



TOWN OF BOW

Business Development Commission

10 Grandview Road, Bow, New Hampshire 03304

Phone (603) 223-3970 | Fax (603) 224-6680 | Website www.bownh.gov

1. Bow Business Development Commission 03042020 Meeting Agenda (PDF)

Documents:

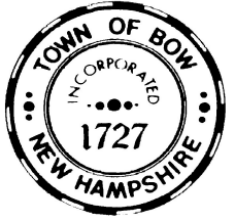
[20200304 BDC AGENDA.PDF](#)

2. Bow Business Development Commission 03042020 Packet (PDF)

Documents:

[BDC 03042020 PACKET.PDF](#)

Respectfully submitted,
Bill Hickey
BDC Chair



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AGENDA

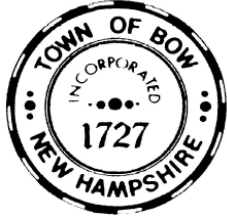
March 4, 2020

The Town of Bow Business Development Commission will meet at 7:30 AM, Wednesday, March 4, 2020 at the Municipal Building, 10 Grandview Road, Bow, New Hampshire. The agenda includes:

1. Approval of minutes – 02/05/2020.
2. Review project/task list.
3. Reports from Town boards and committees.
4. Other business.

ADJOURNMENT - Target no later than 8:30 AM

Respectfully,
Bill Hickey, Chair



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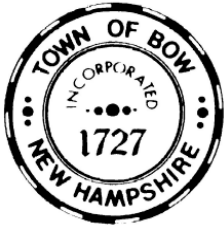
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DRAFT MINUTES BUSINESS DEVELOPMENT COMMISSION February 5, 2020

6 The Town of Bow Business Development Commission held a scheduled regular meeting on Wednesday,
7 February 5, 2020 at 7:30 AM at the Municipal Building, 10 Grandview Road, Bow, New Hampshire.

8
9 Chair Bill Hickey called the meeting to order at 7:30 AM. Other BDC Members present were: Stan Emanuel
10 (Vice Chair), Larry Haynes, Secretary, Don Berube, Jr., Chris Johnson, Cody Herrick, June Branscom, John
11 Meissner, and Selectmen Matt Poulin. Also present were: Bow Police Chief Margaret Lougee, Director of
12 Community Development Matt Taylor, Assistant Planner Bryan Westover, and recording secretary Alvina
13 Snegach. Mike Percy was excused. Present in the audience were Dan Scanlon, Kurt Colby, and Fernando
14 Mancini and Connor Sporn of Servpro.

15 **Dan Scanlon – discussion of the Colby property development potential.**

16 Mr. Scanlon introduced himself as the Commercial Broker representing Mr. Colby and noted that he was
17 hoping to have a brainstorming session with the Commission as to what the possibilities are for developing
18 the largest parcels in the newly created Bow Mills Mixed Use District. He spoke about the land acreage, past
19 attempts by developers to develop it, lack of frontage and access, and the market conditions that are
20 currently in place, which may need some adjustments from the Town to make the land appealing to a
21 potential developer. Mr. Scanlon also noted that a private-public partnership is a good way to develop land
22 like this and brought up several examples of such partnerships around New Hampshire.

23 Members discussed access, infrastructure needs, zoning requirements, Tax Increment Finance district, Exit
24 1 concepts and potential development scenarios.

25 Mr. Taylor noted that the Town has plans to develop a marketing brochure for the TIF district, which may
26 be helpful to Mr. Scanlon's client in his own marketing efforts. Mr. Poulin also added that the Town has
27 been trying to negotiate with the City of Concord on interconnecting the water to provide clean[?] water to
28 the businesses in Bow Junction and updated the members on some progress. He said that the City has
29 established a Committee to study potential interconnections with neighboring municipalities and Bow
30 officials are on track to meet with the Committee to discuss possible cooperation.

31 Mr. Hickey thanked Mr. Scanlon for his presentation.

32 **Approval of minutes – 01/08/2020**

33 01/08/2020 minutes were reviewed. *Mr. Poulin made a motion to approve the minutes as presented, which*
34 *was duly seconded by Mr. Berube and passed unanimously.*

35 **Review project/task list and reports from boards and committees.**

36 Mr. Taylor provided a brief update on the Planning Board approval status and the recently issued
37 certificate of occupancies for commercial construction.

38 The following has been discussed:

- 39 - Grappone site plan approval on Ryan Road;
40 - Dunklee Road Intersection and Bridge repair bidding progress;
41 - Business visitation to Tri-State Curb;
42 - Kick off meeting with the Hooksett Village Water Precinct to discuss sewer/water
43 interconnection;
44 - Future meeting with Hooksett Sewer Commission on potential interconnection;
45 - Proposed zoning changes;
- 46

