

**GOFFSTOWN ECONOMIC DEVELOPMENT COUNCIL
MINUTES**

March 2, 2016

PRESENT: Chairman Steve Langley, Vice Chairman Charlie Tentas, Tim Redmond, Andy Cadorette, Selectman Mark Lemay (BOS Rep), and Assistant Town Administrator/ EDC Coordinator Derek Horne

Chairman Langley called the meeting to order at 6:30 p.m.

APPROVAL OF MINUTES OF FEBRUARY 10, 2016

Tim Redmond moved to accept the minutes as presented, seconded by Andy Cadorette to approve the minutes as presented. Vote: 5-0-0. Motion Passes.

OLD BUSINESS AND NEW BUSINESS:

SpringFest:

Derek said there was a discussion on what we should present. Derek pointed out that he had given everyone 3 different types of information that we could present. He showed a sheet which was strictly statistical information that came right out of the survey responses. On another sheet was more statistically information presented in another way. Then some of the questions we had quite a bit of, with written responses said Derek. He explained they could enlarge these sheets and put them up on poster board. He said he was looking for additional feedback on questions. He added there is also the tri-fold brochure that Southern NH Planning has prepared for the Certified Sites program that was adopted by the Planning Board in the fall.

Tim Redmond asked if these would be available in quantities so we could set them up. Derek replied yes, if you want to go forward with these then he would have them professionally printed up. Tim questioned if Derek had received this in email form and then just printed it from the computer. Derek responded that is what he had done. Tim didn't think they should spend money on professional printing. He felt that if they could use their resources and print 10 or 15 of them that would be adequate. BOS Rep Selectman Lemay thought this looked pretty good. Other members agreed with using what Derek had printed up. Derek said he thought that highlighted "Ready, Set, GO!" program. Derek said he could print up more of the survey results. Then if anyone was willing to help him set up that would be great.

He said we also talked about highlighting some of the Town's natural resources and also the "Welcome to Goffstown" sign. Vice Chairman Tentas asked if they could use the one they had gotten from the sign maker which showed the 2 poles and enlarge it. Derek agreed that could be done to show the actual sign. Vice Chairman Tentas suggested they could put it up in the background to show something they had accomplished.

Tim said under the 3 greatest disadvantages for Goffstown, on the estimates of the costs of utilities, we have no direct ability or input on that, do we? No said Derek. But this came out of some the answers to the survey about what people felt. He wondered if they should point out that the costs are not significantly higher than other towns in Southern NH or do you try and dispel any of the items. He said again this is what people felt were their greatest disadvantages.

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Andy Cadorette said we can't control what people think. Or do we talk about what we are doing with the Solar program? We could talk about our Energy Committee. Or about the opportunities for homeowners to reduce their fuel costs, he suggested.

Tim related to the Board what had been shown on "60 minutes" about the "net metering program" in Arizona. He said if our legislature is considering "net metering" it's going to kill the solar industry because it has to do with how the electricity gets to the grid. He said it's putting energy into the grid but it's not putting in any money to the grid for maintenance. He said "net metering" is not good for the whole solar energy industry. It was pointed out that NH does have "net metering" and Derek said there was a cap and the Legislature was considering raising that cap. Tim said the industry wants a cut for the costs for lines, employees, etc. Another member said but don't they give you less than what you pay? Tim replied in the program they said people who are paying 70 cents per kilowatt are given a nickel because the industry is claiming the cost of maintaining the grid. So they are making 65 cents a kilowatt said another member. Tim said it was good idea at the start but I hope it doesn't have a bad ending like electric cars that aren't paying the gas tax.

Chairman Stephen Langley said what the solar company wants is for you to have panels that cover your use so you are not in the position to be able to sell back too much power. The Chairman mentioned it's an interesting topic but we are getting a bit off topic.

Andy returned to looking at the materials for the booth at SpringFest and offered some suggestions on wording and he liked the idea of having just 3 posters. Derek agreed to what was suggested. Tim asked if the size of letters on the answers indicated the importance of the question. Derek explained how he analyzed the responses which were open-ended based on how many times certain words were used. Tim said so the smaller the type the lesser amount of times a word was used. Derek said the statistics on that technique could be provided if anyone wanted it. Tim suggested an explanation be put on the bottom so people would understand it. Derek agreed. Andy thought it was a great visual adding it gives people a quick sense of what people are thinking. Tim said it does give a basic overview of how the surveys were answered. Derek said that might be a good title "What were people thinking of". Tim suggested comment sheet be at the booth so people could make a comment anonymously. Derek said they could do that.

Some other minor suggestions were also made for which Derek would make some changes on the material. Tim finished the review by saying he thought what Derek had done was excellent.

EDSAT - Economic Development Self-Assessment Tool (EDSAT):

Derek informed the Council that he had gone through the contract and making a presentation was not included in it. He said they are willing to do it as late as 4 p.m. He explained that the Town Administrator had reached out to the Board of Selectmen, who will be going to a schedule of meeting on the 2nd and 4th Mondays for meetings and so they were thinking about maybe Monday, March 21st. Otherwise he (the presenter) would be willing to do a Saturday said Derek. Tim asked if this would be done prior to the BOS meeting. Derek replied it would be done in lieu of a BOS meeting and done on one of their "off" weeks. When asked he added that the meeting would be about an hour to an hour and a half. The Council was okay with this date and time for the presentation.

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Recertification of Economic Revitalization Zones (RSA 162-N):

Derek said this is an in-depth one so he was just going to touch upon it and ask that the members review his lengthy memo on it.

He said there were four Economic Revitalization Zones that were designated in 2010 by the State of NH after recommendation by the Town EDC and Board of Selectmen. Those were located at Tatro Drive Industrial Park, the Pondview Industrial Park (which are the radio towers), and Gentle Slopes which is just south of Hebert's Auto yard and across Rt. 114 to the Benchmark site.

