

A regular meeting of the BIDA was held on October 27, 2008 in Room 208 of City Hall.

Attendees: Mayor Donnalee Lozeau, Don Zizzi, Gerry Prunier, Mark Prolman, Dean Jackson, Buzz Harrington, Alderman Brian McCarthy, Stephen Michon, Brad Vear, Tom Galligani Mike Monks, Kathy Hersh

Excused absentees: Chair Jack Tulley, Dave Fredette, Skip Myers, John Stabile

Approval of Meeting Minutes

MOTION TO ACCEPT THE MINUTES OF SEPTEMBER 25, 2008 AS WRITTEN

Mark Prolman moved to accept the minutes, seconded by Stephen Michon. There being no discussion, minutes passed unanimously.

Future BIDA Meeting Time

Don Zizzi opened the meeting by first mentioning the date and time of the meeting. As Monday morning did not seem like a good day for board members to attend, Don once again asked the board for a day a time that would be convenient for all members to attend. The board narrowed the meeting day and time to Monday afternoon or Friday morning. The preference for present board members is Friday morning at 8:30; the four absent members will be asked if this time works for them. If they agree all future BIDA meetings will be held on the third Friday of each month beginning at 8:30 and if not, then Monday afternoon will be the scheduled meeting day.

RLF Update

Stephen mentioned that he, Tom Galligani and Donna Upsom met to go over, review and clarify the process of the Revolving Loan Fund. They reviewed the history of what the role of BIDA is with the RLF. What became clear to them is that BIDA does not have a statutory role as well as fiduciary responsibility in terms of the RLF. The BIDA is not liable or need to make decisions on these funds. It is up to the Mayor and the Economic Development Director to figure out what their role is. That part of the discussion would be helpful to have with the Mayor, and board members. They did lay out the process to show how an applicant would come in; apply for the loan and what role BIDA plays. They need to have some clarity in the role BIDA plays regarding this. They have asked legal what responsibility BIDA has in terms of the information that is shared at these meetings. They have a sub committee that now serves as the advisory role at this point. They are requesting another month to continue to inquire what their role is, talk with the Mayor and Tom regarding what role they would like BIDA to play and the role that BIDA is willing to play.

Don Zizzi mentioned there needs to be a committee to review the loans and to recommend their approval. Is there any documentation stating what that committee's role is supposed to be? Stephen said there is currently a committee and a process and the city does meet all requirements from EDA regarding this. Do the Mayor and fellow board member want the subcommittee to become part of this process?

Don asked who represents the committee today and Stephen mentioned the Mayor, the Economic Development Director, the CFO, the Treasurer and a representative from BIDA. This was set up by Mayor Streeter and is subject to change depending on what the board wants. Stephen said that his understanding was the committee was going to be comprised of himself, Don Zizzi, Dave Fredette and Donna Upsom. That is currently not the case and he is not sure if that is going to happen. This needs to be discussed with other members of the board.

Mayor Lozeau would like to review what they can be done versus what they would do, and what they did do. Once that has been established, then they will know what they want to do. All agreed that the present process needs clarification. A discussion by the board continued regarding different scenarios. Tom would like to have the handbook that Donna has currently in place updated so everybody understands everyone's role and responsibilities, what the reporting requirements will be, what the standards for reporting will be and strategic direction of the RLF. Tom and his committee will get back to the board in another month with a revamped manual and some decisions that the board will have to make regarding their involvement.

Mike Monks would also like to clarify the types of loans that BIDA will be making. Don commented as Tom suggested that there are two responsibilities that need to be reviewed;

1. Fiduciary quality of the loan request, whether the applicant is loan worthy; and
2. Policy matter, should they be directing loans towards a given priority, should the suggestion of an industry type be more loans worthy and given a higher priority. These policies still need to be perfected.

Alderman McCarthy would like to have something more formal in place that establishes the BIDA or sub committee of the BIDA in both of those roles. The BIDA should be the major organization for developing policy in areas to extend loans, and looking at quality of individual loans. There should also be policy in place for confidentiality of information assuming that there is something that establishes BIDA as advisory committee that adequately covers the right to know law and consider information in non-public session.

Don mentioned these are the three key points summed up by Alderman McCarthy. There are some consensus amongst the speakers that BIDA should have at least a policy role in shaping how the loans are considered.

Stephen Michon would like the current sub committee that he formed, to meet with the Mayor, Tom and Donna and report back to BIDA.

