

In making this decision, one of the things you are supposed to look at is *benefits vs. detriments*. At the public meeting last week, the CCC staff supplied you with a list of each, compiled from the developer's submission, staff input, and comments from the public. We've heard a lot about the detriments, and will likely hear more tonight. I'd like to go through the benefits, and suggest that they are not as beneficial as the applicant would like you to believe.

"Benefit" #1: Would further the town's goal of redeveloping the eastern end of Main St.

While this may be true on the surface, the big question you must answer is whether it really does further the town's goal as outlined in the Business Redevelopment Zoning bylaw. That bylaw states: "The purpose of this article is to promote the revitalization of commercial centers *using mixed-use redevelopment integrating retail, office, restaurant and community service uses with housing*, such as second floor apartments, condominiums and townhomes." This proposal does not offer a single one of those things. It's not retail, it's not office, it's not a restaurant, it's not community service, and it doesn't integrate any type of housing. Just because a site is going to be redeveloped, does not mean it furthers the town's goals.

"Benefit" #2: Would improve the character of a blighted site through redevelopment.

Continuing to call this a "blighted site" exaggerates the urgency that something must be done about it. True, it's not beautiful. But there are no dilapidated, rat-infested buildings, there is no trash piling up, ~~there aren't homeless people or drug dealers hanging out there~~. So while everyone probably agrees that something more attractive could be there, it's not like it's a desperate situation that we must immediately address by accepting the first proposal that comes along, no matter how ill-suited. And wouldn't it be ironic if we replaced an unattractive use with another unattractive use?

"Benefit" #3: Would rebuild sidewalk and road infrastructure along Main St. and site access to Lantern Ln.

The sidewalk is fine along that stretch of Main St., so public pedestrian passage is not an issue. In terms of improving access to Lantern Ln, since LL is a private road, its improvement and ease of access should only concern the residents/owners who live on it. Since they are the ones purposely keeping the road pot-holed to avoid it becoming a cut-through, I hardly think its rebuilding would be considered an improvement to them.

"Benefit" #4: Would support tourism through additional accommodations for leisure and business travelers.

Possibly. But we have heard from a number of local B&B owners that they do not have full occupancy, and that this hotel will likely hurt their business. So this possible benefit

Since the
B+B's
do not

has a counterbalancing detriment of hurting existing local businesses. We have also heard from B&Bs that they do not have full occupancy, so it doesn't seem like lack of hotel rooms is stunting Falmouth's tourist industry.

_____ Person # 2:

"Benefit" #5: Would employ local contractors, workers, and suppliers during and after construction.

Do we know this? Do we have it in writing from the applicants that they will only hire workers from the Cape? Otherwise, they could easily bring in cheaper crews from off-Cape. And as we heard before, and was stated in the application, 91% of the 31 permanent jobs to be generated will pay below the average wage. This is not a salary that would enable someone to live in Falmouth. Again, workers will likely commute from off-Cape where housing is cheaper. Also, any jobs gained here may well be lost at other local hotels and B&Bs who will lose business to it. So to think of this project as a local job-generator is to ignore the reality.

"Benefit" #6: Would reduce stormwater issues on site and off through new structured infiltration.

Reduce, or relocate? As we heard one person testify in reporting her engineer's hydrology report, the proposed stormwater handling system may merely transfer the problem to Lantern Ln and Morse Pond basements, and to Nyes Pond. This issue has not been adequately reviewed because it does not fall under a Limited DRI.

"Benefit" #7: Would create year-round jobs. See # 5 above.

"Benefit" #8: Would have a positive impact on local business.

See #4 . For every restaurant that may see a few more customers, there are B&B's that will see fewer. And restaurants and shops could see less business from locals as they start to avoid downtown due to the ever-increasing traffic snarls.

"Benefit" #9: Is consistent with the goals of the Business Redevelopment District. See #1 above.

There are two more benefits that have been mentioned but aren't listed here. **Property tax revenue:** I would posit that any revenue from the hotel would be offset by the reduction in property values likely seen by Lantern Ln and Nye Rd residents, and by the possibility of B&B's and other small hotels being put out of business. **Room tax:** Again, any room tax gained here will be lost by other hotels where those people would have stayed were the Marriot not available. This hotel is unlikely to cause a net increase in visitors – it will just shift them from other hotels, inns or B&Bs to this one. So I don't see a net room tax revenue.

In sum, we ask you to please consider the validity of this list of “benefits” when you weigh them against the list of detriments. This is where you have discretion to turn a project down because its detriments outweigh its benefits. Please consider doing so in this case. Thank you.

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