

Members present: Allen R. Phillips Christopher A. Rucho
 John J. O'Brien Steven J. Quist

Mr. Phillips convened the meeting at 6:05 p.m. and noted that Mr. McCormick will not be participating in the meeting this evening as he is an abutter to one of the applicants.

Public Hearing: Application for a Retail Alcoholic Beverage License for a Package Store to sell All Alcoholic Beverages from McKinlay's Incorporated, 67 West Boylston Street

Mr. Phillips opened the public hearing and read the following notice. The Board of Selectmen of the Town of West Boylston will hold a public hearing on the Application for a Retail Alcoholic Beverage License for a package store to sell all alcoholic beverages from McKinlay's Incorporated, 67 West Boylston Street. The public hearing will be held on Monday, January 30, 2012 at 6:05 p.m. in Conference Room #1 of the Municipal Office Building, 127 Hartwell Street, Suite 100, West Boylston. All interested persons, groups, and agencies are invited to attend. Allen R. Phillips, Chairman, advertised on January 13, 2012.

Thomas Dufault joined the Board with business partners Thomas Poirier and Iain McKinlay. He explained that his proposed location is 67 West Boylston Street, the mall with Il Forno Restaurant. He has been in the liquor business for 18 of the last 25 years. He opened his first store in 1985 in South Grafton, in 1993, started a family and in 2003 and he opened his current location in Holden on Main Street. His model is different than other liquor stores and compliments the other stores in the area. His location in Holden is 200 yards down from Holden Discount Liquor and they are doing very well. They look at industry trends and constantly change the store. He focuses on craft beers and wines. His business partner is knowledgeable on Irish whiskey and scotch. They focus on giving back to the community and sponsor sports teams, golf tournaments, Town of Holden Memorial Day parade and road race. They do a Taste of the Town event in West Boylston at The Manor where they bring in 15 restaurants and they are the exclusive liquor store. They come in with 12 wines, two beer distributors and scotch whiskeys and last year they had over 160 people attend the event. They get involved with the schools in town. Any time they have an event they donate a raffle prize such as a golf bag or a cooler. They are involved with the Worcester Art Museum and are the exclusive distributor for their annual event at Mechanics Hall in Worcester. They have educational wine dinners. Six or seven years ago a young girl passed away and her parents wished to build a park in her memory. They were able to get 100 cases of wine for the fundraiser and they had a picture she drew on the bottle with 100% of the funds going to build her playground.

Mr. Dufault added that his partner Iain is involved in the Chamber of Commerce. They like the location and being next to Il Forno Restaurant. It is out of the main traffic area and it is easy to get in and out of the mall. He has plenty of room to duplicate what they did in Holden with plenty of parking. It also appears to be closer to the residential area than further up Route 12. They hold wine tastings on a weekly basis with twelve different wine distributors. They have quality wines at affordable prices. Mr. McKinlay stated that he feels this is a good opportunity to get involved with another town. He added that he enjoys doing a lot with the community and looks to sponsor events. He got a motor scooter from a wine company, auctioned it off and gave the money to the Fire Department and the schools.

Mr. Phillips entertained questions from the Board. Mr. Rucho asked about the size of the store in Holden and in West Boylston. Mr. Dufault advised that Holden is just under 4,200 square feet and the West Boylston location is two stores, 3,160 square feet. They will have one large cooler in West

Boylston. In Holden they have two back to back coolers. Mr. O'Brien asked how long the Holden store had been opened. Mr. Dufault advised it will be ten years in May. Mr. Quist asked about the time line. Mr. Dufault explained that he has the cooler and shelving units on order. The cooler will take 30 days and the wine racks are custom made and will be ready in three weeks. They would intend to build out the store during that time. He estimates a five to six week window.

All the town departments, including, Fire, Police, Treasurer/Collector, Town Clerk, DPW, Building and Board of Health have indicated that they have no issue with the applicant and location. Mr. Phillips asked if the Economic Development Task Force had an opinion. Mr. Rucho, who also serves on the Force, advised that they are meeting this evening and this is the first item on their agenda. The floor was opened up to questions from the audience.