Bridge Street Site RFP Responses

Tom gave the board an update regarding the three best candidates Malcom Associates, who is Bernie Plante and Kevin Slattery, our abutter next-door Peter McKay and Renaissance out of Long Island. After the presentations, the members of BIDA stayed behind with Kathy Hersh to discuss the candidates. Discussion continued with members asking Tom and Kathy to research into the background of Renaissance. To be fair, Tom sent an email to all three presenters to get three references from each candidate regarding past completed projects. All candidates received glowing recommendations. A strong focus was put on Renaissance since they are a distance away to try to obtain information on how they operate, who their operating officers are, past completed projects and how they deal with the cities they build in. Kathy stated that she has made inquiries to the city of Norwich and has been unable to connect with anyone at this time. Kathy passed out a packet of nine reference letters from clients and associates that they have dealt with in the past 25 to 30 years.

Don mentioned that he has a close college friend who knows them very well, and to reiterate what Tom has said, the sentiment regarding Don Monty and Renaissance is positive. He wanted to open it up to BIDA for the record to review the process. The committee is at a point even if no decision is made this morning, and Don feels that they should not unless there is a strong sense of urgency, we should communicate to the other parties whether they are still being considered.

Gerry Prunier stated that he was there for the first two and was not able to hear the presentation from Renaissance but feels that the testimony he heard was favorable. He wanted to remind the members that this is not a six-month process and the city would be involved for a few years with the builder. His suggestion was that we begin the process within the next couple of months.

Mark Prolman mentioned he was a little cautious regarding the meeting with Don Monty. He remembers him saying that without the adjoining properties he would probably not be a planner in this, he also recalls multiple dealings with Peter Bonnette and the probability of him doing a joint venture with Peter. He feels that he is very qualified but dealing with him is going to be different from dealing with the other two groups.

Mike Monks asked do we want a vision or a development. Don has given us a vision and we are trying to create something that is a gateway to the city. He feels we need to step back to make sure that we are not getting fluff, that we are getting some fact. The proposals he cannot envision are a hotel or 100 to 150,000 square feet of office space. Do we want a basic and generic plan or do we want to see something with more functionality and substance to it. Mike is still waiting for callbacks from a couple more developers. Don mentioned to Mike to send that information along via email when he gets it.

Dean Jackson felt that generally because we are in such tough economic times and the faces of developers and finance groups are changing rapidly, it is hard to assess on who is here today and who will still be here tomorrow. Brad agreed with Mike and Dean, as a board our objective is to try and create something that will elevate the area both economically and esthetically. Though Bernie and Kevin's idea was a great little project, does it accomplish what the board is trying to accomplish. Renaissance is a vision but does it have substance behind it? Is there a risk to the board if we do decide to go with Renaissance? Are there any strings attached? Will Renaissance strike up a deal with the abutter? We could impose a time limit on them as to what they can do.

Stephen Michon does agree with previous speakers, though he did not hear the Bonnette presentation, but did hear the other two. Bernie and Kevin were very practical, and Renaissance was very ambitious with the opportunity to get into the market. They are seeing that not only as one project but as a way to get into Nashua and the regional market, not just Bridge Street. They are seeing this as a potential growth market with areas of growth in the northeast. Questions we can ask them are; what would the agreement look like, how do we structure that.

Alderman McCarthy; If we do something locally there is likelihood that we receive something with less risk but perhaps less vision. If we go the other way there is some risk that it all falls apart or on the up side there is a chance we could get something that we never would have gotten otherwise that is terrific.

Kathy Hersh mentioned just a follow up as to why Renaissance would want to do this, just to remind the board Don had asked her to meet with them on Thursday afternoon before the Friday interview, when they walked in and sat down the first thing they asked her was about 34 Franklin St., not Bridge St. They had done extensive research regarding this area. Just to re-iterate their vision is not just Bridge St or E. Hollis St. They see great opportunities in Nashua and the New England area.

Don Zizzi mentioned that he received 12 to 15 other interested parties that did not submit proposals; all expressed a real interest in this area. If not for the economic situation, he feels he would have received more proposals. Don felt that there was nothing wrong with Renaissance trying to build a resume on Nashua; he felt it was a good thing.

Mike talked about the scale of the project, what is practical, what the market will be in two years from now. If the scale is just the site that is one topic of discussion, if it includes abutting sites, it's of a grander scale. Is that doable with the collaboration with the city and with what BIDA is trying to do?

Kathy passed out two visual maps for the E. Hollis St. Master Plan one is titled "Vision for Today" and the other is "Vision for Tomorrow." She explained that when they got to the planning board, a couple of the owners in that area became apprehensive and they had to step back from the grand vision and go with a step that is going toward that vision.

There was a lot of discussion regarding the date of implementation of the project and how waiting could be beneficial to the city with different ideas regarding the E. Hollis Street project and entering the city from this direction. It was also mentioned that developers coming into the city had great ideas for developing areas but were stymied; now people are willing to look at these great ideas for the benefit of the city.

