! With places that inspire, stuff starts to happen". I guess I won't spend too much time. But if we look back and think: "*What we can we do? What does density allow us to do? Especially density done right?*" And seeing that we could love what it allows us to do because maybe it's not perfect, but it allows us to meet a lot of our goals. So with this



3. Pursuit of Happiness
(places that inspire)

- Zoom-room?
- In-law suite?
- Community kitchen? Dog wash?
- Quality over quantity
- Multi-functional yet inspiring places

lovable density, will there be change? Yes, there will be **Change**. But some of it is actually **positive change** because **we're not building new roads**. We're densifying. We're finding hidden spaces, like hidden parking lots, hidden things right here where we're ready to develop. And that allows us to save the Emerald Necklace. We wanted fewer, or the same number of **Cars**. Are we going have fewer cars? No, we're not going to have fewer cars... until they do something more drastic like invent self-driving AV or something. But at least we won't have to have more new roads. And we will have better stormwater management... more bicyclists... way more walkers. There will be

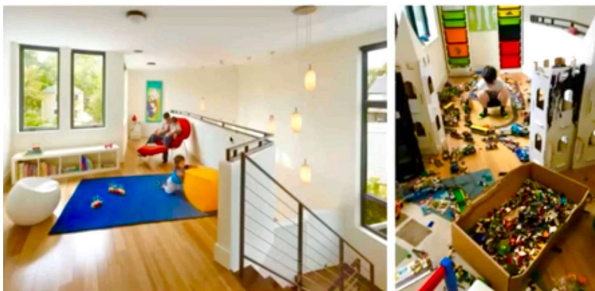
Let's check the 5 concerns with **Livable Lovable Density**

1. We wanted no change, was there change? **Yes...**
 - but no loss of green space
 - some changes can be for the better (fix infrastructure, upgrade system, more sustainable, more diverse housing stock, more walkable)
2. We wanted fewer or same number of cars... **A few more cars**
 - but no new roads or paving, better stormwater management
 - WAY more bikers, walkers... maybe even enough people to support public transit
3. Children?
 - Safer and a more sustainable place for our children
 - Educational system is protected
4. We wanted to reduce the Crazy Housing Prices; how did we do? **Not Sure, maybe? hard to say...**
 - We'll still have plenty homes for the affluent
 - But we will also have other options for rent/purchase, affordable and missing middle
5. Crazy Taxes – **taxes never go down...**
 - We'll have options to offset those

other opportunities for other mobility. **Children.** As we come together, and, as we allow more people to help build our schools and to establish, to protect and to support an educational system that not only supports the current students that we have, but, in addition, has the capacity to bring in and help others as well. So, if we wanted to reduce **Crazy Housing Prices**, how did we do? I am guessing we're not going to reduce housing prices, but we will still have plenty of homes for the affluent. *We just don't have any other options now.* We do have single-family homes. That's about it. Right? We have so few apartments that are condos for purchase. That would be one way one could begin to enter into the housing market and be protected against the crazy rent increases. We don't have those options right now. And then the **Crazy Taxes**. I don't know if you've heard but taxes never go down. But, what we can do: We can start thinking what are the mechanisms that can help as my taxes go up? What do I do? Can I set aside a portion of my home and rent it as an accessory dwelling? Can I build a smaller thing... move into this smaller thing and sell my house to pay the tax? We start creating other options to help people manage their crazy taxes. My kids have gone to the Princeton Public Schools. What they have been taught: *"Practice doesn't make perfect. Practice makes progress."* So, it's not going to be perfect. We're going to make mistakes, and we're going to get emotional... and things are going to go wrong. But at least we're moving forward. We're practicing and we're making progress. The last image I want to show you is **the picture of my house in the**



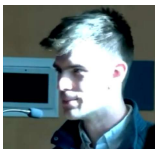
The difference between theory and practice is a lot bigger in practice than it is in theory...



magazine when one all sorts of work but this is what I thought my house would look like. This is my reality. Right? This is for real. This is my son. He's got stuff going on safe place. Exactly. Same thing going on. It is messy. But it's also beautiful. **The difference between theory and practice is unfortunately a lot bigger in practice than it is in theory.** So we're just going to practice and make mistakes. What we're going to talk about next is: **"What can we all do together? How/What can I do to help? What can I do? Where can I go? Where can I speak?**

What can I propose? How can I support people who need help? So, thank you! *Applause*

Kim Dorman: Remembering that this is not just on the people on the Princeton Municipal Council! It is not just on the developers! **This is a community!** You saw everyone contributing... helping us to solve the Housing Crisis. Please stand up and stretch. Matt is going to speak for a few minutes to give us something to discuss.



