

Economic Development Advisory Committee

Date: 10/20/21

Town of Hooksett Municipal Building,

Time: 5:00 PM

Minutes

1 **CALL TO ORDER@ 5:05**

2

3 **PLEDGE OF ALLEGIANCE: 5:05**

4

5 **ATTENDANCE: David Scarpetti-Chair, Jim Sullivan-Council Rep, Alden Beauchemin, Matt**
6 **Barrett, Michelle Gannon**

7 **EXCUSED: Mark Chagnon, Peter Stoddard, Paul Scarpetti**

8

9 **STAFF & OTHER DEPARTMENTS, Nicholas Williams-Town Planner, Andre Garron-Town**
10 **Administrator**

11

12 **APPROVAL OF MINUTES 09/15/2021: Motion to approve as written made by, Jim Sullivan,**
13 **2nd by Matt Barrett. All approved**

14

15 **New Business:**

- 16
 - **Doug Maguire of The Dubay Group: Discussion of 214 Londonderry Tpk –**
- 17 **Development of 72 Residential Apartments**

18 **Doug M 214 Londonderry Tpk:**

19 Representing David Scarpetti, owner of 214 Londonderry Tpk- we wanted to come before
20 EDAC as present our proposed development of 214 Londonderry Tpk because this is a
21 unique project for this site. We have a 25-acre parcel situated by a new SF home
22 development on Marigold Way. We have access off Londonderry Tpk. David has had this on
23 the market for more than 25 years. In that time, we have had several ideas for this site but
24 this Commercial site off Londonderry has a lot of grades to bring down for this to be
25 developed. We have a significant grade change. We could get a 40 Foot cut with a great pad
26 and good commercial visibility for the Bypass. The hardship is the cost of this. David is
27 working with his own contractor to fix this but again the cost is too hard to justify. So, we
28 came up with this plan for a number of reasons. The location of the residential portion
29 would have no visibility on all sides, and we have a need for residential and keeping the
30 commercial portion still there for development. We can use the earth that will be removed
31 for the residential site to fix the pad site for the comm. We know we must go to the ZBA for
32 use. We have access to public water and sewer. We have met with Hooksett Sewer
33 Commission, and they are not opposed to this development. We would have access up to
34 Summerfare Street. We would subdivide the property for the 2 different uses to make it

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35 cleaner. We want to present this because we feel the residential component will help with
36 the need for the residential housing shortage and the front site as Commercial is good for
37 development for the town.

38 **Michelle G** is it a shared driveway and are you hoping to get a developer for the residential
39 site? I think it is clever to bring the utility for this in from Summerfare Street.

40 **David S** I have natural gas across the street and there is a 35-foot easement for utilities

41 **Michelle G** how many commercial pads are you planning?

42 **David S** we could have up to 4.

43 **Michelle G** nothing IND?

44 **David S** No.

45 **Alden B** you would have to put in a pump station?

46 **Doug M** this will be a private sewer system. We would have 2 pump stations 1 for
47 residential and 1 for the commercial site. I don't know if there could be a benefit to the
48 sewer commission to use it, we have not discussed that with them.

49 **David S** we meet the parking requirements, and we are planning a courtyard in the middle
50 with a walking trail and maybe a pickle ball court too

51 **Doug M** this would be a tax positive development to the town. I know it is believed that the
52 Multi family will put pressure on the schools, but this is a tax positive and a catalyst to allow
53 commercial too. If there is a pad on the Londonderry site ready it would be very
54 marketable. The unique quality of the residential in the back is the lack of visibility and
55 abutting residential also no visibility of the commercial for the residential use. That is why
56 putting it in the back works

57 **Matt B** it makes sense. It is not a crown jewel parcel of commercial property, and you won't
58 get the traffic problems with the access on the bypass.

59 **Doug M** this makes sense for residential and commercial to make the parcel the most viable

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60 **David S** I have been working with Severino and they are very respectable, and they don't
61 leave a mess. I have a few letters of support from one abutter, an abutting developer and
62 Barry Cogan

63 **Doug M** Barking Dog is in support of the project and have no objections to the plans and
64 have respect for David. Barry Cogan supports the residential component and as a full-time
65 realtor, he has seen the prices are beyond that of the workforce. Creation of additional
66 housing would be a step in eliminating the shortage of housing and for the retired
67 community.

68 **David S** Attorney Cronin has said the residential component has to come before the
69 Commercial

70 **Alden B** it is a nice transitional use to the residential in the back so there is a good buffer to
71 the Commercial site

72 **David S** the wetlands provide a good buffer.

73 **Doug M** if you are on the living level you would look over a 3-story building. The noise
74 standpoint and the natural buffer will provide and help the transition

75 **Michelle G** it is a good use for that parcel and the buffer you provide for Marigold Way will
76 be appreciated.

