

FINAL

## BOARD OF SELECTMEN'S MEETING

August 16, 2004

7:30 PM – MUNICIPAL OFFICE BUILDING – HANOVER, NH

The meeting of the Board of Selectmen was called to order at 7:30 pm by the Chairman, Brian Walsh. Present were: Brian Walsh, Chairman; Katherine "Kate" Connolly, Vice-Chairman; Peter Christie, Selectman; William "Bill" Baschnagel, Selectman; Allegra Lubrano, Selectman; and members of the public.

### 1. PUBLIC COMMENT

There was no public comment.

### 2. CONTINUED PUBLIC HEARING REGARDING PROPOSED IMPLEMENTATION OF DOWNTOWN BUSINESS SERVICE DISTRICT

Chairman Walsh said the Town Meeting, this May, enabled the Selectmen to create a Business Service District and to raise a tax to be used for marketing the Downtown if the Board of Selectmen thinks it is a wise thing to do. This is the fourth or fifth time we have had a Public Hearing on this subject. This is a continuation of the Public Hearing from a couple of weeks ago.

David Clem, representing Lyme Properties, who is the owner of two properties impacted by the proposed tax, stepped forward with a Power Point presentation detailing his point of view on the subject. Mr. Clem also presented the Selectboard with a three-ringed binder with comprehensive copies of two separate surveys that he has conducted on behalf of Lyme Properties. Mr. Clem asked that this be formally introduced into the public record. Also included in this three-ringed binder is the correspondence which chronicles Lyme Properties' involvement in this issue, from 2003 to the present. This is in response to questions raised at the last Selectboard hearing as to why they waited so long to raise the issue. Mr. Clem wanted to make sure it is understood that Lyme Properties has not attempted to organize opposition; they have simply tried to understand the facts and report their reasons for opposing this tax.

Mr. Clem's Power Point presentation, using a map, attempted to categorize those retail proprietors in the proposed district. The map divides the user groups into clothing, consumer goods, restaurant and hotel and personal services. The maps also identifies those buildings that are excluded; which in the recommendation, is not clear as to why those nonprofits are excluded and other nonprofits are not excluded.

There are forty-three property owners in the proposed district according to the list supplied by the Town Manager. Twenty-eight of these properties responded to Lyme Properties' survey, representing a sixty-five percent response rate. Those twenty-eight owners represent seventy-three percent of the total number of tax parcels in the proposed tax marketing district and they represent seventy-five percent of the total assessed property value in the proposed district. In terms of coverage and validity, Lyme Properties thinks this is a fair response rate. Of the twenty-eight property owners who responded to the survey, ten support the tax as proposed, seventeen oppose the tax as proposed and one requested more information. The ten property owners who support the tax represent twenty-three percent of the total assessed value. The seventeen property owners who oppose the tax represent fifty-two percent of total assessed value in the proposed district. To show this graphically on Mr. Clem's Power Point slide, a check mark represents those property owners who support the tax, an X represents those properties owners who oppose the tax and there is one question mark for the person who requested more information.

Lyme Properties identified eighty-nine retail operations within the proposed district. This is a list developed on their own, but that list is identified in the three-ringed binder, so the Selectboard will know precisely who those retailers are and precisely who the retailers are who responded to the survey. Each retailer who responded to the survey filled it out, signed their name and offered comments which are now available in the public record. Since the last Public Hearing, Lyme Properties has continued push completion of the survey to try to get one-hundred percent of the retail operators. They were only able to get sixty-five of the retail owners or managers to respond to the survey. This is a seventy-three percent response rate. Of the sixty-five retailers who responded, thirteen agree with the proposal, twenty-four disagree with the proposal and eleven expressed indifference. Thirteen left the question blank or expressed another opinion. Mr. Clem believes this is because they would like to understand more before commenting. This was demonstrated by Mr. Clem on a Power Point slide.

Mr. Clem said the issue is not whether Downtown Hanover needs to be promoted; speaking for Lyme Properties, they believe that the Town could use promotion. The issue is not whether paid marketing professionals are better equipped or more effective than volunteers. Lyme Properties supports that notion. What is before the Selectmen is whether a tax should be imposed on one class of property owners to pay for a marketing effort that benefits retail shops only; especially when the majority of property owners and retailers oppose it.

Jim Rubens said he would like to divide his presentation into four pieces starting with himself; then a select five merchants to amplify very tight parts of what he is talking about; third the Glen Group, Nancy Clark who is president of the Glen Group will speak for about five minutes and finally Tom Byrne will speak

Mr. Rubens said that the past month has been a very healthy process. It is clear more business people in the Downtown know what is happening and there has been a lot more

debate. There is a firmer, stronger consensus in evaluating the extent in which people support this. Nearly unanimously there is a consensus with the Downtown that they need a more unified Downtown marketing campaign. Mr. Rubens has found over the last couple of weeks, in asking people to put their names and signatures as to whether people support this or not; seventy-one individual business or property owners were willing to put their name on a sheet of paper saying they support the proposed marketing program. Of the seventy-one people who have signed their names, fifty of them are retailers. There were two forums about two weeks ago in which both the pro and con points of view on this proposal were presented. The rooms were full in both cases. Something that was found helpful in getting people to support this is that there were some misconceptions. There will be clear control by merchants and property owners who pay for this. They will control what marketing is done and what future budgets will be; state law requires this. There was an area of misconception around that issue that some other entity will end up hijacking this process and diverting the money for some other purpose. That can't happen. Those who benefit, those who pay, will drive the process. This will not be controlled by the Chamber; that was another misconception. They have evaluated four ways to fund this project. One way to fund this is the volunteer effort. This was tried before and fell apart after a year because of the free rider problem. This works fine until the person writing the check finds out the person across the street is not paying. Another idea is that the Chamber of Commerce fund it. The Chamber is a break-even operation now. Another idea that was mentioned is that the whole Town fund it. The experience with this is that the voters will not approve it. The proposal before us is the most viable means of funding of the almost unanimously agreed on marketing program. We can add other revenue sources to the core \$50,000; The Department of Tourism and Travel, The State of NH, booking fees, ads on websites and preferred placements are just some examples of alternate funding. A point also heard over the past few months is that there can be work to create a different type of tax allocation mechanism. They would strongly support, concurrently with the initiation of this first-year effort, the Selectmen appointing somebody to work out the exploration of other mechanisms to allocate the tax. This may take account of the different degrees in which office and residential may benefit from this program. The business community is clearly saying the need is now; they want to start now and they need help right now. They don't want to wait months or another year for something to get going.

Mr. Rubens said he would like to have five merchants from the Downtown make comments relative to this and then Nancy Clark and Tom Byrne will take a couple of minutes of concluding remarks.