1 **Other business**

2 Ms. Branscom provided a brief update on the School Board and another one on real estate.

3

4 Motion made by Mr. Poulin, duly seconded by Mr. Johnson to adjourn. Meeting adjourned at 8:29 AM.

5

6 Respectfully,

7

8 Larry Haynes, Secretary

DRAFT

ECONOMIC DEVELOPMENT PROJECTS/TASKS - as of 2/24/20

Business Development/Recruitment	Responsible	Status
New / expanded businesses or leads.	Taylor & Stack	1) Taylor met with prospective developer re: Dow Rd industrial site. Large sign advertising lot constructed Jan 2017 & being marketed. 2) Former Route 3-A Sand Pit re-bid of 4/4/19 was awarded to Coastal 4/23/19 & 5/14/19 by Selectboard - P&S executed, sale pending court action. 3) Fontaine (Ryan Rd) 6,800 SF office/warehouse site plan approved by PB 9/19/19. 4) RRG (Thibeault Dr) 10,000 SF office/warehouse site plan approved by PB 10/3/19. 5) Felix Septic 10,000 SF office/warehouse/outside storage site plan approved by PB 11/21/19. 6) Grappone 69,675 SF building for vehicle repair bays and parts storage & ~900 parking spaces off Dunklee Rd approved by PB 1/9/20.
Video Project - Business Recruitment	Stack	11/17/17 - Larry Haynes connected Dave Stack with Plymouth State for students to finalize a commercial (& residential) experience video.
Water/Sewer Project/Infrastructure		
Route 3-A/Dunklee Road Intersection Improvements & Dunklee Rd Bridge	Stack	State Aid approved for project; NHDOT approved Town to proceed with design of a four-way signalized intersection; and to be coordinated with Dunklee Bridge repair. 1 bid rcvd 6/25/19, cost exceeded Town's allocated amount - Back to Town Meeting March 2020 to re-appropriate funds. DuBois & King (D&K) working with NH DOT to firm up the plan. Bidding by February 2020, then Town Meeting vote. Work to proceed with utilities coordination & environmental assessment - house pending asbestos abatement; garage scheduled to be razed last week of Feb 2020.
I-89 Exit 1	Taylor	6/19/17 MT & BW met with DOT officials re: design options. 2/15/18 MT @ DOT Public Mtg on I-89/93 Expansion. Joint BoS/PB/BDC mtg held 4/12/18. Joint Meeting of Selectmen-Planning Board-BDC w/ NH DOT engineers held 6/7/18 to discuss the design in detail. Road Safety Audit (NH DOT, Town Mgr, & Town Staff) Meeting 9/5/18. DOT Public Hearing held Nov 14th, Taylor & Selectmen presented concerns. Town Submitted comments to DOT on 12/14/18. Invitations to State Reps & Senator to attend a future BDC meeting sent Dec 2018. State Rep Gary Woods attended the Feb 2019 BDC meeting and will review. Met with DOT 6/7/19 - Exit 1 plans to be revised - Selectmen to submit a letter of support. 10/2/19 Bow Mobile pleads case for information and states desire to stay in business.
Hooksett Interconnection	Taylor & Stack	June 2017: DS & MT met with Hooksett officials re: water and sewer infrastructure. July 2017-Hooksett Village Water Precinct interested in interconnection. MT met with Hooksett TIF Committee 10/3/2017 to discuss sharing water/sewer infrastructure. Whitewater met with Hooksett Water Commission. MT at meeting with Hooksett Sewer Commission on 1/22/18. South Bow Mixed Use District & TIF District both approved at March 2019 Town Meeting. Taylor met w/ Hooksett Village Water Precinct reps on 5/2/19 & 5/29/19. A jointly funded feasibility study is pending. MT met w/ Hooksett TIF Committee 8/19/19. MT & DS met w/ Hooksett sewer and water commissions 8/22/19. 9/10/19 Selectmen auth ~\$16,000 towards joint feasibility study with Hooksett Village Water Precinct. D&K to prepare study. Kickoff meeting held Jan 28, 2020. Meeting w/ Hooksett Sewer Comm to be scheduled in near future.
Water Service Connections & Revenue	Stack	Now have 2nd Customer for water filling station. Filling station relocated to Vaughn Road.
I-93 "Exit 11-A"		Bow has over 5 miles of Interstate 93 running through it without a single interchange/exit.
Existing Business Outreach/Relations		
Business Visitations	Staff & BDC	Taylor & Poulin met with Truck Trends of Bow/Line-X, and Poulin met with Pitco Oct '18. Taylor & Poulin met with Audley/Cenfer 1/16/19. Westover & Deb Avery (NH DBEA) Perma-Liner Open House 4/17/19. Westover visited Young Furniture 8/2/19. Taylor & Poulin met with Tri State Curb 1/30/20.
Business to Business (B2B) Events	Taylor/BDC	Spring/Summer event @ ServPro was 6/12/19. Fall event held at Grappone Toyota 10/23/19. Spring event location & date TBD. Baker Free Library holding "Bow Small Business Expo 2020" Sat, 4/4/20 from 11am-2pm.
Water to Bow Junction	Staff & Selectmen	3/23/18 - Taylor met w/ Gary Lynn (DES), DuBois & King & WhiteWater re: Feasibility Study to extend water line, with funding from DES. Taylor submitted DES Drinking Water grant/loan pre-application on 6/15/18. DuBois & King to prepare feasibility study per 7/19/18 mtg. 1/8/19 Selectmen voted to send letters to each Concord City Council member - letters sent 1/28/19. Was not scheduled on City Council meeting agendas and no response received by any Council Mbr. April 2019 - D&K was denied water system info from the City of Concord. Executive Councilor Ted Gatsas arranged meeting with Concord Mayor, Town Manager, Selectmen, et al on 9/16/19. Concord Mayor to get back to Exec Councilor Gatsas with what's required to say "yes". Matt Poulin met with Concord City Council Member Fred Keach and Grappone in Feb 2020 concerning water interconnection.
Regulatory/Zoning/Incentives		
Tax Increment Financing	Taylor & Stack	~ June 2018 Matt Poulin & Matt Taylor attended NHCIBOR meeting to promote the first TIF district. Bow Business Corridor TIF Advisory Board meetings held Dec 2019 & Jan 2020. Matt Taylor to create TIF Info Sheet for distribution.