

BUSINESS AND ECONOMIC DEVELOPMENT COMMITTEE

Tuesday, March 18, 2014 5:15 PM
City Council Chambers

Minutes

Councilors Present: Chair Durgin, Graham, Nealley, Plourde, Baldacci, and Civiello

City Staff Present: Emery, Bolduc, Nicklas, Bird

Chair Durgin called the meeting to order at 5:15 p.m.

1. Greater Bangor Convention & Visitors Bureau Update

Kerrie Tripp, Executive Director and Lee Speronis, Board Chairman were present to give an update on the activities of the Greater Bangor Convention & Visitors Bureau. Ms. Tripp provided a written update report prior to the meeting. She discussed the contents of the report highlighting the increase in memberships, and the introduction of an IDSS information system they have purchase which connects them to hotels and event planners. This has saved them considerable time and expense as they do not need to mail out packets. Because of the connection to this software it makes the GBCVB look like a bigger market and puts them in a good place. Ms. Tripp also discussed upcoming events, the increase in sports related activities, this year's beer festival, car show, and numerous trade shows.

Mr. Speronis added that their model is succeeding through partnering and cooperation with others (such as the Cross Insurance Center, City of Bangor, hotels, etc.) He noted that they are averaging one RFP a week and there is something big going on every week.

Councilors thanked them for their work.

2. Parking Update

- a. Overview of Republic's Contract with City
- b. New Services provided by Republic
- c. Current monthly parking occupancy in the Downtown

Parke Clemons, General Manager with Republic Parking Systems gave an overview of what is happening with parking. He indicated that it is his plan to meet with the Committee once a quarter per their request to meet more

frequently. He discussed parking, their contract with the City, new services and occupancy rates.

As far as new services, Mr. Clemons noted that they have provided the Police Department with a new hand held ticketing system, they have initiated customer service training, and they are retrofitting the parking garage with new lighting. Republic Parking Systems is working with Efficiency Maine for a \$50,000 rebate for LED lights. Gexpro and Carmel Electric will be doing the work. Mr. Clemons also noted that because parking rates have not been changed for a long time parking rates will be looked at in the near future. He noted that 10 years ago a residential rate was instituted for downtown residents. At that time there were 20 or so who used the parking garage and now that number has grown to 80.

Councilor asked about the hours of operation and asked Staff to look at demand and/or expansion options for the hours of operation. Director Emery indicated that Staff has been discussing this with Mr. Clemons at their regular meetings. She noted that Mr. Clemons has been meeting with the Airport Staff regularly, as well.

Councilors also discussed having a shuttle bus for overflow parking for Cross Insurance Center events for use of the Parking Garage.

3. Amendment to a Lease Agreement with Ntension Corporation

Steve Bolduc, Development Officer explained that Ntension Corporation is currently leasing approximately 22,000 sq. ft. of space at 110 Hildreth Street. They have requested a 6 month extension at a rate of \$4595 per month. They are current on their rent payments and Staff has recommended approval.

4. Extension of Loan with RC/BH Corporation

Mr. Bolduc explained that 15 years ago RC/BH Corporation was relocated from its Bangor Waterfront site as part of the waterfront redevelopment, to its present location on Odlin Road. The City and BanAir Corporation helped RC/BH with their relocation. The City of Bangor loaned them \$150,000 and BanAir Corporation loaned them \$50,000 and the loans have been extended every five years. They are current on their payments. RC/BH Corp. has requested that the loans be extended another five years. Mr. Bolduc indicated that this would be the final five-year extension. The BanAir Corporation Board of Directors has approved the five-year extension request of their loan. Staff recommended approval.

Councilor Baldacci moved Staff recommendation. Councilor Nealley seconded the motion. The motion passed.

5. **Executive Session** – Economic Development – Property Acquisition – 1 M.R.S.A. § 405(6)(C)

Councilor Nealley moved to enter Executive Session at 6:00 p.m. under – 1 M.R.S.A. § 405(6)(C). Councilor Baldacci seconded the motion. All in favor, motion carried.

6. Committee Action on Above Item

Councilor Baldacci moved Staff recommendation. Councilor Plourde seconded the motion. Motion carried.

7. **Executive Session** – Economic Development – Property Disposition – 1 M.R.S.A. § 405(6)(C)

Councilor Baldacci moved to enter Executive Session at 6:09 p.m. under – 1 M.R.S.A. § 405(6)(C). Councilor Plourde seconded the motion. All in favor, motion carried.

8. Committee Action on Above Item

Councilor Plourde moved to endorse the execution of a Purchase and Sales Agreement. Councilor Baldacci seconded the motion, which passed unanimously.

9. **Executive Session** – Economic Development – Business Development Loan – 1 M.R.S.A. § 405(6)(C)

Councilor Baldacci moved to enter Executive Session at 6:18 p.m. under – 1 M.R.S.A. § 405(6)(C) . Councilor Nealley seconded the motion, which passed unanimously.

10. Committee Action on Above Item

Councilor Baldacci moved Staff recommendation. Councilor Plourde seconded the motion. Motion passed.

11. **Executive Session** – Economic Development – Business Development Loan – 1 M.R.S.A. § 405(6)(C)

Councilor Baldacci moved to enter Executive Session at 6:25 p.m. under – 1 M.R.S.A. § 405(6)(C). Councilor Nealley seconded the motion. All in favor, motion carried.

12. Committee Action on Above Item

Councilor Baldacci moved Staff recommendation. Councilor Plourde seconded the motion, which carried.

13. **Executive Session** – Economic Development – Request for Subordination – 125 Fern Street – 1 M.R.S.A. § 405(6)(C)

Councilor Baldacci moved to enter Executive Session at 6:30 p.m. under – 1 M.R.S.A. § 405(6)(C).

Councilor Plourde indicated that he had a conflict of interest because he is involved with the possible purchase of real estate at this location. It was the consensus of the Committee Members that Councilor Plourde has a conflict of interest regarding this item.

14. Committee Action on Above Item

Councilor Baldacci moved Staff recommendation. Councilor Nealley seconded the motion. The motion passed. Councilor Plourde abstained.

15. **Executive Session** – Economic Development – Property Disposition Modification – 1 M.R.S.A. § 405(6)(C)

Councilor Baldacci moved to enter Executive Session at 6:35 p.m. under 1 M.R.S.A. § 405(6)(C).

16. Committee Action on Above Item

Councilor Baldacci moved Staff recommendation. Councilor Plourde seconded the motion which carried.

17. **Executive Session** – Economic Development – Request for TIF – 1 M.R.S.A. § 405(6)(C)

Councilor Baldacci moved to enter Executive Session under 1 M.R.S.A. § 405(6)(C) at 6:40 p.m. Councilor Plourde seconded the motion. All were in favor and the motion carried.

18. Committee Action on Above Item

Councilor Baldacci moved Staff recommendation. Councilor Plourde seconded the motion, which passed unanimously.

Meeting adjourned at 6:50 p.m.