Lynn Boardman from Pompanoosuc Mills said they have eleven locations from Burlington Vermont, south to Philadelphia. They are a chain of retail furniture stores or furniture manufacturers. This type of marketing initiative is taking place in many of those locations. Most of their stores are in historical downtown areas. Somehow we need to drive customers back into these areas. They have lost many people to the West Lebanon area. She thinks this is a positive thing; she thinks we should do it. She thinks

it will be a shame if we don't because at this point we need to grab our market share and get those people back into Downtown Hanover.

Aharon Boghosian, owner of two Downtown properties, as well as a business owner in Town, said speaking for himself and his family, they support the program. He thanked the business community for getting together on this, it is nice to see the dialogue and level of participation. Mr. Boghosian is looking for ways to multiply the dollars that he already spends on marketing into something that brings their own business greater sales. The way he looks at it is that he controls around twenty-two thousand square feet of property in Town and this program is going to cost them a couple of thousand dollars for this marketing tax. His standpoint is that this is a relatively small investment for the perceived benefit that they'll get from it. Add this to what they have already been doing, as well as what everyone else will chip in and it's a real marketing multiplier for them. Everyday people come into their store and say they didn't even know his business is there. Obviously there is something missing. Mr. Boghosian was working with a couple today that has been in the region for years, when the customer was done they asked where they could get something to eat. There are restaurants all over. If you go through the list of what's available in Town, people are truly surprised at the range of benefits and services that are available in Town. That message needs to get out. It is something that needs to be done as a community effort.

Suzanne Jones from the League of NH Craftsmen said she is a property owner and a retail business owner. Her business is one of the nonprofits that will be paying the tax. She feels this is a really good program. Her business is part of the League of NH Craftsmen Gallery, in the State of NH. They already participate in cooperative marketing. Their experience is that for a little bit of money they can buy a lot of marketing. They are hoping to do the same here in Hanover.

Corlan Johnson of Left Bank Books said she would like to address a couple of concerns that have been raised. People don't like taxes. She thinks that paying for services based on square footage is more fair than a flat fee. She thinks that going by a number that is more proportional is fair. Another question that has been raised is that landlords might have to pay these taxes because they don't have pass-throughs in their leases to their tenants. She finds this really hard to believe. She looked for three years for store space at which time she talked to a number of landlords and took two leases to her lawyer. All of those leases had pass-throughs. The most amazing thing she learned while looking for retail space is that landlords around here would rather leave their spaces empty than lower the rents. There are no landlords here who are going to lose money because of this tax.

Nancy Clark from the Glen Group of North Conway said her firm works with many regions in the State of New Hampshire on the same sort of project. They work with the Tourism Department in the State of New Hampshire and they also work with the Office of Business and Industrial Development. One of the most exciting things about Hanover is that there is great existing research and the product is already there. From an outside

perspective, they polled in all of their team of about twenty-seven people; they all had the same feeling about Hanover; it has a sense of energy, there is so much to do, there is so much variety. So the product exists already. What they are talking about is marketing, not advertising. If you came to them with \$50,000 and wanted to do traditional advertising they would say you can't do it. That kind of advertising effort is not necessary here; we can do a marketing effort with a more grass roots approach. The amount budgeted is sufficient for that effort and in years two and three there would be no need to double it. Then we can move out of that same budget and use different tactics for years two and three. For example we are talking about branding Hanover; creating a logo, a visual identity, a tag line and a compelling look and reason for coming to Hanover or if you already come to Hanover, a reason to continue to visit. We would also like to create more of a sense of arrival when you come into Hanover. This would include simple way finding such as banners on all the posts, paint the crosswalks with whatever we decide the Town logo will be. What already exists, this energy, we would simply pull it together. The second tactic would be more directories, where to eat, where to shop, ect. The third tactic would be coordination and collaboration with existing events. Hanover has a mind-boggling amount of events from big athletic events to small lectures. In terms of grass roots marketing, Ms. Clark would like to market to those people who are already coming to Hanover. That is the part of this marketing effort that can be measurable. One recommendation that Ms. Clark is making is getting some type of incentive based coupon into the hands of every one of these attendees; give them a coupon that drives them into the region. Ms. Clark said she is not talking about discounting because Hanover has a high quality product and that should be maintained. The forth tactic that Ms. Clark is suggesting is expanding the Chamber of Commerce website presence. There is a great use of the internet for simple things like movies. Last year forty-five percent of all internet searches were looking for things to do; thirty-five percent for local events and thirty-one percent of all searches were looking for places to go. Hanover is a wired community; eighty-five percent of the residents have internet access. All of this can be achieved with the budget we are talking about and there will no need to increase it in years two and three.

Jim Rubens said aside from the seventy-one individual retailers and property owners who have endorsed this with their signatures; there are several neutral entities, both property owners and merchants who have expressed their willingness to work affirmatively to make this work.

Tom Byrne, representing the Nugget Theatre and the Hanover Chamber of Commerce said he is simply here to urge everyone to focus on the health of the business community and ways to strengthen it. We need to be sure we understand a couple of important items; the rationale for the proposed funding mechanism is one and the realities of launching a marketing effort is the other. The question asked is if the taxing mechanism is equitable. Under the plan that now exists the assessment is levied on the people who have the most to gain from it, namely for-profit enterprises located in the business district. Each would be fairly and equitably assessed according the Town's tax basis. Others ask if other funding sources are available, the answer is yes. The point is they are out there but we

have to show our basic infrastructure for the implementation process works before we go to those wells. Another question is why not a volunteer system of assessment. All Mr. Byrne's experiences with volunteer efforts show that volunteerism is not equitable. It is inefficient and not sustainable because not everyone participates and too few people are asked to do too much for too many. Regarding the marketing program itself, the question is \$50,000 is such a small amount, can it be effective in one year to strengthen the health of the business community. We really don't expect \$50,000 to solve all our problems. The amount has to be looked at as year one, step one. Improving business health through the district can't happen over night. The first year program can build a foundation for the future and deliver year one successes. We need an experience to determine what to do, what to eliminate and what types and combinations of marketing to use. Some believe that individual businesses can be more effective than a district wide series of initiatives. We say that most businesses don't have the resources to do that; they need a critical mass. Historically success in building growth for a group of enterprises is the result of a joint effort with a common goal. Speaking for himself and the Board of Directors of the Hanover Chamber of Commerce, Mr. Byrne urges everyone present and each of their businesses to become involved in all four aspects of this program. Mr. Byrne respectfully asked the Hanover Selectmen to give the Downtown business community the chance to prove the establishment of a Downtown Business Service District is the right approach. It is the only positive proposal brought forward to date that is structured and ready to go. The Chamber of Commerce endorses the effort of the marketing effort and is asking the Board of Selectmen to take the necessary action to initiate it tonight. The Chamber commits itself to working during the coming months to be creative in planning, to encourage the sharing of ideas, to be inventive in seeking new funding sources and mechanisms and to be persistent in encouraging district wide participation.