77 **Jim S** You are planning to subdivide into 2 parcels residential and commercial. The
78 residential is not affordable but more affordable and the earth from that residential
79 development you can use for the Commercial site. You will get push from impact on
80 schools, but we need to give clarity on that impact, it is not as bad as they are saying. The
81 Superintendent did mention that enrollment has been declining.

82 **Jim S** this is one way to use this parcel that needs to be commercial, you are using
83 residential to get that development for the commercial

84 **Matt B** what about wetland mitigation?

85 **Doug M** we would have 1 crossing and Dave has gotten approval for. Building the
86 residential first will give the pad site a road ready for the commercial development. It is
87 logical we can provide younger workforce for local businesses. We have a lack of affordable
88 housing

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89 **David S** the older residents have been selling their larger homes and looking for something
90 smaller and there is nothing out there.

91 **Jim S** I think it makes sense and I like Alden’s comment of the transition for the residential
92 piece

93 **Michelle Gannon Motioned to send a letter in support from the Hooksett Economic**
94 **Development Committee for this project. 2nd by Matt Barrett. All in favor**

95 **Michelle G** Do you have a commercial developer and any ideas for it? Indoor sports arena?
96 We need someplace for these kids.

97 **Nicholas W** have you talked to DOT about a shared driveway and any upgrades that will be
98 required to the roadway?

99 **Doug M** we will prepare an application for the residential component, and we will do a
100 traffic study on the residential component. Whatever the commercial use is, there may be
101 upgrades on their end. It will depend on what the comm use is. 72 units is a fair amount of
102 use, but we will build it for that. As a new use comes in the DOT will require to update the
103 permit and be evaluated.

104 **Nicholas W** what is the composition of bedrooms what % of 1-2 or 3?

105 **Doug M** we could provide a break down for the 3-story building we will get back to you. It is
106 all 1 and 2 bedrooms the ones we have already built of these buildings are very popular and
107 fill immediately

108 **Nicholas W** I think it is important to note the bedroom %’s

109

- 110 • **Jay Lee of Verani Realty Senior Advisor Commercial Division: Development of Multi-**
111 **Family and Affordable Housing from a Developers Perspective**

112 **Jay Lee:** Thank you for having me to talk with you. I want to make it clear that I don’t support
113 any particular projects proposed in Hooksett at this time.

114 First, **“What is affordable Housing”** Affordable housing refers to housing units that are
115 affordable by the section of society whose income is below median household income. Making

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116 sure that everyone has a decent place to live is an important general priority. **“What is**
117 **workforce housing”** According to the Urban Land Institute, workforce housing is defined as
118 housing affordable to households earning between 60 & 120% of area median income.
119 Workforce housing targets middle-income workers, which includes police officers, firefighters,
120 teachers, healthcare workers & retail clerks. For someone earning \$15 an hour, it is a very
121 difficult task at this time. **Area Median Income** In 2019 Hooksett median income was between
122 \$46,171 to \$92,42. 30% housing affordability per month = a monthly rent of \$1,500 including
123 utilities. **“Rental and Vacancy rate”** According to the NH Housing Finance Authority, the 2021
124 Statewide NH rental rate for 2-bedroom unit is \$1,498. The typical rental market vacancy rate is
125 5% but the current rate is less than 1% in Manchester and surrounding towns including
126 Hooksett. Virtually NO vacancies in Southern NH. **“How can we make housing more**
127 **affordable”** **1** - Direct funding ie Section 8. **2** – Give out money to tenants. **3** – Government
128 housing system such as Neighborhood Works. **4** – Rent Control. **5** – Increase housing inventory
129 **6** - Density allocabilities help make the numbers work for the developer. A town in another
130 neighboring state work with the developer when they came in with a large mixed-use proposal.
131 The town did the infrastructure and then the developer paid them back.

132 **Alden B** what were the requirements for the Tuscan Village in Salem?

133 **Jay L** I don't know what they were requiring of the Tuscan. It was a private and public
134 collaboration to get it done though.

135 **Jim S** 30% of income. How did you get that and what is a 1-bedroom apartment cost presently?
136 The numbers are off for a single-family income to afford that at \$15 an hr. How do you address
137 that?

138 **Jay L** it is a federal guideline. I don't have an answer for that. Section 8 or give them funding.
139 Programs like Neighborhood Works builds it for them.

140 **Michell G** a lot of college kids are living at home because they can afford anything

141 **Alden B** the idea about increasing density is a good one.

142 **Jay L** yes density will make it work

143 **Andre G** you have to think about density bonuses, and you have to consider some kind of
144 mechanism in place to control it and you have to address the percentage of units for affordable
145 housing as well.

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146 **Jim S** so can we put in the requirements to restrict the rental rate amounts that could be
147 charge?

148 **David S** the housing of Neighborhood works, do all tenants pay the same amount?

