

From: MELODY MASI
Sent: Sunday, July 13, 2025 7:29 PM
To: Town Council Mailbox <council@town.barnstable.ma.us>
Subject: Bornstein agenda

Dear Town Councilors:

I've known Stuart Bornstein since the 1960's and know that his priority has always been Stuart Bornstein. He has acquired properties and built on them with no regard for environmentally sensitive concerns, for decades. This must stop.

I agree completely with Eric Schwaab's points and suggestion in his letter, below.

I think it fitting and in line with taking some first steps, to right some of the wrongs of our town, to create a Joe and Dolores DaLuz Conservation Area.

We need to keep the heat on Stuart Bornstein. In my opinion he's not doing what's right for Hyannis.

Sincerely,
Melody Masi

At Thursday's Town Council meeting, there's an item on the agenda that should concern everyone who cares about fair housing and responsible development. The proposal would allow Stuart Bornstein to shuffle affordable housing units from his prime properties on Main Street and School Street to a less desirable location—behind the Taco Bell on Barnstable Road.

I've read this agreement multiple times, and I keep asking the same question: What is the Town getting in return for accommodating Mr. Bornstein?

The answer: Next to nothing.

Once again, the Town has allowed itself to be bamboozled. Tell me I'm wrong...

The proposed Development Agreement—2025-195—would let Bornstein consolidate seven affordable units at 310 Barnstable Road to satisfy requirements for three separate developments:

5 units - Dockside (110 & 115 School Street)

2 units - Cape Cod Times building (319 & 331 Main Street)

3 units - 310 Barnstable Road

This might look like compliance on paper, but it's a financial sleight of hand.

Just look at the math for the School Street property alone. By removing five affordable units from that prime harbor-facing site, Bornstein frees up space for five market-rate units—easily worth \$1 million each. Replacing them with upgraded units at 310 Barnstable Road (at, say, \$500,000 each in development costs), he nets a \$2.5 million gain. Add two more units from the Cape Cod Times building, and Bornstein walks away with a cool \$3 million windfall.

Meanwhile, Hyannis loses walkable, downtown affordable housing—and gets nothing but a few extra bedrooms behind a fast food joint in return.

The Town should demand more in return.

A simple, tangible ask: Bornstein owns the parcel at 32 Pleasant Hill Lane, currently for sale for \$1.2 million. If he wants this luxury deal, he should donate 32 Pleasant Hill Lane to the Town as conservation land.

Bornstein still walks away with \$1.8 million in profit—and Hyannis gets its first and only named conservation area: The Joe and Dolores DaLuz Conservation Area has a nice ring to it, doesn't it?