Chairman Walsh said he would like to open the floor to discussion but he would like to organize the discussion rather than having this just be a free-for-all. The first thing he would like to hear discussion on is whether anyone disagrees with the statement that a joint marketing effort is something that we need. There was nobody who vehemently disagreed with that statement. The second topic Chairman Walsh would like to hear discussion on is whether we should do it ourselves or do we need professionals. Chairman Walsh asked if there are people out there who think we shouldn't be going with a professional firm.

Marc Milowsky, owner of Molly's and Jesse's restaurants said he doesn't disagree with the fact that a paid marketing person is a good idea. He thinks this should be a function of the Chamber of Commerce. His question to Tom Bryne is what does he think is going to happen to the Chamber of Commerce if this marketing committee is formed and is being subsidized by a tax situation. He talked to a couple of retailers on the way to tonight's meeting and they asked what their incentive would be to pay dues to the Chamber of Commerce when this is what they think they are getting from the Chamber to begin with and now they have to pay a tax to the marketing committee. Mr. Milowsky sees this as a real dilution of the Chamber and may lead to its demise. He looks at it and says, why should he pay two entities and get what he feels should be done by one.

Tom Byrne said there are as many reasons for paying his dues to the Chamber of Commerce as there are people in this room. Every entity pays for a different reason. It is hard to say that anyone of those people will be less involved in the Chamber. Another problem the Chamber will face is getting across is what people get for what they do pay. A lot of the retailers do understand, but then some other people like Mr. Milowsky, that have their own marketing person and a huge advertising budget may not appreciate what the Chamber does for them or could do for them.

Susan Locke-Rubens said at one of the informational meetings for the Business Service District the Chamber put forth how many total Chamber members there are and what the overall budget was; it was really a disproportionate amount that is already being spent on the Downtown. She asked Tom Byrne to elaborate that for her.

Tom Byrne said one of the things that was talked about in those two Chamber sessions was that the Chamber right now is a break-even operation; it brings in close to \$200,000 in expenses. The truth is only sixteen percent of the revenue comes from Downtown people and over fifty percent of the Chambers effort goes into servicing the Downtown. The Chamber knows what the Downtown does for the overall economy and they are pleased to service the Downtown. There is no extra \$50,000 to put into the marketing effort unless they triple dues and then he would be concerned about what might happen to membership. This is a fair way to spread it over all the people within the bounds of the Downtown on an equitable basis and to get one-hundred percent participation.

David Clem said at the first informational hearing that was held after the last Public Hearing, the question was posed, do you believe in promotion and marketing. He certainly does and he also believes that professionals offer an advantage. The issue to Mr. Clem and Lyme Properties is clearly there is some role for a volunteer initiative to take place because it was a volunteer initiative that funded \$16,000 for the Chamber to pay for the market research. Lyme didn't particularly think it was a good instrument and didn't think that \$16,000 was well spent. They felt that \$16,000 could be better spent talking to retailers and property owners as opposed to a random survey. That was the opinion they stated clearly and early on. The fundamental problem is that if this effort doesn't have broad support it will fail. While Mr. Clem has a lot of respect for the notion that the parking garage issue proved that there is no way you can get the residential population to fund the parking garage, he really thinks there is case study after case study that proves that a selective approach that doesn't involve resident, property owners or a broad based constituency of the retail owners, will fail. Yes; there should be an effort. Yes, you can do better with a professional effort, but it has to be an inclusive process to involve everyone. Now, in spite of the fact that the group hasn't been formally selected, only proposed, this group continues to meet and continues to interview people. Mr. Clem found about the interview process the day of the first Public Hearing; it was going to be conducted at 9:30 that morning. In the second meeting he discovered the firm had already been selected.

Winifred Stearns of 5 Dorrance Place said she has worked with outside professionals and she feels it would be better if we stick with someone local. Large outside firms come in with grandiose ideas without a reading of what our Town really stands for. She thinks that a local firm really should be explored.

Tom Hall of Sachem Investment said he went to the second meeting and heard the arguments, both pro and con. He would like to add a perspective that answers both of Chairman Walsh's first two questions. He is an investment advisor; he sits in a single office on the second floor. After listening to this kind of discussion at the second meeting he got the distinct impression that the job had been well done by both the advocates and the people who were in opposition. He wants to speak for people such as himself, who are not retailers, but simply renters. Basically what he found is that there are people such as himself who are stock brokers or investment advisors, lawyers and dentists. He spoke with some of these people and he found two things that are pertinent to tonight's discussion. One, a majority said "what are you talking about?". Their landlord has not talked to them and they did not receive anything from the marketing group either. Mr. Hall had to spend fifteen to twenty minutes explaining the program to them before he could ask them if they are for or against it. The second response he got is that they do not see a great benefit to them. Right now the opposition comes from those types of renters on the second floor who are not going to get benefit from the improved foot traffic and don't look for the improved foot traffic, which is the objective. They are saying if they are not getting much benefit then why pay the tax. Clearly they feel that even though they have set contract now, they will eventually end up paying the piper. Mr. Hall feels there is a lot of ignorance in terms of what is available and there is certainly not a lot of buy in on the second floor in the discussions he has had. This has been a major concern for the street level merchants and some second floor merchants, but no one has even considered them; yet the students and other groups have been exempted. These types of renter have not had the chance to participate.

Christina Cole, who has been in business in Hanover Park for almost twenty years, said she would like to address two points. The first point is about marketing professionals. As we walk our streets everyday we forget what a wonderful community this. Sometimes it takes an outside professional to make you be amazed all over again as to the wonderful benefits we have available to us. Ms. Cole also wanted to address herself to the people on the second floor. Being on the second floor herself, although still a retailer, there is benefit to a vibrant and energetic Town. As was heard earlier, the rents are high in the Town; well they are high for a reason. There are exciting possibilities but we need to tell more people about it. This cooperative effort will do that

Charlie Conquest of Hanover Strings said he would like to express the opinion that an organized marketing campaign represents a small part of a business health. It is not in the savior business. If a business doesn't have a firm foundation by taking care of your own marketing, it really doesn't matter, it's an extra.

Polly Johnson, who has owned and operated a store for twenty-two years, said she feels the same as Mr. Conquest does. She questions the whole thing. She thinks that Hanover is a very busy Downtown. We attract students, residents in a big area. She doesn't want to hire someone to do advertising for her. She wants to be free to do it as she wishes. If you are offering goods, services and products that people want at a price that they can afford in a friendly atmosphere, people will come back. You can't buy it, you have to earn it. She is feeling a lot of high pressure tonight and she can't stand high pressure. She questions the motive and she questions the ethics. It is contrary to what Hanover business is all about. We enjoy diversity and the freedom to do business as we wish, which is wonderful.

Terry Boone said he would speak in two parts. First, he will speak for Lyme Angler, for which he does some consulting. The owners were not able to be present tonight but they wanted to let it be known that they totally support the proposal. The second part is that he hears this discussion about the Hanover Chamber and the freedom to choose. There was a business person in this Town some years ago who said he did not know all the keys to success, but he does know the key to failure. Do something really well and keep it a secret. There are a lot of businesses in Town who do things really well and as Mr. Conquest said, if you take care of your house and treat people really well, they will come back. But there are a lot of things that people don't know about in this Town. He would encourage the use of professional help. There is more competition than there was ten or fifteen years ago.

