

Minutes
SKOWHEGAN ECONOMIC DEVELOPMENT CORPORATION
MEETING
August 10, 2016
7:00 AM
Renaissance Center – Conference Room

Members Present:

Jason Gayne, Chairman
Kurt Maynard, Vice Chairman
Todd Smith, Treasurer
Betty Austin
Kristina Cannon
Sally Dwyer
Billy Finley
Doreen Poulin

Members Absent:

Reid Gibson
Matt Dubois

Others Present:

Dena Rich, Recording Secretary
Jeff Hewett, Director of Economic & Community Dev.
Mike Breton, Civil Arms

- Agenda item 5 a. was moved before item 2 for guest presentation.

1. Call meeting to order.

Jason Gayne called the meeting to order, quorum was met.

5. New Business

a. Discussion and decision on Civil Arms Inc. proposal for lots 5 and 6 in Southgate Industrial Park.

Jeff Hewett gave the Board some background on Civil Arms Proposal. Jeff showed the Board on the map of Southgate where Civil Arms is looking to purchase; the lots of 5 and 6 the building would be placed on lot 6. In the proposal request Civil Arms has asked for septic plans; Jeff was able to show from the Planning Boards records where these are located. They have also asked for a Hazardous Waste Report on the lots. Our office needs to look into the original paperwork from the purchase of this property from Sappi; Jeff was not sure if SEDC ever had one done, possibly when the land was purchased we had seen Sappi's report on the land. He did say that he had looked into a cost to have one done which is about \$2,500.00.

Mike Breton explained to the Board that currently Civil Arms has a 6500 sq. ft building in Windham Maine. Their home residence is in Jackman, Maine they would like to be closer to their facility and looking to relocate to Skowhegan. They are proposing to build

a 12-15,000 sq. ft building; Mike passed out drawing of the proposed structure to the Board. He said their company is one of 12 in USA that deals in international firearm sales and parts; they are also working on breaking into the ammo sales. They are selling to about 40 to 50 countries. They have a sister company in Quebec, Canada; they are the largest distributor in the whole country. They have 3 to 4 employees in Canada and 5 employees in Windham. Once the new building is in place they are looking to hire additional 4 to 5 employees. They have no in store sales, product comes into their warehouse, goes onto the shelves, permits come in, and products are shipped out. There are about two to three tractor trailers, and normally UPS and FedEx Trucks daily. There is no noise, no machinery only a fork truck, mainly a warehouse facility. The new building does include 4-5 offices and a receptionist desk in the front of the building. Security is a big thing for the company; currently there are 12 cameras and full alarm system at the Windham site. The new building will be more high tech.

Billy Finley asked if the building would need to be gated?

Mike Breton said no there are no requirements to; they are comfortable with the systems they are putting in place.

Jeff Hewett did say that their business did need a high speed internet connection. Our office has talked to Beeline and Fairpoint; Beeline is able to supply the 35/35 that Civil Arms needs. The only cost would be from the last pole on the line into the building. This will upgrade the whole park, and anyone needing it can connect on. Jeff Hewett did say he needed to contact Beeline to see when they are able to do this.

Doreen Poulin asked if their company was looking at any other locations to build their new facility?

Mike Breton said not really, their company cannot be more than 10 miles from the highway because of shipping costs. They have a lot of same day picks. They liked this area to build in.

Jeff Hewett asked Mike Breton to explain to the Board why the company was looking to purchase lots in Southgate.

Mike Breton said the second lot was in case they plan to expand there would be enough room. The building will be placed so the end will be facing lot 5; the building is built for expansion on this end shown on the diagram drawings. This will also still give room to make a horseshoe driveway for the trucks to come in and out.

Mike Breton told the Board his wife Shannon has been in this business for 22 years. She travels half the time to do trainings. She has worked for most of the major firearms companies. She worked for Bush Master for 12 years before they moved. She is a licensed customs broker.

Sally Dwyer asked is this building going to be built in the spring of 2017?

Mike said yes it will. They had hoped to do it this year because their lease runs out the end of 2016. But they were able to get a one year extension on their lease.

Jason Gayne asked would the current employees at the Windham facility be moving to this new facility?

Mike Breton said only one would be, so they would need to hire right off two new employees. Their company is trying to get into the US market for distribution; if they do they will need to hire an addition two employees within 6 months.

2. Approve the Skowhegan Economic Development Corporation minutes from the Planning/ Annual meeting and the “regular” meeting July 13, 2016.

Motion by Kurt Maynard, seconded by Kristina Cannon to approve the minutes from the Planning/Annual meeting and the “regular” meeting July 13, 2016. Vote 8-0, motion carried.

3. Approve the Skowhegan Economic Development Corporation financials from June and July.

Motion by Kurt Maynard, seconded by Todd Smith to approve the financials from June and July. Vote 8-0, motion carried.

4. Old Business

a. New Business Certificates

Jeff Hewett wanted to ask the Board if they would be ok with just having a standard picture of Skowhegan for the Business Certificates. He knows that everyone liked the idea of having the business owner’s picture on them; but it makes it hard to get before the opening. He did say he could give the businesses the standard picture certificate and during the opening ceremony have a picture taken and put that on a new certificate and give that to the business afterwards.

