



CITY OF DOVER

DOVER BUSINESS & INDUSTRIAL DEVELOPMENT AUTHORITY - MINUTES

Meeting Type: Regular Meeting
Meeting Location: Finance Conference Room
288 Central Avenue, Dover, NH 03820
Meeting Date: Thursday, November 5, 2009
Meeting Time: 4:30 pm

MEMBERS PRESENT: Tim Dargan, Bob Paolini, Mark Weinstein, Steve Wyrsh, Marc Geuther, Peter Hamblett

EX OFFICIO MEMBERS: Dan Barufaldi; Economic Development Director, Scott Myers; Mayor, Mike Joyal, City Manager

OTHERS PRESENT: David Choate; Grubb & Ellis Coldstream Real Estate,

MEMBERS ABSENT: Brian Gottlob, Phil Rinaldi, Michelle Sawyer

Meeting called to order. Quorum present.

1. Approval of previous meeting Minutes of October 1, 2009.

Motion: Geuther made the motion to approve the minutes. Wyrsh 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.

Motion: Paolini made the motion to enter non-public session. Wyrsh seconded. Roll call Vote: U/A

Return to public session.

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

Motion: Geuther made the motion to seal the minutes. Paolini seconded. Vote: U/A

3. Old Business

• DRA Macro Tax Data Request Status

Barufaldi stated that he went through requesting from the Department of Revenue and Administration the macro tax data for all the categories of tax that was paid out of zip code 03820. The Commissioner said that he would not do it unless required through a right to know request. City Attorney Krans assisted with a right to know request letter and it was sent out. A call was received from one of DRA's Assistants saying they do not have the information in that segment; they do not have a system that can get the information the way that we are requesting it, therefore feel they are not obliged to give out the information. Attorney Krans was very clear in helping form a letter to make sure we were not asking for any proprietary information only information for macro. A letter was sent to the City stating they were not going to give the information to us. A copy of the letter was sent to City Attorney Krans and City Manager Joyal looking for an indication on how they wanted to proceed at this point, which the next step would be Court.

Barufaldi continued and said this information would be valuable information for any municipality to assess the economic vibrancy of our community. The various tax levels are done by sectors and you can evaluate how good things are going in each sector by how much taxes the people are paying. It is a good



CITY OF DOVER

DOVER BUSINESS & INDUSTRIAL DEVELOPMENT AUTHORITY - MINUTES

Meeting Type: Regular Meeting
Meeting Location: Finance Conference Room
288 Central Avenue, Dover, NH 03820
Meeting Date: Thursday, November 5, 2009
Meeting Time: 4:30 pm

tool for that reason and it is good for the citizens to know this information. He stated that he believes the DRA does not want to do the work and they are hiding behind the system. They feel that retrieval can be a problem and they are saying due to employee cuts they do not have the staff or the system to do it for us.

Joyal said at this point it is not a high priority, at some point and time we should push the issue, for the same reason Dan explained, it would be incredibly helpful to know how things are tracked in a community and looking at some future forecasting and financial indicators that we are starting to track now that would be a key piece of data that we could use. The State has it; the State has a computer system the right to know law says if you have data in electronic form you have to make it available to the public. In defense of the State, they have old legacy counting systems, reporting is limited; they do have some privacy issues that relate to proprietary information. We will respond back to the State at some point and time and say we want to know what your data fields are in your counting system and we will specifically identify those fields that we want and they would need to provide those, because that is what the right to know law says.

Discussions continued regarding different angles to take.

Barufaldi said he spoke with the Commissioner and he said if he gets a court order he would be forced to do it. That indicated to me where he was coming from and I am looking for direction from the Board as far as City resources and where to go at this point.

Joyal said he does not see this as a priority but it is something that we need to pick at.

Hamblett asked what was the economic benefit coming out of all of the data?

