

**BOARD OF SELECTMEN
TOWN OF HAMPTON FALLS**

**JULY 07, 2022 – 8:00 AM
TOWN HALL**

FINAL

PRESENT: M. R. Lane, Chairman; E. B. Beattie, Vice Chairman; L. Gargiulo, Selectman (via Zoom); K. Anderson, Town Administrator; R. D. Webb, Town Secretary

GUESTS: J. Ziolkowski, ELM; G. Manna and K. Dittami, Tricentennial Committee

Chairman M. Lane called the Special Meeting of the Board of Selectmen to order at 8:00 AM.

OLD BUSINESS

Highway: Winter Road Maintenance Bid:

Two bids were received, and they were opened by K. Anderson at 7:45 AM and scanned to L. Gargiulo, who participated in the meeting via Zoom. M. Lane described the two bids as (1) from ELM Services, a revision to their original bid, and (2) from Make a Difference Landscaping of Lee, NH.

ELM Services: Revised bid was a Flat Rate approach of \$350,000 for a period of five (5) years, with an annual escalator rate of 2.5%. Includes use of six (6) different vehicles.

Make a Difference Landscaping (MDL): bid was an Hourly Rate approach of \$175 per hour. Includes use of two (2) vehicles.

M. Lane's concern with MDL is the proposal of using only two vehicles, and that he did not think that number of vehicles would be adequate coverage for the Town. He reviewed the RFP which gave bidders the option of bidding a flat rate for the season or bidding by hourly rate, and they chose hourly. M. Lane asked K. Anderson if she had researched hourly rates that other towns were paying. K. Anderson reported that she obtained information from four sources, and variations were dependent on labor, fuel adjustment, and equipment type, for example, with or without wing. Nottingham was \$125 plus labor, Greenland was \$105, the State was \$90 plus fuel adjustment, and New Hampton was \$85 plus labor.

The Town of Greenland's contractor told K. Anderson that if Hampton Falls ever needed help in, an emergency scenario, that they could help out, but was not able to bid.

L. Gargiulo said that the bid from MDL was inadequate with the number of pieces of equipment they were proposing, and that he was inclined to discount the bid due to inadequate equipment. A review was discussed of the number of companies to whom the RFP was mailed the first time, and then sent to a second set of companies a second time. There were ten (10) companies who received the RFP, and not all were interested in bidding, so the Town does not have a lot of options. L. Gargiulo said that he is reluctant to support a five-year proposal. Both E. Beattie and M. Lane agreed with L. Gargiulo on that point, of the proposed term of contract from ELM.

E. Beattie pointed out that the age of the two (2) vehicles proposed for use by MDL were fourteen (14) and eighteen (18) years old. M. Lane said that ELM included an equipment list of six (6) pieces of equipment with dates.

L. Gargiulo said that he was shocked, in terms of the proposed pricing by ELM, and he wants the Town to negotiate the term, and M. Lane agreed that he also wanted to negotiate the term.

FINAL

Jim Ziolkowski, ELM responded saying that the reason he is pushing for the five-year term is so that both the Town and ELM can experience the average snowfall over a five-year period. He said that the Town may be hyper-focused on low snowfall statistics whereas ELM is hyper-focused on high snowfall statistics. He appreciated L. Gargiulo's sticker-price shock of ELM's bid, but the original \$380,000 bid was justified based on statistics available for above average winter snowfall. J. Ziolkowski plans to make an investment in equipment, which will be termed-out over the five-year contract, and it is his opinion that ELM has the right team of people and the right equipment to do the job. Lastly, ELM is a "known quantity" to the Town of Hampton Falls.

J. Ziolkowski asked how much of a shorter term would be considered, and L. Gargiulo responded that the numbers may work at a term of four (4) years. L. Gargiulo offered that he sees J. Ziolkowski's situation with rising fuel prices, yet he also sees the residents' perspective, comparing this current year's budgeted amount of \$210,000 to this proposed \$350,000 is significant sticker shock. L. Gargiulo said that costs are going up and may be double for all utilities, and there will be pressure with the potential result of the tax rate going up.

J. Ziolkowski said that his original proposal of \$380,000 covered ELM for a significant winter; however, he said that if the contract term was only three (3) years and there were significant winters in all three years, then he could not get back to an average rate within the three-year term. J. Ziolkowski proposed holding the five-year term, and decreasing the annual escalator from 2.5% to 1.5%. M. Lane said that he understands the five-year approach for the term of the contract, and said that the reduction in the annual escalator percentage would save the Town some money and may protect the Town. E. Beattie offered that the current budget of \$210,000 for Winter Road Maintenance may have been too little, with hindsight, and may have been more realistically \$275,000. Together with the fuel costs increasing, to consider the jump from \$275,000 to \$350,000 is not as bad as from \$210,000 to \$350,000. Of course, the big unknown is where will fuel prices be in four-years, when the Town will be re-bidding this contract.

E. Beattie said that the Town did its due diligence twice for this Winter Road Maintenance contract, and sent it out two separate times for bids. There is an advantage of having a fixed rate for a service, for budgeting purposes, as it will be a predictable cost. He continued that he was pleased that J. Ziolkowski/ELM could reduce the annual escalator rate. He concluded by saying that Hampton Falls' Winter Road Maintenance costs are lower than their surrounding towns. M. Lane said that J. Ziolkowski has plowed roads for 13-years, and he is known, and has the best interests of Hampton Falls in mind.

