



CWDAC RFQ REVIEW SUB-COMMITTEE – MINUTES

Meeting Type: Regular Meeting
Meeting Location: McConnell Center, Room 305, 61 Locust Street, Dover, NH
Meeting Date: Wednesday, January 10, 2018
Meeting Time: 8:00 AM

PRESENT: Dane Drasher (Chair), Dana Lynch, Sean Fitzgerald, Matt Cox, Norm Fracassa, Ann Legere, Steve Bird

OTHERS PRESENT: Dennis Ciotti, Doug Steele, Zac Leavitt (left at 9:15) Chad Kageleiry, Kevin McEneaney, George Maglaras, Justine Vogel, Kathleen Toomey, Brad Straub, Gene Guskowski, Jeff Johnston, Jim Goldenberg, Dan Plummer, Ryan Plummer, Eve Hoeffle

1. Meeting was called to order by Drasher at 8:00 am.

2. Approval of Minutes from January 8, 2018

Lynch motioned to approve the minutes as presented, Cox seconded. Vote: 5 in favor, none opposed.

3. Citizens Forum: No citizen input.

4. RFQ Submittal Interviews

A. Summit Land Development

Drasher: Before we start the interviews, does anyone on the committee have any conflicts of interest with the first company?

Cox: For the record two CWDAC members who did have a conflict have recused themselves from the RFQ process.

Fitzgerald and Lynch both indicated that they had past business dealings with the company but that they have no current business relationship and do not have a conflict of interest.

Drasher reviewed the interview procedures and gave a short background on the process.

Chad Kageleiry, Kevin McEneaney, and George Maglaras represented the company. Kageleiry distributed a handout which members reviewed.

They want to be the master developer for the site and use other cooperating developers to do parts of the site. Pointe Place was cited as an example of capacity and type of development. They are bringing the Maglaras parcels across the river into the mix, which will help pay back the TIF bond sooner. They would double the amount of commercial space and do less townhouses and more multi-family units.

Drasher asked the six common questions that had been developed. These related to the concept plan, capacity for multiple projects, business affiliations, financial capacity, successful and challenging projects and willingness to work with us on fewer parcels than desired.

After a question and answer discussion, Drasher thanked them for their time and explained the next steps in the process.

B. Riverwoods Group

Drasher confirmed that no members have any conflicts of interest with this company.

Drasher reviewed the interview procedures and gave a short background on the process.

Justine Vogel, Kathleen Toomey, Brad Straub and Gene Guskowski were present to represent the company.



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Vogel distributed a handout for members to read. They are interested in parcels B, C and maybe D. They want to build 80 to 100 senior (62+) apartments and first floor retail space using the concept plan. There is a market for senior housing. Their residents would be the heart of the community. They would do a payment in lieu of taxes that would be negotiated, just like in Exeter and Durham. Their financing requires 75% of the units be presold.

Drasher asked the six common questions that had been developed. These related to the concept plan, capacity for multiple projects, business affiliations, financial capacity, successful and challenging projects and willingness to work with us on fewer parcels than desired.

After a question and answer discussion, Drasher thanked them for their time and explained the next steps in the process.

C. Cathartes/ CPI Management

Drasher confirmed that no members have any conflicts of interest with this company.

Drasher reviewed the interview procedures and gave a short background on the process.

Jeff Johnston and Jim Goldenberg were present to represent the company.

Johnston presented the firm's qualifications and experience by using a PowerPoint presentation. They are developing 104 Washington Street and did Portwalk Place in Portsmouth, among others throughout New England. They have extensive experience with mixed use and public/private partnership projects. They think one group should develop the entire site.

Drasher asked the six common questions that had been developed. These related to the concept plan, capacity for multiple projects, business affiliations, financial capacity, successful and challenging projects and willingness to work with us on fewer parcels than desired.

After a question and answer discussion, Drasher thanked them for their time and explained the next steps in the process.

D. Two International Group

Drasher confirmed that no members have any conflicts of interest with this company.

Dan Plummer, Ryan Plummer, and Eve Hoefle were present to represent the company. Hoefle presented the firm's qualifications and experience by using a PowerPoint presentation. They are a full service developer, mostly at Pease. They have residential development experience, but not that recently. The commercial part is tough to make work. There is no demand for a hotel. They are concerned about absorption and construction costs.

Drasher asked the six common questions that had been developed. These related to the concept plan, capacity for multiple projects, business affiliations, financial capacity, successful and challenging projects and willingness to work with us on fewer parcels than desired.

After a question and answer discussion, Drasher thanked them for their time and explained the next steps in the process.

5. Adjourn

Drasher declared the meeting adjourned at 12:40 PM.