149 **Jay L** no, it fluctuates with income. A sliding scale

150 **Andre G** organizations like Neighborhood Works has access to a lot of grants and funding. For
151 more affordable cost to construct.

152 **Michelle G** rent control is only if it is subsidized housing

153 **David S** we are proposing in our regs to provide 10% affordable housing for developments

154 **Jay L** and if the local regs have too high a % of affordable then the developers are walking away

155 **Jeff Lefkovich Executive Director of affordable Senior Living for Catholic Charities:**

156 **Jeff L** we have an objective to develop more senior living housing and we are interested in
157 Hooksett. There are 2 properties in Hooksett we are looking at, one property is zoned
158 commercial and 1 performance. Both those zones do not allow residential development, but
159 both allow assisted living. Our model is in the framework of assisted living but in the light of
160 independent living Catholic Charities will provide assistance. The financial aspect will work if it
161 is a fixed income and individuals qualify. The vast majority would be low to mid income.
162 financed with NH Housing Finance Authority. In both sites in Hooksett, we believe we can
163 design a mixed-use development and provide affordable senior living and a multi pad
164 commercial site both components of mixed use. We will come back to this committee when we
165 decide what site we want to work with and go to the state for funding. It will be for aging
166 populations. Despite we are nonprofit we will set up with developer and this development will
167 be a generator of tax income. We are proposing something the town and residence would
168 embrace.

169 **Matt B** when you do come to the town lead with the affordability piece

170 **Jeff L** 65% of older adults cannot afford the housing they need.

171 **David S** would you still pay impact fees?

172 **Jeff L** we do.

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173 **Jeff L** Legends Drive is one parcel we are really interested in. We would leave the commercial
174 that is there now and then the other parcel up the road that is undeveloped, we would be very
175 interested working with the town and a plan that will work for everyone. A commercial
176 component and the people living there can walk to the commercial development

177 **Alden B** after the meetings lately that have been about adding residential, I think we need to
178 beef up education of this. The last thing we want to do is set the tone that developers don't
179 want to be here

180 **Jeff L** the NH Housing Authority has advisors that come to town and talk about this and explain
181 and educate what all this is.

182 **Alden B** I think we should have an event to have the boards come hear them talk.

183 **David S** asked Jeff if they were interested in 2 College Park Drive.

184 **Jeff L** I have seen the building, but we want connection to the downtown for our residents to be
185 able to walk to retail for shopping and work. This helps avoid isolation.

186 **Michelle G** we don't have enough housing for the seniors.

187 **Jeff L** funding for section 8 its low income at 30% of area median. The rent limits are set by HUD
188 and the income. Affordability for vulnerable ageing is what we are trying to do.

189 **David S** how do we set up a meeting with NH Housing Authority to come and talk with us. That
190 would be good education they could provide for the town and our boards

191 **Jeff L** if you are serious about educating everyone there is grant money too.

192 **Andre G** it is good idea. In our Mast Plan we have a housing section, and we need to look at the
193 future planning for it

194 **Michelle G** it is a non-bias group that would come talk.

195 **Matt B** and this proposal is from Catholic Charities, not just big developers.

196 **Jim L** agree anything we could do to educate with the actual impact and not the perceived
197 impact.

198 **David S** Jeff where is your closest facility like this?

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199 **Jeff L** this is an affordable senior housing development, and this would be the first.

200 **Jay Lee** I am advocate for this project. I know those sites and for affordable housing there it
201 would be rare and senior affordable housing is even more rare. The numbers must work to
202 make it affordable, and we should do more and a better job for this area of our population. I
203 would like to ask Jeff why Hooksett?

204 **Jeff L** the locality to our healthcare facilities and our support element that will be needed for
205 this community we provide tele health and home care. Opportunity for multi generations that
206 would help with the problems of isolation and that would support the business community in
207 the area with workers and patrons.

208 **Michelle G** you should have the NH Housing Authorities do the talking when you present to the
209 town.

210 **Jay Lee** as a commercial broker a lot of towns have a stigma against affordable housing
211 development and as a town official how you present yourself to this. You have to keep
212 development in your town

213 **Jeff L** do you ever have an event that all the boards get together? We have a project in
214 Connecticut that is a multi-generational, mixed use, mixed income and they embraced it. They
215 went so far as to rewrite the ordinance just for it. Today the revenue and development from
216 that is incredible.

217 **Nicholas W** why don't we have a motion to organize a meeting with the NH Housing Authority

218 **Matt Barrett made a Motion to have the NH Housing Finance Authority invited to come in**
219 **and educate the town about affordable housing development. Invite the town stake holders**
220 **and have Town Planner, Nicholas Williams organize it. 2nd by Alden Beauchemin. All in favor,**
221 **motion pass**

222 **Motion to Adjourn made by Michelle Gannon @6:45 2nd by Matt Barrett**

223

224 **Minutes Respectfully Submitted by Kathy Lawrence**