That law recently had a change that says those shall be reviewed every 5 year. So I received notice last week that we should review them and make recommendations for re-certification. These zones provide business owners with the potential to have tax credits; they have to meet certain criteria and there is a pool of money which is budgeted in each of the State budgets, so there is no cost to the Town. I would like to review these at the next meeting and discuss if we should make a recommendation to recertify and then take it to the Board of Selectmen.

Derek said on the second page is a timeline. He then went over the steps on that timeline as follows:

3/2/16 EDC Meeting – Distribute information to EDC members for review

3/4/16 Sent Letter to inviting property owners to 4/6/16 EDC meeting to discuss ERZ designation

4/6/16 EDC Meeting – Discuss designated ERZs. Make recommendation to the Board of Selectmen about recertification.

4/11/16 Board of Selectmen Meeting - Present recommendation to Board of Selectmen for submission to Department of Resources and Economic Development

Tim asked for Derek to go to the map to look at the Tatro Drive site. He said most of us think of the Tatro Drive Industrial Park as being a small area. He asked how far south does the gray area shown on the map extend? Derek said he had attached to his memo each of the applications that were submitted to the State. Derek replied that Tatro Drive is the second one and there is a map which identifies which specific parcels were included. Tim said so it does not go as far as the shaded area on the map? No, that is a zoning map and that is the commercial industrial flex zone through the corridor answered Derek. It really goes where the Shell Station is and up to where the tower is and it goes to where the Veterinary is as well as the Self Storage is and the lot next to that.

Tim asked if they are restricted as to how much we can recommend. There is and I can provide that information to you before the next meeting said Derek. There is a certain percentage that can be designated by a town and recognized by the State. Tim asked is that a total town-wide.

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Derek said it is a total town-wide. I don't recall what the percentage is off hand. It has to be unused or under-utilized industrial land or vacant land or structures.

Tim wondered if they could consider that of the areas that are designated, what is the potential of those areas. Let's talk about Gentle Slopes for instance and its potential for being utilized as opposed to zones along Rt. 114 he said. Maybe we want to consider switching the numbers around he added. Chairman Langley said are we close to the cap; I can't believe we really would be. Tim said it should be considered at the next discussion of it. Okay said Derek. Either expand it to the maximum, and if that doesn't get us there, then maybe consider the Gentle Slopes Industrial Park which has had no interest in anything that I can remember said Tim. And maybe transfer some of that to the properties along the Rt. 114 corridor south of Tatro Drive. He noted there is a large parcel there and then under the power lines there is a huge flat parcel that is directly accessible to Rt. 114. That was all part of that TIF District as I recall that goes down to the safety complex down there said Tim. Yes, replied Derek. Tim added that he thought that land would have a greater potential than Gentle Slopes does.

Benchmark Industrial, I don't know what is going on there said Tim. Doesn't Saint Anselm own that asked Tim. Derek said they do. Tim asked is there any chance that they are ever going to do anything with that. Maybe they just want it for their use someday. So maybe a question to Saint Anselm and maybe you could pull the Benchmark property out said Tim. The Council could decide that. And we still have another grey patch in the village district up there that is not recognized at all. Correct replied Derek. And is that property along Depot Street asked Tim. Yes, where Northeast Sheet Metal is and some of those properties answered Derek. Tim asked are they all utilized or are they under-utilized. Derek said there is some vacant land there. Tim suggested they take the big picture into consideration of these areas and may do some switching.

How long has this been in effect asked Tim? Derek said I don't know how long this law has been in effect but in 2009 the Town submitted these and they were approved in 2010. Tim said so they've only been at it for about 6 years. Correct said Derek. Has anything happened as a result of this, in terms of taking advantage of the revitalization tax credits asked Tim/ Derek replied no on three of the properties; I'm not sure on the Tatro Drive one. Tatro Drive is the only one that has been developed. The other 3 have not said Derek. Tim said well, I know there is interest going on down there in the village district so maybe it's a discussion that could be had by the Council and consider re-designating some of these properties and maybe removing some if we reach that potential. Or adding said another Andy. Andy supported talking to some other property owners. Have Derek reach out to them and see if they want to be involved with this he added.

Tim asked what are we limited to, any property in the town or only industrial or commercial flex? Derek said it has to be an unused or under-utilized industrial park or vacant land or previous structures to be used for industrial, commercial or retail purposes. Tim noted that retail is kicked in there that opens the door for more retail.

Chairman Langley asked if they wanted to identify some properties and do it at the next meeting. Derek said I think we have 2 issues, these 4 that are on the map that are up for recertification, so if you are not near your cap (which I will look at and let you know – I can do that tomorrow) If you are not near your cap, I think you can consider these without putting others in jeopardy and

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then if the council wants to look at other sites at a future meeting when there isn't a deadline ahead of us. I wouldn't want new designations getting confused with the recertification and potential loss of site that already have this designation. Tim responded except if you lock in these sites and we are at our potential. Derek said if we are at our potential then I think that's a discussion we need to have at the April meeting. Derek said I want to say it was 10% and that was of the potential town wise size. It is a very big number and I think there are over 160 sites designated statewide. Tim asked we utilize 10% or we have a 10% balance. Derek said a 10% balance. Tim added well then there is a discussion as to whether we want to certify these properties because once you recertify them then you locked that land in. You might think about pulling something out.

Chairman Langley asked if there was anything else on that. No replied Derek. And who signs that the Select Board asked Tim? Derek said that is designated by the State after recommendation from the Town so it would be the Board of Selectmen making that formal recommendation for recertification in this case. Tim noted that someone has to sign the recommendation. And that is the Board of Selectmen he asked? Yes said Derek.

