

1 **Official**

2

3 **MINUTES**

4 **HOOKSETT PLANNING BOARD MEETING**  
5 **HOOKSETT TOWN HALL CHAMBERS (Room 105)**

6 **35 Main Street**

7 **Monday, November 21, 2022**

8 **6:00 PM**

9

10 **MEETING CALLED TO ORDER AT 6:00 P.M.**

11

12 **PROOF OF POSTING**

13

14 **PLEDGE OF ALLEGIANCE**

15

16 **INTRODUCE MEMBERS OF THE BOARD**

17

18 **PRESENT: Tom Walsh (Chairman), Chris Stelmach (Vice-Chairman), Mike Somers, Don**  
19 **Winterton, and David Boutin (Town Council Representative)**

20

21 **ALTERNATES: Sheena Gilbert, Wayne Russell, and Robert Duhaime (arrived at 6:06 p.m.)**

22

23 **EXCUSED: Paul Scarpetti and Denise Pichette Volk (Alternate)**

24

25 **NOT PRESENT: None**

26

27 **STAFF: Nicholas Williams (Town Planner)**

28

29 **S. Gilbert will be a voting member this evening.**

30

31 **APPROVAL OF MINUTES OF NOVEMBER 7, 2022**

32

33 ***D. Boutin motioned to approve the minutes of the November 7, 2022 meeting. Seconded by D.***  
34 ***Winterton. S. Gilbert abstained due to not being in attendance at the November 7, 2022 meeting.***  
35 **Motion carried unanimously with a vote of 5-0.**

36 **INTRODUCTION OF NEW MEMBER – MR. WAYNE RUSSELL, ALTERNATE**

37

38 T. Walsh introduced W. Russell as an alternate to the planning board.

39

40 **2023 PLANNING BOARD MEETING SCHEDULE**

41

42 D. Boutin motioned to adopt the 2023 planning board meeting schedule as presented. Seconded by C.  
43 Stelmach. Motion withdrawn due to the question of a date. Will be taken up at the next planning board  
44 meeting.

45

**COMPLETENESS REVIEW & PUBLIC HEARING**

- 46
- 47
- 48 **1. RAVENWOOD, LLC**
- 49 **249 Londonderry Turnpike**
- 50 **Tax Map 32 Lot 25-1**
- 51 **Commercial Site Plan for 288-Unit Self-Storage Facility**
- 52

53 *D. Boutin motioned to find the commercial site plan for a 288-unit self-storage facility for Raven-*  
54 *wood, LLC, 249 Londonderry Turnpike, Tax Map 32 Lot 25-1 complete.*

55

56 T. Walsh: Nicholas, are all the boxes checked for completeness?

57

58 N. Williams: They are complete.

59

60 ***Seconded by D. Winterton. Motion carried unanimously with a vote of 6-0.***

61

62 Bernie Temple: I worked with John Rokeh and Scott Bussiere on this. This was previously approved  
63 as office warehouse space. Now they would like storage units. Units have been added in the front and  
64 back for a total of 288 units. There will be no sewer, water, or utilities. There are two ponds on the site.  
65 This has been designed per local and state regulations. The drainage to the ponds will be by open and  
66 closed drainage. The end units will be at a higher peak. The colors of the buildings will be schemed to-  
67 ward the existing building. We had a few comments from Bruce Thomas and have addressed them. Re-  
68 garding the easements we will have cross drainage. DES/AOT have to review it and they may have  
69 comments. We will supply the deeds once approved. There were some concerns about the turning  
70 radius which we have addressed. Erosion protection was not shown and labeled but that has been  
71 addressed. The fore-bays have been labeled. We have included a landscape plan. Grading plans and the  
72 detail sheets have been done. We received an email from the fire department stating they have signed  
73 off.

74

75 T. Walsh: Nicholas, were all of Bruce Thomas's comments addressed?

76

77 N. Williams: Yes. I would like to know how the board would like to assess the impact fees. We do not  
78 have this use within the impact fee matrix.

79

80 T. Walsh: We will go into a discussion on that. We keep getting more of these self-storage units before  
81 we get a chance to fix our matrix in terms of the impact fees. I think we have set a precedent for the last  
82 two of them but I will open it up to the board. We will continue discussing the plan for now.

83

84 D. Boutin: You indicated the part of the lot with the buildings closest to Londonderry Turnpike will be  
85 draining into the asphalt lot. Can you explain how that will work?

