

Meeting Minutes
Dover Business and Industrial Development Authority
March 9, 2006

Members Present: Tim Dargan, Chris Veziris, Mark Geuther, Bob Paolini, Pete Hamblett, George Maglaras

Members Absent: Jon McCallion

Others: Scott Myers, Mike Joyal, Beth Thompson

The meeting was called to order at 4:05 pm

1) Approval of Minutes of February 9, 2006

Pete Hamblett made the motion to approve the minutes of February 9, 2006

Christine Veziris seconded the motion.

Vote **U/A**

2) Enterprise Park Updates

a) CPW #0604-55

The construction loan closed on Friday, March 3, 2006 for the full \$2 million authorized. CPW rent will be \$15,211.46 per month which covers debt service on the loan as well as a \$300 management fee

b) Quality Way Subdivision

The subdivision has gone to TRC and was scheduled for March 14, 2006 Planning Board. Due to the information required on the plan it will be necessary to postpone the Planning Board until all the required information is finalized.

George Maglaras made the motion to approve the subdivision as meeting.

Pete Hamblett seconded the motion.

Vote **U/A**

c) Foster Parking Lot Expansion #1094-39

This is an after the fact approval since the parking lot expansion has already occurred. As require by the Protective Covenants for Enterprise Park, all new construction including parking lots need the approval from DBIDA. The parking addresses some shortfalls that exist but is also in anticipation of the building expansion when Foster's expands the building in the near future.

George Maglaras made the motion to approve the parking lot expansion.

Christine Veziris seconded the motion.

Vote **U/A**

3) Marketing/Land Sale Activity

a) Heine USA #0795-69

The Board reviewed the proposed site for Heine which included the area to be acquired from Fosters, the elimination of the cul-de-sac, and the new road.

George Maglaras made the motion to approve the proposed site plan and to move forward with the project.

Pete Hamblett seconded the motion.

Vote **U/A**

b) Ciotti Racing Products 1004-02

We have the signed P&S agreement extension. Dennis Ciotti is looking forward to closing on the deal as soon as we have the subdivision approved.

c) Business Contact #0106-33

This item has been withdrawn. While they would have liked to explore the possibility of locating on Quality Way, they have exhausted too much time and money into site relocation. They need to spend more time operating their business.

4) Crosby Road Industrial Park Update

a) Colbath Electric #

Bill Colbath wanted to inform the Board that he is planning to expand his building a bit. This will need to be approved by the Board as required by the Protective Covenants for the Park. When he has more formal plans he will present them for approvals.

5) Southeastern Industrial Park Update

There is not activity to report this meeting.

6) Knox Marsh Road Industrial Park Update

a) EAD Motors #0605-57

EAD has consolidated their operation due to lean manufacturing practices. This did not result in the loss of any employees. However, it did open up 40,000 sf which they would like to lease. Beth Thompson is working with their broker to help them find a user(s). They are also working with the Planning Department to determine what will be permitted for revisions to the building and lot to make this a marketable building. They will need to add some truck bays at the very least but landscaping and cleaning up of the parking areas has been discussed.

7) Other Development Activity

a) Microtel Hotel #0206-178

Microtel Hotel will be building a 59 room hotel on the lot where Dover had previously approved a hotel several years ago. This is a growing company in the northeast. Hope to start early fall construction.

There is more engineering required relative to pedestrian access to Central Avenue and final approvals are not expected until mid-March.

b) Starbucks #0206-18

Starbucks will be moving into the building next to Blockbuster Video at the Weeks Crossing. This space used to house Bickford's Restaurant. The space has been subdivided with a Sprint retail outlet is in one side. Starbucks will have the remaining property and will reactivate the drive-through.

Because of concerns expressed about the length of queuing for the drive-through, the property owner has agreed to review it in the future and to put up a bond to cover and costs associated with remedying the problem.

c) Holmwoods' Building #1005-73

Mr. Holmwoods retired several years ago selling his property separately from his business. He sold his business to one of his former employees who is going to expand the business and make it more efficient into one building in Somersworth. The property owner had leased the buildings back to the new business owner but is now looking to sell the buildings, either separately or all together since Holmwoods is leaving. Beth Thompson has been working with the property owner to find a new owner.

d) Measured Progress #0495-52

Measured Progress has two buildings up and operational. They were recently approved for new parking to be used in conjunction with their first building but they intend to add a building on that site as well. They have indicated that they may be in with future expansion plans on site.

e) Liberty Mutual #0296-24

Liberty Mutual has begun site work for their new building and they are on schedule thus far. They will appear before the Planning Board next week for approvals related to their existing parking lots. They will be doing both the parking lots and internal road system over incrementally.

f) Park N Ride #0505-41

The Park N Ride is also going along as planned. The City has received an appraisal for our site that will be encompassed as part of the project and we need a second one as well. They intend to begin construction in the late summer/early fall. Besides parking, there will be a bus depot run by C&J Trailways. Coast will be running express commuter service between Rochester and Portsmouth.

g) Business Contact #0905-64*

Beth Thompson has worked with a small retailer who was having problems with their landlord and wanted to relocate. The landlord gave a very short window to move and space was located to preserve this tenant in town.

h) Business Contact #0206-11*

Beth Thompson has been working with a man relocating his family to the seacoast from another state. He is very eager to start a unique retail shop in Dover. She has been providing demographic data to him as well as alerting him to various vacancies to move his business to. All the communications are taking place through the internet.

i) Business Contact #0206-9*

Another business Beth Thompson has been working has needed assistance with zoning and the requirements as to local, state, and federal permits related to his industry.

j) Business Contact #1205-85*

There is another personal service establishment that has a site they are interesting in building on that is issues with signage related to locating their business and advertising. Beth Thompson is working with the Code Enforcement Office to see what options are available to this company to make is successful.

k) Business Contact #0805-56*

There is a Dover businessman interested in running a private transit operation and is working with Beth Thompson for financial opportunities to fund this venture.

l) Business Contact #1005-77*

Beth Thompson is working with a regional business who wants to open up a Dover office for their retail operation. They have been looking for several months and haven't found anything that meets all their criteria. They have even explored buying a larger building and subleasing space to other users.

m) Business Contact #0904-83*

It appears that there may be a new owner for a building that has been for lease for more than a year. The building owner has decided to sell rather than lease and a viable new owner has recently appeared on the scene.

8) DBIDA Matters of Interest

There were no new matters addressed.

9) Non Public Session As Per RSA 91-A:3 (d) Acquisition, Sale or Lease of Property

Christine Veziris made the motion to go into non-public session as per RSA 91-A:2(d) Acquisition, Sale, or Lease of Property.

Tim Dargan seconded the motion.

Vote **U/A** by roll call vote.

George Maglaras made the motion to enter into a Purchase and Sales Agreement with Heine and for the Chairman or George Maglaras to sign the document.

Pete Hamblett seconded the motion.

Vote U/A

George Maglaras made the motion to reserve lot two on Quality Way for Business Contact 0903-27 while the Board negotiates a deal.

Christine Veziris seconded the motion.

Vote **U/A**

Pete Hamblett made the motion to come out of non-public session.

Christine Veziris seconded the motion.

Vote **U/A** by roll call vote.

Mark Geuther made the motion to suppress the minutes of the non-public session.

Christine Veziris seconded the motion.

Vote **U/A**

Mark Geuther made the motion to adjourn.

Pete Hamblett seconded the motion.

Vote **U/A**

The meeting was adjourned at 5:40 pm.