Suzanne Jones from the League of NH Craftsman said she would like to respond to the gentleman on the second floor. When you come to work in the morning I'm sure you stop and get a cup of coffee at the coffee shop and perhaps at noon you remember you forgot the wife's birthday and you need to run out and get a gift. Without the vibrant Downtown and the retailers to offer those services you'd have to get into your car and drive somewhere.

Chairman Walsh said he would like to speak to the second floor offices and the few residents Downtown. The proposal has those uses and those people included in it now because when it was first brought to the Selectmen the Selectboard said they need something that is administratively simple. We don't need to have to get into a place where we would have to measure everything in Town, create a new appeals process, get a new assessor or have to get a new cost structure to figure out this tax. That is the reason that this is based on real estate value and not on use. The Town was not ready to erect something where we would have to go around and make use determinations and keep records of them. Chairman Walsh really wanted to make the point that the reason for that schism is not about the people who have tried to put this together. It is because we, the Town, said we need something administratively simple.

Chairman Walsh said he would like to go on to the question of voluntary versus tax. Are there people present who really believe that this effort can be sustained with a voluntary

effort over a five or six year period or do we need something with the corralling quality of a tax?

A merchant asked if this effort is worthwhile if it would be done voluntarily by the retailers. In other words, why won't the retailers do it? Another merchant piped in that they have seventy-one signatures, why don't they band together and do it?

Jay Champion, a business owner and property owner Downtown, said he would like to put his two cents in both as a business owner and as a property owner. The issue has suddenly come up about the value to nonretailers of a vibrant Downtown; he leases a lot of office space. The people who lease office space from him are in Downtown Hanover because of the type of Downtown it is. They could certainly find much less expensive office space in any other building than they could in Downtown Hanover. He currently has, as an example, the Tuck communications office in his building. They have about two-thousand square feet of office space. They are very happy being in the Downtown because they enjoy all of the accoutrements that come with the Downtown. They are being dragged back up to the Tuck, to a brand new structure that has been renovated just for them. They are not happy because they would rather be in the Downtown. That keeps the value of his office space up, because people want to locate their office in the Downtown.

The second thing Mr. Champion wanted to address is the notion of volunteerism. The metamorphosis of the Downtown now includes entities that will never contribute to financial promotion of the Downtown. One of his tenants is Citizens Bank; if they had to go to Rhode Island to get funding for this program, it would never happen. The same thing could be said for CVS, The Gap, ect. It would be that way going forward. So if you want to have only the local people who are working in the trenches do this kind of thing and create the support, then vote this proposal down. If you want everyone to contribute, then it's not a lot of money on a square foot basis to keep things happening in the Downtown.

The last point that Mr. Champion wanted to address is how do you balance who gets a say, an office person who has two-hundred square feet or a business owner who rents two-thousand square feet or a property owner who controls fifty-thousand square feet. To Mr. Champion the most important thing is to have it equitably divided by property owners. He thinks the system created is the way to go.

John Schumacher, who has been a resident for several decades said he has no interest in a Central Business District. He would like to talk about the power of government. To tax is superceded only by the power to incarcerate, administer capital punishment or declare war. The Selectboard does not have those powers. The greatest power the Selectboard has is to tax. Therefore, if you tax you have to make sure it is done equitably. You have to make sure it is done for the benefit of the citizens of the community. He is not in favor of this tax. When Mr. Schumacher moved to Town and it was longer than thirty-eight years ago and we had two Laundromats in Town. Today we have none. When he moved

to Town the Coop Foodstore was the cheapest place in the Upper Valley to shop and the members got a four or five percent return on what they purchased there. We had a furniture store Downtown that a student could shop in. A student can't shop in Downtown Hanover anymore. The business community is not supplying everything that people need on a day to day basis. Therefore people are going other places. Twenty years ago he bought rental property, there were four units in it. Only one of his tenants had a car and that was himself. Now he owns fourteen rental units, many of them are occupied by Chinese graduate students. He has twelve units that have cars and two units who don't. Those people are voting with their tires and not their feet. They are not walking Downtown to shop. They are getting in their cars and they are going to West Lebanon. If the business community here offered services that they wanted at prices that they could afford, then they would be here and they wouldn't be buying expensive cars. Mr. Schumacher had a business that was located Downtown. Every time the marketing group brought another tourist into Town to drive down the street and park, it hurt his business. This is because he was a destination business for local people who wanted to drive into Town, park easily, take care of their business with him. Every time they got the feeling there was too much traffic or there wasn't enough parking, they walked away from his business. To tax his former business the way you tax a retail establishment would be grossly unfair and should not be done.

Chairman Walsh said he would like to hear discussion about the question of office versus retail and equitability. He is trying to understand whether a core issue on this is that people perceive that it is not equitable or whether the core issue is tax versus voluntary.

Peter Martin, executive director of a foundation that owns the old Howe Library, said his only retail merchant is Roberts Flowers and Gifts. The rest of his building is apartment space that people live in. There is potential office space in the basement. Poor old Roberts Flowers and Gift will have to pay the whole tax because there is no one else in the building who would benefit from marketing. It is going to cause a tremendous burden on them to have this inequitable kind of tax tacked onto what business they do.

Jim Rubens said he would like to reiterate the offer that supporters have made about their strong desire to get this process going tonight. The merchants overwhelmingly want something to happen with marketing. During that first year concurrent, with the first year operation, they invite the Selectmen to appoint a committee made up broadly, including maybe a selectmen, to work on the administerability of assessing alternate taxing mechanisms. This may differentially account for the different levels of benefits for residential or office. While they do support this, the typical office does clearly benefit. The typical office would pay between \$25 and \$75 per year. They strongly feel that office renters are getting more benefit than the \$25 to \$75 they would be paying, in the overall health of the Downtown. While they do believe that office space does benefit, they do encourage the Selectmen to work out an alternate tax assessment mechanism. They do not want to see this process delayed.

Marc Milowsky said Jim Rubens just mentioned that there is overwhelming support by the retail merchants. He heard Jim Rubens' figures and he heard David Clem's figures and he is not convinced that there is overwhelming support by the Downtown merchants. He doesn't want to rush to judgment on a situation that he doesn't feel is really clarified yet.

Jim Rubens said he would like to point out that fifty of the eighty-eight retailers have signed and endorsed the program.

Marc Milowsky said that is not what David Clem's figures say.

Chairman Walsh said he doesn't think that trying to determine what the statistics are tonight is a useful tool. Chairman Walsh said the Selectmen didn't miss the fact that there are statistics on both sides.