86

87 B. Temple referred to the site plan to explain the drainage.

88

89 D. Boutin: What are the impact fees for warehouse use?

90

91 N. Williams: A low intensity warehousing use is .74 per sq. ft. for roadway and traffic impact only.

- 93 D. Boutin: I would recommend that.  
94
- 95 D. Winterton: Is there a way to see what we charged previously for self-storage units?  
96
- 97 N. Williams: We assessed the .74 per sq. ft. for Bluebird and they requested we reduce it. The board  
98 reduced it to \$35,000 for the whole facility.  
99
- 100 D. Winterton: I think it would be fair that this be assessed like a storage unit not a warehouse.  
101
- 102 R. Duhaime: You can still base that on a sq. footage price.  
103
- 104 N. Williams: I believe the second building at Bluebird was assessed an impact fee of \$88,000 and after  
105 they petitioned to have it reduced the new fee was \$35,000 (rounded).  
106
- 107 T. Walsh: We have set a precedent with both Bluebird buildings. In all fairness if we can figure out  
108 what precedent is based on per sq. ft. versus what we charged them that would go a long way in  
109 figuring out what fairly this one should be charged.  
110
- 111 S. Gilbert: Would we also consider traffic? Bluebird is off of a main road where this is on  
112 Londonderry Turnpike.  
113
- 114 T. Walsh: Let's take a step back. Are there any other questions on the site plan itself?  
115
- 116 R. Duhaime: I did not see the detail of the fence on the plan. It looks like the property will be  
117 chainlink. Will it have the black rod iron in the front?  
118
- 119 S. Bussiere: There will be rod iron in the front and on the 237 side. The other two sides would be chain  
120 link.  
121
- 122 R. Duhaime: When this site is developed the retention pond will be on the other lot.  
123
- 124 S. Bussiere: We will start on the retention pond side, build the retention pond, and work our way out.  
125
- 126 R. Duhaime: The count of landscape material is just for your property, not for the retention pond.  
127
- 128 S. Bussiere: Yes. We are using the same pond that was approved two years ago. The asphalt company  
129 owns it. The drainage works for both properties.  
130
- 131 T. Walsh: Looking at American Asphalt's pavement, that is not where the driveway is now.  
132
- 133 B. Temple: It is pretty close. We don't have a driveway permit for that.  
134
- 135 S. Bussiere: That driveway goes up in the air. On that plan it is 8' above the existing ground and stops.  
136 It is going to be eliminated. It doesn't work the way it was approved.  
137
- 138 S. Gilbert: Will the building facing Londonderry Turnpike have big signage?  
139

140 S. Bussiere: It will be half stone and approximately the same color that is there now.  
141  
142 S. Gilbert: Will the landscaping be in line with the other property that you have to the right?  
143  
144 R. Duhaime: There will be a monument sign?  
145  
146 S. Bussiere: Yes, in the front. It is on the plan.  
147  
148 T. Walsh: What do we want to do with the impact fee assessment?  
149  
150 D. Winterton: I would like to see the data on the impact fees that we did for Bluebird for either sq.  
151 footage or number of units.  
152  
153 N. Williams: The first building was assessed per the ordinance. The second building was per the  
154 ordinance and then they were given relief.  
155  
156 T. Walsh: We can give approval tonight if that is the wish of the board and determine the impact fee  
157 later maybe with more full information. I thought we gave them relief on both buildings.  
158  
159 D. Winterton: That was also my recollection. Our proposed impact fee was double to triple any other  
160 community.  
161  
162 T. Walsh: My recommendation would be to look at what we have already set as a precedent based on  
163 sq. footage vs. charge and then we can talk about it at the next meeting in terms of the assessment. It  
164 does not mean we have to do that but it is information.  
165  
166 N. Williams: It might be easier to do it per unit.  
167  
168 D. Winterton: My goal is to treat this applicant as fairly as we have treated the other ones.  
169  
170 T. Walsh: We do not need that number tonight to approve the project if that is the wish of the board.  
171 Let's get the information.  
172  
173 Open public hearing.  
174 No public comments.  
175 Close public hearing.  
176  
177 ***D. Boutin motioned to approve the commercial Site Plan for 288-Unit Self-Storage Facility for***  
178 ***Ravenwood, LLC, 249 Londonderry Turnpike, Tax Map 32 Lot 25-1. Seconded by C. Stelmach.***  
179 **Motion carried unanimously with a vote of 6-0.**  
180

## **SCHEDULED APPOINTMENTS**

- 183 **2. CRONIN, BISSON, & ZALINSKY REPRESENTING BRADY SULLIVAN**  
184 **1700 Hooksett Road**  
185 **Tax Map 9 Lot 34**  
186 **Request for Public Hearing**