Rep. O'Day, 41 Winthrop Street, asked about full-time and part-time employment and hours of operation. Mr. Dufault intends to be open Monday-Saturday 9-10 p.m. and Sundays 12-6. He has the same hours in Holden and employees will grow as the store grows. In Holden he has two full time employees and five part time employees as well as Mr. Poirier and Mr. McKinlay and his wife works part-time doing the bookkeeping.

Mr. Gaumond asked about the redemption area. The plan indicates the area is at the rear of the store. Mr. Dufault explained that people will be coming to the store with their redemptions coming in the front door and deliveries will be coming through the front door as well. Mr. Phillips asked what is at the location at this time. Mr. Dufault advised that it is now empty and formerly was a golf store. Mr. Quist questioned what time deliveries are made. Mr. Dufault advised between 8-2 p.m. Mr. Rucho asked if he had looked at the plaza, observed the traffic, and felt comfortable that it would not be too much of a problem. Mr. Dufault spoke with the landlord and if parking becomes an issue they will have signs which indicate fifteen minute parking and the landlord is agreeable to that. He added that one of the reasons he likes the location is because Il Forno is a bring your own bottle restaurant and if people are not aware they could stop in and purchase their liquor.

Motion Mr. Quist to close the public hearing, seconded by Mr. Rucho, all in favor.

Public Hearing: Application for a Retail Alcoholic Beverage License for a Package Store to Sell all Alcoholic Beverages from Faucher and Masson, Inc., D/B/A Wachusett Wine and Spirits, 184 West Boylston Street

Mr. Phillips opened the public hearing and Mr. Gaumond read the following notice. The Board of Selectmen of the Town of West Boylston will hold a public hearing on the Application for a Retail Alcoholic Beverage License for a package store to sell all alcoholic beverages from Faucher and Masson, Inc., d/b/a Wachusett Wine & Spirits, 184 West Boylston Street. The public hearing will be held on Monday, January 30, 2012 at 6:20 p.m. in Conference Room #1 of the Municipal Office Building, 127 Hartwell Street, Suite 100 West Boylston. All interested persons, groups, and agencies are invited to attend. Allen R. Phillips, Chairman, advertised on January 13, 2012.

Charles Faucher joined the Board with Attorney Paul Sushchyk, who is representing Mr. Faucher and his son Michael Faucher. All the town departments, including, Fire, Police, Treasurer/Collector, Town Clerk, DPW, Building and Board of Health have indicated that they have no issue with the applicant and location. Mr. Sushchyk stated that he has the pleasure to speak on behalf of Charles Faucher and he also presented Andy Surabian, owner of Wachusett Plaza. They intend, if the license is granted, to build a store at 184 West Boylston Street. Mr. Surabian owns the land they intend to construct a 6,000 square foot building on. Mr. Surabian stated that he has about one acre they will ground lease. It would be at the entrance to the plaza and have 36 parking spot. The building would have its own delivery area, loading dock and enclosed dumpster area. They would have

their own entrance and exits out of the plaza and have a traffic light. It is a gorgeous looking building that would enhance the entrance to the plaza and Mr. Surbaian thinks it meets the needs of the town. It will offer something to the town with the construction of this building being an increase in tax revenue for the Town of West Boylston. He asked the Board to consider the project.

Mr. Rucho asked how long ago Mr. Surabian did the work on the site and if he had other people interested in the site. Mr. Surabian indicated two years ago he did the work and he has had a few businesses interested in the location, however, he is a pretty picky person. Some things that came to him he didn't think made sense and he didn't think it would be successful or support what he was looking for. This project meets all those requirements and he thought long and hard about it. He did not rush into it. The last thing he needs is something that does not work. The plaza, prior to his purchasing it had a stigma and the last thing he would like to have happen is to have that happen again. Mr. Rucho asked if the plaza is all rented. Mr. Surabian indicated that he had two vacancies, one will be rented and he will have one 1,600 square foot slot left.