Matt Mleczko: Thanks everyone for being here with us. We really appreciate it and hope to have a really robust discussion from now until the end of the time we have here. Just by way of recapping, I wanted to give us a roadmap of what we've talked about and where we'll go with this conversation. Rich did a great job of giving us a tour of what Missing Middle housing is and what it could look like. Especially in Princeton. Marina did a really did a good job of illustrating the costs of the status quo that we're facing, and you know, what we might be able to achieve together. I think this is useful for our panel right now. The Back and Forth we have had so far is really great. Often times the only public forum we have to discuss these things become monologue-after-monologue-after monologue. We never have any cross pollination or talking with each other... and perhaps, you know, keeping an open mind, perhaps learning a different perspective than the one you came to the meeting

with. And so, you know, as I was taking notes, what we got out of some of the back and forth is the understanding that you, **both 100% affordable housing and mixed income housing are valid approaches to promoting affordable housing.** As a researcher, I can say that there's research to support both of those ideas. Or, the idea that socio-economic diversity and equitably funding all of our schools are valid approaches to promoting some types of successful schools. Again, there's research to support that. And, I would want to say I think it's important to note, I understand that, you know, **the Mount Laurel process and Fair Share obligations have been framed in a negative way... and sort of what the consequences are when we see that as a burden, or pretend like they aren't real. But, I think it's also important to say that Mt. Laurel is pretty much the only reason we see affordable housing being developed in Princeton and all of New Jersey today and it makes New Jersey a standard bearer for fair housing.** So, you know, all these things can be true, and I guess what I'm doing with this is **you all have homework**, to bring your ideas for how we get out of this housing crisis to this meeting, and this is the forum we have to discuss and share ideas. I would just encourage you not to treat it as a monologue...and, rather, treat it as if we're having an open-minded conversation. To Marina's point, the frame for our thinking today should really be: **What can we do?** What can I do to help solve this problem and get us out of the status quo? With that, I will do my best to call on people and put all of what we had to say in conversation. The floor is open at this point.

Anon: Thank you, in advance, for helping us out with this. Rich touched upon this topic.

I have read a little bit about the issue of **tear downs.** It seems like every week in Princeton I read about tear downs. **Tearing down the smaller single-family home to replace it with a much larger single-family home, by definition, exacerbates the housing crisis.** There are fewer and fewer affordable homes for people in our town. What can we do about that?

Matt: Well, if I may, could I put you on the spot and see if you have ideas about that? The portion of this talk is: What are the ideas that we have to say: " We've identified an issue - *Tear downs that are happening throughout Princeton.* So perhaps there are ideas in the room from folks, all of us here? What might we be able to do about that? It doesn't have to be a perfect solution. But the idea is you can start generating some ideas that might be valid approaches.



Michael Floyd: *I have the view that you can't do anything about it. Because so many houses in Princeton are undersized compared to the zoning. So, many developers are tearing down and building bigger houses. Yes, but they comply with the current zoning. And, I doubt that the town is going to down zone people's area which takes value away from them. So, I don't see a solution to that. This town is filled with starter homes that were starter homes 50 years ago. They don't come close to the current zoning.*



Peter Lindenfeld: I was impressed by the person who mentioned earlier that the school board and the town are really working separately and sometimes at cross purposes. I'm thinking of Marina's presentation, which I found inspiring and beautiful... and opening up the world in a way. And as I think about what's happening to the children and the school board, *I see that we have two levels at which we talk.* We talk about the most affluent and, in the case of the schools, the private schools and parents who want more and more advanced courses for their children. And, on the other hand, those who need more help...those who will get little help at home sometimes: **the population is bifurcated.** As is true for Housing. As is true in a number of other ways. While we're talking about the middle, the affordable middle, the desirable middle: **We have to satisfy people at both ends.** And, we have to work in the schools both for those parents who want the best

education for their children with advanced courses. And, then, at the other hand, those who for various reasons, do not get the help that they need and do not get the push toward a different life that they need. I see that both in the **schools** and in the **housing** and **in the town as a whole**. *We have to be welcoming to the diversity* that has been mentioned for people... *not amalgamating them into one middle*, although perhaps that tendency should be there also. And a lot of what Marina said before, resonates with me as in the fight where she said that we can't just have affordable housing everywhere. And we can't just have the affluent everywhere. But on the other hand, we have to have a welcoming atmosphere for a much greater diversity than we have right now.