The Board agreed to just having a standard Skowhegan picture to be placed on the certificate. Jeff Hewett said he will find a picture and bring it back to the Board for approval.

5. New Business

a. Discussion and decision on Civil Arms Inc. proposal for lots 5 and 6 in Southgate Industrial Park.

Jeff Hewett discussed further with the Board that Civil Arms presented a Purchase and Sales Agreement for the two lots in Southgate. In the Agreement, they asked for the Seller to have a Hazardous Waste report done and also to have fiber optic line run to last

installed utility pole as discussed with Jeff Hewett and Beeline Cable Company. Jeff Hewett told Civil Arms to wait on the check for earnest money until a decision was made by the Board; and for both parties to sign the Purchase and Sales Agreement. Civil Arms did supply the State of Maine Secretary of State good standing certificate and their Board of approval for submitting the Purchase and Sales Agreement.

Civil Arms in the Purchase and Sales Agreement is asking to purchase the Lots 5 and 6 for a total of \$55,000.00.

Motion by Betty Austin, seconded by Kurt Maynard to approve the Purchase and Sales Agreement with Civil Arms for lots 5 and 6 in Southgate in the amount of \$55,000.00 with authorization for Jason Gayne to sign as SEDC Chairman, and for Jeff Hewett to investigate with Civil Arms why a Hazardous Waste Report is needed. If a Hazardous Waste Report is needed Jeff Hewett will email the Board for further decision. Vote 8-0, motion carried.

6. Member Topics.

Broadband Goals – Jeff Hewett let the Board know that there will be a Broadband meeting August 25, 2016 at 6:00 p.m. at Norridgewock Fire Station. There is now a Facebook Page for the Southern Somerset Broadband Committee. On this page there will be updates about Broadband in the area, the residential survey, and other information from other places on how they are dealing with Broadband.

Natural Gas Goals- None at this time.

Acquisition/Development Goals- KVI is open and has expanded their kitchen hours. Aubuchon building is up for sale they are negotiating with a few companies; their asking price is \$450,000.00.

Marketing Goals- Kristina Cannon said that they have added more information to the visitskowhegan.org page. There is now a page on there about Run of River; so when updates come up about the project they will be available for visitors to see. Main Street Skowhegan received a grant towards the Brewfest; some of the grant funds will go to a video about the Brewfest and the farm to table culture here in Skowhegan.

Run of River Goals- Kristina Cannon let the Board know that rack cards have been printed off about Run of River using the information from the website. These will help to keep a conversation going about the project.

7. Items by the Members

Todd Smith said that all the advertising for both the Brewfest and the Skowhegan Fair is reaching further than just our area. The rep from his payroll company he uses in Bangor, when he spoke with the other day, wanted to know about the Brewfest in our area. Also a

gentlemen working in Wilton; who lives in New York called and asked where he was located he said Skowhegan and said “o you have that Fair going on I heard it on the radio.”

Jason Gayne said there has been a lot of positive feedback from the Riverfest events.

Betty Austin said that there are more people coming from other Towns to the Concerts in Coburn Park.

Jason Gayne also said that the Chamber and the Indian are a Pokémon Go stop; there are 25-30 other places in Town that are Pokémon Go stops.

Kristina Cannon said there was a bus tour August 6, 2016 at Whit’s End. There is a fam bus tour August 28, 2016 for a lunch stop at Bigelow Brewing Co. The Bus will pick Kristina Cannon and Amber Lambke at the Maine Grains; they will talk about what is going in Skowhegan then travel up to Bigelow Brewing Co. and Matt Dubois will be making wood fire pizzas for lunch.

8. Economic & Community Development office Items

Jeff Hewett let the Board know we are promoting the 2017 Façade Program application. Once the current Façade Program is completed in December we will apply for the 2017 Façade Program in January. Jeff Hewett asked the Board if they would be willing to use some of the RLF loan funds as match for the Facade grant for energy efficiency interior work, such as heating improvements or electric upgrades or other long term projects. We have gotten 8-9 businesses at this time who are interested in applying for the new Façade Program. The Board said this would be a good idea to promote along with the Façade Program.

Jeff Hewett said that we had gotten quotes from local companies to supply the Renaissance Center for cleaning supplies. The quotes from the local companies were double what we are currently paying thru Hillyards. The Board agreed to stay with Hillyards for cleaning supplies for the Renaissance Center.

Jeff Hewett let the Board know that the Elevator is going to need an over speed valve test. This valve has to be tested before we can renew the certificate with the State. Once we get the quote for this test we will bring it to the Board, the test only needs to be done every five years.

Jeff Hewett also let the Board know that is a new sprinkler test as well that the State has changed regulations on. So there is now a test on the pipe from the outside of the building to the inside of the building that the Fire Department hooks up to during a fire that needs testing. The test cost \$750.00; which we will have to pay twice because we need one for both the Renaissance Center and at Northgate. This test is also done every five years.

Jeff Hewett wanted to let the Board knows about theses test because they are over and

above the normal testing. We will be having these tests done hopefully within the next few weeks.

Motion by Todd smith, seconded by Bill Finley to adjourn the meeting.