



**CITY OF DOVER**

## DOVER BUSINESS AND INDUSTRIAL DEVELOPMENT AUTHORITY – MINUTES

Meeting Type: Regular Meeting  
Meeting Location: Finance Conference Room, City Hall  
288 Central Avenue, Dover, NH 03820  
Meeting Date: **Thursday, December 3, 2009**  
Meeting Time: **4:30 PM**

**MEMBERS PRESENT:** Timothy Dargan, Bob Paolini, Marc Weinstein, Steve Wyrsh, Mark Geuther, Peter Hamblett, Phil Rinaldi

**EX OFFICIO MEMBERS:** Dan Barufaldi (Economic Development Director), Scott Myers (Mayor),

**MEMBERS ABSENT:** Brian Gottlob, Michelle Sawyer and Mike Joyal (City Manager)

The meeting was called to order and a quorum was present.

### **1. Review and Approval of previous meeting Minutes (DOC #2) VOTE**

**Motion:** S.Wyrsh made the motion to accept the minutes. P.Hamblett seconded. Vote: U/A

### **2. Motion to enter nonpublic session pursuant to RSA 91-A for the purpose of the acquisition, sale or lease of real or personal property. ROLE CALL, simple majority needed to pass. VOTE. Board Vacancies VOTE.**

**Return to public session. Motion to seal nonpublic session Minutes, because divulgence would render the proposed action ineffective; 2/3 majority to pass VOTE**

**Motion:** P.Rinaldi made the motion to enter non-public session. M.Geuther seconded. Roll call Vote: U/A

Chair requested a motion to seal the minutes because divulgence would render the proposed action ineffective.

**Motion:** P.Rinaldi made the motion to return to the public session and seal the minutes. M.Geuther seconded. Vote: U/A

### **3. Old Business:**

#### **• A.G. investigation Update**

D.Barufaldi noted that he received a second inquiry from the Attorney General investigating the Ciotti complaint regarding Colbath. The question raised after the initial interview was whether the availability of the sale of the property that Ciotti purchased was publicly known at the time of the sale. D.Barufaldi noted that he found 78 articles in Foster's regarding the land being available for sale. He added that he also developed a



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chronology of 12 sales of land within that same time period. D.Barufaldi stated that Mr. Norris, from the AG, felt that the case was closed.

- **Tourism Project**

- Stakeholders Breakfast**

D.Barufaldi noted that the Stakeholder Breakfast at the Comfort Inn was held this month with a minimal turnout of 12-16 people. He added that there was a consensus from the stakeholders to move forward with the project. The stakeholders included the Children's Museum, La France Hospitality, Chamber of Commerce, Dover Main Street, Planning Board, Quality of Life Committee and the Arts Commission. The consensus and agreement is to continue meeting to work so that all the events, programs and activities of all concerned will be integrated and coordinated.

- Ambassador Program**

D.Barufaldi noted that the Ambassador Program has been initiated and a number of people have expressed interest. The idea is to combine the Chamber of Commerce, Ambassador Program, Dover Main Street Program and the DBIDA Program.

- Gundalow Company in Dover**

D.Barufaldi noted that the Gundalow Company was contacted to see if they would consider coming to Dover. He added that the Mike Joyal has indicated that they would be willing to let them occupy the train station as an office and man it so that it is open 24 hours, 7 days a week. He added that the office space would be rent free and to pay  $\frac{3}{4}$  of the utilities, which seems to be an attractive offer for a non-profit agency. D.Barufaldi noted that Chris Parker is now on the Board for the Gundalow Company. D.Barufaldi added that he attends their meetings and has established a relationship with the Chair and Director.

#### 4. New Business:

- **Parking**

D.Barufaldi noted that he has been working with the Parking Commission. He noted that Mike Joyal has asked him to work with the Chamber of Commerce and Dover



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Main Street to get together with the merchants to establish a discount parking system where the machine has the capability to produce a ticket which is placed on the dash and has a secondary stub that the parker can take with them and have it stamped by the merchant and get a discount on the purchase. The stamped ticket would then be collected and used to relate parking locations to merchant locations to provide a data base for future parking planning.