Tom Hall said he thinks everybody benefits from this marketing the Downtown. The problem is that the objectives of the group are increased foot traffic. Foot traffic doesn't benefit a lot of the businesses. It hurts some businesses; it doesn't affect some other businesses, but it certainly helps the retail places. The simplicity of taxing will flow equally on a square footage basis to him, as The Gap or any other store. That is the inequity you don't get the benefit for. You don't have the broad support if you cut through the numbers. The way he put it to the second session was, if you appoint a Downtown Marketing Committee who will help market the Downtown, but they are sixty percent not first floor store front retailers, then he thinks you would see a totally different use of the money. It's a way of looking at it. He thinks there is a small group that is for it and it is going to end up benefiting a good group of store fronts. You don't have the input or support of a lot of the people who are more peripheral. You may also hurt some businesses in terms of traffic and parking.

Robin, who works for Bayne Stevenson, who is a property owner who rents to retailers said the question is the State of New Hampshire created the ability for individual towns to create a tax to bring more business into Town, is there a way to find out how other Towns have done it. We can't be the only Town that has done it. If you look at a place like Downtown Concord who had no traffic after all the big retailers came in and they are a thriving Downtown. Somehow somebody has done it and maybe we should be looking at that.

Chairman Walsh said we did actually have some information on that but it resides in Ms. Griffin's head. There are a limited number of towns or cities, mostly cities, who have adopted this. There is no single way that they have chosen to figure out on what basis to levy the assessment. In some cases the money has gone to make physical improvements, in other cases it has gone for softer things like marketing.

Corlan Johnson, owner of Left Bank Books, said it would be pretty easy to figure out how to have offices pay half as much as retailers. The map isn't that hard to do. She

doesn't imagine that any of the retailers feel strongly that the people who are office space should pay the same amount. She certainly doesn't. She would feel fine about doing that and she thinks it is something that we could do right off the bat.

Christina Cole asked Tom Hall how much he would have to pay.

Tom Hall said what concerns him is not the first year, it is as it goes along it will increase. He doesn't think that the Selectboard or the Marketing Committee will keep it at \$50,000 for four years and then drop it if it is unsuccessful. He is worried that the tax will keep going up with inflation and they will point to the limited success here and the limited success there. What tax do you know that has gone down?

Chairman Walsh said he would like to speak to that. This Board can't commit to future taxes and you clearly can elect a Board that would tax the bejesus out of the Downtown. In fact, this Board has put together a set of economics for the parking structure that was originally based on using the parking tax and the parking deficiency fees; it amounted to \$80,000 as part of the support for the debt service on that. In fact the Board has not levied that tax for the past two years because we have a parking district in place that has the economics that support itself. In terms of Downtown and how it's treated tax-wise, when the Board has had opportunities to take taxes or costs down, they have in fact done that.

Leo McKenna said he thinks the tax is too simple and thus not fair. It is not fair because there are nonretailers that will be taxed. If they own the space they will get taxed and if they rent the space they will get taxed by a pass-through. If the retail people really want this, he doesn't understand why the retailers can't get together and do it. The power to tax is awesome. He would be very careful about levying a tax because what will come up next year. He represents Madacar and they are against this tax because they have a mix of retail and nonretail renters. They don't believe it's unfair to those people who are not retailers.

Marc Milowsky asked if we know the source of the discrepancy on the statistics.

Jim Rubens said a good way to do it would be to simply look at the signature pages and each set of documents and compare.

David Clem said he used the principle of one owner, one vote or one retailer, one vote. He also submitted the copies of the full surveys so the Board can see who said what. They also checked off and provided a list of every single respondent of the survey so you can see which particular stores or property owners responded. That can be compared to the petition that was presented tonight to determine the discrepancy.

Jim Rubens said his are also all signed and are more recent. They benefited from the past month of debate and full exposure. Once the inaccuracies were rebutted and retailers knew how low the tax would actually be, those inaccuracies evaporated and turned to

support. He thinks it is the recency and the quality of the information that explains the discrepancies.

Chairman Walsh said the Board may want to spend some time figuring out what that is because he doesn't think they will get a clear answer.

Vice Chairman Connolly said she is looking at the assessments and the marketing fees and there are certainly some that are more than \$175 per year. Is that meant to be an average per unit or establishment? There are some considerably larger fees.

Jim Rubens said he would give examples in his own building where the allocation takes place. For the Clay's Store, which is just about two-thousand square foot clothing store on the main level, the tax is just shy of \$300 a year. For the upstairs cell phone store, which is a little over four-hundred square feet, the tax is about \$80 per year. When you get down to the individual merchant level the merchants were typically quite surprised about all the hubbub given the relative cost and the benefits that they would see. This is controlled by merchants and property owners not some outside alien force that is going to come in and raise taxes.

David Clem said one of the reasons they decided to conduct a survey of the owners as opposed to the retailers is because there is a slightly different perspective between the retailers and the property owners as to equity. The property owners are going to be assessed the tax initially. He drew the Selectboard's attention to tab two of his three-ringer binder. There were two facts that came out of their survey results, which is forty-three percent of those people that responded said they don't have the ability to pass through the tax to the retail users. For some that is an issue. He testified at the last hearing that of the two properties that Lyme has, given the nature of two of their retail leases, they can not pass through this tax to the retailers. In their other building, one-third of the building is retail; they have the right on a prorated square foot basis to pass through the tax but two-thirds of the occupants are office, which raises the issue Tom Hall and others have brought forward. The issue of equity is a legitimate one; should office users pay for a program that is targeted primarily for retailers. Another question is, do the property owners have the ability to pass through the tax or should they be expected to absorb it? What was surprising was that only twenty-six percent of those property owners that responded to the survey have buildings that are at least seventy-five percent retail space.

Suzanne Jones said she has a question for landlords. When we refer to this parking tax that the Town is no longer levying; who paid that tax? Did the landlord just pay that tax and not pass it on to their renters?

Jay Champion said it depends on the lease that you have with the tenants. He would say that one could make the same arguments for parking that we are now making for the marketing of the Downtown. The parking that was created was primarily to open up parking spaces for people to come into Town and shop. If you owned your own parking

space for your office, that may have seemed unfair. You didn't need a parking space; you already had a parking space. But, for the good of the Downtown, the land owners agreed to pay that tax.

Polly Johnson said she thinks that an Australian ballot would be a very fair way to find out what is what.

Selectmen Lubrano said she is not entirely comfortable with the way we are proposing the tax because there are some issues of equity. She doesn't think there is a simple way to do this administratively and she is not sure what other way would be more equitable. Do you charge office space half as much? How do you determine if people occupying nonretail space will benefit or not? Then you get into the sticky issue of do you allow property owners or users to opt out. She is not entirely comfortable with it, but if we are going to go forward with the Downtown Marketing District the way to start out might be with a tax based on property value and then we can look into alternative mechanisms.

Chairman Walsh said he would like to close the Public Hearing unless someone wants to say something that has not been said before.

