

*SUBMITTED BY PANNORFI
AT 5/28/2015 HEARING*

Town of Sandwich

THE OLDEST TOWN ON CAPE COD

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BOARD OF
SELECTMEN

TOWN
MANAGER

May 15, 2015

Paul Niedzwiecki
Executive Director
Cape Cod Commission
3225 Main St
Barnstable, MA 02630

Re: Support for Development Agreement Notice of Intent – South Sandwich Village Sports Complex

Dear Mr. Niedzwiecki:

This is to confirm that the Board of Selectmen unanimously voted at its May 14, 2015 meeting to support the South Sandwich Village Sports Complex as proposed by Clark Consulting, LLC and the associated Notice of Intent (NOI) for a two-party Development Agreement (DA) with the Cape Cod Commission. In addition to this support, the Town would like to participate and assist in the DA process with the Commission and Clark Consulting to whatever extent both groups feel comfortable.

As you know, the Town issued a Request for Proposals (RFP) on April 23, 2014, following Town Meeting authorization, to sell approximately 55 acres of town-owned land for private development. After considerable review, the Selectmen voted on September 25, 2014 to award the RFP to Clark Consulting, LLC and have been working them ever since. The Selectmen feel that if any economic development is to occur in this area, the use proposed by Clark is ideal for Sandwich in terms of its compatibility with our community's character and minimizing the negative impacts of the development.

If the Commission requires further information please contact Town Manager Bud Dunham or Planning & Economic Development Director Blair Haney. Thank you for your consideration of our support.

Sincerely yours,

Frank Pannorfi
Chairman, Board of Selectmen

cc: Town Manager
Planning & Economic Development Director
Robert Clark, Clark Consulting, LLC

CCTs 5/22/15

Sports complex is needed shot in the arm

By James Pierce

Are you a parent who wants improved schools? Are you concerned about public safety staffing and facilities? Are you a senior needing improved services? Are you concerned about stabilizing the shoreline? Are you concerned that our roads are crumbling? Does the public library need to expand? Are you an artist looking for a place to work and showcase your talent?

All of those things cost money. The real estate tax levy is the source of 75 percent of the Sandwich's revenue. There are two ways to get more revenue: Squeeze more out of the existing tax base by increasing the tax rate, which, in

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turn increase our tax bills; or expand the tax base, which does not increase your bill. Anyone have a preference? Of course, there is a third choice: Continue to neglect all the issues in the first paragraph.

Fortunately, the Youth Sports and Convention Complex, the subject of a May 28 hearing before the Cape Cod Commission, is an opportunity to expand the tax base in Sandwich. There

are many in town, including me, who are genuinely concerned about preserving the town's heritage and the lifestyle that goes with it. Preserve — that carries a connotation of saving for the enjoyment of future generations.

Unfortunately, there is a small minority of narrow-minded, change-averse individuals who will stop at nothing to defeat the project. They are intent on playing on the fears of those legitimately concerned with preserving our heritage by penning letter after letter filled with exaggeration and innuendo designed to frighten us with traffic nightmares. They have declared Sandwich dead and are intent on embalming the body exactly where it fell. That's not preservation;

decay will soon set in. The tax revenue from a successful project would go a long way toward financing the items in the first paragraph. But didn't I say something about tax relief? Yes, the new revenue would give town meeting a choice between addressing those issues and tax relief — maybe some of each.

If the citizens of Sandwich give in to the reactionary fearmongers, then we lose that choice. The Cape Cod Commission and local papers should be bombarded with favorable letters and emails. Social media should be buzzing with support.

The Upper Cape needs this economic shot in the arm.

— James Pierce of Sandwich is a former Sandwich selectman.

CCTs 5/14/15

Sports complex can coexist with Sandwich

By Amanda Sullivan

Oh, My. God. Probably the reaction of Sandwich residents who picked up their April 30 Cape Cod Times and saw the alarming editorial regarding the future sports complex in Sandwich. How could our town move forward without answering so many important questions?