Mr. Sushchyk explained that he lives in Sterling and Mr. Fauscher lives in Holden. Mr. Faucher has been involved in the liquor business since he was 18. His father formed a corporation in 1933 which is the oldest existing license in the City of Worcester. He managed the store since 1977, and runs a successful operation. Mr. Fauscher's son Michael graduated from Quinsigamond College and is currently attending Nichols getting a degree in business administration. He has been involved for about seven years and would be the assistant store manager. He feels they are the best qualified applicant because of his history and experience and the location. They have applied and obtain a prequalified \$600,000 loan to put up the store. It is a unique business model. Michaela Moylan, Michael's fiancé wrote the business plan, has her Master's Degree in teaching. It is their intention to make this operation a success and a credit to the Town of West Boylston. They think this is an excellent location for their operation, right at the entrance to Wachusett Plaza, with 36 parking slots, off street loading ramp and it would be able to serve the needs of the public and you can get off the street very easily. We have a traffic light which will allow for very easy access. They intend to have a beer cave, wine and beer coolers and wine tastings. The front of the store will be conducive to the upscale development the Route 12 area has seen. The store will be a credit to that.

Mr. Sushchyk added that they have applied for a loan and have been pre-qualified for up to \$600,000 and they are also working with the Small Business Administration. They intend to work very closely with the landlord to site and build the store out appropriately. He estimated it will take four to five months to open and get established. He thinks the end will be a real improvement and enhancement to that commercial area the town has worked so hard to establish. The concept is develop the store into a destination store through the concept of the beer cave. Mr. Faucher explained that the beer cave is a new concept started in the mid-west about ten years ago. The beer is chilled to 28 degrees. It has an open glass doorway and most package stores use refrigeration 36 to 42 degrees. They are quite excited about this new idea.

Mr. Sushchyk noted that the business will conduct wine tastings and food parings. Michael Faucher added that they are planning to build a bar to serve up to 20 people at any given time with a serve and prep counter. They also do parings of cheese with wine and sparkling wines with chocolate. The plan to work with distributors on setting this up. With regard to employment opportunities, Mr. Sushchyk advised that they approach is to hire six to eight part-time employees from the local area. Mr. Faucher noted that Faucher & Masson has been around since 1933 and have donated to the state police, Worcester police, Holden Fire Department and Holden Little League, hockey, youth football and the boys and girls club. They have given to all the organizations in the town and will continue to do so. He looks forward to doing that in West Boylston as well. Mr. Sushchyk has known Charles

Faucher since he married his sister. He intends to make it a success. He is a qualified applicant has superb location and financing to do this, has experience and knows how to make the business proposal a reality. Hours of operation would be Monday through Saturday 9-10 and Sunday 12-6. Mr. Quist questioned whether the bar would come under a difference license. Mr. Phillips questioned the amount of alcohol that can be consumed on the premise. Mr. Sushchuk indicated that there are limits in the modern retail outlets you have to involve the people you seek to serve. They will have design consultants to tell them. Mr. Phillips questioned the limit. Mr. Faucher suggested one to two hours time slots on Fridays and Saturdays for tastings.

Mr. Rucho asked about the current location. Mr. Faucher's business is at 817 Main Street in Worcester between Main South and Clark and the building is 1,500 square feet.

There is no one to speak on this.

Motion Mr. Quist to close the public hearing, seconded by Mr. O'Brien, all in favor.

Public Hearing: Application for a Retail Alcoholic Beverage License for a Package Store to Sell All Alcoholic Beverages from Howard S. Dono, 27 Sterling Street

Mr. Phillips opened the public hearing and Mr. Gaumond read the following notice. The Board of Selectmen of the Town of West Boylston will hold a public hearing on the Application for a Retail Alcoholic Beverage License for a package store to sell all alcoholic beverages from Howard S. Dono & Associates, Inc., 27 Sterling Street. The public hearing will be held on Monday, January 30, 2012 at 6:40 p.m. in Conference Room #1 of the Municipal Office Building, 127 Hartwell Street, Suite 100 West Boylston. All interested persons, groups, and agencies are invited to attend. Allen R. Phillips, Chairman, advertised on January 13, 2012.

