



Town of Barnstable
Growth Management Department
Economic Development Commission
www.town.barnstable.ma.us/economicdevelopmentcommission

BEDC Meeting Minutes
August 25, 2015

Present: Hank Farnham, Alan Feltham, Tom Geiler, Hartley Johnson, Chair Chris Kehoe, Eric Steinhilber

Absent: Jonathan Gilmore, Ted Wurzburg, Royden Richardson

Also Present: JoAnne Miller-Buntich – Director of Growth Management, Dr. Elmore Alexander - Bridgewater State University, Maria Marasco – MA Exective Office of Housing and Economic Development – Director Southeast Region, Geoff Spillane - Cape Cod Times, Alan Wilson - National Graduate School of Falmouth (Public), Stacey Peacock – Administrative Assistant.

Chair Chris Kehoe called the meeting to order at 3:05 pm.

Miller-Buntich: The town attorney recommends that emails sent out between the Commission in August be read into the record at this time.

There was confusion as to what emails were to be read into record therefore the minutes and emails were tabled until the September meeting.

Miller-Buntich: Made a recommendation for the Town Attorney to attend the next EDC meeting to review the Open Meeting Law with the Commission.

Approval of Meeting Minutes: ***The minutes from the July 28th meeting and the emails that were sent out between EDC members in August were tabled until the September 22nd meeting.***

Election of Officers:

- Nomination for Chair: Motion brought by Alan Feltham and seconded by Hank Farnham to nominate Chris Kehoe for Chair of the Commission. Vote: All Aye. Chris Kehoe has been voted in as the Chair of this Commission.
- Nomination for Vice Chair: Motion brought by Chris Kehoe and seconded by Hartley Johnson to nominate Alan Feltham for Vice Chair of the Commission. Vote: All Aye. Alan Feltham has been voted in as the Vice Chair of this Commission.

Tax Increment Financing Incentives (T.I.F.): Handout (Exhibit B)

Miller-Buntich: Changes in the tax increment financing and review process due to changes in the open meeting law. New procedure: When someone brings in a Tax Increment Financing request, they will make a full presentation to the EDC. The BEDC will then make a written recommendation to the Town Council. The T.I.F. Committee is considered to be a sub-committee of the Town Council and is comprised of Town Council Members. The sub-committee has not been named yet, but will be shortly.

There are a couple of T.I.F. requests in the works. They will be on the agenda in the next couple of months.

'Buy Local' & 2015 Strategic Report from the City of Denver handouts distributed (Exhibit C & D).

Miller-Buntich – EDSAT Update:

Professor Blue Stone and staff are looking at the Barnstable EDSAT more carefully because with our seasonal economy it is different than what they have encountered. We are different than other communities in the Commonwealth. The final presentation will be public.

**Presentation: Dr. Elmore Alexander, Bridgewater State University (BSU):
Economic Development: Challenges for Cape Cod**

Bridgewater State University interested in understanding and being a vital part of the Cape. Challenge is in the subtitle – it is a Perfect Storm which has a negative connotation.

Elements of the Perfect Storm

- Aging Population - Dramatic decline of the 22-44 age group.
- Declining Job Base (over 50% of the job base geared to seasonal/retail/service industry)
- Lack of Infrastructure to Support Economic Growth (Housing, Transportation, Waste Water Treatment, Broad Band issue)
- Mixed Commitment to Economic Growth. Zoning/regulations make it difficult. People not committed to growth or are not in agreement. Lack of a comprehensive development plan.

Feltham: 5th element - powerful individuals keep things in turmoil so we cannot come together and make change

Kehoe: Attitude of the state towards the Cape. We don't have any economic growth funding, they provide a lot of social services funding. We have over 400 homeless in the village of Hyannis.

Alexander: This is not sustainable long term. Thinks the waste water treatment is a real critical factor. In town of Sherburne it is a problem and we can't do anything and I see a parallel here with this.

Johnson: Lack of diversity of jobs, low paying jobs, we know this. Why are we in this position? Failure of politicians, local businesses, leadership and education. We all have to pull together and contribute.

Alexander: Doesn't think Marketing is the biggest piece of it. Until the Cape is perceived as something other than a vacation and retirement spot this won't change. Targeting specific industries / technology. Maritime Technology – Blue Economy (Teledyne, Hydroid, AquaGen and Woodshole/WHOI)

Strategy for Surviving the Perfect Storm: Alexander

Comprehensive Plan: Need broadband/high speed telecommunications, reliable technologies & high skilled workers. Small business is not going to solve this, they do not pay high wages. People aren't talking to each other, no one knows what everyone else is doing, even in the same industries.

BSU has to be thinking about Hospitality Management, Allied Health & also other Scientific Industries.