Jamie Herring: Well, I just don't want to make this an educational forum, but I think Marina's presentation was terrific. As to the challenging question on school and income: one thing that should be mentioned... to have middle/upper income housing here is very tied to the quality of schools. They benefit each other. With more upper income, there's an ability to get more funds to make the schools better. Better schools contribute to real estate values, which then provide a higher tax base. I know that's challenging for some but a higher tax base helps us afford all of the other costs as well. It's very tied together.

Matt: For those who have questions in the room: are there those that are still on the thread of housing and schools, so we can keep on with this thread... and then move on to others, as we transition.



Nate Myers: So, I'm a child. I'd like to advocate for myself here, and say why **I actually appreciate density**. I had a brief month and a half stint living on Tulane, over here, as we were moving and I want to say it was one of the best experiences. Probably **the happiest I've been living somewhere... because it was in the middle of town**. Even though it was actually a single-family house, **I would have been completely content living in any other type of housing. It was in the middle of town and that sort of density allowed me to not only walk and bike to school, but also walking to my friends... walking/bike to businesses in town... and being engaged in the community ...walking to work in the library at night to do my homework, and all sorts of stuff like that**. I felt the immense benefit of living in somewhere more urban, and, not living in the suburban sprawl on the outside of the town center. So, I want to say that, yes, as a child, I would benefit from density very much and will be very supportive.



I grew up in an affordable house. I lived there for 14 years. My mother paid \$14/month rent. I think the biggest part of affordable housing in Princeton is the opportunity for poor people to get into such housing. Now when you look at how your organization is set up, Princeton is 10% of Mercer County. But the way your affordable housing for the poor works, it's handled by one organization that will not allow people who live and work in Princeton to apply **first** for affordable housing. The result of that is that you get people from all over the world applying for affordable housing in Princeton. The problem is that we are beautiful and we're attractive. The NJ Supreme Court decision needs to be reviewed so that people who live here actually have an opportunity for affordable housing according to population density and according to the amount of space available.

Anon: The Supreme Court doesn't care. If they cared, they would have done it correctly.



Don Rappoport: The graph that you showed an increase in middle and high income people and an increase in affordable residents implies that in the not too distant future, there's going to be a bigger net gain of school-age people in town. So, I believe we have to start giving serious

thought to having another elementary school and I think the Westminster Choir College site may be the place to put it. Thank you.

Matt: Thank you for that.



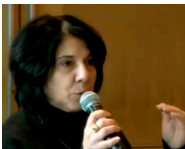
Kate Warren: We really appreciated your thoughtful process of unintended consequences of doing nothing. But I'd like to say about having a Princeton preference: there is a preference in town, and in our region. We are Region Four of the state. And the preference can be for people to work or live in Region Four, but, it's not limited to people who already live and work here in town. As a point of interest, AvalonBay, for instance, you know, has 56 affordable units. I believe **the wait list for Avalon Bay is close to 10,000** who want to be here, but the waiting list for Region Four is 2,000 people. So that is something that needs to be looked at.

Kim: I think it might be helpful to people if you say who you are.

Kate Warren: Sure. Well, I have lived here for 53 years. I'm also the Chair of Princeton Affordable Housing.

Kim: Matt, if you can introduce yourself.

Matt: I apologize for that. I set a bad precedent. I'm Matt Mleczo. I'm a graduate student at the University and I live here in town on Bank Street. I study everything you are talking about: affordable housing. It is my vocation as a researcher. I work as a research assistant in the Eviction Lab and I am a colleague with Mrs. Warren on the Princeton Affordable Housing Board.