ROUND TABLE DISCUSSION WITH REALTORS AND PROPERTY OWNERS:

The Council members introduced themselves to the two persons present for this part of the meeting. Goffstown Main Street Director Peter Grigorakakis was present and so was Eric Fletcher. Later they were joined by Reggie Moreau.

Chairman Langley explained that they had invited in people to talk about economic development and what their thoughts are on economic development in the town.

Derek added that the EDC had set this up to better understand and improve the business climate in town so they had invited property owners throughout town and stakeholders as well as realtors in the town to discuss with us what the current market conditions are and what specific needs might be in the village and in Pinardville. Also any development issues or anything that Economic Development (Council) can help them with to improve he asked.

Peter asked if the Council had any material they should look at. Derek said no, but I did work up a list of questions. Derek asked Peter, you meet with people coming into the village, is there something that you are seeing that Goffstown could improve, whether it's a process improvement or something to attract more business into town?

Peter responded that from what I have heard the Board of Selectmen and this Board have been trying to improve the processes or at the very least making sure the processes is easier to understand, for businesses who are coming in. So when I come into the office there is direction on this is what you do and having to figure out all the permitting you need to get. So I'm happy to see that is already happening. He asked if that was something that was pushed from here (EDC) or from the Selectmen. Derek said it really started here as an advisory committee. The EDC is really an advisory committee to the Board of Selectmen.

That's great said Peter. He said we do marketing. Our new website is coming out. Our new version of it is coming out next week. We noticed that you go to the town website and you Google Goffstown there are some things coming up but for the most part you are not finding

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welcome to the Town; here is what we are about. In fact the Goffstown Main Street website is still one of the first ones that comes up. And we have an old website that's out dated and it's still the first Google hit. He said about 35% of our effort is making sure people know what our organization is, but the majority of the focus is about making sure people see the town that we see when we live here. He said one time when I came here, I kind of use it as an example for people that when I went around the table and asked what do you like about living here (it was mentioned) because of the community here in Goffstown. So if we were going to say that then I wanted to make sure that we had a website that visually says that. And the reason being is when you want to attract new residents, it's great, but it's also to attract new businesses as well. It's what you can get if you come here. That's something we are already working on – it's making sure they see all of that.

Peter added when it comes to the business climate, how it is to interact with the town, I've heard things all over the place. I'm not going to act like I have a direct opinion on that. I've heard people say its way too easy to work with the town and get permits and moving forward and I've heard other people say it's too hard and it's too expensive. You have been at this longer than I have. I wonder, what's your opinion on that, he asked. Chairman Langley said we want to get yours.

Eric Fletcher asked do want to hear mine? Yes agreed the Council members. Eric said I just found out its going to cost me \$4,000 to just walk to the town and present my proposal to add a structure to the Round Building right behind the Town Hall here. Right off the bat, I'm like I've got to spend \$4,000 and I don't even know what my odds are of possibly getting this done. Some people tell me it's in a historic zone and they (the town) are not going to let me do anything with it. I've heard a few different things but just to me the \$4,000 is already a risk to me (a red flag). I want to know more before I go in and invest. One of the members asked what is that \$4,000 for. Eric replied apparently that's what I was told put aside to talk to the Planning Board and the Zoning Board. He said I was working with an architect who was starting to put some numbers together for me and they are looking at how much land I have and what size building I could put on it; what might be the different options.

Derek asked so that may have included some of their fees as well? Possibly, said Eric. But that was the number he gave me just to be prepared to go to the Town and get started with my processing. And that's only one piece of property of the many that I want to try and get something going on.

Tim responded that I don't doubt what you are saying but I don't like to take anything at face value without knowing what's being charged. What numbers are being charged to you? So if you are going to make that statement in a public meeting here and ask us to help you with relief, I'd like to know what we are talking about. I don't doubt what you are saying but I'd like to know is it noticing fees for abutters, is it application fees for the Town? What are the fees involved said Tim. Is it a sewer hookup fee asked Tim? Eric replied I was surprised. I didn't think I'd have to pay any fees to go and present a proposal. What do you want to do, asked Tim. Did you want to go to the Planning Board? Did you want to go to the Building Dept.? I need to know what you are talking about. Are you going to the Building Dept. for a straight up building permit? I want to know what you are talking about. Eric answered its zoned Commercial and I'm changing the footprint to go to the Planning Board. Tim replied I understand but I don't

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want to start off this meeting with a \$4,000 figure that sounds oppressive and I can't do my project. Eric said I'm not saying I can't do my project. I understand replied Tim. But it's a statement in the record; I'd like to know where the numbers are going and what you are being charged for, so if anything is going to happen we know which direction you are talking about going.

Andy said I think we are here to hear about the climate. Not to hear what the process is. We are talking about the community. Chairman Langley said I think we need to hear it; it's part of the business climate. Tim said I agree. I'm not disagreeing with anything said Tim. I just want to know where the numbers are derived from said Tim. He added that when Alan Yeaton came in here, he said he thought the water and sewer hookups were excessive for all the units. We had a number. We knew it. Where that money was going to be placed and in whose department it was going to go to. That gives us an avenue to either help that person by trying to negotiate with someone or saying we are sorry that's beyond our control. I just wanted to know what the fees and charges were going to be to put an addition on the "Round House".

Eric remarked that in the next few weeks or in a month, I'll have more of a better grasp of what I'm faced with and I can give you a better answer. I appreciate that said Tim. Eric added I'm interested to know because I'm just trying to budget it all. Trying to figure out what's going to go in first and what's going to fall into place after that he said. Tim said for anybody who wants to do development in Goffstown, who sees a \$4,000 fee to turn tail and walk away saying I'm not going to do it – we need to know where those numbers are derived from. Or maybe they are not real numbers said Chairman Langley. Thank you Mr. Chairman said Tim.

