



CITY OF DOVER

**COCHECHO WATERFRONT DEVELOPMENT ADVISORY
COMMITTEE - MINUTES**

Meeting Type: Regular Meeting
Meeting Location: McConnell Center Room 305, 61 Locust Street, Dover, NH
Meeting Date: **Tuesday, July 19, 2016**
Meeting Time: **6:00 pm**

PRESENT: Jack Mettee (Chair), Dana Lynch, Norm Fracassa, Carla Goodknight, Peg Purcell, Sean Fitzgerald, Robbie Woodburn, Jack Buckley

EXOFFICIO MEMBERS: Mayor Karen Weston, Michael Joyal

STAFF: Steve Bird – City Planner, Gary Bannon – Recreation Director

OTHERS: Jennifer Martel, Dean Peschel, Tom Severino, Rob Graham, others

1. Meeting was called to order at 6:05 pm.

2. Minutes of May 17, 2016

Motion: Lynch made the motion to approve the minutes of 4/19/16, Goodknight seconded. Vote: Unanimous

3. Citizens Forum: None

4. Changes to the Agenda: None

5. Correspondence: None

6. Old Business: None

7. New Business:

A. Presentation by Tom Severino on Bluff Excavation Proposal

Mettee: Tom Severino approached the city a couple of weeks ago with an idea to remove the bluff and through various conversations since then it appears that concept has grown. A couple of CWDAC members attended a meeting last week to hear the proposal. We invited him here to present his proposal to the full board.

Severino: My company was the successful bidder for the NHDOT Route 16 road project and we need rock and other material for the job. We are very familiar with the waterfront parcel and was involved with Dickinson in developing grading and excavation plans. The only way the bluff removal works is to haul the material a short distance. We started with just the bluff excavation in return for the land being created. There has to be some connectivity between the bluff and the rest of the parcel. We have extensive knowledge of the entire site. You need rock from the bluff for the rest of the parcel. We do not want to railroad the proposal through you. I am fine if you are not ready for this now. I work in Dover and want to see the waterfront completed. This is what we do for a living, dealing with challenging parcels like the waterfront. Your consultants have done great plans but we want to partner with them to come up with a plan. We would have a few millions into the project. We are looking for a green light to move forward to negotiate a developer's agreement. We are committed to make this happen if we can. The choice is yours. You have done a lot of

work. We did this up in Rochester on a non-buildable lot that now has multiple commercial buildings now. We did a project in Londonderry for an office park. We can make this happen.

Joyal: Tom approached Dean Peschel with this opportunity 2 weeks ago. His company is ready to do site work to get the site ready for development. This opportunity has time constraints. Things do have to happen quickly. I need to hear from CWDAC if this is something you want to pursue. Tom needs to get going on permitting. CWDAC oversight would stay in place.

Buckley: How does this work with the City bidding process?

Joyal: It doesn't. It would have to be a sole source bid.

Woodburn: You need the material but do you have a developer?

Severino: Yes I have a development team that I work with. We have at least two years of rock moving. Your consultants would work with me and my developer.

Purcell: So are you working just on earth moving and not roads and utilities?

Severino: Yes you are correct. We would be into the work for 2 to 3 million.

Weston: I just want to go on the record that we are not looking for a home improvement store.

Severino: It is still your vision. We have to work together.

Weston: There would still be the park and docks. Any idea of what your build out would be? One or more developers?

Severino: Our developer knows all types of development types, which is what you need.

Weston: We need to raise the grade of the site. How do we decide where the bluff material would be used?

Severino: City will build the park and shoreland. It is a 4 year process for bluff removal so you have time to figure out how much the city might need. We have other options for material in Barrington.

Goodknight: Project has lots of merit. How do we make sure we document the plan?

Joyal: The process would start with entering into negotiations for a term sheet for a development agreement. Key terms are that Severino will supply material for the state project and material for city needs. There would be a mechanism to transfer land to Severino. There would be a minimum taxable value required 2 to 3 years down the road.

Goodknight: I have seen these agreements fail if the economy is down and we don't want to bankrupt the company.