**Proposed Re-Zoning from MUD-1 to MUD-2**

187  
188  
189 Attorney John Cronin (Cronin, Bisson & Zalinsky): We are here for the Cigna and Mt. St. Mary's  
190 parcels. We were in before the ZBA to get variances to convert the existing building to apartments. At  
191 one point we were directed to come see you and you made the decision the planning board should not  
192 intervening in the ZBA decision making process until it is done. In the course of the proceedings we  
193 talked to the ZBA and staff about the restrictions and limitations on MU1. There are a small list of  
194 uses, none of which we believe are viable in this economy or any that will be in front of us soon. We  
195 also went to the Economic Development Committee and talked with them about the zoning and  
196 restrictions. At one point we suggested working with the town on the north parcel to engage a master  
197 planner so that this would be a united effort. The town was not open to that and I understand why. They  
198 did not want to be party to something and prejudge what the planning board or ZBA might have to say.  
199 We hired the same master planner from Boston that did Tuscan Village in Salem and a lot of big  
200 parcels of mixed use developments. They are actively working to try to come up with a master plan on  
201 both parcels. None of them would work under the existing zoning. That zone is surrounded by MU2  
202 which has more flexibility for mixed use and we are hopeful the board would take a look at that and  
203 change these two parcels to MU2. It seems to provide more flexibility and convenience for the town. It  
204 is also more consistent with what people might do to make the capital expenditure for infrastructure to  
205 develop it. MU1 does not have a great framework to master plan the total scope of acreage that is there.  
206 If you want to keep MU1 you may want to change or supplement it in some respect. You would want  
207 to add a statement of purpose. When the housing appeals board took a look at the variance case and  
208 reversed it they talked about the limitations in this particular zone and the fact that it has no statement  
209 of purpose of intent. If you were going to keep MU1 you might at least want to do some housekeeping  
210 with it. MU2 is much more broad. You have to dedicate some of the parcel to public use. Brady  
211 Sullivan has said they are willing to carve out a space for a community center or work with the town  
212 for a public park or things like that as long as it fits within the development. That would not be difficult  
213 for us to manage. If you had a good residential base and put people in the buildings with money in their  
214 pockets it is a little easier to get commercial and retail tenants. Building commercial and hoping that  
215 residential will come does not work so well. I think land use control could be placed on a MU2. That  
216 would give the planning board a lot of power and discretion in terms of giving waivers. It makes for a  
217 much more effective process than having to go to one board for a variance and then to the planning  
218 board. The boards can have a public hearing and recommend or not recommend what they want. We  
219 wanted to get the ball started. There are some tight hurdles and dates because of the way the session  
220 works and the town meeting is in March.

221  
222 N. Williams: December 14 is the final date for a citizens petition. The deadline for the public hearing  
223 the board initiates is in January.

224  
225 Attorney Cronin: We are looking to see if the board would be inclined. If not my client would have to  
226 decide if they want to pursue a citizens petition which I am not a fan of if you do not have the support  
227 of the planning board.

228  
229 C. Stelmach: Does Mr. Sullivan have a portfolio or resume of any kind of mixed use that he has done  
230 in the past. Has he dabbled in anything like this before, like Tuscan Village?

231  
232 Attorney Cronin: He has dabbled in about anything you can imagine. Tuscan Village is a generational  
233 type of development. When you look at that from start to finish the town of Salem was on board from

234 the get go. Now they are hundreds and million of dollars in tax dollars for the good for it and have a  
235 master piece. I could not say Brady Sullivan has done anything like that. They have bought projects.  
236 Downtown Concord Eagle Square which is a mix of high end retail and office. They have owned that  
237 for a period of time and fixed it up which is their specialty. The resold that one but have other  
238 commercial/retail type things. There are restaurants in some of their millyard buildings. 1000 Elm had  
239 a shopping center on the first floor. That went the way of obsolescence and four floors of that building  
240 have been converted to residential. There is still some retail commercial on the first floor but it  
241 expanded to residential. The telephone building was recently approved to convert an office building to  
242 residential with the exception that a portion of the first floor would remain commercial.

243  
244 C. Stelmach: Something like this from the ground up is new to him. There is nothing to work with.  
245 There are no existing buildings to retrofit.

246  
247 Attorney Cronin: Tuscan Village was from the ground up. In terms of capital and capability I don't  
248 think you can find too many in New England that can challenge them in terms of their abilities to  
249 develop real estate. It is a question of getting the right plan. Infrastructure now is expensive. In terms of  
250 land value you have to be careful what you put on land because by the time you put in your roads and  
251 utilities it is expensive. Rent for commercial use has dropped.