AquaGen has a small scale waste water treatment that uses algae to remove phosphorous and nitrogen. That is the type of industry which would allow you to build dense affordable housing and pay the kind of wages you are looking for. Off Cape towns need this technology for the same reasons.

You need to think outside the box – think of industrial parks. Plymouth has done a huge amount of things right. Their industrial park is unbelievably diverse. They have developed to a very interesting broad based economy from rock bottom 25 years ago. Also the Redbrook Housing there.

AD Makepeace is a great company to look at too. That's the kind of thinking to change the Cape.

Conclusions:

- Solutions will not be easy
- Current Cape Economy is not sustainable
- To Save the Cape you're going to have to Change the Cape

BSU needs to partner with some of the bigger industry and bigger players here on the Cape so it is a win/win situation with education and industry. We are looking at Allied Health at this time.

Feltham: Our town is very unique, we have a triple A bond rating & we're not hurting. Real Estate tax base in some villages are large. We haven't reached rock bottom so the need to do something isn't there, yet.

Alexander: There has to be willingness to take a risk, not just about one thing. I think it will happen because some big things happen not by small things. It needs to be a full Cape commitment.

Geiler: Difficulty is we still have a County Government. There aren't a lot of those left so that is hurting us. Money that used to flow through Counties is not flowing through Counties anymore.

Alexander: I do aviation training but I couldn't move aviation training down here because I have to have CFI certified flight instructors to train them and there is no where for them to live.

Farnham: When this Commission formed the Cape was in the midst of a huge housing boom. We were issuing 600-800 building permits a year. Now it's more like 100 and it is rehab type stuff. Need to get the business community together with the school committees to create more dynamic curriculum programs so kids can get educated and stay here to live and become valuable to this community.

Alexander: Bridgewater is working on Logistic Supply Chain Management (logistic distribution) and Commercial Banking. We need to partner with the folks that are trying to build these industries.

Kehoe: Met with a brilliant young woman from Sturgis who is working with Entrepreneurs to come in and work with the students there and have seminars at the school.

Alexander: Also need a place that brings the people doing business here together.

Farnham: Silicone Sandbar was well participated here until the market crashed. There was an article in the Cape Cod Times today of a company on Cape manufacturing helmets for the Coastguard.

Alexander: Amazon going to Fall River, it is a depressed economy. You don't have the housing. There is no market for that here. You want to be in something more technical, cleaner and more modern.

Feltham: Recommends the BEDC continue this discussion with Dr. Alexander after Dr. Bluestone's presentation.

Old Business

Marketing Plan:

Johnson: We either bring this to the Town Council or put it in abeyance.

Steinhilber: I would like to see more structure in the ask. If there is another committee that is being asked to be formed, I would like to see more concrete numbers. Procurement needs to be involved

and this needs more fine tuning. Someone is going to need to manage this. Maybe the request asks the Town Council to create a committee to work with the EDC on the Marketing Plan.

Kehoe: What is our next step?

Steinhilber: Develop the idea more then come back and form a committee with Town Councilors, Town Employees and Peers to figure out the mechanics of the plan.

Kehoe: Maybe we invite leadership to the next meeting (Jessica and Ann). We have the structure but need to fine tune the ask. We could also ask Tribal Vision to come in and make a presentation.

Johnson: Advises the BEDC to go to the Tribal Vision website and to research the company.

It was agreed the BEDC should hold a working meeting before September 22nd.

EDC Committee Updates and Additional Old Business has been tabled to next month.

Chris Kehoe or Alan Feltham to invite Attorney Ruth Weil to a future meeting.

September Speaker: Eversource Representative.

September Item: Alan Feltham emails (to be read into record).

Public Comment: None

Motion to adjourn: The BEDC, having no further business, Feltham made a motion to adjourn the meeting. The motion was seconded by Farnham. The meeting was adjourned at 4:46 pm.

Next Regular Scheduled BEDC meeting September 22, 2015.

List of documents / exhibits used by the Commission at the meeting

Exhibit A: Agenda dated August 25, 2015

Exhibit B: Town of Barnstable TIF Increment Financing Guidelines

Exhibit C: Buy Local Brochure

Exhibit D: Jump Start 2015: Strategic Plan, Denver Office of Economic Development

Exhibit E: Economic Development Challenges for Cape Cod Power Point Presentation

Respectfully submitted,
Stacey Peacock
Administrative Assistant - Growth Management

Public files are available for viewing during normal business hours in the Growth Management office located on the 3rd floor of Town Hall, 367 Main Street, Hyannis

*** Further detail may be obtained by viewing the video via Channel 18 on demand at <http://www.town.barnstable.ma.us> ***