Joyal: We have required financial sureties on two projects that were written by our attorneys.

Severino: We will leave enough material for city projects. The risky part is assuring the taxable income. We will have developers ready to go once the site is ready.

Lynch: How much material do you need for DOT?

Severino: 150,000 cubic yards is needed.

Goodknight: What is timeframe for negotiations?

Severino: Permitting will take 2-3 months which will give us time to negotiate. I would like some direction.

Weston: Term sheet needs to not allow land banking, give them deadlines to develop.

Joyal: Land would be conveyed after bluff is removed. Would ask that CWDAC say that we want to move forward with permitting and term sheet. Hope to wrap up approvals by September.

Mettee: If it is too good to be true it probably is. I have a historical perspective on this project. I am not comfortable moving forward tonight. There are lots of questions still out there. This changes the process dramatically. This short circuits the bidding process. Who is the developer we will be dealing with? We need to know their capacity, their finances, and their experience. Seems like 3-4 years is a long time for blasting and truck traffic. What would it mean financially for you to just remove the bluff versus the bluff and the development?

Severino: The developer is George and Susan Conway of Realty Acquisitions, LLC and their representative Rob Bradford is here. I spoke with local developers like Chad Kageleiry to make sure I was not stepping on his toes. I could not just take the bluff, I have to do the entire site to balance costs.

Mettee: Could you allow us to vet the developers?

Severino: No that would not work. We have bonding capacity and can't align with an unknown developer. I can shrink the time down to less than 4 years.

Goodknight: How do you envision the board operating in the next 6-8 weeks?

Mettee: I would see one or two CWDAC members on the negotiating team. We can have special meeting if necessary.

Goodknight: I don't want to run out of time. We have a lot to process. This is a very important decision.

Mettee: We have to be aware of the right to know law. We can send all questions and comments to Bird. What is the sense of the committee with this proposal?

Woodburn: It would be helpful to have a presentation from the development team. Who are they? What projects have they done?

Severino: We can have the team come to a future meeting. We can work with them and minimize risk.

Motion: Lynch made a motion that we move forward on the process, schedule a meeting with the developers and identify a process to keep CWDAC notified of progress with the development agreement, that the Chair appoint CWDAC members to be on the negotiating team and establish a date certain to be able to have CWDAC vote on the term sheet. Purcell seconded.

Goodknight: We owe it to the community to pursue the opportunity.

Fitzgerald: It is worth taking a look at.

Fracassa: We need more information of the developers.

Buckley: It jump starts the process and is the only option to take down the bluff and move River Street.

Vote: Unanimous

Mettee: What is the timeframe for moving forward?

Joyal: Send to Bird the types of information you are looking for and questions you have. The City Council is meeting on August 3rd to hear the presentation. CWDAC could meet on August 2nd. We

will have a non-public session to discuss the negotiation details. We would come back to the regular CWDAC meeting on August 16th with a draft of the term sheet.

CWDAC decide to meet on August 2nd at 5:30.

B. Review of Phase 2 Contract and Scope of Services with Union Studio

Bird distributed a copy of the new scope of services and explained that the City Council voted to approve the phase 2 contract on July 13th. Bird reviewed the specific tasks contained in the phase 2 scope of services.

C. Review of Grant Application for the NH Coastal Program Design Solutions for Coastal Resilience – “Combining Climate Resiliency and Public Spaces for the Cochecho Waterfront”

Bird reviewed the Coastal Program grant that the City and our design team, especially Rob Roseen, is applying for. The amount being requested is \$100,000, which will be used to advance the engineering plans for shoreland stabilization and site grading. Roseen thinks we have a good chance. Would like to have a letter of support from CWDAC.

Motion: Woodburn made a motion to support the grant application. Buckley seconded. Vote: Unanimous

8. Committee member comments:

Mettee: I have asked some members of CWDAC that have design experience to look at the waterfront design guidelines that were prepared by Cecil Group. They are sending comments to me and we will bring this to the committee in the near future for discussion.

9. Adjournment: Mettee declared the meeting adjourned at 7:28 pm.