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March 1, 2017

The Honorable Karen Weston
Mayor, City of Dover
Members of the City Council
288 Central Avenue
Dover, NH 03820

Re: Rezoning of property
off Littleworth Road

Mayor Weston and City Council Members;

This office represents Anna R. Kay and Richard W. Kay, Trustees of the Richard and Anna Kay Revocable Trust and The Richard and Anna Kay Irrevocable Trust, owners of Dover Tax Map G, Lots 29 and 29-B. This letter is submitted on behalf of Mr. and Mrs. Kay (both as Dover citizens and in their trustee capacities) in full support of the Petition for Rezoning to be heard by the City Council on March 8, 2017.

The issue before the Council is simple. The City of Dover would significantly benefit from the addition of approximately 101 acres that would be in the I-2 zone. The need for additional land for commercial and industrial development has long been recognized by the City. Expansion of the commercial and industrial zones remains a strategic objective of the Council to "... rezone appropriate parcels to spur/enhance commercial development to further balance the commercial-to-residential ratio..." of property in the City. See Strategic Objective #3 of the 2016-2017 Council goals.

The rezoning of the parcels in question to I-2 is the natural expansion of the existing I-2 zone that is across Littleworth Road. The parcels will be contiguous, and create a center of commercial/industrial development that is ideally situated in close proximity to the Spaulding Turnpike. The frontage on Littleworth Road provides the proposed I-2 zone with visibility and traffic volumes that will enhance the commercial/industrial development potential.

We are not economists, so we requested an analysis of the proposed rezoning from RKG Associates, Inc., a well-known consultant. The March 1, 2017 letter from RKG is attached. In the interest of brevity, we will not restate the points made by RKG. However, we wholeheartedly and without any reservation join in the conclusion reached by RKG that "...the rezoning proposal is in Dover's best interest and constitutes a logical and consistent implementation of the goals and objectives stated in the City's Master Plan." Mr. and Mrs. Kay urge the City Council to vote in the best interest of the City, and to approve the Petition for Rezoning.

Yours truly,

A handwritten signature in black ink, appearing to read "Stephen H. Roberts", with a stylized flourish at the end.

Stephen H. Roberts

SHR/dmw
Enclosure

cc: Mr. and Mrs. Richard Kay

March 1, 2017

The Honorable Karen Weston
Mayor, City of Dover
288 Central Avenue
Dover, NH 03820

Dear Mayor Weston:

On behalf of the Kay Family, I have been asked to provide you and the City Council with my thoughts regarding the rezoning proposal that is before you. The property under evaluation is located between Littleworth Road and the Spaulding Turnpike and is zoned R-20 and I-4. The proposal is to rezone the area from R-20 and I-4 to I-2 in order to facility new commercial development. The City's Department of Planning and Community Development has provided you with their analysis of the rezoning, including an estimate of the fiscal impacts of the potential future build-out under both alternatives.

As a real estate economist and land use planner with over 30 years of experience in zoning and development throughout the country, I believe I bring a "big picture perspective" that will help inform you and the City Council on this matter. I am also a long time Seacoast resident and Dover former business owner, so I am familiar with not only the site, but also the local and regional context in which it exists. In the interests of full disclosure, my firm (whose work I led) was part of the team of consultants who assisted the City and Planning Board in researching and writing the Land Use Analysis chapter of the Master Plan in 2015.

In support of the rezoning, I would like to make the following points:

- The rezoning of the subject property will increase the amount of land available for commercial and industrial development in Dover, an issue that the Master Plan has determined to be important for the long-term economic health of the community, since commercial and industrial property is typically fiscally positive.
 - In the Vision Statement of the updated Master Plan Executive Summary (August 28, 2013), one of the eight summary visions statements is "Dover attracts and retains stable, well-paying employers because it is business friendly and has a high quality of life." (p.2).
 - Under the Economic Development summary, ED 1.2 states "*Investigate ways to grow the City's economic base utilizing existing and new office/industrial spaces that are appropriately located and consistent with the master plan vision for Dover,*" while ED 1.4 says "*Identify sites and construct new business/industrial parks as market demand dictates.*"

Having sufficient, well located land for to accomplish these goals is critical.

- The rezoning is also strongly supported in the adopted 2015 Land Use chapter of the Master Plan, where it says *"the Dover Business and Industrial Development Authority has indicated a need to develop a new business park, which is needed to accommodate future business growth. IN addition to this new park, there is a need to consider how Dover can redevelop its zoning around existing industrial parks to better serve the needs of these new industries."* (p. 23-24)
- In several places the Master Plan recognizes Dover's role as an employment and commercial center within the Seacoast region. On page 25 the following statement is highlighted: *"After analyzing the available economic data it is clear that all sources point towards Dover continuing to grow and prosper while continuing to capture an increasing share of the Seacoast region's economic activity."* This requires properly zoned land that is appropriately located.
- The subject property separates two industrial zones. On the eastern side, Cambridge Tool is the primary tenant with land available for future development. To the west, a large tract zoned I-4 is undeveloped. Across Littleworth Road is the existing industrial park (zoned I-2), which will continuously be redeveloped with new technology and commercial activity. Rezoning will allow for a larger contiguous zone with exposure to the Spaulding Turnpike and direct access off of Littleworth Road.
- The I-2 zoning classification, as pointed out in the Planning Department's analysis, allows for a wider array of business and commercial activities with more flexibility in terms of site specifications and mix of uses. This is important considering the evolving nature of modern (and future) "industry". More and more our economy is based on and supported by "knowledge industries" as opposed to more traditional build/assemble industries. These new businesses are often people-intensive and require supporting uses such as retail, accommodations and recreation. The I-2 zone provides for that flexibility. New business that will be attracted to Dover are likely to be smaller, requiring flexible space that combines offices with production areas, rather than the large, single use corporate campuses of the past. Again, the I-2 zone is better suited for these businesses than I-4.
- The Master Plan, and in particular the recent and on-going updates, focuses Dover's future growth in such a way that municipal services can be more efficiently provided, by encouraging more compact development at higher densities close to the urban core. More housing in the rural parts of the city requires more roadways, sidewalks and utilities, and generates additional automobile trips. Modern urban planning principles discourage suburban sprawl.
 - This is discussed on page 11 of the adopted 2015 Land Use chapter of the Master Plan, where the demographic forecasts for the city *"supports the demand for smaller more easily maintained homes that are nearby to*

services and cultural amenities, i.e. close to downtown, as the middle-age "bulge" ages." R-20 zoning supports large single family houses on large (1.2 acre) lots, directly in opposition to the City's stated growth objectives.

- Commercial property generates more in tax revenues than it costs the City to provide municipal services. Residential development, on the other hand, often costs more to service than it brings in. The cost or benefit of residential development is directly correlated to the type and density of residential development and the number of school-age children that end up living in the units. Single family homes (which the R-20 zone incorporates) generate the greatest number of school-age children.

Although I could go on and point out other areas where the Master Plan supports the rezoning proposal, as well as the net fiscal and economic benefits that will occur, I will leave you with the key points stated above.

It is my professional opinion that the rezoning proposal is in Dover's best interest and constitutes a logical and consistent implementation of the goals and objectives stated in the City's Master Plan. I plan to attend the March 8th public hearing if there is any additional information that you or the Council might require.

Sincerely,



Craig R. Seymour
President & Managing Principal