Peter said so the businesses I talk to say - a small handful have not ended up coming into town. They are all small retail or businesses that are opening up right down the road from here or right around the corner. So when I'm helping them out we are not talking about – they are not doing any major work. They are opening up the shop and they are asking me about signage. So it's not really this large project. I guess my question is, obviously I'm thinking about the village because that's what I am tasked with, but our developers for larger businesses from outside who are coming in and saying hey, this looks like a good geographic area where I want to do business for "x, y and z" purpose. What do I need to do? Have we seen any of that at all he asked. And do we need to do anything to see that? The stuff that I've been talking about (I've been here for less than a year) has been this person says they want to do this and that person says they want to do that. And I hope of lot of those things happen. But what's data on here and why would a business want to come here? And either do something that is going to provide that. For me I'd love to see what could provide employment more so in the village rather than just looking at some of the other things we are talking about because those are going to help some of my smaller businesses even more, right? What could attract some smaller firms to come in? But I'm starting to think it's up to us to put that together and put it out there. Is that a wrong thing to think?

No replied the Council. Chairman Langley said that's sort of our goal; to maintain and expand. Peter said the numbers (Eric was talking about) I've different sides of that. I've also heard on the other side, that people think it is way too easy to come in and do a different type of development in the village. If someone wanted to come in and they just get some quick approvals they'll be able to knock down a building and go forward. And you are not really

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deciding whether it's a good fit or not. I came here because I heard – 20 minutes from Manchester, 20 minutes from a major airport where you have tons of traffic driving through here every day and we have a community that people want to live in. Maybe we can attract businesses off of that.

Eric said I've done a lot of research in the last year since I bought my business here in the village, on what's the best for things I can do with them. Is it better to do retail or is it better to do housing? Most of my research is finding out that we have a lot of storefronts that are vacant in the village. So why would I create more retail space if there is already retail space that is available and not taken? So most of my research is finding that my best benefit, is to do as much housing as I can, and get as many people as I can into the village and create rooftops that will support these businesses around us. That's pretty much where my ideas are going at this stage of the game with what I want to do to develop these properties. I'm not opposed to doing any retail but right now it's looking like doing as many units or condos. I am very interested in what the Town is looking to do he said.

Peter responded I'm not saying we need more retail. I'm talking about employment. Where that employment is coming from depends on what we can get and what works in our community. Not to say that that we don't want more housing and we don't more of this. Big picture is if we can get more employment around here then that helps everything else in my opinion.

Tim asked Peter, employment in businesses or employment for people who live in the village who need a job? Which side of the employment side are you on? Are you saying you are promoting businesses to come into town so they will create employment? Or on Eric's side are we talking about more housing so people can be employed in businesses in town? Is there a shortage of people to work in town or a shortage of work for people in town? Which side of it are you talking about? Peter answered I don't know if we've shown that there's a shortage of people to work in town. And it's not even that it's been shown that there's a shortage of employment for people in town. It's just that most of our people are leaving town to go work elsewhere. For a town like ours if you bring in just a small percentage of employment to town, so when I say employment I'm thinking full time employment, family supporting employment. Eric said create development that creates jobs. Peter said it could be high tech he added. So I'm not saying what the data is but the reality is even companies that are going into Manchester in those mill buildings probably couldn't have gone into those buildings 20 years ago. They probably wouldn't have even been thinking of that – these smaller firms. They wouldn't have been outside of the Boston or New York area. They are doing this because they can. Maybe the price is right and the quality of life is right too. Chairman Langley added and I think the people are looking for a different lifestyle. Its different here than what you get in Boston or New York.

Peter said well this is all opinion but I think we share it right? Tim responded you start with the opinions and sooner or later you get something out of it. Peter said yeah, we all share it so why not go out there and voice it. Hey, we love living here. I love being able to work here. I love working downtown and I'm sure there are a lot of other people would too. He added there was a small engineering firm that decided to open up. They developed a nice mixed use place with the office upstairs and apartments off to the side. You could do that he said to Eric.

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Eric said I'd like to pursue all those opportunities. Chairman Langley pointed out that you could use the ERZ credits. Tim asked how many empty store fronts do we have in the village. That answer was not known he was told. He said name a number. Peter said it's actually not that bad.

Eric remarked that original they had done some research to find out what these properties would sustain for retail. I was originally thinking elderly housing because then I would have to fight with getting approvals for overcrowding in the school system. Now I'm finding out that our school system is down in percentages. That shouldn't block regular housing. My properties are all village commercial except for one which is industrial. We were going to propose a building that would house first floor retail, second floor half office and the rest housing on the other levels. That was the original design and then when Neighborhood Works started working with me on it they wanted to place individual 5 unit buildings to be more atheistically pleasing to the town to the center. Building which would be the Craig Joyce building right behind the Church. So building that would look like that I think would be about a 6 unit building; to put more of those buildings rather than a 3 story building. They thought that would be more appealing with the flow of downtown.

Tim asked would Neighborhood Works be a workforce housing project or a market project. Eric answered they would build affordable housing for people. I think any development would be pretty much workforce housing unless they just went to calling it elderly housing. Tim said I think workforce housing is a separate designation and I think there is something attached to that HUD funds. Eric said I've been advised to be very careful about using workforce housing. Tim pointed out that based on the prior workforce housing project, yes, I agree.