252  
253 Discussion ensued on how hard it is to develop commercial space at this time and the cost.

254  
255 D. Boutin: I read MUD2 a few times. I have a hard time making any sense out of it. It is convoluted  
256 and all over the place. It is difficult to grasp what the intent of the ordinance. I would suggest we  
257 develop an innovative land use control ordinance that is geared to this project. I have no problem with  
258 the concept of master planning it. This is too much gibberish and not enough guidance on what is and is  
259 not allowed. I suggest we work with the property owner to develop an ordinance. This one won't work  
260 for you or the town.

261  
262 R. Duhaime: The MUD's were designed before I got on the board and are outdated. That sub-division  
263 and connector road was intended to be developed as commercial. MU2 does allow for residential. For  
264 us to go from one angle to the another and going to the other side is stepping ahead of which way the  
265 board might want to go. We could rezone multi-use to commercial but that would not be innovative  
266 land use.

267  
268 Attorney Cronin: If I had my way I would be fine without any zoning regulations like in Houston. I am  
269 not one for regulations and finding loopholes. Hudson Circumferential cost taxpayers millions of  
270 dollars. In 1981 it was a great idea. In 1990 it still looked like a great idea. They bought Benson's  
271 Animal Farm. Times have changed. Rents for commercial are so low, no one can do it unless they are  
272 in the business of losing money.

273  
274 S. Gilbert: While I respect some of the things you mentioned regarding the climate of the retail  
275 industry, I have to disagree with you as far as what the future may look like. Elm Street in Manchester  
276 has a lot of small restaurants, bars, and boutiques that seem to be doing quite well. That is what we are  
277 looking to do with that particular area; to develop a walkable district where people want to congregate  
278 with their family and want to spend money on local businesses. I struggle to reconcile what you are  
279 proposing with the vision we have for our town. I would love to hear more about what you are thinking

280 but I would disagree with you about the current climate and what the future may look like. I understand  
281 it is not great right now but there are ebbs and flows.

282  
283 Attorney Cronin: Reasonable minds can differ on those things. In the past Manchester on Thursday  
284 nights had a lot of shopping and activity and was a pretty special place. It would be nice if that  
285 happened in my lifetime again.

286  
287 D. Boutin: I am not sure what they are proposing to do.

288  
289 Attorney Cronin: Going through this process it is clear to me that MU1 did not work. I spoke with my  
290 client and Nicholas about what we can do so we are not waiting years. The easiest way is rather than  
291 start from scratch and create a new ordinance, you look if there is another zone that may work. There is  
292 a lot to MU2. You have to have some commercial and I think that percentage is too high, but it is much  
293 better than MU1. The likelihood of getting this done in one year is slim to none, but if you had some  
294 drawing board to work with then maybe for the spring of 2024 you could tweak this or replace it with  
295 something else. For the short term you can spend the money to do the site specific work, wetlands  
296 mapping, grades, and topo all of which is expensive. You are not going to do any of that on MU1. With  
297 MU2 you have a shot at getting a master plan that might work and we might take a shot of going to the  
298 ZBA to get the commercial piece down to 20. Manchester buildings are already built and people are  
299 buying them for a fraction of what the replacement cost is. None of those buildings would be  
300 constructed today based on the rents they get. The only reason they are there is because they are old  
301 buildings and they exist. It is better to have people in there paying small rent than having them be  
302 empty. Until Manchester cleans up their store front problem with people taking naps and doing worse  
303 you are not going to attract good commercial tenants.

304  
305 T. Walsh: The scheduled appointment referring to 1700 Hooksett Road, I heard you mention you are  
306 possibly looking at rezoning both sides of the street. Which one is 1700?

307  
308 N. Williams: The undeveloped parcel.

309  
310 T. Walsh: What is the address of Cigna?

311  
312 N. Williams: 2 College Park Drive.

313  
314 T. Walsh: You are requesting both sides get rezoned to MUD2. Do we have any examples of MUD2  
315 other than University Heights?

316  
317 N. Williams: No. That was the original MUD2 adopted in 2006 and the only one under that ordinance.

318  
319 T. Walsh: Were the two Bluebird buildings that were put up part of the MUD2 at University Heights?

320  
321 N. Williams: Yes.

322  
323 T. Walsh: That was a significant part of the commercial development according to this district.

324  
325 N. Williams: It was.

326

327 T. Walsh: Do you know what percentage of commercial development is left that has not been done. I  
328 know we have been asked to convert some of the town houses, etc. and we have said no.