Howard Dono joined the Board. All the town departments, including, Fire, Police, Treasurer/Collector, Town Clerk, DPW, Building and Board of Health have indicated that they have no issue with the applicant and location. He explained that he resides at 6 Brooks Crossing and is a lifelong resident. He currently owns and operates Howard S. Dono a full service real estate appraisal firm. He has been in business for almost 28 years. He paid his way through college as a banquet chief at the Marriot. He employs 15 people in West Boylston and intends to do the same thing at the former location of the Reservoir Package Store. His reason for getting involved is his wife's family has been involved in the food and beverage industry since the 1930's. His father-in-law owned over 20 establishment in the city, retired pre-maturely, and he has kids coming out of college. As a life-long resident he has been involved with the sports teams, coached youth soccer, boys basketball and involved with the Athletic Association. He was part of the committee to bring back boys tennis. His personal and professional relationships are commendable. Over the course of 28 years he has been involved with the Better Business Association, Rotary, and he plans to re-establish the Reservoir Package Store which has been in this town for 40 years. He also intends to renovate and modernize the store. The Lottery Commission wants to make sure their past debts are paid and he will pay that. It will be a cash transaction. Hour of operation will be Monday through Saturday 9-10 p.m. and Sunday 12-6. It will be a family business for his children and his father-in-law.

Leo Attella joined Mr. Dono. His mother owns the property and he is here to support Mr. Dono and ask the Selectmen to keep that location as it has served the residents for a long time. He provided the Board with a letter his mother wrote. She remembered that the night of their public hearing on the liquor license at which a tremendous amount of people came and showed their support to have the license granted at their location. They would like to have the license remain at this location. It was unfortunately that the person who had the license had health issues which impacted her ability to keep the business afloat.

Mr. O'Brien asked about Mr. Dono's experience in the field. Mr. Dono noted that his wife's family immigrated to the country around 1930 and have been in the food and beverage business exclusively over 20 years. They were at the Worcester Airport, Chandler Street and Front Street. They were very active in the City of Worcester food and beverage business.

Mr. Rucho asked Mr. Atella about his parents obtaining the license. Mr. Atella explained that his father sold the business, but retained the property in 1985 to a Barry Woodman who sold it to Linda Samara. It was beer and wine only for many years before the town's population expanded. Mr. Dono noted that is a 1,250 square foot community type business. It is designed to serve the residents on this side of the reservoir. Mr. Phillips asked about his expansion plans. Mr. Dono intends to give it a cosmetic facelift, with the landlord's permission. Mr. Atella feels the liquor store always seems to be a real good fit with the restaurant and bait shop, as it helps the other businesses. When they owned the store it was open Monday through Thursday 10-10 and Friday and Saturday 10-11. They seemed to get a lot of traffic during fishing season. Mr. Dono intends to expand the business with small convenience items and will be open Monday to Saturday 1-10 and Sundays 12-6. Other than family, they will have three to four staff members as you need to have a vacation or a day off here and there. The Board opened it up to audience questions.

Anthony Cappabianca, 8 Holt Street lives behind the business. He has a problem when he runs the neighborhood and he picks up empty nip bottles and scratch tickets. To him the only way you can solve that problem is not to have a package store as those items are all over, and even at the end of Prescott Street. Mr. Phillips informed Mr. Cappabianca that those items are not only in the areas of package stores as he has found them on his street. Mr. Cappabianca asked if there is any plan to insure that no addition waste is in that area. Mr. Dono feels it is a case by case situation. He is currently located at 217 West Boylston Street and there are things blowing off Route 12 all day long which he constantly picks up. He thinks it is a bi-product of the traffic that goes by. Mr. Phillips noted that they have not sold scratch tickets at that liquor store for a couple of years. Mr. Cappabianca asked how much the liquor license would cost. He was told that that the cost is \$1,800. Mr. Cappabianca stated to Mr. Dono that if he gets the license he wishes him the best.

Motion Mr. Quist to close the public hearing, seconded by Mr. Rucho, all in favor.

Public Hearing: Application for a Retail Alcoholic Beverage License for a Package Store to Sell All Alcoholic Beverages from West Boylston Wine Country, 95 West Boylston Street

Mr. Phillips opened the public hearing and Mr. Gaumond the following notice. Application for a Retail Alcoholic Beverage License for a package store to sell all alcoholic beverages from West Boylston Wine Country, 95 West Boylston Street. The public hearing will be held on Monday, January 30, 2012 at 7:00 p.m. in Conference Room #1 of the Municipal Office Building, 127 Hartwell Street, Suite 100. West Boylston. All interested persons, groups, and agencies are invited to attend. Allen R. Phillips, Chairman, advertised on January 13, 2012.