Barufaldi said it gives you understanding of what sectors are performing and what aren't because part of what I do is attraction but part of what I do is retention in helping businesses here that are in trouble. I do a lot of work for financing for sometimes last resort companies. This would help me to know where we are doing well and where we are not. It would provide a little more forewarning knowing if local economic conditions were taking a dip or for that matter starting to pick up. The sectors tell us a lot of important information on a quarterly basis.

Dargan stated that he agrees with Joyal and to continue to pursue it but find some other partners that might pursue it with us, but not necessarily start spending legal money to do it.

- **Meeting with A.G. investigator**



CITY OF DOVER

DOVER BUSINESS & INDUSTRIAL DEVELOPMENT AUTHORITY - MINUTES

Meeting Type: Regular Meeting
Meeting Location: Finance Conference Room
288 Central Avenue, Dover, NH 03820
Meeting Date: Thursday, November 5, 2009
Meeting Time: 4:30 pm

Barufaldi said that he, City Attorney Krans and Dargan met with Attorney General's investigator on the Ciotti property issues. This has been looked at once before. We worked with City Attorney Krans and we have put together a binder full of documents involved in that transaction and the tax payments, etc. When the investigator Jim Norris came here we sat down and we went through the book with him and at the end of it he said it looked good to him and he thanked us, he said this is the end of it as far as he was concerned.

Joyal said one important thing to take away from this is the importance of documenting what we have, discussions with potential land purchases that we go through, negotiations, purchases and sales, etc.

4. New Business:

- **Parking**

Barufaldi said this has been put on hold by the Parking Commission until the election was over and the new Council came on board. He has done preliminary conversations with some potential investors but there is still a wide range of possibilities that the parking commission wants to explore as far as location. He stated that he was attending a meeting in the morning and will keep on top of it and will keep the board informed of what activities that he is engaged in.

- **Tourism Project**

- **Partners Meeting**

Barufaldi stated that he has a tourism project partners meeting tomorrow afternoon, this involves the Chamber, Dover Main Street, Planning Board, Arts Commission, Quality of Life Committee, Recreation Department, Great Mills Management, and Children's Museum, all the people who are involved or need to be involved. We are trying to integrate the tourism effort for the whole City.

- **Stakeholders Breakfast**

This will be held on November 18th, 2009 at the Dover Comfort Inn and Suites, 10 Hotel Drive. This is to get the community involved in what we are trying to do to inform them about this overall approach and also to initiate the Ambassador's Program.

- **Ambassador Program**

This is an outreach group of volunteers that will go outside the City and spend some time talking about Dover to people either that we point them at or people they know may do us some good. That can involve tourism, chamber membership, business attraction, etc.

5. **Economic Development Resource Guide**

Barufaldi updated the members about the Resource Guide. He stated it is a 30 page, four color high gloss book that is packed with content. It will be used for relocation candidate companies. The beginning pages will be customized to the individual companies that we will talk to. We changed some photos and we will be pulling typos out of them, should be ready to print next week.



CITY OF DOVER

DOVER BUSINESS & INDUSTRIAL DEVELOPMENT AUTHORITY - MINUTES

Meeting Type: Regular Meeting
Meeting Location: Finance Conference Room
288 Central Avenue, Dover, NH 03820
Meeting Date: Thursday, November 5, 2009
Meeting Time: 4:30 pm

6. Manager's Report/ Economic Development Section

Barufaldi referenced the handout submitted in the packet.

7. Unemployment Statistics

Barufaldi referenced the handout submitted in the packet and stated that Dover is climbing back down in unemployment at 5.8%. Dover has a lot of health care jobs which is still a growth industry. We are seeing a lot more people in the emergency rooms because they are losing their health care insurance.

8. Financial Report

Barufaldi referenced the financial report to the members.

Motion: Wyrsh made the motion to accept the financial report. Paolini seconded. Vote: U/A

9. Adjourn

Motion: Geuther made the motion to adjourn. Wyrsh seconded. Vote: U/A