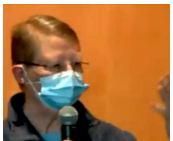


Michelle Lambros: I'm Michelle Pirone Lambros, a Member of Princeton Municipal Council. This is terrific, Marina. Thank you for taking us through the nightmare scenario. I had a couple of points I want to make. Going back to the income disparity in terms of the schools and its children. I just want to mention that it's the resources that middle-income housing will bring. It's not just that we have the disparity between the very wealthy homeowners and the renters in our affordable housing. If we don't have any middle-income housing stock and you're squeezing that out, you're losing the resources that pay for the schools, that pay for our sewers. It takes a lot of money to fix those potholes and keep up our streetscapes and so on. I just wanted to bring that point up. I do want thank you very much for bringing us through that very good thought process. And I just want to mention to you that when we're talking about housing prices and housing stock, you know, **it's the land value, right?** It's the value in the desirability of our town. **Really, the only way to have that middle-income housing is to figure out density. I grew up on Linden Lane in duplex that was owned by my father and mother. My grandparents lived in their own duplex downstairs. We do have a tradition in this town of multifamily housing on single lots.** Somewhere along the line, it became more exclusionary thanks to zoning. So you know, it's the ordinances. **It's the underlying zoning that's prohibiting that type of housing stock to exist.** We're moving in the right direction: the ADU ordinance. Yeah, I mean, it may not be creating all the middle-income housing I mean, and but it also provides a revenue source for the people that need to have some income that helps them stay here. and to age in place, maybe in the smaller unit. Or, it could be something that could be purchased as a starter home. Our ADU ordinance is extremely progressive. Many of us can actually sell separately our new ADU. So, that helps create generational wealth. And mitigates the generational wealth gap. There's a lot to unpack. It's really wonderful that you're bringing all of this forward. Thank you.



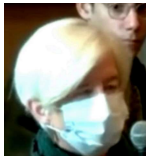
Matt: Thanks, Michelle. Before we move on, there was a **issue of tear downs** that was growing up right away. And we moved on, I believe Marina

Marina: We hear this a lot. This is a very common concei But are you sure you don't have any suggestion? After listening to all of this? What I would love to hear from everybody. Just stop for two seconds. 30 seconds. And say "What can we do?" "What do I think should be done?" And look, we all have ideas. We would like to hear from all of you. So, let's stay on this subject for just a few minutes because it's a hot-button issue and everybody wants to talk about it. And rather than us, trying to give you the solution, we would love to hear from everybody, your neighbors and your friends. What other solutions people have.



Valerie Haynes: I listened to Michael Floyd, and I think he's right. We're going to have tear downs. There have been properties where it doesn't make sense. To try and rehabilitate the existing house. The example that we saw in the beginning, the house on Dempsey that was the small house that was torn down and is now trying to be sold for close to 2 million dollars. That is in my neighborhood. I'm very familiar with that property. **What I would have loved to have seen in the zoning for that neighborhood is quarter-acre zoning is that encourages a duplex or even a triplex.** It's a fairly deep lot. There's room there. Instead of allowing only one single-family house to be put on that spot, That's what we need to change. That zoning! Because now you have to tear down that small house that you don't want to renovate. And, you have to build what the zoning allows. All the zoning allows is a single-family house. It becomes much larger because we're going build to the maximum so that you can sell it for the maximum price. It's the economics. You want that property owner or developer to be able to make a profit because they will pay you more for the house that you have. So, in our zoning, if we give more options, then we will see more variety, and not to all the fear we have of McMansions.

Marina: So, thank you, Valerie. Next time these zoning regulations come up, our Town Council will be looking for people to speak up. Guess what we all can do? Just think "What can I do?"



I think **we need to start looking at models for zoning change and begin to create a community process where we're asking for, not waiting, for the town to tell us what they're interested.** So how can we look at models? What would the process be? Start to get involved How do we do it? But that's not a specific suggestion, so much as a general one, of where we need to go.

Kate Warren: I think what might be tangential to this: I recall that the last revaluation that our town went through was probably 20 years ago.

Anon: 2009

Kate: At that time, as I recall, the methodology that the town chose to use, **created land values much higher than the capital improvement upon the land.** So my question to the town... for thinking about, I'm sure the reevaluation is coming up again, because it's mandated by law. No?

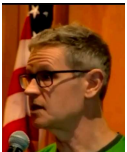
Anon: We do we have... [inaudible]

Kate: Oh, well, so, that's too bad because I was thinking maybe we could go back to a different methodology. You know where the land wasn't so out of touch with what was upon it. And I think that's

part of the problem here that the land is so much more valuable than the home. Thank you.