### - **Facility**

D. Barufaldi stated that his work on soliciting investors for a parking facility awaits some parking Commission decisions on the location and functional accommodations to be considered, i.e.- parking garage, parking garage plus police station, parking garage plus hotel/conference center, etc.

### - **Deeded Parking Effort**

D.Barufaldi noted that he is working on the merchant deeded parking situation for the public phase. He added that the City would like to be able to make the spot a permitted spot, but be able to change location of the spot as the City's parking needs evolve and for that the deeded spots would be maintained, plowed, striped and signed by the City.

### • **UNH Crew in Dover early/Washington Mill**

D.Barufaldi noted that the Washington Mill has agreed to donate 15,000 square feet in the basement of the Mill, which has outside access next to the river. If stairs and a platform can be installed, the possibility exists that we can get the UNH Crew here before the 2-5 years it would take with the waterfront development to get a boat house built and operational. He added that the UNH Crew is currently having problems at Jackson Landing in terms of traffic and working around the other boats. He noted that from a tourism attraction point of view we could get some people to come and spend some money. It was noted that they have a regatta every year that brings in tens of thousands of people.



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### **5. Economic Development Resource Guide**

D.Barufaldi presented the complete Economical Development Resource Guide. He noted that it contains a lot of information and is well balanced in terms of written and graphic content. It was noted that copies have been distributed to City offices, and will be distributed to hotels, museums and ambassadors as well as to City Council.

### **6. December Manager's Report/ Economic Development Section (DOC #3)**

D.Barufaldi noted that CRT Corporation has moved into Industrial Park Drive in the ERZ Zone. He added that they had 53 employees, are now up to 90 employees and hope to be at 150 at some point this year. He noted that they were looking for a bilingual Spanish HR person and he found them an excellent candidate out of the UNH Spanish Department. D.Barufaldi noted that this green business is able to recycle 99% of the products coming in and emit nothing. They currently occupy 100,000 square feet in Dover; their headquarters is located in Alabama, a facility in Las Vegas, and a 30,000 square foot distribution facility in Portsmouth. They are looking to open two new sites in the Southeast and Southwest of the United States.

D.Barufaldi noted that VXI from Rollinsford has moved into the Moore Building in the ERZ Zone. He noted that they came in with 43 employees.

D.Barufaldi noted that he has heard that a wind turbine assembly company has shown some interest in moving into Goss. He added that Kuka, a German robotics company, has been looking around and would make a great candidate for an Enterprise Park location. He stated that Delta Airlines has decided to move all of their European call centers back to the U.S. and he has been trying to make some contacts with Delta regarding a call center in the Cochecho Falls Mill.

### **7. Unemployment Statistics (DOC #4)**

D.Barufaldi presented the latest unemployment statistics and the numbers, with some exceptions, in our area unemployment continues to fall.



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### **8. Financial Report (DOC #5) VOTE**

D.Barufaldi noted that the consulting services line item number is \$4,000 and that is the second payment of the graphic design and printing for the Guide. He stated that the encumbrance carry forward is \$1,667.01 for the landscaping at Enterprise Park for the season. He noted that this was a half payment. The consulting services line item of \$9,000 was for the production of the Guide.

**Motion:** R.Paolini made the motion to accept the financial report. P.Rinaldi seconded. Vote: U/A

### **9. Other Business**

D.Barufaldi noted that the SBA has run out of funds and there maybe a fallout with some of the small businesses who cannot get credit. He added that the local banks are doing better than the national banks.

D.Barufaldi noted that the Strand first mortgage payment was paid through the auction and the second mortgage holder won the auction. Investment of \$200,000 each by ten local investors who would apply for a \$300,000 mortgage and reopen the Strand with professional theater management was discussed. The future plans may include live performances, a liquor license and specialty coffees.

P.Hamblett questioned if there were any opportunities for the small businesses to receive help through the Storm Recovery Funds? D.Barufaldi noted that he did not believe any more of these monies were available.

### **10. Adjourn**

**Motion:** R.Paolini made the motion to adjourn. P.Hamblett seconded. Vote: U/A