

Posted 5/24/2017

**Town of Hooksett**

**Economic Development Advisory Committee**

**Date 5/17/2017**

**Town of Hooksett Municipal Building**

**35 Main Street, Hooksett, NH Council Chambers, 1<sup>st</sup> Floor**

**Time 4:30 PM**

**Meeting called to order at: 4:30**

**Attendance: David Scarpetti Chair, Dan Lagueux, Alden Beauchemin, Marc Miville (Council Representative), Paul Scarpetti, Matt Barrett, Ivan Gult (arrived at 5:15)**

**Staff: Dean Shankle, Town Administrator, Minute Recorder: Kathy Lawrence**

**Approval of Minutes 04/19/2017: Motion to approve made by Marc Miville, 2<sup>nd</sup> by Alden Beauchemin.**

All in favor with the exception of: **Paul Scarpetti abstained due to not in attendance on 04/19/17.**

**Marc Miville** requested changes to be made to minutes of 04/19/17:

- Correct the spelling of Alden Beauchemin as printed on the Attendance line and the approval of minutes of 3/15/17:
- Correct the spelling of Joel Breton on last page from Joe to Joel
- Correct this sentence, *I don't know why that did not happen but it a possibility still.* To read: I don't know why that did not happen but it's a possibility still.

**New Business:**

**David Scarpetti:** We have talked about the Ambassador Program and the new businesses on 3A. Jo Ann has provided a business list for the Town of Hooksett and we should go down through them and make notes as to which ones we would like to visit and compile a list of questions that we would like to ask without burdening them to much and maybe start to set up some appointments to go see them. After looking over the list provided we would like to have the list refined to have only businesses of greater than 5 employees and focus on those businesses that are on the 3A corridor.

**Marc Miville:** I would like to make a point that because they are on 3A, regardless of rather they want or need sewer, I think we should provide them with information on the new TIF district.

**Dean Shankle:** Even those businesses not on 3A, if interested, can still hook up to it. Ask the question if they would be interested if sewer goes by would they want to tap into it.

**Paul Scarpetti** Maybe once we have contacted all the larger business, then we can see about contacting the smaller businesses.

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**Marc Miville** We should provide the TIF packet that contains the information of the maps and steps we have taken so far, with the approved funding information from the Warrant Article. Just reach out and have a chat. See if they are interested and get their reaction to the TIF.

**David Scarpetti:** We need to establish groups and the questions we should ask?

**Dean Shankle** We need to ask if they are interested and more specifically, if the sewer goes by will you hook up? In the long run the sewer will make their property more valuable.

**David Scarpetti** What will the hookup fees be? That will come up as a question in our visits.

**Marc Miville** Part of the Sewer TIF paper work will provide an estimated amount to tap in to it. It has been determined base on the size of the property, and value of the property determine the value they will get out of it and quite frankly how much the town will get out of it by putting money back into the TIF to pay it off. Each property was assigned a particular value of how much we would get back to pay off the TIF should they tap in to it.

**Dean Shankle** We can do that but my concern would be to not throw out any numbers just yet. Let's see if they are interested first. The study is to see if it is financially viable to build the sewer. What we can expect from people who will benefit from the sewer and what the community may have to support. It may make sense to do it anyway but we should get a better feel for who is interested. Will it pay for its self-overtime?

**Marc Miville** If the voters approve it I hope it will send a flag to potential businesses that we have this nice TIF district and properties available. Maybe it will help promote investment or act as a recruiting method. Even the businesses that are on that road can talk up potential new businesses by showing what we are doing and it helps them as well to tap in to it.

**David Scarpetti** Is there is a committee for TIF?

**Marc Miville** No, the TIF committee dissolved once the warrant article was written. Now we are attempting to start an advisory board to inform the Council of ideas and plans on moving forward.

**David Scarpetti** Would it be beneficial for someone from the proposed new TIF district to be on that advisory board so they would know first-hand what is going on? What if some of these businesses wanted to contribute money to speed up the process of getting the ball rolling toward the engineering study?

**Marc Miville** I don't foresee that happening. They are already going to be contributing through their taxes.

**David Scarpetti.** I know private funding was discussed at a TIF meeting.

**Dean Shankle.** I think it did get brought up at a TIF meeting, but if that did happen it would have to be through a private fund they would have to set up. They would have to form their own board and manage those funds. We (the Town) would work with them if that did happen but it would have to be a separate organization

**Paul Scarpetti** When we start visiting businesses and talking about the possibility of the sewer I know the first question is going to be, what is it going to cost? How do we address that?

**David Scarpetti** First we have to ask if they would be interested.

**Dean Shankle** If we give them a copy of the study, they will get some ideas of what it may cost, and where the study is going.

**Paul Scarpetti** Dr. Shankle, do you want to take part in any of the appointments we make with businesses on the 3A side?

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**Dean Shankle** Yes, I do want to join in on some of them.

**Marc Miville** showed the committee the TIF sewer packet and what information they can get from it. Several of the properties are listed on it with their property values as currently assessed by the town and if the TIF is adopted it shows what would be going into the TIF for the next 20 years. Those property values would go up and the assessed contribution to that TIF payment.

