

FALMOUTH EDIC
JUNE 9, 2009
CHAMBER OF COMMERCE – 9:00AM

PRESENT: CAREY MURPHY, CHAIRMAN
WILLIAM VENDT, VICE CHAIRMAN
STEPHEN SPITZ, TREASURER
JODY SHAW, CLERK
MICHAEL GALASSO
SAMUEL LORUSSO

MARKETING CONSULTANT – Kathy Harding

Update on Status of Raymond Park Lots – A meeting is coming up next week but the bottleneck seems to be that now Hydroid has been bought out they are not at liberty to use capital expenses to make a purchase without the parent company's approval. "The company is very unsophisticated when it comes to American real estate and they are very leery about American real estate, they don't quite understand." Kathy added, "But I'm told they are still very excited and very interested and want to move forward." She obtained this information from SeaWatch who talks to them on a regular basis (SeaWatch represents Hydroid).

Walsh/Condo Property – Kathy contacted Bob Clark, took him plans and drawings, and talked to him about any interest Scanlan might have in this property. Her understanding is they are looking to lease. With wind turbines they usually lease vs. purchase. These leases last from 30 to 60 years and provide a source of income.

She is also meeting with Jerry Ingersol who is in a private/public partnership in which they are trying to develop 600 acres in a wind farm on the other side of the Bourne Bridge. Her thought is to see if he would be interested in buying/leasing Lot 5 in Raymond Park for a wind turbine which would give us some income. Lot 5 is going to be difficult to sell by itself because of its tough topography. Her 2nd thought is if Raymond Park does form an association, maybe they would want to purchase Lot 5 and they could install a wind turbine for power which would give all the businesses in Raymond Park renewable energy. As a marketing tool, this would also look good to Hydroid who is going "green".

Back to Scanlan leasing the Walsh property – Mike suggested Kathy ask Scanlan for a proposal on a long term lease. Steve mentioned the water tower and wondered if it would interfere in putting up a wind turbine (height, etc.)?

Regarding Walsh - our current 3 month agreement with Walsh says the EDIC will put the property on sale for him waiving the \$2,000/month payment. Kathy said she could put the listing on MLS today because she has all the information which would show good faith effort to market. All agreed the price should be for what we owe plus the real estate commission (probably \$680K) and also offer a long term lease.

Back to Hydroid – Mike suggested we present them a proposal as far as what EDIC is willing to do for them? He feels we should be the aggressor. He suggested a letter signed by the Chairman saying we are here to help with the process, you are important to us, etc. Jody will draft a ‘letter of encouragement’ and e-mail it to members before it is signed and sent.

REAL ESTATE SUB-COMMITTEE

Do the Covenants Run with the Deed at Tech Park? – Some members believe when it comes to a third party sale the covenants end. Steve disagreed, he believes it is just a matter of enforcement and an issue of attorneys interpreting the covenants when a sale occurs. Jody commented, the Tech Park Association should be looking over/policing these transfers. Carey suggested inviting Mike Mathewson to our next meeting. He will call Mike and formally invite him to our July meeting.

Land Swap with Benthos – Still on Hold

SAM LORUSSO

Edgerton Drive Drainage – The drainage pipe at the bottom of Edgerton Drive should be installed this week – all permits are in order – then we will see if the pipe addresses the drainage issue. Total expense is expected at \$6,145 which will be billed back to the businesses along Edgerton Drive (EDIC owns 50% frontage).

STEPHEN SPITZ

Monthly Bills – The Warrant for April is \$470.00 [\$200 secretarial, \$195.00 annual web site charge from Penguin and \$95.00 for accounting]. We also received a \$5,600 bill from Holmes & McGrath. It was decided to pay only \$1,000 of this bill at this time because we received a letter from them indicating they can wait for their money.

MOTION: Stephen Spitz made a motion to pay Warrant 2009-04 in the amount of \$1,470.00, seconded by Michael Galasso. Unanimous vote.