329  
330 R. Duhaime: They can't build the townhouses until they add more to their percentage because they  
331 have not developed enough commercial property.

332  
333 T. Walsh: It is significant or not?  
334

335 N. Williams: That is not an easy question to answer. The developer came back and amended the  
336 master plan several times. The most recent amendment was adopted in 2011. The original was  
337 approved with 25 percent of the net usable acreage to be commercial. That is not what we got.  
338

339 T. Walsh: If we move along, recommend this, hold a public hearing and push for converting it to MU2  
340 would it be your intention to keep the Cigna building as as part of the commercial component of MU2  
341 or are you still going to move forward with 81 apartments in Cigna?  
342

343 Attorney Cronin: Assuming we come to the planning board and it gets approved and the town council  
344 doesn't appeal it they are going to do the apartments right away. There is additional land to be  
345 developed on that site whether additional commercial, residential, or mixed use.  
346

347 R. Duhaime: That intersection was lined up so a connector road could go through and connect to the  
348 village. We knew the property would get sub-divided and we would end up with commercial property.  
349 That was the intent. The MU2 district on the other side was going to be residential and would be a  
350 percentage of residential and commercial. The same thing could happen on this site if you made it a  
351 multi-use district. You will develop all of the residential component and very little if almost none of the  
352 commercial.  
353

354 T. Walsh: This is still my fear.  
355

356 D. Boutin left the meeting at 6:54 pm.  
357

358 Attorney Cronin: In the abstract, how long do you expect people to wait for this commercial. The first  
359 people that are going to come in here and beg you for commercial are the developers. They will change  
360 apartments back to commercial when the market comes back. Generally if it is healthy it will exceed  
361 your returns on what you will get for residential space. Dead land is giving you nothing.  
362

363 T. Walsh: You mentioned innovative land use like a lot of the PZ is. Was your suggestion somehow  
364 trying to adopt MUD2 as an innovative land use and get it out the hands of zoning and keep it here in  
365 terms of the master plan?  
366

367 Attorney Cronin: That was exactly my thought. On big projects we have a lot of moving parts. If you  
368 don't do anything the reality is I will be going back before the ZBA. We are going to put a master plan  
369 together that we think is the highest and best use of the land. If you say you like what it is and you want  
370 to wait a lifetime for commercial we are not waiting. I am going to go with variances and try to win  
371 those cases and try to get it developed. If you can put in innovative land use control it is a much more  
372 collaborative effort before you start spending a lot on money on design and engineering. Going for  
373 variances is pretty cumbersome.



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T. Walsh: I am inquiring because I may agree with you I just have never gone through the process of that change. Something to think about. Nicholas, what is the timeframe for a public hearing?

N. Williams: The last date we can hold a first public hearing is January 16, 2023.

T. Walsh: Any changes would require a second one. That means, technically, being November 21, we do not need to necessarily move on that tonight. We can if it is the wish of the board or if you want to think about it and reread MUD2 and inquire about changing it into an innovative land use that is up to the board.

D. Winterton: More information is better than less. If an applicant is willing to go to work and provide a master plan that we think might work then we can chew it out. We are just gathering more information.

R. Duhaime: They are filling up Londonderry and coming to Hooksett. There is so much commercial land in Hooksett. You cannot take residential land and turn it to commercial. You will have a lunch party. They will find you. You can't do it. You can do it the other way around. We have three exit highway ramps and toll booths. Unheard of in most towns. We are centralized. Once you turn commercial to residential the chances of it going back are slight to none because that is the most income they can make with that property. If you get residential income that is good money; commercial not as well. Residential is where the money is.

S. Gilbert: I would like to hear more about the concepts they are proposing.

**OCCUPANCY REVIEW/TOWN DEVELOPMENT UPDATE**

- Balanced Cafe - 1328 Hooksett Road, Unit 4
- Raja's Smoke Shack - 1328 Hooksett Road, Unit 15
- Kopec LLC - dog agility arena - 1328 Hooksett Road, Unit 16
- Origin Wellness Co. - 1193 Hooksett Road.

**OTHER BUSINESS**

None

**ADJOURNMENT**

***M. Somers motioned to adjourn at 7:26 pm. Seconded by C. Stelmach. Motion carried unanimously with a vote of 6-0.***

**The next regularly scheduled meeting of the Planning Board will be held December 5, 2022 at 6:00 pm.**

**Respectfully submitted by,**

**/s/ AnnMarie Scott**

421

422 **AnnMarie Scott**

423 **Recording Clerk**