A quick review of the publicly available information and contract documents related to this project openly posted on the town's website provides answers.

The addition of two hotels in Sandwich brings much-needed jobs for our neighbors and revenue to the town in the form of rooms and meals tax. This means more money coming into Sandwich's coffers without any cash coming out of resident's wallets.

Our police department has tall enough ladders. Our officers have experience managing traffic details for events that attract hundreds of people like the PanMass Challenge and the Best Buddies Ride. In the unlikely event that student athletes and their parents riot in the streets

We, the taxpayers of Sandwich, have said repeatedly that we want better infrastructure. ... If the money doesn't come from us, then it needs to come from private enterprise.

of Sandwich because they lost a Little League game, we have the nearby state police barracks and National Guard base as backup.

There is a lot of focus on the \$750,000 cash paid for the property. But overlooked are the multimillions of dollars in infrastructure improvements that the town of Sandwich gains without dipping into the wallets of taxpayers.

The publicly available request for proposals, which is incorporated as a contract document under state purchasing law, says in part, "The Town of Sandwich expects the successful proposer to fully fund all needed infrastructure. ..." Infrastructure is used by everyone, even if only one entity pays for it. According to publicly available documents, the federal designation of

this area as the "Cape Cod sole source aquifer" was addressed from the very beginning. Wastewater infrastructure

improvements are paid for by the developer, not the taxpayer. The developer must pay for the cost of roadway alignment in the area into an acceptable configuration as determined by the town Engineering Department

and county regional authority standards. The town stated from the outset that developers must provide a minimum of two access points and as many internal roads as possible to help with traffic flow. Roadway improvements are paid for by the developer, not the taxpayers. The developer has to pass muster on regulatory requirements at the town, county and state levels. There is no shortage of scrutiny for conformity with regulations.

Rarely mentioned are the millions of dollars in tax revenue that will come into our town without draining taxpayers' bank accounts, an estimated \$2.6 million in continuing annual tax revenue.

We, the taxpayers of Sandwich, have said repeatedly that we want better infrastructure.

We don't want town buildings and properties to be decaying eyesores, earning nothing. We don't want the cost of repairing already defunct buildings passed to us. We want roads in good condition without capital outlays. We know we need wastewater, but not how to pay for it. We've said we don't want tax hikes. We don't want frivolous overrides. We've told the town to find revenue sources other than our pockets.

If the money doesn't come from us, then it needs to come from private enterprise. Our commercial tax base is anemic. Our town is starting to remedy a fiscal imbalance that has been a drain on residents for years. We all, rightfully, want to preserve the beautiful nature of our town. To preserve our historic buildings, to fix our roads, to maintain our beaches ... we need money.

A beautiful Sandwich and a sports complex are not mutually exclusive things. The addition of thoughtfully planned commercial projects gives us needed revenue to put back into our town.

— Amanda Sullivan lives in Sandwich.

ccT 5
5/23/6

Sports complex is a gift to Sandwich

Next week will mark a momentous occasion many years in the making. The Clark Group

from Falmouth, which includes some very well-respected and accomplished residents of Cape Cod, will describe for the public its vision for the development of a sports complex in Sandwich.

The need for tax revenue to do the town's business and perform many of the most basic functions of the town has been well-documented, and it should be no mystery why this is a good idea. After three attempts and careful consideration of every alternative, the town is fortunate to have been offered this project at this time with this group. With six-figure tax revenue projections and historically low interest rates, there may be no other single project that could do so much to improve the quality of life for the residents of Sandwich, as well as the region.

Don't let a vocal minority undermine the incredible accomplishment and opportunity this project represents. Those who understand why this is a good idea should voice their support and call their local representative and let them know their thoughts.

Tim Cooney
East Sandwich

— The writer is former chairman of the Sandwich Economic Initiative Corp. and the Community Preservation Committee and a founding member of the Sandwich Chamber of Commerce.

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TOWN OF SANDWICH ECONOMIC DEVELOPMENT EFFORTS & ACCOMPLISHMENTS

June 2014

Introduction: This partial list was created to highlight some of the primary economic development accomplishments the Town of Sandwich has achieved.