Jamie Herring: So, a couple of things: in terms of precedent or examples of benchmarking. Princeton is fairly arrogant, in terms of thinking they're unique. There are a lot of great towns all the way across the country that have examples that have been set. You can pull from them a model... that not just from one town. It's just you can pull things from many communities. There are a lot of terrific new planners out there, throughout the country that have experience and can show the benefits of urban planning. The second thing is... going back to the one house versus three units on a property: Developers, certainly, are going to incorporate the cost, but if there's a demand there: **the demand is changing.** One of the demands that's happening out there is, you know, and we're going to show examples: You can take less space. You can make it up by working in light, in more efficient layouts. There's been a huge advancement in how we live. **And, that doesn't necessarily mean bigger.** From the standpoint of developers: they are going to respond. They will respond to the market. And, the market is for that type of space. Three units versus one large one. They are going to do that.



Tom Pinneo: I am both a greedy developer and Vice Chair of the Housing initiatives of Princeton. On the teardown point. **I think 'teardown' is a pejorative term that speaks more to the outcome than the act of removing that building.** We know we can accomplish a few things...and, I think this is where we need to tie everything back to Rich's last point. **What is the city all about? And zoning.** If we can, the model that we talked about on Dempsey: We might all agree that that is actually a teardown because it hasn't served the question of what is the city all about? **What if we thought differently? If we had different zoning and we could have deconstructed that house? We could have provided some job training. What if we recycled up to 90% of the materials?** And, then created housing that serves the question? What is the city all about? And that serves that result?



Josh Zinder: Following up on the last, last comments, I think that zoning is critical, and I'll point out a couple of items with regard to that. But, **I think it also gets into our Community Master Plan. And I think Princeton's Master Plan as it currently exists is flawed in a number of ways.** Just look to the last week's planning board meeting, when you know, they're looking to put an affordable overlay on Witherspoon St. And, even though they had previously approved an affordable overlay of greater area. They spent two and a half hours in the end. They finally advocated for it. But the whole point of the conversation was that they felt it was against our current our current master plan. And, I think that that's where this all starts. We're in the master planning process right now. **And that process should be opened up.** More of us ought to be able to get our voices into that process and engage in those meetings coming up this week. I would encourage everyone to join that. **The problem starts with the master plan.** So, as an example of problematic zoning: **R4 zoning where I live, you know, requires that you have a lot that's 12,000 square feet.** I think something like **75% of the lots on our street don't meet that 12,000 square foot requirement for R4.** I may be off on that.

Anon: It's 6,000.

Josh: But I also know that a two-family requires more...

Anon: Yes, more than 12,000 ft.

Josh: So, the larger you get...to a multifamily in that zone, you're again

penalized and it should work the other way. There should be an incentive. You know, a street like Jefferson, which is primarily two-family homes, and, everybody, I mean, goes there on Halloween. It's amazing. Everyone considers it one of the most beautiful streets in town. But, there's two family-homes. **It doesn't mean that it's going to make anything aesthetically less pleasing. We should be incentivizing two and three family dwellings.**

I think that part of the problem with that whole thing comes to the way we calculate density. **We don't calculate density on the number of occupants, or the number of bedrooms, like most municipalities in New Jersey, do. We base density on the number of habitable rooms.** So, if you have a living room, a tiny room, a den, each one of those counts towards density. So, you know, by the time you put a two-family home in there, and you want to have a dining room and a living room for each of these, you've already exceeded the density requirements. So **how we calculate the density is a problem.** So, that's R4.

Then in some of our more dense zones, I would argue that ...I know Bob Hillier has a really wonderful presentation on this...That **we should be encouraging micro-units.** Right? Now, **we have an issue with immigrant communities in our town, living in some of what we would say are more** [I'll put it in quotes] **'affordable buildings'**. And **the reality is there are two or three people who are living in a single bedroom, sometimes up to four people living in a room.** That's a fraction of the size that it should be. And the problem comes down to when a developer comes in and wants to develop a site. All of a sudden, they are somebody who's "evil". They're going to be displacing people. **The reality is we have the ability to create zoning that encourages things like micro units, which will then make those units per square foot basis have value to the developer and on a rentable basis have tremendous value to the people who are in need of that housing.** And at the same time be legal as opposed to right now there's just problematic housing, I should say, throughout.



Bill Moran: I was born here. I've lived with my family on Wiggins St. here since 1985. At 3 different locations. Wiggins St has multiple family homes all over. Almost exclusively multi family homes. One that was torn down by Barksy was on the corner of Jefferson was turned into 4 dwelling units.