Susan Locke-Rubens said she would like to remind the Board of the adversarial plus proactive relationship she has had with the Town, which involved a six year lawsuit because the Town didn't have a mechanism for determining parking regulations. It was an unadministerable law in terms of how parking is determined for Downtown. Now we have a much simpler, easier basic formula for determining parking requirements. In terms of determining this tax, the administerability as well as the ease is very important.

Winifred Stearns expressed concerns about the about the maps supplied indicating residential areas included in the Downtown Service District. Ms. Stearns also asked if the matter with Casque and Gauntlet has been clarified. Chairman Walsh indicated Casque and Gauntlet has been taken out of the Business Service District.

Jim Rubens said as the Board already knows, they have recently proposed that the B1 district be excluded from the Business District. That is where the Hanover Coop is located. Chairman Walsh said it is the Selectboard's understanding that portion will not be included. Mr. Rubens said it has always been understood that the three purely residential properties; the Lodge, one fraternity and one sorority are not included in the Downtown Service District. That continues to be their proposal. Chairman Walsh wanted to make sure he is clear which sorority is being proposed to be excluded. It is the sorority that is behind the Verizon building, across from the Christian Science Reading Room. Jim Rubens said there is one or more property in that B2 district that is being excluded by virtue of it being purely residential in nature. That is the way the Town assessor is drawing the district lines and providing the list. The map may be slightly too large in coverage area.

Chairman Walsh said he is about to close the Public Hearing but he would take information or comments that are new information to the Selectmen.

David Clem said he has no problems with the Board closing the Public Hearing but there are issues of process that are legitimate that the Board is unaware of. He urged the Board to review the information submitted in tab one of this report before they make their final decision.

Jim Rubens said he went to the Town assessor about five days ago so he may have the more recent list of properties. Chairman Walsh said that is the advantage of the Public Hearing process; that things change. The disadvantage is that it is hard to keep everyone up to speed as to what's changing.

Aharon Bogohosian said it is hard thinking, with the discussion going on, about the administration of this tax and the awesome burden it places on the Selectboard as to how to fairly appropriate this. The discussion seems to be centering around perceived benefit of dollars invested. He said the question each person should be asking themselves is do we each benefit by having a vibrant Downtown. Whether it's a retailer or an office space or whether it's someone in the entertainment business; it seems to him that that being able to go to the Canoe Club and have a cocktail and enjoy some music is a real benefit of a vibrant Downtown. If we can each answer yes, that we have some perceived benefit, then it seems to him that each of us owes something into the kitty. He would be hard pressed to find someone who can honestly say, no I have no perceived benefit by having a strong Downtown even with my office or my business located there.

Charlie Conquest of Hanover Strings said he would like to respond to Mr. Bogohosian's comments. Should you be taxed for going to a local restaurant? Because that's really where it goes.

Chairman Walsh closed the Public Hearing. He thanked everyone for being civil and listening to each other. He knows there has been a tremendous work put into this. No matter what the Selectboard comes up with, it is very clear that everyone has a different view of their joint future.

Chairman Walsh asked the Selectmen what they want to do. Selectmen Christie asked what their options are. Chairman Walsh said they have a lot of options. They can think about it until their next meeting, which is September 13<sup>th</sup>. They can pass it tonight just as requested. They have the option of saying they want more unanimity. They have all kinds of options. Selectman Christie asked if postponing this will create another Public Hearing? Chairman Walsh said they can continue to discuss this as long as they want in public. He thinks there is value in making a decision relatively soon but it is not clear to him that August 16<sup>th</sup> to September 13<sup>th</sup> is a problem.

Selectman Baschnagel said he would like to take some time to look at all the information that was submitted tonight. He thinks a lot of work has been put into it and they should

take advantage of it. He would also like to make sure everybody is on the same page as to what the proposal is in terms of maps and things like that.

Chairman Walsh said he agrees with Selectman Baschnagel. His sense is that we are on the same page.

Selectman Lubrano said she is comfortable with that approach. She would like to digest all these materials since so much time has been put into it.

Chairman Walsh asked the Selectmen if they would like the Town to work on the question of second floor or nonretail and inequities or are they comfortable with it being as it is now in the first year. We do have the opportunity to do some work between now and September 13<sup>th</sup>.

Selectman Baschnagel said the property owners are the best qualified to make that decision. Selectman Lubrano said we have heard tonight that some of the property owners can not pass the tax on. Selectman Baschnagel said ultimately the tax gets passed on one way or another. Selectman Lubrano said that would happen when their lease runs out and is rewritten. Vice Chairman Connolly said she would be curious to know how many that represents. Selectman Baschnagel said that David Clem gave them percentages that are reasonable. Chairman Walsh said Selectman Baschnagel is of the mind to not take it on. Selectman Baschnagel said certainly not take it on right now.

Selectman Lubrano said she would like to take a look at all the material but she is leaning toward going ahead with the plan for the first year. She does think it merits looking into. Creating a formula in any different constitution is going to be an administrative nightmare, but that doesn't change the fact that it may not be a fair formula. She would like to see if there is a way to make it a little fairer.

Selectman Christie said his perception is that there is value to second floor nonretail but it may not be one-hundred percent. The amount of the tax and how it is distributed is relatively minor. Selectman Christie's said his bias right now is to go forward. He was very impressed with the consensus of the need. A lot of the discussion was about execution of that. A lot of that was driven by the perceived inequity of the taxation. His instincts are to move forward and run the experiment, especially given the relatively modest amount of money that's involved. This will come to the Selectboard next year, that puts the burden on those doing this to generate more consensus. If they can't do that then the program would be in jeopardy. That is not to say that we move tonight because there could be information here that we have not had time to see or digest.

Chairman Walsh said this would be reviewed in the first week in March, during the regular budget hearings. This would become part of next year's budget and we would deal with it as part of the budget hearings during February and March. We would only have about six months worth of results. This would also provide a time for the business community to come together and suggest how to deal with some of the inequities.

Vice Chairman Connolly said she thinks the current formula that is based on valuation is fair. She thinks if we are going to do it there is no point in creating an administrative nightmare.

Chairman Walsh said it is fair to say they are unanimously in favor of digesting the material submitted. The Selectboard will take this up again at their next meeting on September 13<sup>th</sup>.

### **3. DISCUSSION REGARDING GOALS AND OBJECTIVES FOR FY04/05**

Chairman Walsh said he would like to go over the Selectmen's objectives for 2004-2005. This information was received in their packet on September 6<sup>th</sup>. Chairman Walsh asked Selectman Lubrano to be the scribe for this because Ms. Griffin is not present.

Chairman Walsh said the Selectboard is comfortable with items one through three of the goals and objectives. Vice Chairman Connolly said items four and five are okay.

Chairman Walsh said he would like to defer item six, which is to investigate the feasibility of establishing a comprehensive land use agreement with the College. Chairman Walsh said he would like to think about this one for next year.