The Warrant for May is \$731.67 [\$366.67 1st bill from Atty. Laura Moynihan, \$200 secretarial, \$165 accountant]. **MOTION:** Stephen Spitz made a motion to pay Warrant 2009-05 in the amount of \$731.67, seconded by Michael Galasso. Unanimous vote.

Mike offered to contact Penguin Digital Design out of Hyannis to find out what they are actually doing for us and what happens when an inquiry comes in (who does it go to?).

BUSINESS

New – Future FALMOUTH Accountant and Auditor? – consensus of the members is to have the services we contract out should come from Falmouth; i.e. accounting, web site, auditor. Members wondered if we could forego the audit especially since we have not had any income in the past four years. We currently pay \$4,000/year. Jody suggested doing an Accountant’s Review for \$500. Carey said he would check with Bob Whritenour to find out if we really need a full blown audit.

In regards to an accountant, Mike suggested we solicit some proposals from firms in Falmouth.

At the rate we are going, we will be out of money in 12 months. This is a big concern for all members. Carey suggested a telecommunication/cell phone tower on Lot 5? If we did this, Steve estimates we would generate \$50,000/year. Carey will further investigate.

Insurance -

Two insurance policies are up for renewal:

- 1) Liability for Officers and Directors – a \$3 million premium = \$3,000/year
- a \$1 million premium = \$1,125/year

Members were not comfortable dropping this policy completely but felt the lowest option at \$1 million would be more appropriate.

- 2) General Liability covering land we still own – all agreed we need to keep this policy at \$890/year, effective 7/7/09.

These two policies are with different agencies, Mike suggested there might be some savings if we went to a property insurer and told them we want a Rider to include the corporation. Mike will check with local firms.

Old – Jody informed members that Jay Zavala is working with the Planning Board about developing a survey and has asked for a few minutes at our meeting today.

When Jay arrived, he said the Planning Board has asked him to ‘sort of wrap my arms around the entire economic development portion of the research that’s going into the final Local Comprehensive Plan’. He is going to create a survey to go out to members of the Chamber and has asked the Planning Board to come up with the questions. He has also suggested to the Planning Board they work with the FEDIC in terms of the economic development portion of the LCP. Jay asked if we [EDIC] had any interest.

Carey responded, ‘moving forward there are some expectations and we [EDIC] have accepted that role of morphing ourselves, making that transition, into the economic development element of the town.’ Jay said within the various levels of Falmouth’s 5 Year Plan includes the EDIC as an active participant. Carey recommended having a joint strategy session with the Board of Selectmen, Planning Board on the subject of economic development alone. He does not see the EDIC playing the entire role but a leadership role. The Falmouth EDIC wants to get out of the real estate business and into job creation and stimulus. He suggested getting regional input; i.e. Mashpee, Bourne and mentioned redevelopment of parts of the base at Otis will make an impact. He would like to facilitate the proper forum to conceptually ‘bring it all in’.

MINUTES

Approve Minutes of April 14, 2009 and May 13, 2009 – Stephen Spitz made a motion to approve both sets of minutes as printed, seconded by Jody Shaw. Unanimous vote.

SET NEXT MEETING DATE – Our next regular meeting is scheduled for Tuesday, July 14, 2009, 9:00am, at the Chamber of Commerce, 2nd Floor.

Other Issue(s)

Discussion followed about an outstanding bill from Atty. Patrick Nutter. It was felt by some members, because of performance issues, we do not owe the firm any money. Another issue is how do we proceed to recapture our records and what is the protocol to disengage from this firm. Perhaps our new attorney, Laura Moynihan, should send a letter to retrieve our records. Carey will contact our attorney about these matters.

ADJURNMENT

Michael Galasso made a motion to adjourn at 11:00am, seconded by Jody Shaw.
Unanimous vote.

Respectfully submitted,

Linda J. Wells
Recording Secretary