Maria Juega: I've been looking at building an ADU on my property. I have a quarter of an acre on Robert Avenue. And **what's stopping me is the huge expense and investment that is required, which is not just the building itself,** but it's all the **permitting** all the legal work all of the permits that are going to have to be obtained **creating the condominium** blah, blah, blah. **The ADU ordinance is a fantastic step** towards creating the right kind of density, as it's been discussed before, but I think we need to go one step further. **I would suggest that we create models that would facilitate the process. This has been already started in California where the municipality creates pre-fab models that are pre-approved, so you don't have to re-create the wheel every time. I need your permit application that goes to the planning board. Also, I suggest creating a network of builders, attorneys and financing institutions that would provide affordable loans for this kind of construction.** All of this would be very helpful and would lower the cost of ADUs, I think significantly, so that people like myself could build many new affordable housing units that are available and affordable to low-income families and do it in a way that allows me to remain in place. Thank you.

Kim Dorman: I just want to share some comments from the Zoom audience. **Sarah Jordan** says "It's not the Zoning Board's fault. It's the Zoning Regulations. How can we change the zoning to allow for **more density in in-town neighborhoods and beyond?** And **Wendy Mager** says "**Why can't the town invest in templates for higher density that is lovable from childhood architects like Marina? Having pre-approved templates would incentivize developers to build in accordance with them.**"



Edward Truscelli: I with Princeton Community Housing, I want to build on something I was just said a minute ago. There is a model there is a format you know, for making affordable housing a little bit easier to realize and, also, to be able to compete with some of the developers who have a network already built in and can acquire properties, or show interest in properties a lot faster and in a more nimble way than a nonprofit like Princeton Community Housing can. And, just to prove I'm not a zealot for 100% affordable housing, **I'm talking now about integrating housing in the fabric of neighborhoods.** And, one of the ways to do that is a **Community Land Trust.** It takes on the format that you just mentioned, and enables an organization such as a community land trust to be as nimble as some of the developers to get out there in front and place a proposal down on a piece of property... know about it ...and have the resources both financial and otherwise...as well a team of people available... to develop those properties for a variety of uses, including affordable housing. And I'm not the expert on this. I just wanted to introduce that topic because that's something that we don't have here. And, we're such a progressive town. I don't live here but **I will call myself part of the town because I do work here** and I think it's odd to me that we don't have a community land trust here. It really is.



Anon: A couple comments went back to the sort of beginning of the meeting. First of all, I live in Riverside neighborhood. And, it was one of the tear downs. I live in a house built in 1960, which we call **the pool shed** in our neighborhood, because that's what it looks like. Okay, compared to all the houses around me. I just want to point that out. The question that was brought up earlier was about **the availability of walking and biking.** Okay, to me, the most dangerous place in Princeton is crossing from Thomas Sweets over to CVS. It is a deathtrap, especially at night. I can't understand why it's not fixed. There's people playing there. My point is, obviously we need to improve communication, which was brought up earlier as well. We can't satisfy the people who don't want to do anything. We can't satisfy the people who want to do everything... without compromising. So, I think one of the things we need to do is figure out how to compromise more and communicate better so that we can come up with the fairest solution.



George Stein: Well, Hi! My name is George Stein. I am also a member of the Zoning Board of Adjustment. Just speaking for myself here. I would like to see sort of **two actions** as possible to come out of today's meeting. One of them would be in effect, a **task force of the council to create a zoning**, permit duplexes, maybe triplexes and also to examine the **Cottage Court concept** to see how that can be **integrated in a lovable-living way** within this township. In other words, What is the minimum size of a lot? What sort of side yard, rear yard setbacks would be required? And, so forth. All that will take a fair amount of work to do. I would certainly be glad to contribute to that effort in any way I could. The second action would become a main goal for a graduate student: if all the ADUs that were possible were built... if all the Cottage Courts that were possible under reasonable zoning were built. **What sort of economic analysis would that result in terms of the diversity curve of the economic distribution in Princeton? Would you get a**

sizable bump in the missing middle? You know, this, I'm sure there's economic problems, economic analyses far more difficult than that, and I'm sure there's a fair amount of data that can be brought to bear on this...That could be a PhD thesis!