Chairman Walsh said he has a new goal and objective which he worked through with the Town Meeting Task Force. The Town Meeting Task Force thinks this is a legitimate objective. The objective is for the Task Force to come to conclusions and present them to the Selectboard by the end of November so the Selectmen have between November and the start of the budget cycle to hold some Public Hearings and decide what it is they want to do relative to the 2005 Town Meeting. Selectman Christie said Town Meeting is defined as the Australian ballot and the business portion of the meeting at night. A lot of people don't think of Town Meeting that way. He thinks when people hear "Town Meeting" they think of the evening session. Chairman Walsh discussed how to clarify this. Selectman Christie said the second sentence talks about reflecting much of the input already received. He assumes The Task Force's task is not just to report out what has been received, but also to interpret it and pass judgment on it. Chairman Walsh said the mission of the Task Force task is to make recommendations to the Selectmen. Selectman Christie said he would strike the line "reflecting much of the input already received. Chairman Walsh agreed that line is not essential.

The Selectboard said the objective that starts "Identify and an event" is okay.

Chairman Walsh said he would like to think about whether the objective "assess the impact on infrastructure, investment needs and Town services over the next three to five years" would be an administration task. Selectman Baschnagel said there is certainly a

whole bunch of homework that has to be done by staff. The Planning Board would have to bring it together and identify the population you are talking about. Then the Selectboard will need to look into the capital investment. Chairman Walsh said this should be put under the administration's objectives with the line "and present the same to the Selectmen" added to the end of the sentence. Selectman Baschnagel said it should probably say "The Planning Board and The Selectboard" rather than just the Selectboard. This should be done before we get too far into the budget.

Chairman Walsh asked if the next objective "defining clearly which board or committee is responsible for long range transportation and planning" is okay. Selectman Baschnagel said what was talked about was bringing it to the PTB to see if they want to accept that charter or whether that's the appropriate place for it to be. Vice Chairman Connolly said the PTB is a charter advisory board. Selectman Baschnagel said the PTB is a charter advisory board but they have not looked at this broad a charter before. It probably has implications about the makeup of the board. Chairman Walsh said he would like to have a long conversation about why this is the Planning Board's responsibility. He thinks we should put this one here and deal with it. To Chairman Walsh it is not trivial. Selectman Baschnagel agreed and said he would discuss it with the PTB sometime within the next two weeks. There has been a fair amount of discussion on this among the membership about whether they want to get into this or continue to focus where they have been, which is pretty much Downtown.

Chairman Walsh asked if the last objective referring to the boundaries of the Fire District is okay. The Selectmen agreed. Selectman Lubrano asked if this is going to be on the agenda in September. Chairman Walsh said he thinks so.

Chairman Walsh said he thinks they should stop with those and pick up the administration objectives when Ms. Griffin is back.

Vice Chairman Connolly said she has one thing to address. She thinks the objective about the rental housing ordinance belongs on the Selectmen's objectives. Selectman Baschnagel said he thinks it is where it belongs. The Selectmen should be giving direction to staff. Vice Chairman Connolly said the intent to create the ordinance for the Board of Selectmen is like its goal. Chairman Walsh said he is ready to leave it with the administration. The Selectmen will have to act on it and they will be unable to act unless the ordinance is closer to what is successful is created.

Selectman Christie said the objective that now reads "develop a zero base budget model utilizing the Waste Water Treatment Plant as the test case for FY 2004-2005", should have the words "model utilizing" stricken and instead it should read "for the Waste Water Treatment Plant". The words "as the test case" should also be stricken because we have already had a test case last year. Chairman Walsh said he would send that on to Ms. Griffin.

**4. RECOMMENDATION TO SET A PUBLIC HEARING ON MONDAY, SEPTEMBER 13, 2004 TO CONSIDER APPROVAL OF OPEN VIDEO SYSTEM FRANCHISE AGREEMENT AND RIGHT-OF-WAY USE AGREEMENT.**

Chairman Walsh said he has been told there is a better than fifty percent chance that we will need this Public Hearing, so we should set it.

**It was MOVED by Vice Chairman Connolly and SECONDED by Selectman Christie to set a Public Hearing on Monday September 13, 2004 to consider approval of an open video system franchise agreement and right-of-way use agreement. THE SELECTBOARD VOTED UNANIMOUSLY TO SET A PUBLIC HEARING ON MONDAY, SEPTEMBER 13, 2004 TO CONSIDER APPROVAL OF OPEN VIDEO SYSTEM FRANCHISE AGREEMENT AND RIGHT-OF-WAY USE AGREEMENT.**

**5. RECOMMENDATION TO APPOINT DEPUTY HEALTH OFFICER**

**It was MOVED by Selectman Baschnagel and SECONDED by Selectman Lubrano to appoint Carolyn Murray as Deputy Health Officer. THE SELECTBOARD VOTED UNANIMOUSLY TO APPOINT CAROLYN MURRAY AS DEPUTY HEALTH OFFICER.**

**6. RECOMMENDATION TO AUTHORIZE TOWN MANAGER TO SIGN COPIER LEASE FOR PUBLIC WORKS.**

**It was MOVED by Selectman Baschnagel and SECONDED by Selectman Lubrano to authorize the Town Manager to sign a copier lease for Public Works. THE SELECTBOARD VOTED UNANIMOUSLY TO AUTHORIZE THE TOWN MANAGER TO SIGN A COPIER LEASE FOR PUBLIC WORKS.**

**7. REQUEST TO INSTALL BANNER.**

Chairman Walsh said we have a request from the Chamber of Commerce to hang a "Welcome Dartmouth Students" banner over Main Street for September 12<sup>th</sup> through September 25<sup>th</sup>.

**It was MOVED by Selectman Baschnagel and SECONDED by Vice Chairman Connolly to approve a banner request from the Hanover Chamber of Commerce. THE SELECTBOARD VOTED UNANIMOUSLY TO APPROVE A BANNER REQUEST FROM THE HANOVER CHAMBER OF COMMERCE.**

**8. APPOINTMENTS:**

**AFFORDABLE HOUSING COMMISSION  
BUILDING CODE ADVISORY BOARD  
PARKS AND RECREATION BOARD  
PLANNING BOARD  
SENIOR CITIZENS ADVISORY COMMITTEE  
ZONING BOARD**

**Chairman Walsh NOMINATED the following people for the following boards and committees:**

<b>Affordable Housing Commission:</b>	<b>Roy Banwell Led Cadwallader Robert Strauss</b>
<b>Building Code Advisory Board</b>	<b>Bruce Williamson</b>
<b>Parks and Recreation Board</b>	<b>Aileen Chaltain Bruce Genereaux</b>
<b>Planning Board</b>	<b>William Dietrich Judith Esmay</b>
<b>Senior Citizen Steering Committee</b>	<b>Willy Black Barbara Doyle Evelyn Spiegel</b>
<b>Zoning Board</b>	<b>George Spitzer</b>

**The nominations were SECONDED by Vice Chairman Connolly. THE SELECTMEN VOTED UNANIMOUSLY TO APPOINT ROY BANWELL, LED CADWALLADER AND ROBERT STRAUSS TO THE AFFORDABLE HOUSING COMMISSION; BRUCE WILLIAMSON TO THE BUILDING CODE ADVISORY BOARD; AILEEN CHALTAİN TO THE PARKS AND RECREATION BOARD; WILLIAM DIETRICH AND JUDITH ESMAY TO THE PLANNING BOARD; WILLY BLACK, BARBARA DOYLE AND EVELYN SPIEGEL TO THE SENIOR CITIZEN STEERING COMMITTEE AND GEORGE SPITZER TO THE ZONING BOARD.**

**9. ADMINISTRATIVE REPORTS.**

There are no Administrative reports.