Eric said my thought was a plan would be attracting more the getting close to or retiring individuals that don't want to support a home anymore and could live in the village and walk to Sully's and walk to get their hair cut; walk to the Post Office or to the bank or to Howe's. Everything they need is right in here the center, so what a perfect place to live. It offers everything they would need. We thought about doing that first building over on 17 Church and 28 Depot. It would have been a 3 story – 16 units, maybe residential and then the rest was office space and then the first floor might have housed my wife's dancing studio. I'd like to create a function, a place where you could hold a birthday party or a Jack and Jill. There is no where around here for functions. People are always calling me up and asking me. There are no places around here to hold a party or a wedding. Could that be done he asked.

Chairman Langley asked, what can we do, to help you in the town. Eric replied I think being invited to come here tonight – I think just help on getting the ball rolling. My biggest thing is I've got to get my plot plans in place and I have to have something on a drawing to bring to the Town. And then once I have that drawing I can take that to the Bank to get the money I need to build this building. So until the drawing is approved I can't take it to the bank. So that's my first hurdle to get through that part. So now I find out about that \$4,000 number and so that sets me back because now if I am going to get to that next step I'm going to have to...so the only reason I bring this up is you ask why do people hesitate.

Tim replied if you are just doing conceptual I think the only cost is what it costs you for the conceptual. There is no notice to abutters for a conceptual. I know there is a fee to be on the agenda for preparing documents; I don't know what that fee is. There is no abutter's notice,

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nothing like that you just have to do your due diligence and says look I'd like to do this project on this parcel. And whatever it costs you to produce your documents out of pocket. But on the town side I don't think there is any huge expense on the conceptual. Once you go to a full plan review then that's when there's a cost.

Andy asked Derek what's the name of the group that gets together with the Fire Dept. Tim answered its TRC (Technical Review Committee). Chairman Langley asked Eric if he was aware of TRC which does a pre-review? Eric said I have heard something about a preapproval when watching some of the meetings on TV and I was actually talking to Reggie about that.

Andy asked so should we be promoting that so business owners know something about it? Or somehow tell business owners so they know that's available. Is that a flier handed out for people when someone first comes in and says what do I do? Derek remarked that we have the information available at the Planning Office it's called "Concept to Occupancy Group". It also serves as the formal TRC for the Planning Board. You do have to have some type of concept: square footage, what the lot is – a general idea and what it has is building inspector, planner, our Fire Dept., Police Dept. and DPW all in the room at one time. And to start saying well in that space you are going to run up against these issues and we have met with many people on the concept end with I want to open a bakery and I'm looking at this place. And the Fire Inspection officer will say I've been in there and I know what you are looking at – all the way up to they are already in the Planning Board process and they got a fully engineered plan all drawn out and you are doing the formal TRC process. We do both. That is something our Planning Dept. makes available to anyone. Again how much we market that, probably not as well as we should, but it is available. Chairman Langley suggested that get into the flow chart on the fliers that we are planning on handing out.

Chairman Langley recognized a man in the audience and asked if he would like to join in the discussion and introduce himself. The man identified himself as Reggie Moreau and I've been meeting with Eric because we have a mutual interest in the property. He apologized for not making out earlier but he had a pre-engagement he couldn't get out of. He said I think the primary question Eric and I were talking about is what is the heartbeat of the town was and what do they want to see happening back there and I apologize if you've already gone through it. But there are some opportunities based on what Eric has been able to assemble over time. As to what those opportunities are; we'd like to figure out what the Town would like to see there and what is best from an economic standpoint. We've exchanged ideas of what we think might work back there and we were trying to figure out mood wise what the town wants back there. Site wise you have several zones back there and you do have some pre-existing conditions on what has occurred there in the past. And what your thoughts were to something different because of the parcels Eric has been able to assemble there. To see what the mood of the town was to make sure something doesn't come in that's against the grain. Shoveling against the tide isn't always a good idea. So I'd kind of like to hear what the Board is thinking and the economic development side of it.

Andy said I looked at the Master Plan a while ago and I haven't looked at it recently, and I don't know if you have looked at it but we have a whole design of the potential of the village including all those parcels. Have you guys look at that asked Andy.

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One hundred and fifty percent as we move forward 10 years later, I'd like to go back to that 2006 said Eric. So you have seen that said Andy. Absolutely, said Eric. I am basing a lot of my ideas on that. I have a copy of it in my folder there.

Has the rest of the Board seen that Master Plan, asked Peter. Eric said there is actually a road way that goes right behind my salon at 10 Church Street, right around and over to Tommy Hall's TV store which would be an available piece of property for somebody to buy. That abuts the Fire Dept. I walked out back there with Peter. My idea was we could get so much town parking back there around the Skate Park and the ravine down there. There would be so much town parking down there. People could walk right across (do I can it the little ravine), it's not a river what do we classify that as? Derek said Autumn Brook.

Eric said we could put a bridge there and people could walk right across there to Main Street. It would help the churches and anybody coming into to town. It would prevent people from parking all over my land. Where I have my tenants calling me saying people are parking everywhere and if people are parking in my parking lot then my tenants have no where to park. So when there's an event in town and things are going on people are parking all over my property. But there is not much they can do because I don't have it marked off for a few of my lots. As far as the Master Plan goes they are doing things with the Fire Dept. – expanding it and we are trying to get that going. What a perfect time to look at does the Fire Department need some more land? That's Tommy Hall's building. Wouldn't it be advantageous for the Fire Dept. to be able to go right out onto Main Street if there was a road going there? It would also divert traffic around the town when there are busses going around and its backing up traffic. It would create a better flow. Those are some of my ideas – speaking of the Master Plan. The Master Plan shows a building right where I want to put this building for my wife's dance studio. And then there are buildings on these other parcels that I want to develop for housing.