Matt: I can briefly address that second part. The data and the research and evidence is absolutely overwhelming. That **exclusionary zoning is inflating housing prices and is the major reason why we remain so segregated both by race and class in the country.** The problem is that what you're suggesting is almost impossible to study because there are very few places that are reforming the zoning in the way that you're suggesting. We don't even have the case studies to do it. **Because municipalities and those that have the power to change zoning aren't doing it.** Now that's changing slightly more recently in places like California, Oregon, City of Minneapolis, the state of Connecticut in some ways. So there's energy moving in that direction. We're starting. It's been a few years now, so we can start to study it a little bit. But, there needs to be more. And, we can only study it **if we have the political will to start getting this through.** But I mean, you can argue from the opposite that we already know the impediments to... controlling housing costs... to integrating our schools...our neighborhoods. We already have that evidence, and we've had it for decades. I think we have time for like one, possibly two more questions.



Dosier Hammond: Thank you. I live on Leigh Avenue. I'm also a member of the Affordable Housing Board. I'm speaking for myself today. There's been a lot of emphasis on the missing middle today. I was hoping for more emphasis on affordable housing itself because the people who were being pushed out of Princeton are in the middle, but there is much more being pushed out at the bottom. We used to have market affordable housing here. And, that's only happened in the last 10 or 15 years. I just want to say that the definition of missing middle was very interesting to me because it was defined as \$165,000 for adults. I get \$90,000 a year, and that's the accepted 40% of your income going towards your mortgage, which is perhaps unlikely. Number one. **That's so much more than most people probably earn in this town,** and definitely outside of Princeton. You know, **it's not middle class.** I don't, you know, and you're also saying \$165,000 and above. **What to me, the middle is anywhere from 35% of median to 65% of median income would be the missing middle** that. You're actually talking about people above that. And, so I think we really, and unfortunately, we're all trying to come up with answers about what's going to make it better... I agree that it would be encouraging ADUs, to change zoning to encourage a lot of that... But there will be need for other programs to try to help keep a **working class** here, as well as a **middle class here.** And, perhaps, we even need to know what the middle class is here because I think we've already been far too long in addressing this issue. Thank you.

Matt: Okay, so we'll do one more question and then

Kim: I just want to say this is one of many programs and many opportunities to address this. So this is not your only opportunity.

Michael Floyd: Dovetailing with what Dosier said. And, earlier about terms. You know, **missing middle is a very nebulous term. And it's not the same as middle income. Middle income is closer to two thirds of median income by family size.** Up to two times median income. Missing middle in Princeton just, you know, kind of talks about it...and is trying to solve that real problem. It covers a lot of people that are actually considered affluent. So, as you try to solve that problem, and it's so wide with the extra people that are above middle income. It's hard to solve the problem. Now, in a free

society you can really zone to only help people making two times median income. And, so think about what are the solutions **for the true middle income** and not trying to deal with people that are way above that, those that you still have in the missing middle? And **lastly**, I support you know, changing zoning, as was discussed. I've spoken about it before. Duplexes and, and Triplexes. But when you create a duplex in place of a single-family home, you can build the duplex, but the duplexes now sell for a million each! **That doesn't solve your missing middle or your middle-income problem.** So what are the solutions to that?



Matt: Anybody wants to have that conversation. I will be out in the hallway afterwards. You know, to Kim's point, we only have until noon. So, this conversation could go on forever. We're are going to do additional meetings to continue to sort this out. **We can come to a consensus.** As a communicator, just to give us some thoughts as we leave, here are some ideas that I heard throughout this session:

- **reforming zoning** that was by far the one that came up the most and some ideas about that **a task force to look into possible recommendations, reforming zoning to promote ethnic racial class diversity, to allow a diversity of housing types such as duplexes. triplexes micro units ADUs:** all things which are extremely difficult, if not illegal to do in our current zoning
- **reworking the Master Plan** and thinking clearly about the ideas being discussed here, and
- **how we memorialize** those going to the future.
- **strengthening coordination between our school and housing policy,**
- **public programs or public private partnerships to promote innovative housing models such as deed-restricted, affordable user community Land Trust.**

In the 40 minutes we had...that's a pretty good list of ideas. So, keep thinking about this stuff. Keep marinating on it, because we're going to have further opportunities to continue to discuss this and I know we got a bit of room but I and perhaps others will still be out in the lobby to continue the conversation. So again, **thank you everyone for being here.** Really.