

**Meeting Minutes**  
**Dover Business and Industrial Development Authority**  
*April 6, 2006*

**Members Present:** Tim Dargan, Jon McCallion, Mark Geuther, Bob Paolini, Pete Hamblett, George Maglaras

**Members Absent:** Chris Veziris

**Others:** Scott Myers, Mike Joyal, Beth Thompson, Jeff Harrington, Paul Connelly

The meeting was called to order at 4:35 pm

**1. Approval of Minutes March 9, 2006**

George Maglaras made the motion to approve the minutes of March 9, 2006  
Bob Paolini seconded the motion.  
Vote **U/A**

**2. DBIDA Annual Meeting**

George Maglaras, head of the nominating committee, presented the slate of officers for the year. He nominated Tim Dargan as Chairman, Jon McCallion as Vice Chairman, Bob Paolini as Treasurer, and Christine Veziris as Secretary.

Tim Dargan asked for any other nominations from the floor. Hearing none, he asked for a motion.

George Maglaras made the motion to elect the officers as presented.  
Pete Hamblett seconded the motion.  
Vote **U/A**

**3. DBIDA Financial Report**

Jeff Harrington presented Board with the financial report for the year. With the land and improvements made to the Park, DBIDA has 3.5 million in assets. There was \$1.3 million put into the Venture Drive when the Park was developed.

The bond will expire in 2012

Mike Joyal felt the Board will need to be more aggressive in pricing the land moving forward. With the payback structure for the new road Heine will be constructing, there will be more pressure to generate land sales.

Pete Hamblett made the motion to accept the annual financial report.  
Jon McCallion seconded the motion.  
Vote **U/A**

**4. Enterprise Park Project Updates**

**a. Quality Way Subdivision and Project #1004-82**

This item had been scheduled to go to a March meeting but it has since been deferred to a future meeting once the Planning Department decided it was a major subdivision. This requires that more topographic information and wetlands boundaries be identified on a larger area of the plan. This will actually give us some data on another buildable site and will aid in marketing the park.

**b. Foster Parking Lot Expansion #1094-39**

This item was approved at the Planning Board. Foster's is going to come forward with a building expansion of their Venture Drive facility in anticipation of moving their downtown employees to the Park. The expansion is expected to be around 12,000 sf.

**5. Marketing/Land Sale Activity**

**a. Heine USA #0795-69\***

The Board had agreed to enter into the P&S at a previous meeting. Heine revised the P&S to take out the clause about buying back the property if they do not build the building. This is an unlikely scenario since they intend to go before Planning Board for site review this spring/summer. They have also indicated they will not be renewing their One Washington Center lease. Heine signed the P&S and submitted a check for \$14,875 as a deposit

**b. Business Contact #0903-27\***

The company has received a letter indicating our interest in working with them to locate to Enterprise Park. They will send us a Letter of Intent.

**6. Crosby Road Industrial Park Update**

**a. R&M Paving #0800-64**

Paul Connolly told the Board R&M Paving owned 34 acres on Crosby Road. This is part of the Flatley land that was vacant for so long. The owners of the company are looking at the future and want to minimize their existing business and put up a 12,000 sf light industrial, multi-tenanted building on the lot. The reason they are appearing before DBIDA is to seek relief from the provisions of the Protective Covenants that require a 25' setback. They would like the building to be closer to the property line. Current zoning requires only a 10' setback. Other users nearby have constructed buildings with less than 25' setbacks. One of the reasons the waiver is requested is to minimize wetland issues and to avoid putting in additional pavement.

R&M Paving understands that they will also need Board approval for the building but they wanted to know that DBIDA approved the waiver for the setback before they went further with their planning.

George Maglaras made the motion to waive the setback requirements from the Deed Restrictions and Protective Covenants for Crosby Road Industrial Park and, further, any costs associated with that waiver would be borne by the owner.

Bob Paolini seconded the motion.

Vote **U/A**

**7. Southeastern Industrial Park Update**

There were no updates for the Park.

**8. Knox Marsh Road Industrial Park Update**

There were no updates for the Park.

**9. Other Development Activity**

**a. Waterfront**

The CWDAC has only one response to the RFP from Dickinson Development as LNR has declined to submit a proposal. The committee met to review the RFP and to come up with questions and concerns to ask Dickinson. The consultant, Barry Abramson, will meet with Dickinson to go over those issues further. The full committee will meet with the developer to resolve those issues and to see if they want to move forward.

- b. Walgreen's #0904-83**  
Walgreen's has an option to purchase the eCoast Sales Building at the corner of Central and Glenwood Avenue. They also have options on the surrounding property. They have met with the Planning Department to understand the Dover requirements and are now undertaking their traffic study. They are still trying to get a curb cut on Central Avenue but we do not recommend it. The best they may do is a right turn in and out
- c. Business Contact #0206-11\***  
Beth Thompson is still working by email with an entrepreneur who wants to start a retail business in Dover once he moves his family to the state. She has been providing locations and demographic information.
- d. Business Contact #1205-85\***  
There are no further updates but a neighboring business is pursuing an avenue that could assist both companies.
- e. Business Contact #0805-56\***  
Beth Thompson is assisting a resident with accessing creative financing solutions for the transportation service he wishes to start. They have discussed this with Kit Morgan from DOT, Bureau of Rail and Transit. There's no money available but the DOT wants to keep him on their list should the state is looking for vendors for public transportation. Citizens bank is ready to announce their low interest loan program for the year and we will see if this is an option when we learn more.
- f. Business Contact #1005-77\***  
This business has looked at several sites in town and has not settled on any. Beth Thompson set him up with the current tenant of a downtown building for a sublease situation. To date, this is the most suitable location.
- g. Business Contact #0306-47\***  
Beth Thompson has been meeting with a new bank to the New Hampshire market that has decided to open a branch in Dover. Currently they are seeking a location, preferably in the downtown.
- h. Foster's building on Central Avenue #1094-39A**  
Foster's intends to relocate all their employees out of their downtown building and create a mixed-use building in its place. The existing employees will move to Enterprise Park when they do an addition to their building there. They are working with Bruce Hamilton architects on designing the space and will appear before the Planning Board next week. There was a site walk earlier this week so everyone could understand the various spaces. This was originally 3 buildings and various floors are at different elevations.

#### **10. DBIDA Matters of Interest**

Beth Thompson will be working with City Attorney Allan Krans to finalize the DBIDA by-laws and to organize the tenant's association called for in the Protective Covenants for Enterprise Park.

She will also speak to some local brokers and have them give us a proposal for being the exclusive agent for a couple of lots that will be created by the newest subdivision. Selling these additional lots will help pay for either Quality Way or reimburse Heine for the road development costs they will incur with their project.

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

The Board did not go into non-public session.

Jon McCallion made the motion to adjourn.  
Bob Paolini seconded the motion.  
Vote **U/A**

The meeting was adjourned at 6:05 pm.