Vice Chairman Charlie Tentas asked when you talk about this land what properties are you talking about. Eric answered all the land behind Town Hall, all the land on Depot behind Citizens Bank and the Post Office and then all the land across the street by the Fire Station (between the Fire Station and Northeast Sheet Metal) – all that vacant land. And the other parcel where the Town already owns is behind 10 Church Street. There is quite a bit of land back there that could be utilized for town parking. It could benefit the Church. It could benefit 4 Main Street which has very little parking. If they could walk across a bridge and park over there that would be huge. I walked it with Peter on Wednesday when I started that idea.

Peter said I actually pulled up the Plan because they had talked about 2 versions of the loop further up from the 2 shops was one of the plans. Eric said well that 2006 Master Plan showed a road going right after Tommy Hall's building running on down through and it tied right into Kendall Hadley Way. Peter remarked that starting next year we are going to be doing a lot of road construction down here. So thinking about all that stuff now is pretty important. He added I know the conversation has kind of been hijacked by the village but the 2 people who showed up kind of have village interests. Next 2 years is when all of that is going to be happening. So you don't want to be doing all this repaving and then deciding we should have been doing sidewalks. I went to a meeting last week and they were talking about wanting to get community input about that design and how we could have an effect on that.

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Eric said that design has a lot to do with what I am working on with Reggie right now. We've put together some pretty good ideas. We went out walking and we are looking at the big picture. Reggie asked that may require some rezoning of some of the parcels that are in that transitional area where it's industrial to residential. It's a fine line he said. He pointed out that when you go out back there are the big buildings and it's got this parcel next to it but it's not going to fit industrial use but it would fit a residential use nicely. As you say it's really a 2 year plan and it's a good time to start because if you are going to tie it into what's going on out there because once the buildings are put up it becomes very difficult and costly to change. And if there's an opportunity for the community to take that blank paper and start creating something on vacant parcels it's going to be so much easier and so much less expensive in the end. And there may be other opportunities to mix and match some parcels of land. It may go to private use and swap for something that's in public use to go to something better. It may benefit a private lot but you make it level by some kind of swap that makes it all work better. Its equal for equal but because you have a parcel here then it's not usable by the Town but you have this other parcel (private) that is more beneficial to the Town. There may be ways to try to manipulate that. I mentioned the Fire Dept. and maybe even the Town Hall. I don't know how the parking has been here but there are some opportunities to take look at it to make it better. There are a lot of problems that may be able to be solved simultaneously and also make a very nice opportunity for the back side of the village. There is not a lot coming down Main Street because it is pretty bifurcated by ownership. And a lot of people have spent money in their businesses recently. There is not a lot of old stuff that can come down and there's a lot of historic stuff that you want to protect. But just based on the land that is out there I think there are ways a lot of different that things could be solved. Maybe not a 100% but solutions could come out of it.

Chairman Langley asked are you considering bringing a plan forward to the Town. Reggie replied that's the hard part. From our standpoint I think doing things on our own and then coming to the Town, I think that's where the differences come in. It may not work as well as if we had met and said the town needs this and the community needs this. And how can we make all of this work? Here's what you have – what can we do with this?

Chairman Langley said don't you think you need to create something visual? Reggie replied I think you can but now is a good time to have a little bit of direction because we don't want to take what's there and force it on you because it's our parcels. Which isn't going to benefit the Town, he added. He continued with comments supporting the idea of talking with the town.

Chairman Langley replied that he didn't think this group (EDC) was the right group to talk to since they are an advisory Board only and we can't make decisions for this. Reggie expressed that decisions would be made with the other Boards but as a citizen he thought their input was good to have. He then elaborated on how he thought it could work getting everyone on board.

Tim wanted to go back to the Master Plan which is conceptual. He also mentioned a traffic mitigation plan in the village area. He did say he thought that plan was flawed because of the truck traffic that comes south on Rt. 114 into Manchester. So he didn't think it would be advantageous for us to do that putting trucks on Kendal Hadley Row. That creates a one way. Its conceptual – it's not feasible. Peter said that is a very interesting point about the trucks. Tim added that that plan was designed to funnel trucks into that area of the village that otherwise does not get traffic. He related that when Dunkin Donuts wanted to locate next to Cumberland Farms that they didn't want to go to those lots (behind Town Hall) because they wanted to be on the

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Main St. but people on the other hand would come to that location because they would be able to park. Tim said so in terms of concepts he felt they should come from their heads. I really don't think the Council or anyone in the Town is going to say we need this or we need that. If you are looking for personal opinions you'll get a lot of them. The biggest thing you are up against he thought is the traffic flow across those parcels.

Eric responded that's why they were thinking about residential. Tim said that didn't preclude them from having some mixed use – commercial on the first floor and residential on the second. Tim added that their advantage was going to be that they could provide onsite parking because people on Main Street have a parking dilemma. Chairman Langley said he didn't think all residential would be bad in that area. You are creating roof tops and you are creating a walkable community. In his mind it was good use of the land. He thought that any land swap idea even if it was public land should be considered and brought to the Town, to the Select Board or whoever has that jurisdiction, it that makes the project better. He too thought the concepts should come from them to start that discussion.

Tim suggested that if they want opinions that they think about what do I want when I drive through the center of Goffstown. That I can't get because I have to drive to another part of town to get. Those are the kinds of questions you should ask yourself he said. It would fit for you in terms of commercial development.

Eric felt that he and his wife had a good plan brewing with her dance studio in the village. He described the various kinds of dancing they wanted to offer. Tim suggested a place to grab a quick lunch because there are zero places to do that in the village. Peter asked if its zero then why isn't it here yet. Tim replied because it just hasn't happened. Derek said the market hasn't supported it. Tim related he was not "dishing" what is in town, just that he could go to Pinardville and be in and out of MacDonald's in 10 minutes. Eric asked so "fast food". Tim replied that "fast food" is a moniker but there are places you can get in and out of quicker. He said DeAngelo's used to be such a place. Those are the kinds of places we don't have in Goffstown.