**10. SELECTMEN'S REPORTS**

**Peter Christie**

Selectman Christie reported the Finance Committee has been very active as it relates to the intended proposal from the school board, relative to the impending bond vote for the high school cost overruns. There have been three meetings on that. There is another one scheduled in anticipation of the school board making a recommendation. There was some struggle at the last meeting, but it does appear there is reasonable support for asking the voters to cover the cost overruns and maintain projects as originally intended. Selectman Baschnagel asked if the Finance Committee addressed the guaranteed maximum price question. Selectman Christie said yes. He thinks that was a bad choice for a descriptor of contract; that was in comparison to a fixed price contract. Those two terms seem to be most confused in that field. A fixed price contract is typically done after a full bidding and all commitments by subcontractors are complete. This typically costs more because the risk shifts over to the developer or project manager. A guaranteed maximum price contract has in them, as in ours, allowances. There are escape clauses but there are ways for the construction manager not to be responsible for things outside of their control. Clearly the primary cause of these overruns is steel escalation. Selectman Lubrano said asbestos removal caused overruns as well. Selectman Christie said that is true but there were a lot of those \$200,000 kind of items. There are also many allowances in this contract that will have to be looked at.

Selectman Christie said Affordable Housing has been extremely busy as well. They are working on Grasse Rd. III. They are also trying to keep up to speed with the progress in the Gile Tract. It continues to be a challenge in the sense that they are now at a stage where they need some significant preplanning dollars. Access is still not totally tied down but there seems to be some optimism that that will get tied down.

### **Kate Connolly**

Vice Chairman Connolly reported the Planning Board is on its August hiatus. The last two meetings were detailing zoning amendments. They are basically trying to reform the zoning ordinance.

Vice Chairman Connolly said she enjoyed a visit with the delegation from Nihonmatsu Japan. This delegation included the newly elected mayor accompanied by three other gentlemen, the chairman and secretary of the city council as well as a teacher. The group also included ten junior high school students. Vice Chairman Connolly thanked Selectman Lubrano, who attended all of the festivities and also hosted two of the junior high school students. Everyone enjoyed themselves and was most reluctant to leave. Chairman Walsh thanked Vice Chairman Connolly for making Hanover look like a friendly Town.

### **Bill Baschnagel**

Selectman Baschnagel said the Conservation Commission met last week. Wetland permits are the big thing. A question came up with regards to the Wolfboro water bar

project. He will check with Ms. Griffin to make sure everything is squared away at this point. Chairman Walsh said he personally audited that road this spring and it was destroyed by a four wheel dig and he was really ripped. Selectman Baschnagel said one of the things that the Trails Committee is diligently checking the legalities of is having Peter Kulbacki put up posted signs in the spring for all wheel vehicles on class six roads. We have the right to do that.

Upper Valley Trails Alliance had a meeting on the trail project in the Dresden area. They are laying things out. There is really good community involvement so far.

### **Allegra Lubrano**

Selectman Lubrano reported the Howe Library is making tremendous efforts in raising money for the addition. There are a couple of fund raising events on the horizon. There will be a raffle of a Stave puzzle. There will also a fund raiser that is being done in conjunction with the Rotary. It is a wine tasting and an auction on September 23<sup>rd</sup>.

### **Brian Walsh**

Chairman Walsh reported the Town Meeting Task Force met and is making good progress in coming up with real potential alternatives.

## **11. OTHER BUSINESS**

Chairman Walsh said he will be out of Town on September 14<sup>th</sup>, which is the primary election. Chairman Walsh said the Selectboard will need to decided who is going to cover the election. Selectman Baschnagel will not be available that day. The following schedule was agreed upon:

7am to 10:30 – Selectman Christie  
10:30 to 2:30 – Selectman Lubrano  
2:30 to 7 pm – Vice Chairman Connolly

Selectman Christie, Selectman Lubrano and Vice Chairman Connolly will need to be present at 7pm when the polls close so the ballots can be signed off.

## **12. ADJOURNMENT**

**It was MOVED by Vice Chairman Connolly and SECONDED by Selectman Lubrano to adjourn the meeting at 10:15 pm. THE SELECTBOARD VOTED UNANIMOUSLY TO ADJOURN THE MEETING AT 10:15 PM.**

**SUMMARY**

1. It was **MOVED** by Vice Chairman Connolly and **SECONDED** by Selectman Christie to set a Public Hearing on Monday September 13, 2004 to consider approval of an open video system franchise agreement and right-of-way use agreement. **THE SELECTBOARD VOTED UNANIMOUSLY TO SET A PUBLIC HEARING ON MONDAY, SEPTEMBER 13, 2004 TO CONSIDER APPROVAL OF OPEN VIDEO SYSTEM FRANCHISE AGREEMENT AND RIGHT-OF-WAY USE AGREEMENT.**
  
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3. It was **MOVED** by Selectman Baschnagel and **SECONDED** by Selectman Lubrano to authorize the Town Manager to sign a copier lease for Public Works. **THE SELECTBOARD VOTED UNANIMOUSLY TO AUTHORIZE THE TOWN MANAGER TO SIGN A COPIER LEASE FOR PUBLIC WORKS.**
  
4. It was **MOVED** by Selectman Baschnagel and **SECONDED** by Vice Chairman Connolly to approve a banner request from the Hanover Chamber of Commerce. **THE SELECTBOARD VOTED UNANIMOUSLY TO APPROVE A BANNER REQUEST FROM THE HANOVER CHAMBER OF COMMERCE.**
  
5. Chairman Walsh **NOMINATED** the following people for the following board and committees:  

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**Senior Citizen Steering Committee: Willy Black  
Barbara Doyle  
Evelyn Spiegel**

**Zoning Board  
George Spitzer**

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- 6. It was MOVED by Vice Chairman Connolly and SECONDED by Selectman Lubrano to adjourn the meeting at 10:15 pm. THE SELECTBOARD VOTED UNANIMOUSLY TO ADJOURN THE MEETING AT 10:15 PM.**

**Respectfully Submitted,**



**Allegra Lubrano, Secretary**

These minutes were transcribed by Susan Love