1. Economic Development Has Been a Priority of Every Board of Selectmen for the Past 25 Years
2. Long-term & Current Efforts to Develop the SSVC Would Not be Possible Without the Following Accomplishments
 - a. Town Meeting Authorization to Sell 49 Acres in SSVC (11/18/02 STM, Article 6 & 5/3/04 ATM, Article 31)
 - b. Oak Crest Cove Property Acquisition (11/18/02 STM, Article 5) which was Directly Tied to Authorization to Sell Land in SSVC – Town's Positive Working Relationship with H-P Corporate Real Estate Division in MN & Plan to Receive Town Meeting Authorization to Sell Town SSVC Land
 - c. Town's Positive Working Relationship with Youth Sports Boards which Led to Further Authorization to Sell Additional Town SSVC Land (5/7/12 ATM, Article 18)
 - d. Land Swap with Division of Fisheries & Wildlife (5/5/97 ATM, Article 34) for Enhanced Economic Development Access to SSVC
 - e. Three Extensive Attempts (2004 & 2005 & 2013) to Sell Town SSVC Commercial Land Through RFP Process (Note: 6 of 8 Responses Residential Developments; 2 Responses Mixed Use Development)
 - f. On-Going Fourth RFP Sale Attempts (Note: 2 of 2 Responses for Mixed Use Development)
 - g. Supported Land Use Vision Map with Cape Cod Commission
 - h. Amended Town Zoning & Development Agreement Bylaw

- i. Efforts to Improve SSVC Infrastructure Via Federal TIGER Grant Application & On-Going Wastewater Studies
 - j. Completion of Marketing Analysis of SSVC Through UMass Dartmouth
 - k. Town's Positive Working Relationship with Primary Property Owners in SSVC
 - l. On-Going Efforts on Internal Roadway & Infrastructure for SSVC

- 3. Landers / Conservation Commission Land Swap (5/6/02 ATM, Article 26)
 - a. Town's Positive Working Relationship with Conservation Commission
 - b. Expansion of Industrial Zone – Town's Positive Working Relationship with Planning Board
 - c. Provided Ability for Future Connector Road from Route 130 to Jan Sebastian Drive
 - d. Potential for Town PV Project with Conservation Commission & Cape & Vineyard Electric Collaborative (CVEC)

- 4. Grant Application & Receipt of MassHighway Public Works Economic Development (PWED) Funds to Completely Reconstruct Sandwich Industrial Park & Jan Sebastian Drive & Related Infrastructure (1993)
 - a. Taking of Jan Sebastian Drive as a Public Way (5/3/93 ATM, Article 47)
 - b. Town's Positive Working Relationship with JSD Business Owners & State Officials

- 5. Town's Positive Working Relationship with Town Legislative Delegation for Over Two and a Half Decades

- 6. Growth Center Technology District Zoning Adoption (5/2/94 ATM, Article 34)
 - a. Major Effort to Encourage Progressive, Clean Economic Development with Largest Private Property Owner
 - b. Many of Current Economic Development Concepts First Approved in GCTD Zoning

- 7. Adoption of Economic Opportunity Areas in Sandwich (5/1/95 ATM, Article 32)
 - a. EOAs Approved: Golden Triangle, Industrial Park, Merchant's Square Area, Marina Area
 - b. Allowed for Tax Increment Financing Packages (Cape Cod Ice)
 - c. Established Town Relations with Massachusetts Office of Business Development