Peter said he was definitely here for his organization and that Derek had said there is no market for it? Derek said I don't necessarily know there's a market for it in the village for "fast food" but Vickster's does a great business over there. Tim wondered what the traffic count is out front. Derek said I don't remember but it's huge. And it may have been higher a few years ago.

Peter said so getting back to the idea of marketing. When I think about it I'm thinking about making sure people know what I know about why you'd want to do business here, talking about people who would do development, and employ people here. And on the other side what people can do downtown here and why you would want to stop. We have such a huge traffic count so I get complaints that there is traffic but it's not stopping. And I've heard different reasons as to why. Tim has already mentioned the parking. That could be more of a perception issue. He said he didn't have a problem finding parking. I wonder if we have looked into in terms of accessibility for people who need handicap parking or other we might need to provide. He promoted telling people there are a lot of things here that are reasons to stop. He informed everyone that GMSP would be doing a summer program and we are trying to do things on a weekly basis on the common. It is a tiny little park that people see. So there's a pocket of

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people who come here for that. He said their bigger hope is that of those 15,000 that drive by are just going to continually see people walking on the street on a weekly basis because if there are people walking on the street there is something happening. He said even though he hears people saying that's not necessarily bringing people to spend their money in the shops there are other reasons to hold those events. To get that perception of the people driving by that things are happening. Make it feel more like it's a place that you want to come and bring your business. And then market it to people who can come and bring those businesses. You asked about vacancies, I couldn't remember about vacancies but there's a lot more occupied spaces in the village. If you think about that we have a lot of under-utilized store fronts, i.e. businesses only open 2 days a week or businesses not on the Main Street. In that sense there is vacancy. Our town is not doing well from that standpoint.

Chairman Langley asked Peter as "Main Street" isn't that your charge to make that happen? Peter replied part of that is coming to the EDC and get you guys to buy into it. The Chairman advocated that they continue doing what they are doing and marketing that we are under-utilized. The Chairman said we'll support you in any way we can.

Derek said unfortunately we can't point at a Master Plan or even the Village Master Plan to provide the direction to Eric to say this is the use we want. But there are resources out there. Applying together as a PlanNH Charette that is an organization that they did the Mill back, I think in 2002. Is it worth exploring – a public/private partnership. Where you are telling them this is what we want you to build here. But maybe you get enough people involved in those lots and some of those neighboring sites which you deemed as the "rear village". That is something maybe EDC might want to consider and maybe support. We do have specific uses identified on the Master Plan but we do have some concepts that talk about walk-ability and signed but it doesn't talk about specific uses. Is it worth exploring a PlanNH Charette or is it simply up to the property owner to go away and figure it out on their own?

Vice Chairman Tentas thought it might be worth having it as a directional piece. Chairman Langley said to Eric it's up to you, if you want to suffer all that comment. Eric said I don't know anything about it. Eric said any ideas or input that the Board, the Town or the people in Town have, the more input I can have, the more consideration I can put into map I'm going to draw up and bring to the Town and say well here's what I want to do, we've done our research this is what we want to do.

Reggie said the basic questions I would have as a developer would be what are we dealing with, is what kind of density are we looking at for multifamily structures? Because economically it would only make sense in certain kinds of designs if the object is to get more people in the village area because you only have so much land and when you are trying to increase that you are looking at higher densities in that area. If zoning allows something now and you want to do something outside of that, I don't know those questions. What is the town looking for here? Zoning can be a blessing but it can also be a hindrance. And in communities you have something called a "performance zone". It gives the Planning Board the flexibility to do something outside of something that is rigid to make something better for that community. So you'll see you can get into mixed uses. I don't know if that's the case here yet. I'm just throwing it out there. He said some of the things we have now are just passé they just don't work for the way people want to live today any more. We may need to consider that what may need to be

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changed here and that's all part of the Master Plan process. Like it's flawed because of that road being a one way road because of heavy traffic so what is the alternative then? He mentioned the Town wanting to do something with an expansion of the Fire Dept. and what is that going to look like. You have a small box but it could be done differently if you had something else available. There's just so much that could be discussed and I know there's a lot of different players. This is just the place where we are starting. Put the ball in your court a little bit. Get the ball rolling and then talk to some other public officials for their thoughts. And then say here's what we got and what can we do?

He went on to suggest the idea of a daycare centered. Everybody is going to want to go there. There are so many other things that can be brought in to service this community. All those 15,000 cars traveling through here are going somewhere else. There are some other destinations we can create here. There may need to be some flexibility.

Tim said Reggie; your comments are timely because we are at our 10 year threshold for our Master Plan review in 2016 to review the Master Plan for changes and comments. If something was generated through your end through the EDC to the Planning Board then it could be put into consideration to the Planning Board for the Master Plan review which is happening as we speak.

Is there a committee asked Reggie. It's the Planning Board we are doing it internally, to save the taxpayer's money, because what you get it you spend \$75,000 and they just regurgitate it answered Tim. Are you having public hearings outside of the Planning Board meetings asked Reggie? Tim said they are in Planning Board meetings and they are noticed.

A member commented that you can always consider abeyances. Reggie said sometimes those are a little more difficult to work with. Tim agreed but said there's a good reason for that. Chairman Langley said sometimes when you are talking about rezoning then you could lose your opportunity. Tim said it's nice when someone fails with the parameters of the rules. Chairman Langley noted that your lots are fairly unique and non-compliant. That's why we have a ZBA. I'm not telling you anything you don't already know. He said he thought it was good they came in. And that it was good for us to understand what you are considering here. It's been a good discussion. Eric said he's learned a lot in the last year. The Chairman said I think any development takes time and patience. Reggie said we'll keep our eyes open for the next Planning Board meeting. Tim said just contact the Planning Office and speak with the Patty (Planning Assistant). She can tell you if any upcoming Planning Board meetings have Master Plan reviews sessions scheduled. You can certainly submit comments to Patty in writing and she can enter them into the record. Unless you wanted to come to a meeting and speak to the matter in which case you can come to the meeting for public comment.