**Dan Lagueux** Then also the additional cost of the hook up, which we don't know at this time. Can we get an approx.?

**Paul Scarpetti** You pay to the property line, you have to bring your line to the property line. You do have to be bonded to bring it to the road.

**Dean Shankle** If the property, resident or business doesn't need it then they won't tap in to it. Some towns require you to hook up to the sewer if it goes by your property.

**Paul Scarpetti** I advised the applicants of the Hackett Hill hotel proposed plans to consider putting in a dry line so they would be ready for the possibility of the sewer. Then their line would already be in place for them. Anyone that does any new development should consider that.

**Marc Miville** The theory of the TIF plan and the map is in place but the funding needs to be approved by the voter in March.

**Alden Beauchemin** Have we talk about an idea of hosting a few group meetings; we have a long list of businesses? Send out invitations, and target those businesses that we really want to talk to. Then the businesses that may not show we can go and individually visit. I think we should find a few dates and start with that first.

All in agreement of the idea

A discussion of where to hold the meetings and what businesses along the TIF district may have a function room able to hold the meetings

**Paul Scarpetti** We can divide up the list and each of us make several calls to personally invite them to a meeting.

**Dean Shankle** We may want to send out invitations with an RSVP. Then we would know how large a room we would need or we can hold two meetings.

**Several meeting locations where suggested:** Bass Pro Shop, Tri Town, Regal Theaters, the Medical facility on Technology Drive, Holding the meetings here (Council Chambers) where we have video, Library, Great State Beverage.

**Paul Scarpetti** Will reach out to Bass Pro Shop and the medical facility to see if they have meeting rooms and what size,

**David Scarpetti** Will check with Tri Town.

**Dan Lagueux** Will check with Great State.

**David Scarpetti** Are we taking the summer off or will there be meeting in July and Aug? I want to make sure we have time to set these meetings up. Let's get the information about rooms so we can get this started. Communicate with Jo Ann about the rooms that may be available.

**Paul Scarpetti** When should we get the meetings scheduled for?

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**Dean Shankle** The 2 things we have established are to look into possible available rooms and the packet with the TIF information we want to provide along with the questions we want to ask. Part of what we need is to collect data to see how many people are interested. Having the meetings would be very helpful to the Town Council to collect this data and to get an advisor board started. An outcome of the meetings may be to find some people interested in being part of that advisory board.

**Marc Miville** Logistically what kind of time frame are you looking at to get ready for the meetings. We need to send postcards and get in touch with those we want to invite.

**Dean Shankle** I think once we have a place it will take a month. You may want more than 1 meeting.

**Alden Beauchemin** Maybe we should limit the numbers that we have attend to 40-50 people.

**Dean Shankle** Probably by the end of July we could hold the first meeting.

**Marc Miville** Went over the information again that will need to be put together: The packet that was put together for the Warrant Article. A presentation to include what is going to happen in their area, the level of involvement and their interest in it. Discuss how the property values all work out and discuss how they could potentially go up if the sewer goes by their property and if they would tap in to it. Explain how an advisory board will be formed and if they have any interest in being part of it.

**Dean Shankle** Thursday would be a good day for the meetings.

**David Scarpetti:** Any more questions or impute about the business meetings?

**Update from Town Planner Jo Ann Duffy was provided by Dean Shankle:**

A company called Rovina owns a large parcel of land by the 101 bypass and went to Planning and the Conservation Commission about 10 years ago and got approval to fill wet lands but never did anything. Now they have a buyer and they are prepping the land to sell.

The building by Dunkin Donuts is looking for tenant. They thought they had one but they backed out. I went to the ribbon cutting for Merrimack County Savings Bank. Very nice and the new technology they are using is very interesting. They had originally wanted to locate on 3A but could not find what they needed. The National Guard is moving forward, the reason they are building thee is because the Manchester facility truck bays were not big enough so they are building a whole new maintenance facility. At the last meeting I talked about Story Mapping and showed the group an example. By taking pictures with the app we can add the pictures to the GIS mapping and anyone can see them when they are interested in a location. My plan is to start going down 3A, take pictures of properties and businesses and link those pictures to maps of those properties. It will be nice for people to visualize what we want to do, we can add pictures and videos to the maps from our smart phones. It is on line and the link can be provided.

**Paul Scarpetti** the Space Center got approval to do some work on the outside of the building and improves inside with a bowling alley. They are going to put a patio out in the back.

**Next meeting will be, June 21<sup>st</sup>.**

**Marc Miville** There is a glass case for use and we can discuss what to do with it now.

**Paul Scarpetti** Let's talk with some of the people that participated in the survey. Let them advertise in it for a month? Who should they contact from the town about setting up the case. We should let 2 businesses a month advertise.

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**Dean Shankle.** Probably Nick, he oversees our projects and it is right in front to his office.

**Paul Scarpetti** We will wait a few days and let Nick know who will be displayed in the case for this first month.

**David Scarpetti** Should we notify the Hooksett Banner? Take a picture of it and make it a press release. Call Melissa Proux and she will put it in the Hooksett Banner

**Marc Miville** - Businesses will contact Nick Germain that they want to be on the list for advertising in the case.

**Marc Miville** made motion to adjourn. **Paul Scarpetti** 2<sup>nd</sup> @ 5:36