There were no Public Comments.

J. Ziolkowski stated that he is willing to work with Hampton Falls in terms of a payment plan through the rest of calendar year 2022, to divide the remaining budget amount available monthly through December.

MOTION: To accept the ELM Services, Inc. bid for Winter Road Maintenance for the Town of Hampton Falls, NH in the amount of \$350,000 to start with the 2022-2023 winter, and with an annual escalation rate of 1.5%, for a term of five-years.

MOTION: L. GARGIULO

SECOND: E. BEATTIE

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UNANIMOUS

Other: Other Selectmen's Old Business: There was no other Selectmen's Old Business.

NEW BUSINESS

Executive: Establishment of Economic Revitalization Zone (ERZ):

K. Anderson explained the ERZ tax credit program, authorized by NH RSA 162-N. It offers a short-term business tax credit for projects that improve infrastructure and create jobs in designated areas of a municipality. It is a way for businesses to add jobs and then get a tax credit from the State. The State looks at Vacancy Rates, in their evaluation of the Town's application. K. Anderson is proposing an ERZ area to be designated for the length of Lafayette Road in Hampton Falls, from the Seabrook town line north to the Hampton town line. The program requirements include a map, and a listing of vacant and under-used properties. Designating the Lafayette Road an ERZ will give extra incentive to proposals of redevelopment, with the ability of owners to get credit on their business profits tax from the State.

MOTION: To apply for an Economic Revitalization Zone for Lafayette Road in order to reduce the rate of vacant or underused structures.

MOTION: E. BEATTIE

SECOND: L. GARGIULO

Discussion: Bev Mutrie asked if some properties on Kensington Road, close to Lafayette Road should also be included in the ERZ, and K. Anderson replied that as long as the properties were contiguous to Lafayette Road, then yes, she thought that was a great idea. M. Lane agreed, and E. Beattie also thought it was a good idea because those properties on Kensington Road have been commercially used for some time.

AMENDED MOTION: To apply for an Economic Revitalization Zone for Lafayette Road, and an adjacent portion of Kensington Road, in order to reduce the rate of vacant or underused structures.

UNANIMOUS

Executive: Acceptance of Resignation:

K. Anderson received a Letter of Resignation from Police Sergeant Joseph Lister, effective 06/30/2022.

MOTION: To accept the resignation of Joseph Lister with an effective date June 30, 2022.

MOTION: L. GARGIULO

SECOND: E. BEATTIE

UNANIMOUS

Tricentennial: Authorization of Speaker:

K. Anderson explained that former Governor John Sununu had been invited, by the original Tricentennial Committee, to speak about the history of Hampton Falls at the Opening Ceremony of the Tricentennial. That invitation was issued prior to the Board of Selectmen deciding June 01, 2022 that the only speaker would be the Chairman of the Board of Selectmen. Former Governor Sununu has now accepted that invitation. The Tricentennial Committee is now requesting authorization from the Board of Selectmen. E. Beattie stated that the current Board of Selectmen were unaware of the original invitation to the former Governor.

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MOTION: To allow former Governor Sununu to speak about the historical significance of the Tricentennial at the Opening Ceremony of the Hampton Falls' Tricentennial.

MOTION: L. GARGIULO

SECOND: E. BEATTIE

UNANIMOUS

Tricentennial: Authorization for a Petting Zoo as Part of the Kid's Field Day on the Common:

Gisella Manna and Kathy Dittami were present, from the Tricentennial committee, to request authorization for a Petting Zoo as Part of the Kid's Field Day on the Common, on August 5, 2022. Animals would be provided from Legacy Lane Farm in Stratham for the 10:00 AM to 2:00 PM timeframe for an amount of \$800. G. Manna described that Legacy Lane provides a fenced-in area, with a controlled access system to allow people to pet and feed their animals. G. Manna further described that Legacy Lane has developed camps for children, they provide birthday parties, and that they are known for their goats, especially. E. Beattie said that he was concerned that some people in Hampton Falls might wonder why local goats were not utilized for this event, and G. Manna explained that Legacy Lane does this type of thing for business, and that their goats/animals are used to having people touch them, and to be petted. M. Lane offered that they must be trained goats.

MOTION: To approve the request for authorization for a Petting Zoo as part of the Kid's Field Day on the Common on August 5th, 2022 from 10:00 AM to 2:00 PM, with services to be provided by Legacy Lane of Stratham, NH, in the amount of \$800.

MOTION: L. GARGIULO

SECOND: E. BEATTIE

UNANIMOUS

NEW BUSINESS PUBLIC COMMENT There was no New Business Public Comment.

PUBLIC COMMENT There was no Public Comment.

ADJOURNMENT

MOTION: To adjourn at 8:40 AM.

MOTION: E. BEATTIE

SECOND: L. GARGIULO

UNANIMOUS

Next Selectmen's Meeting Wednesday, July 13, 2022 6:00 PM

Board of Selectmen's Meeting Minutes prepared by Rachel D. Webb, Planning/Zoning/Town Secretary