Eric and Reggie were thanked for coming in to speak with the EDC.

Chairman Langley asked if that was it. Derek said we just have one more matter that Selectman Lemay wanted to bring up.

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Selectman Lemay said last week we had the 10 Year Road plan review. The DPW Director did a fantastic slide show. We had representatives from Liberty Utilities, Comcast and Eversource. We had a group of people in to review and discuss what the Master Plans are for the Town. The revision of Main Street and whether or not we want to put the utilities underground or do we want to keep them aerial. We talked in depth about that. The one that sparks my interest is there is a discussion going on with the new tenants of the Villa Augustina property to take and bring natural gas up the road at least that far and probably to the High School.

Tim interjected that is already part of our plan. Chairman Langley asked where did that go. Selectman Lemay said that's on the agenda. Mark Stevens and Andrew Morgan were from the utilities. If this Board wanted to speak to them and get a more clear concise direction of where they are going, they are willing to come in and speak to this Board. They talked about possibly doing a survey in Pinardville of up to 140 houses to see if they want to have natural gas. If that's something this Board wants to come into the Pinardville area. If the budget passes we are looking at rebuilding College Road and possibly putting natural gas up College Road to help the College (Saint Anselm) out. The College (Saint Anselm) is still very interested for expansions that are going on at the College (Saint Anselm).

The Account Manager Andrew Morgan spoke on Daniel Plummer Road about putting natural gas up Daniel Plummer Road as well. We've talked about that in this committee. We did talk about sewer and water but there are a lot of (difficulties).

Tim said any development needs sewer, water and natural gas. He and Charlie agreed if you are going to dig up the road it's wise to whatever you can to bring infrastructure if possible to a property. The question was asked if there is gas in Pinardville. Selectman Lemay said there is (limited) gas in Pinardville. The Chairman asked if it's more for core (near the plaza) of Pinardville. Selectman Lemay said its right up Mast Road. Tim clarified that it doesn't go to the neighborhoods that where the extension went from to the County. It does not come up Rt. 114, it comes out of Pinardville. When asked if the owners of the Villa Augustina were at this meeting, Selectman Lemay replied that they were not. They have expressed an interest to have the gas line to their property he added. They are looking to go to the High School to get it to the Villa Augustina School.

Chairman Langley asked, what the likelihood of this is. Selectman Lemay said they are in a study of the risks vs. return. If they do the study in Pinardville and they come up with enough to do the 144 hookups then I told them you can come right up Rochambeau Street. I'd be very interested in it because I've had natural gas (before). Regarding their survey, he said I can't tell them where to go or what to study.

Tim said I got the property owners list all the way up to Tatro Drive and submitted with them. They have that information. Tim offered to take their card from Selectman Lemay. I kind of started this ball a couple of months ago and I will get back after it. Selectman Lemay said they are more than willing to come to this group and discuss any of the plans we have or anything we would like to see move forward. Chairman Langley said they must want the big users. Tim said they told us they wanted a risk analysis vs. cost on the return on their investment.

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Selectman Lemay stated one of the first ones who want to hookup would be the Police Chief. They are so close. Tim said the Police Station is on a propane tank farm right now. Selectman Lemay said propane is still pretty expensive but natural gas is half. Chairman Langley said if you have the opportunity to get on natural gas you get on it. Selectman Lemay said the meeting went well. Tim added for all of our municipal buildings and for school buildings there is a rate of return. The County who paid for the gas transmission line delivery from Liberty Utilities because they took out all their inefficient oil burners out of all the County buildings and put it in high efficiency gas systems in them. So there's a huge investment in the plant once you put the gas into the building. Their return on their investment is calculated. Another member said if you are on propane it is easy to switch over.

Vice Chairman Lemay said they talked about certain roads being done in 2016. They went all the way out to 2022 (somewhere out there) for different groups of roads, or core areas that they want to rebuild. The DPW Director has all that information. It was a good meeting. It lasted about an hour and a half. There could possibly be a second meeting.

Tim said there is a stakeholders meeting coming up. The DPW Director sent me an email on it. It's because of the CIP Committee that he sent it to me. Vice Chairman Lemay said he wasn't aware of that. He added that the meeting was well attended. It was good talk and Adam did a good job. I am just passing that along where we had talked about development going up Mast Road and Daniel Plummer Road. Saint Anselm is still very interested. They are doing some building up there. Tim asked aren't they going to be building a new dormitory down there at the corner? Tim said they got Planning Board approval for it. I'm not sure said Selectman Lemay. He said that Danny Moreau had not elaborated on that but they are very interested.

Vice Chairman Tentas asked is that the lot they cleared. No, said Tim. He then described where the lot is. But it hasn't started yet said Tim. Vice Chairman Tentas said there are two new ones there. They just built them a year ago.

Tim spoke to Derek and said he was going to follow up on some things from Sel. Lemay. Chairman Langley asked if there was anything else. Derek stated he had nothing further.

ADJOURNMENT

Tim Redmond moved, seconded by Vice Chairman Tentas to adjourn the meeting at 8:08 p.m. Vote: All in favor.

Respectfully submitted,

Kathryn M. Fisher, Executive Secretary

Approved by the EDC 05/04/2016 with one change. The EDC corrected a typo in the 1st paragraph, 3rd sentence, under SpringFest. He ~~should~~ showed a sheet which was strictly statistical information that came right out of the survey responses.