- 8. NRG / Gen On / Mirant / Southern / Com Electric

- a. Town's Long-Standing Positive Working Relationship with Largest Taxpayer in Sandwich
 - b. Tax Impact Exceeds Maximum Development & Redevelopment of All Commercial / Industrial Land in Sandwich
 - c. Proposed Expansion & Conversion Plans
 - d. Negotiation of Tax Valuation Agreements (3 in Total)
 - e. Negotiation of Host Community Agreement when Prior Expansion Proposed
 - f. Numerous Relevant Town Meeting Presentations & Actions
 - g. Prior DRI on Expansion & Conversion
 - h. Direct Involvement in Multiple, Relevant Court Cases, Regulatory Matters, & Public Hearings
 - i. Successful Handling Federal Bankruptcy Proceedings & Corresponding Efforts
 - j. Department of Revenue Outreach & Special Act on Town Surplus Revenue Certification during Bankruptcy Process (Negative Free Cash Designation)
 - k. Bi-Monthly Conference Calls
9. Protection of Historic & Cultural Assets
- a. Town Hall Restoration
 - b. Historic Restorations / Improvements of Upper Shawme Pond Dam, First Church of Christ, Hoxie House, Grist Mill, Etc.
 - c. Declaration of Glass Town Cultural District by Massachusetts Cultural Council in 2013 with Adams Grant Award for FY'14 and FY'15
10. Sandwich Marina Oversight & Operation
- a. Town's Positive Working Relationship with Army Corps of Engineers – Canal & Concord Offices
 - b. Lease Extension: Length of Term and Area Covered
 - c. Enhanced Opportunities & Services for Commercial Fishing Fleet
 - d. Expansion of Winter Storage Efforts (\$ to General Fund)
 - e. Expansion of Boat & Equipment Yard (\$ to General Fund)
 - f. Expansion of Parking & Walking Areas & Public Amenities to Cape Cod Canal Access Road
 - g. Installation of New Winch for Commercial Fleet Offloading
 - h. Marina Area Development Plan with Cecil & Rizvi
 - i. Corresponding Marina Areas Zoning Changes & Expansion of Marina District (5/2/94 ATM, Articles 35 & 36)

- j. Demarcation of Wetlands & Analysis on Adjoining 23 Acre Town Parcels – Marine Life Center & Expanded Marina Efforts; 2014 Wetland Analysis
 - k. Proposed New Marina Office & Garage Buildings
 - l. MassDevelopment \$20,000 Grant Award in 2014 with \$10,000 Town Match for Study of Town Land Abutting Marina
- 11. Sandwich Marina Expansion Efforts
 - a. \$200,000 Appropriation to Explore Possibility
- 12. Comprehensive Water Resources Management Plan Efforts & \$400,000 Textron Grant
- 13. Interim Wastewater Solution Study
 - a. Town Idea for Interim Study
 - b. Funded Phase I through 25-Year Old Appropriation
 - c. Funded Phase II through Relations with Finance Committee
- 14. Authorization to Convey up to 38 Acres of Town & Conservation Land for Future Wastewater Plant & Disposal Needs (5/2/11 ATM, Article 22)
 - a. Town's Positive Working Relationship with Conservation Commission
 - b. Town's Positive Working Relationship with Primary Landowners in Area to Develop Short & Long-Term Wastewater Solutions
- 15. Likely Siting of Wastewater Plant with Additional Treatment & Disposal Capacity to Allow for Future Economic Development – Not Possible Without It
- 16. Sandwich Promotions Fund Special Act & Negotiation of Acceptable Language to Promote Tourism (5/6/96 ATM, Article 30)
 - a. Town's Positive Working Relationship with Canal Regional Chamber of Commerce
 - b. Town's Positive Working Relationship with Finance Committee
 - c. Direct Efforts with Visitor Services Board for First Many Years of Existence
- 17. RHCI / Spaulding Rehab of Sandwich
 - a. Town's Positive Working Relationship with RHCI Leadership
 - b. Commenced First Discussion on the Concept of RHCI Locating in Sandwich
 - c. All Work Related to the Development of RHCI: the Town Meeting Votes (1/24/94 STM, Article 3), the RFP, Land Sale, PILOT Agreement, Etc.