Jeff Cammuso and Stephen Lipka joined the Board. All the town departments, including, Fire, Police, Treasurer/Collector, Town Clerk, DPW, Building and Board of Health have indicated that they have no issue with the applicant and location. Mr. Cammuso stated that he resides in Worcester, married 27 years, has three children who attended West Boylston High School as school choice and has many friends in West Boylston and had a wonderful experience. He is the Deputy Director at MassCor Industries. He currently has 12 prisons making the products, employs 55 staff and has 550 inmates working. He also owns a part-time business called Event Central, April to September. He donates a lot to non-profits including the Doug Flute Autism Awareness, golf tournaments, founded youth football league, started with four teams and now they have 2,000 kids involved. They had

mandatory community service in the league and they do fundraising for non-profits each year. He does the Spooky Walk and the proceeds go to non-profits. This year the proceeds will go to the Be Like Brit Foundation which is building an orphanage in Haiti. He is on the board of Why Me, involved with Friendly House and Galaxy of Stars. He and Mr. Lipka are both giving people and if they have the opportunity to get the license they will start and give back. They want to give to the high school youth sports and families in needs. The plan on hiring West Boylston residents as well.

Mr. Lipka advised that he owns a package store in Clinton for the last 15 years. He is the business partner. A life-long resident of Clinton, retired from the Department of Corrections and met Jeff 20 years ago. This is something that interests both of them. They currently have a 4,000 square foot store, and 15 years ago with Kevin O'Malley they transformed the business to be very successful and helped put his daughter through college. They have not had any ABCC violations and they run a clean store. They make it a point to hire people 21 and above and donate to a lot of local charities, youth sports, golf tournaments and believe in giving back. They would be located in Walmart Plaza next to the Bank of America, a 2,600 square foot building. It is now empty and they are working with the landlord on the build out. They would not need financing. They chose this location based on the traffic pattern and having Walmart as an anchor store who has over one million customers a year. They looked at the town and all they saw was one other package store on West Boylston Street, and they do an outstanding job in what they do and buy high volume and have been around since 1959.

Mr. Cammuso feels they have a great business model and great selection. He and Mr. Lipka thought for about one month on what would work in West Boylston. They thought they were going to take a store front and focus on wines, microbrews and high end scotches. They would try to offer great value and pricing focusing on the top 100 wine values. They would do wine tastings, Irish whiskey scotch and bourbons. They want to explore microbrews and imported beers and do microbrew tastings. They would also offer cigars and in the past they worked with a company called Rolling Stogies. He has done events with them and he has a nice product. Other than that they would look to bring in the lottery game, chips and impulse items. With regard to marketing, Mr. Cammuso intends to put up a sign above the store and at the entrance, develop a website, advertise in locals newspapers, Wachusett Chamber of Commerce, work with Il Forno and maybe put up their menu in his store and advertise at Salter School. They will also work with the movie theater as well and move into the 21st century with Facebook and Twitter. He thanked the Board for this opportunity as they feel humbled and honored. There are no questions from the audience.

Mr. Rucho asked about his location. Mr. Cammuso advised that the location is in between the bank and the movie theater. Mr. Phillips asked if they knew that Walmart will be closed for one year. Mr. Rucho asked if they had been to the location on a Saturday night when the theater is open for business. Mr. Cammuso is aware and has visited the area when the theater is open. Mr. O'Brien asked him to share what his plan will be when Walmart is closed. Mr. Cammuso will be working with the landlord to lower their rent during that time and they will pay a percentage of the sales when the plaza is closed and then go back to the regular lease after that. Mr. Rucho asked about hours of operation. Mr. Cammuso intends to be open Monday to Saturday 10-10 and Sunday 12-6. He added that the landlord takes care of the maintenance, and they could put barrels outside the store and encourage people not to litter. Mr. Rucho asked when he felt they would be ready to open. Mr. Cammuso doesn't think it will take long it is just a shell, maybe two months. There is no one in the audience to speak on this.

