

TIF Advisory Board
Meeting Minutes
February 16, 2017

Board convened at 8:15 AM in the Economic Development Office at 10 Front Street.

Present: Jon Shafmaster, Nancy Belanger, Mike Lampert, Darren Winham, Tom Monahan (on phone)

Board approved minutes of last meeting. Shafmaster moved to accept, Lampert seconded. Motion passed 5-0.

From last meeting's minutes, explanation of 'carry':

Funding TIF infrastructure was discussed. The notion of a developer paying the "carry", the difference between the annual bond payment(s) and the amount in the TIF fund, for the initial infrastructure if the TIF fund didn't have enough resources by the time a potential project needed the water/sewer/road was considered. In such a situation, the town would determine what infrastructure was needed, secure a bond for same and the developer would pay the carry, if necessary for multiple years, until the TIF fund amount was sufficient to take over the annual payments and reimburse the developer. Winham moved to support this model, Shafmaster seconded. Motion passed 5-0.

Subsequent to this vote, Exeter Town Attorney, Walter Mitchell, determined the TIF carry and reimbursement is legal with Board of Selectman approval provided a contract between the developer who would front the carry and Town provided acceptable security to the Town.

Item: Discuss developer infrastructure financing mechanism

Winham broached the subject of reimbursement to a developer who fronted the 'carry'. His concern was that if reimbursement was at 100% of existing TIF funds, other projects that required TIF infrastructure may stall until the initial 'carry' investor was fully reimbursed. To that end, Winham suggested 'carry' reimbursement of 25% of annual TIF revenue. Shafmaster suggested 25% of total annual TIF dollars or 100% incremental tax value of the specific project the developer carried – whichever is greater. The latter was deemed by the TIF Advisory Board more equitable for a developer willing to pay the 'carry' in an instance where more than 25% of new investment into the TIF came from such a developer. The motion read: "The reimbursement for any developer that contracts with the Town to pay the 'carry' on infrastructure within the TIF District shall be 25% of total annual TIF revenue OR 100% incremental tax value of the specific project with which the developer is involved, whichever is greater." Lampert moved, Belanger seconded. Motion passed 5-0.

Item: Potential and existing TIF Zone projects

Winham gave an update on existing and potential projects in the TIF District. He noted that Gourmet Gift Baskets move-in is underway; an import-export company has signed a purchase and sale agreement on a property on Continental Drive and is performing due diligence on a 100,000 sq. ft. building; The Rinks and Legacy Global Sports are considering a purchase and expansion to include a sports complex with a dormitory and indoor and outdoor fields; Mr. Shafmaster will be presenting a conceptual master plan for the balance of his property and a 116-unit senior campus to the Planning Board, and; Mr.

Monahan is negotiating with three end-users for development of the King property and hopes to have a conceptual plan to the Planning Board within two months.

Item: CEDS Priority Project and EDA funding

Winham reminded the Board that the Epping Road Economic Development Initiative remains on and has been updated on the Comprehensive Economic Development Strategy (CEDS) Priority Project List which makes Exeter eligible to apply for a US Economic Development Administration public works grant. Some of the other potential infrastructure improvements these resources could address were discussed by the Board. To wit: turning lanes; traffic lights; improvements into Continental Drive; sidewalks; bike lanes, and; lane widening. It was noted by Monahan that lack of a traffic light on Continental Drive may inhibit further development. A discussion ensued about securing resources to address this potential problem, including for intersection analyses or other potential traffic calming solutions. Winham and Monahan plan on engaging the state to see if other funding opportunities can be accessed.

Motion to adjourn: Belanger moved, Shafmaster seconded. Motion passed 5-0.

DRAFT