- d. Sale of Conservation Land as part of RFP for project – Town’s Positive Working Relationship with Conservation Commission
 - e. Corresponding Zoning Changes Successfully Adopted
 - f. Health-Related Spinoff Businesses & Services Since RHCI Opened
 - g. RHCI Now the Largest Non-Town/School Employer in Sandwich
 - h. Efforts with RHCI on Future Expansion Plans
18. Cape Cod Commission
- a. Town’s Positive Working Relationship with Commission & Staff
 - b. Numerous Grants, Technical Services Provided, Etc.
 - c. Endorsement of Local Comprehensive Plan
 - d. Regular Staff Meetings
 - e. Open Space Requirements for Future Economic Development
 - f. 2013-2014 RESET Process (see #32 below)
 - g. Receipt of Numerous Technical Assistance Grants
19. Cape Cod Regional Transit Authority (CCRTA)
- a. Active Role on Advisory Board
 - b. Active Role as Executive Board Member for Two Decades
 - c. Budget & Personnel Committee Involvement
 - d. 3-Year, 100% State Grant for Sandwich Service to Hyannis
20. Massachusetts Military Reservation / Joint Base Cape Cod
- a. Town’s Positive Working Relationship with JBCC Commanders & Staff
 - b. Upper Cape Regional Transfer Station (1990)
 - c. Successful \$6.5 Million Debt Exclusion for Regional Septage Pre-treatment Facility (5/3/93 ATM, Article 35)
 - d. Successful Negotiation of Required Federal Lease Agreements for Regional Septage Pre-treatment Facility
 - e. Leadership on Military Civilian Community Council (MC3)
 - f. Monthly Meetings with JBCC Commanders & Associated MMR Staff
21. Sandwich Water District
- a. Town’s Positive Working Relationship with SWD
 - b. Public Supply Well Authorizations on Town Property
 - c. Collaboration to Address Future Water Tank Siting Needs
 - d. Coordination on Future Supply Wells & Corresponding Zone IIs
 - e. Quid-Pro-Quo Infrastructure Improvements to Benefit Public Needs, Town Services, & Economic Development

22. Town's Positive Working Relationship with Prominent Development Attorneys on Cape Cod Compared to Treatment in Other Municipalities
23. Town's Positive Working Relationship with Abutting Towns, Barnstable County, & Cape Cod Regional Organizations to Address Future Service Needs, Development, Etc.
24. Town's Positive Working Relationship with Town Boards & Committees
 - a. Conservation Commission
 - b. Planning Board (Elected)
 - c. Board of Health (Elected)
 - d. Zoning Board of Appeals
 - e. Numerous, Other Advisory Boards
25. Town's Positive Working Relationship with Countless Sandwich Organizations, Clubs, Etc.
 - a. Sandwich Chamber of Commerce
 - b. Canal Region Chamber of Commerce
 - c. Sandwich Subcommittee of Canal Regional Chamber of Commerce & Multiple Efforts with Citizen & Community Leaders (2 Explorations of Formation of Separate Sandwich Chamber)
 - d. Special Event Organizations
 - e. Youth Sports Boards – Potential to Sell Additional Town SSVL Land
 - f. Support of Public Recreational Efforts & Needs
 - g. Numerous, Other Organizations & Clubs
 - h. Outreach to Any Organization that Asks
26. Town's Positive Working Relationship in Terms of How Board of Selectmen / Town Manager's Office is Run
 - a. Open Door Policy – Friend or Foe...Even When We Know the Reason / Purpose is Negative
 - b. Cooperative Nature
 - c. Willingness to Listen & Keep an Open Mind
 - d. Openness to New Ideas & Ways to Provide Town Services & Assistance
27. Initial Lease for Canal Region Chamber of Commerce Information Booth
 - a. Town's Positive Working Relationship with State (Mass Highway & Legislature) to Receive Gift of Former Route 130 Layout to Site Information Booth
 - b. Payment of Initial Insurance & Liability Costs for Information Booth

- c. Support in Working Out Seamless Transition from Canal Region to Sandwich Chamber Services

- 28. Authorization to Lease Town Land on Route 130 “for the purpose of providing an information center and economic development office and related facilities” (10/25/10 STM, Article 3)