Motion Mr. Quist to close the public hearing, seconded by Mr. Rucho, all in favor.
The Board will take a five minute break.

Board Deliberation

The Board reconvened and are joined by John Hadley, Chairman of the Economic Development Task Force. The Board asked for their recommendation and Mr. Hadley reports that the Committee recommends granting the license for the store to be located at 184 West Boylston Street because of the economic growth it will bring to the town. Mr. O'Brien congratulated everyone who presented noting that they all came forth with very good proposals and he does not think the Board could go wrong picking any of the businesses. Mr. Phillip concurred that everyone did a great job and he is confident that whoever is chosen will be successful. Of the applicants he asked how many are planning to sell lottery. Everyone, with the exception of Mr. Dono indicated that they would. Mr. Dono stated that it is early to tell as it is a small location and he does not want to commit to something that may not be feasible in a small space.

Mr. Rucho agrees that they are all good applicants, however, he sees some locations where the traffic would be too crowded such as the post office location. He would agree with the Economic Development Task Force. We do not have a lot of business base and even if they do not donate to local groups they will be helping out the entire town with their taxes, lights and water usage. Some people think they would like to see something different at that location, however, Mr. Surabian, the owner is in support of this project. Mr. Quist feels that traffic is the utmost item we have to think about. And certainly a 6,000 square foot building is huge. He also thinks that the increased traffic at that location can be handled by the traffic light. Mr. O'Brien feels it is a tough decision and there are positives to every project as it would be great to have a new building and it would be great to fill an existing building. He noted Mr. Cammuso's efforts with charities and he knows him as an individual. That would be his tie breaker. Mr. Phillips feels he could make a positive case for any of the applicants. Mr. Dono's application would give something to the other side of town, there are lights at Walmart and at Wachusett Plaza. He would look at traffic and using an existing vacant space in an already existing building. Mr. Rucho stated that he would have a different view if we had a lot of vacancies in town, however, his understanding is there were more people interested in applying for the license, but they could not find a location. At least three of the applicants have previously owned a liquor store and for one to be able to own a store since 1933 on Main Street in Worcester, they have to know how to run a package store. If we had a 50% rental vacancy he would have a different thought, but right we have three locations open. Mr. Phillips noted that we also have three beer and wine licenses available if anyone is interested.

Motion Mr. Rucho to grant a Retail Alcoholic Beverage License for a package store to sell all alcoholic beverages to Faucher and Masson, Inc., d/b/a Wachusett Wine & Spirits, 184 West Boylston Street, seconded by Mr. Quist. Vote on the motion – Messrs. Rucho and Quist yes; Messrs. Phillips and O'Brien no.

Motion Mr. O'Brien to grant a Retail Alcoholic Beverage License for a package store to sell all alcoholic beverages to West Boylston Wine Country, 95 West Boylston Street, no second on the motion.

Mr. Rucho expressed his concern over the Board not voting for a new building as all we talk about in our budget hearings is our tax base and we do not have a lot of business in town. We have someone who wants to build a building and he does not see any reason not to vote for this location.

Motion Mr. Rucho to grant a Retail Alcoholic Beverage License for a package store to sell all alcoholic beverages to Faucher and Masson, Inc., d/b/a Wachusett Wine & Spirits, 184 West Boylston Street, seconded by Mr. Quist. Mr. O'Brien stated that he has made his feelings well know that he would like to get Mr. Cammuso in the Town of West Boylston and that is not going to happen. He has nothing against Faucher and Masson and has no problem going along with the motion at this

time. Mr. Phillips stated that he was learning towards putting the license on the other side of town, however, he will change. Mr. Rucho added that he would love to have all four of the businesses in town as he read about them and all the positive things they have done.

Vote on the motion – all in favor.

With no further business to come before the Board, motion Mr. Rucho at 7:45 p.m. to adjourn, seconded by Mr. Quist, all in favor.

Respectfully submitted,

Approved: February 15, 2012

Nancy E. Lucier, Municipal Assistant

Allen R. Phillips, Chairman

John J. O'Brien, Vice Chairman

Christopher A. Rucho, Clerk

Steven J. Quist, Selectman