

**REGULAR SESSION MEETING MINUTES**  
**ECONOMIC DEVELOPMENT COMMITTEE MEETING**

**Wednesday, August 17, 2016**

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**EDC Chairman Joseph Lauria called the meeting to order at 6:20 pm in room 14 at the Town Hall in the presence of:**

**Voting Members:** William Bellavance, David Ferreira, Peter Beal, and Joseph Lauria,

**Missing:** Michael Prisco, Richard Wallner, and Sean Delaney

**Associate Members:** Tom Ollila, Pat Lee

**Non-Members:** Danielle McKnight – Town Planner, Michael Gilleberto, and Francis DeCoste  
– TRA

**Chairman Joseph Lauria opened the meeting at 6:20pm.**

- 1.) Mrs. McKnight introduced Mr. DeCoste from TRA, who gave an overview of the draft RFP for 104 Lowell Rd. Mr. DeCoste says he has written the RFP to be open and not too specific as to a particular use, per the request of the Board of Selectmen at their last meeting.
- 2.) Mr. Lauria asked for a summary of the joint meeting with the Selectmen, for those EDC members who didn't attend. Ms. McKnight explained that the Selectmen gave feedback that they wanted the RFP to be open to responses from buyers proposing a variety of uses. Mr. DeCoste said they would want detailed proposals including site plans, and also a statement that proposals that don't conform with the current zoning are OK. There was an undercurrent of not preferring residential from some, but the direction was still to keep the RFP open. We need to find a balance between getting proposers and getting something the town would like to see. For example, a proposal could be for age-restricted housing, even if the zoning doesn't allow it. Mr. Gilleberto added that they wanted consideration to be given to property tax revenue generation. He said the Board didn't come to a consensus about anything specific they wanted. Several types of uses were discussed, but it would depend on the proposal.
  - a. Mr. Lee said the Selectmen were hearing for the first time what could be realistic there, at that meeting. They raised questions about various possible uses, and Mr. DeCoste had explained why some would work and others would be less likely based on the market study (such as office space).
  - b.
- 3.) Mr. DeCoste noted that he had the property listed on Costar, with no office inquiries. He then began his review of the RFP:
  - a. Putting out the larger parcel first, 104, to maximize the value of the small one by having an anchor that would help attract a better user to 102.
  - b. Town would consider a zoning change at a special Town Meeting if needed
  - c. Reserved wastewater capacity in an easement on 104 running to 102 in the amount of 20,000 gallons per day. He asked Ms. McKnight to check with the Town Engineer to see if this would work.

- d. Mr. Bellavance asked if the GPD should be negotiable
  - e. Mr. Ferreira thought 20K is minimal, and if they're building it, 10K more or less makes no difference
  - f. Mr. DeCoste said it would make a difference in the discharge area
  - g. Mr. Beal asked if we couldn't just negotiate this, even considering proposals that didn't meet it
  - h. Mr. DeCoste said we didn't have to have this amount as a "pass/fail" item in the RFP
  - i. Mr. Ferreira asked if we should talk to Lincoln about what we're doing in case they want to collaborate on the wastewater and build their site further
  - j. Mr. DeCoste said that's a discussion the developers should initiate on their own; he doesn't recommend the town taking the lead on putting together a package like that
- 4.) Mr. DeCoste reviews the submission requirements
- a. Minimum price is stated at \$3M
  - b. Mr. Beal recommended using the appraised price instead
  - c. Mr. Bellavance said it's not important what we sell it for, it's the end use that matters
  - d. Mr. Beal said someone who spends less might end up generating more revenue for the town, and the price is the least important thing
  - e. Mr. Lauria suggested it's more reasonable to list the appraised value and not a minimum price
  - f. Mr. Beal asked if Mr. DeCoste usually sees this done – putting a minimum price above an appraised value?
    - i. Mr. DeCoste said yes, this can result in no bids, but in this case the number is only 10% higher. There had been the reaction that the appraised value came in too low. However, if there's residential proposed here, the value is absolutely fair for at least \$3M. This property is worth less than the Lincoln property because residential isn't allowed on it.
  - g. Mr. Lauria asked if the bidders knew what they'd be paying in taxes.
    - i. Mr. DeCoste said yes, they are asked to provide that as part of their analysis.
  - h. Mr. Lauria said if we are asking for that information, we're fluid about the tax; to Mr. Bellavance's point, it's the end use that matters, once the tax implications are considered.
  - i. Mr. DeCoste said he recommends having a minimum price; otherwise proposals will be all over the place. He also said generally public entities don't sell land for less than its appraised value.
    - i. Mr. Lauria and Mr. Beal said they didn't want to discourage someone who might be slightly under, with a good proposal. The minimum price should be the appraised value.

- j. In the evaluation section, Ms. McKnight asked if they needed a bullet point to say that in the Development Program Concept, that we want an explanation of benefits to the community/amenities.
    - i. Mr. Beal asked how bound proposers are to what their concept shows
    - ii. Mr. DeCoste said there is some latitude, but that we couldn't renegotiate price based on a changed concept.
  - k. Mr. DeCoste finished reviewing the evaluation section and said he will rewrite it based on Town Counsel feedback. We need to make sure the evaluation criteria and ranking scheme used works with the EDC being the evaluators, but the Selectmen being responsible for conveying the property.
  - l. Ms. McKnight and Mr. DeCoste will arrange a conference call with Town Counsel to go over the opinions that counsel has given them so far. They also have the entire RFP and P&S documents now and will be reviewing them.
- 5.) Ms. McKnight discussed upcoming dates for the EDC: a public workshop will be held to discuss the Berry property on Sept. 7, and the joint meeting with the CPC in order to finalize the RFP is scheduled for Sept. 12.

6.) ADJOURNMENT

Mr. Lauria motioned to adjourn the meeting

Seconded by: Mr. Beal

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|-----------|----------------|-----|
| Voted by: | Mr. Ferriera   | AYE |
|           | Mr. Lauria     | AYE |
|           | Mr. Bellavance | AYE |
|           | Mr. Beal       | AYE |

UNANIMOUS (4-0-0)

ADJOURN 8:00 pm

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DATE

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MICHAEL PRISCO, CLERK