Mark asked if we should now go to the next step and give Renaissance some direction into sitting down with Peter and if they can come to terms and agree, then they could start to approach all the property owners and they will still have to come back to the city and we can still get this vision implemented.

Don Zizzi had hoped to get from this meeting today, the desire of the BIDA to proceed with a broader vision. That they have a more conservative fall back position, there is no urgency and that they should use the following year or two to their advantage. He would welcome a motion to direct Tom to communicate with Renaissance that they would like to continue the dialogue, and that they collectively develop the kinds of questions and issues with respect to what would the arrangement look like. Following that and assuming success, they may want them to reach out to adjacent property owners. When he first engaged in this, BIDA talked about this as an opportunity for executing on a vision. They needed some help in creating that vision. It is not just about that corner of the peninsula but further down across the bridge there is a lot of waterfront property down to the railroad yard, some

of which the city owns. They would also like at this time to engage Renaissance in helping them to develop that vision. That could be the next project for the BIDA as well as other projects in the community. As Kathy mentioned, they are not just interested in this area, we could benefit from bringing them back and having some interested members of this group as well as staff to pursue this further.

Brian wanted to know whether we do a visionary project or not, does it hinge on getting an abutter agreement? Don said it depends where you set your limits. If in fact no progress could be made with the abutter on that side, it does not limit our ability to cross the bridge and continue on the other side. It does however constrain that particular area especially the parcel that the city owns just to the west of the abutting property. He doesn't feel that it will limit BIDA in its gateway vision for that whole area.

Discussions ensued with members feeling that Tom should do a reference check and getting back to the board and identify the immediate scale. The Mayor feels by having Renaissance aware that we are excited regarding new opportunity and new vision will put some gas in the tank. The Board feels that the next step will be to have an initial conversation with them to let them know we are interested and to have them come back up and meet with a subgroup of BIDA to talk about what they/we are looking for in terms of agreement. The Mayor suggested that we could always flush out the other parcels so that he may notice that there are more opportunities in Nashua.

Don would like to ask for a small group to be called "**The Bridge Street Committee**" of the BIDA, so Tom has a few people with him during these conversations. Mark Prolman, Brad Vear, Gerry Prunier, have committed to be members of this committee. Stephen Michon suggested to Tom that he open it up to all BIDA members so that anyone who can make it, will attend. Don Zizzi stated that with the enthusiasm of the board this committee will be open to all members of the BIDA.

Mark had two points, one to communicate with the two groups and secondly the train station. Don mentioned on the first point that BIDA does owe all participants a communication. Would it be fair to write a letter to the other two parties that we are still deliberating this and we appreciate their time and effort and will certainly keep them apprised of our progress so that they don't think that nothing is happening? The Mayor would like the two groups to receive a personal phone call from Tom.

MOTION BY BRAD VEAR TO DEVELOP A GENERIC LETTER AND A FOLLOW UP PHONE CALL FROM TOM GALLIGANI.

Seconded by Dean Jackson

All were in favor, none opposed, motion carried.

Future Projects and Strategic Direction

Tom mentioned that this will be placed on hold for now. He is still new and learning about the different opportunities in Nashua. He is looking at how he can effectively utilize the board. Perhaps next month he can give a presentation on his perspective of Nashua as a newcomer. He would also like some feedback from the members as to the kinds of things BIDA should be involved with and geographically the areas that have potential.

Don would like to remind and introduce Buzz to the notion that we do have the Opportunities District Group that has been developing on the BIDA's agenda and would like to have one more meeting with them soon, and allow that committee to bring future projects.

The Mayor would like the group to consider something that she has been running into quite a bit which is the opportunity for the city to be in a position to strategically plan to purchase or make things happen in certain areas, i.e.; the north bridge project which everyone is familiar with, I think our short coming as a city then was that the Henry Burke highway was never designed to dead end into Concord Street. At that time if a group such as this was in place, thinking and working strategically, some of the profits that you may make from some deal or if not enough money was on the table an opportunity would arise for this group to recommend to the mayor and the board of alderman that you would have wanted to buy a corridor through the area now that everyone is concerned about. You have houses there, you let a neighborhood grow up and now you are going to tear it all down, which I feel is a fair argument. With Kathy and Tom working together and the Opportunities District Group working, we can look at things and say, we need to reserve this space for a road or we want to buy this piece so we can line up

the intersection properly. She would like the board as they move forward to consider some of these things and play a role when it becomes available.

There being no further business a motion to adjourn was made by Gerry Prunier, seconded by Stephen Michon. The meeting was adjourned at 9:37 am.

Respectfully submitted
Lucy Jenkins