- 29. Recent Commercial Zoning Enhancements & Development Agreement Authority
 - a. Town’s Presentations at 11/7/11 STM
 - b. Proceeding with Zoning Articles on Minimal Notice with Planning Board Support

- 30. SEIC Task Force
 - a. Attended 90% of Meetings
 - b. Provided Constant Legal Services, Staff Support, Etc.
 - c. Attempts to Forge Positive Relations & Address Town Uncertainties (7/16/08 Meeting & List of Questions / Issues – Copies Available)
 - d. Development of Special Act Language & Efforts with Legislators & Governor’s Office

- 31. SEIC
 - a. Formation at Town Meeting – Support & Presentation
 - b. Assistance Through Special Act Process
 - c. Board of Selectmen Member on Board of Directors
 - d. Attendance as Requested at Meetings
 - e. Payment of Liability Insurance Invoices
 - f. Legal & Technical Assistance
 - g. Town Developed, Hosts, & Updates SEIC Webpage
 - h. Assistance on RFP for Consultant Services
 - i. Stakeholder Meeting(s) on Wastewater Planning
 - j. MOU Efforts & Support
 - k. Authorization to Grant \$50,000
 - Strong Support to Include in MOU
 - Presentation at Town Meeting (11/7/11 STM, Article 2)
 - l. RFEI / RFP on Town SSVL Land
 - m. Town’s Efforts of Completing MassWorks Grant for Connector Road & Corresponding Outreach to Major Property Owners
 - n. Town’s Cooperation with SEIC Consultants – Continue to Naturally Develop & Expand Over Time

32. Comprehensive Rezoning
 - a. Many Business Uses Allowed “By Right” without a Special Permit in Commercial Areas: Golden Triangle, BL-1/ Merchant’s Square, Marina, Sandwich Business Park
 - b. Expanded Allowed Business Uses through Special Permit in Village
 - c. Attempt to be More Business Friendly to Small Local Businesses on 6A.
 - d. Allow for New Flexible Uses (Industrial / Service / Professional / Commercial) in Sandwich Business/ Industrial Park Either By Right or By Special Permit
 - e. Attempt to Promote Tourism through Zoning by Defining and Allowing “Historic, Cultural, Eco and Agricultural Tourism”
 - f. Zoning that Allows or Promotes Large Scale Recreational Uses
 - g. Zoning that Promotes Density and Height in Golden Triangle to Develop Land with Higher Taxable Value
 - h. Zoning that Promotes Large Scale Wastewater Treatment and “Solar Farms” as a Means of Promoting Infrastructure Growth and Economic Development

33. Regional and State Efforts
 - a. Partnering with the CCC on Previous Planning Efforts and the RESET Process to Promote and Allow:
 - Regional Expedited or Pre-ermitting in Golden Triangle and Sandwich Industrial/Business Park by Possible GIZ (Growth Incentive Zone)
 - Enacting Chapter H in Sandwich Industrial / Business Park Raising the CCC DRI Threshold to 40,000 sq. ft.
 - Regionally Funded Market Study to Provide Town with Direction on Best Economic Development Options & Market Niche
 - Sandwich Development Agreement Language Adopted Locally and Regionally to Promote Growth in Golden Triangle
 - b. Working with MassDevelopment on Local Planning Efforts with State Assistance:
 - Marina Build-out Planning and Economic Development Study
 - Future Exploration of Infrastructure Funding Options

34. Internal Departmental Efforts
 - a. Voluntary Site Plan Review Process as Means of Addressing all Town Department Questions or Concerns before Formal Permit Applications

- b. "Board Discussion" on all Planning and Zoning Board Meetings to Allow General Non-Binding Discussion and Questions in Preparation for Final Permitting Process with Town
- c. Planning and Development Office Open Door Policy for Developers, Businesses, etc. on Planning and Permitting Process and Strategy
- d. Regular Outreach and Contact with State and Regional Agencies on Business Expansion Opportunities and Efforts
- e. Grant and Funding Research and When Applicable, Application Submission
- f. Utilizing Involvement with Glass Town Cultural District to Promote Cultural Tourism and Economic Development