

## MEETING MINUTES

MONDAY, MARCH 18, 2024 – 5:30PM

LINCOLN TOWN HALL - 148 MAIN STREET, LINCOLN, NH

(THE RECORDING OF THIS MEETING CAN BE FOUND ON YOUTUBE)

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**Lincoln Board of Selectmen Present:** Chairman, OJ Robinson and Selectman Jack Daly

**Excused:** Jane Leslie

**Staff Present:** Town Manager, Carina Park

**Public Present via Zoom:** Paul Beaudin II, and unidentified iPhone 11, iPhone & Samsung a53g

**Public Present:** Blaise Duguay, Jim Welsh and Debbie Celino

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## I. CALL TO ORDER

Chairman Robinson called the meeting to order at 5:35 p.m.

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## II. CAMPERS WORLD REQUEST FOR PROPOSALS – PUBLIC INPUT SESSION

The purpose of this meeting was to discuss the Campers World property (Bond article passed March 12<sup>th</sup> Town Meeting vote). The town has obtained two (2) proposals from Union Bank:

- 1) \$4,000,000.00 General Obligation Bond (12-month note at 5.75% fixed interest rate) with the whole principal and interest due one (1) year from the date of the note (or refinance).
- 2) \$4,000,000.00 General Obligation Bond (10-year term) with annual payments of \$400,000.00 towards principal, plus accrued interest on this amount at a rate of 5.55% fixed interest rate for the 10-year term of the loan (First year's payment = \$621,000.00 & last year's payment will be \$422,000.00 which could change). There is an option to pay the accrued interest annually or semi-annually at the town's discretion, and there is no pre-payment penalty (the town typically pays semi-annually on bonds if the funds are available).

OJ noted that at this point in time it is premature to select an option until the town decides what they will be doing with the land. \*Carina has requested the same information from Bank of NH.

There is a 10-day limit on the Purchase and Sales Agreement (started March 13<sup>th</sup> – day after Town Meeting), however, the real estate agent noted that there is some flexibility with returning the paperwork within this timeframe.

OJ explained that the Board has discussed submitting Requests for Proposals (RFP) to see if there are other developers interested in partnering with the town on either part of the project, or the entire project as a whole. The town received one (1) unsolicited proposal from a developer who works locally in town and had expressed an interest in the Campers World property (developer was aware that the town was thinking about purchasing this property). The town would like to advertise to the public at large, rather than just limiting it to one developer.

### Goals for the town developing this land (see attached):

The town is looking to partner with a developer, or multiple developers, to develop this land with residential housing that will include, but not be limited to the following potential uses:

- Single-family homes on individual lots
  - Single-family homes, cluster developments
  - Duplex homes on individual lots
  - Duplex homes, cluster developments
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- Apartments
- Residential condominiums
- Employer-owned housing

These types of housing units will be referred to as “Lincoln Units”; non-luxury dwelling units that would be suitable and affordable to employees and families looking to live full-time in Lincoln. These units will be deed-restricted from short-term rentals. Additionally, the developer may want to build other types of residential housing that may be of higher quality, more expensive, and without deed restrictions for short-term rentals (i.e., Developer Units).

Tammy commented that *all* of the future housing at Campers World should entail the same deed restrictions (no short-term rental units), as this is currently one of the communities’ biggest housing deterrents.

OJ explained that this project could potentially cost millions of dollars, and if a developer does not have the type(s) of high-end investment properties that will be sellable at a profit level sufficient enough to pay off their multi-million-dollar investment, the town will be going this alone and not able to attract any developers. Tammy disagreed, and feels that short-term rentals need to be restricted.

Jack agreed that this should be more of a “neighborhood”, and feels it could cause issues and complaints within the development when there is a constant flow of short-term rental traffic entering/leaving the residential area, and they should at least attempt to restrict short-term rentals.

Carina feels that the RFP should not mention anything about “restrictions”, and to see what the potential developers are proposing so that the town is not forced to take a stance to allow/disallow a certain restriction, but to essentially have some leverage based on the developer’s proposal.

***OJ opened the discussion up for public input.***

Blaise Duguay commented that he feels that this is not in the spirit of the original petition warrant article, and feels that the people who signed and voted for this are being blindsided (it was not discussed during Town Meeting that land would be sold to a developer, as the proposal was received several days prior to Town Meeting); it was meant for the Town of Lincoln to purchase this land to help alleviate the current housing issues that exist today, and the beginning of a solution to address the same. Blaise noted that when a warrant article is presented that is in the best interest of the town, the voters will overwhelmingly show up and vote to make it happen, just as they did with the new Police Station, and now for Campers World, and he feels that the Board is trying to take that away from them. Blaise noted that the voters approved this warrant article because they felt that this land was being purchased for “them”. Blaise further noted that it was never the plan for the town to keep 20-acres and sell off the remainder of the property to developers to build high-end housing, and that is not what the public voted for. Blaise would like to see more town-wide public input and participation when decisions are being made on the future of this land.

OJ responded to Blaise’s comments and explained that the Selectmen want this to be a transparent process and to fully involve the town’s people. This was a petition to appropriate \$4M to purchase the Campers World land (and nothing beyond that), and did not have anything to do with raising additional funds for infrastructure (building bridges, water and sewer etc.).

Jim Welsh commented that the town is paying \$4M for Campers World property, and if the town could sell it for \$6M, they could then regulate the development of the land according to how the town wants it to be developed, and the land would be developed according to town standards (Jim misunderstood at Town Meeting and thought that the town would be selling/developing the land). Jim asked if the local businesses in town could collaborate to create a corporation to purchase this land to build employee housing for people who will work and live in Lincoln *only*.

Jack explained that on March 11<sup>th</sup> (evening prior to Town Meeting) the BOS met and were presented with a proposal from Copley Construction that they were interested in purchasing the Campers World land, which left little opportunity to be presented to the public prior to Town Meeting. Jack added that 2-years ago a housing discussion was held with local business owners and North Country Council, as well as a representative from the state to discuss housing in town, and it was mentioned at that time that local businesses could form a non-profit LLC to purchase property to build their employee housing, and nothing really came of it. Jack does not feel that the Town should be in the development business.

Tammy asked Blaise what he thought the town should do with the Campers World property. Blaise feels there needs to be a low-income component to the land (i.e., turn 20-acres over to AHEAD to build low-income affordable housing), and the town could spend funds on water and sewer, roads, and the bridge, and obtain the funding to do so by selling off 1/3 acre lots at what it costs to build them (with the same deed restrictions).

Paul Beaudin asked if the sale of the property to a developer will have to follow the provisions of **RSA 41:14(a) – Acquisition or Sale of Land, Buildings, or Both?** OJ explained that they have to follow RSA 41:14(a) and will have to go before the Planning Board and hold two public hearings. If a petition is submitted, it would then require a Town Meeting vote. Paul feels that this could change the dynamics if it goes before a Town Meeting vote, and agrees with some of Blaise's points. Paul noted that he did vote "yes" for this warrant article, but feels that the Selectmen should create a diverse group of people with a variety of opinions in an effort to obtain different ideas and points of view. There was a brief discussion about why Paul decided to vote yes for this warrant article.

There was a brief discussion about obtaining estimates for the infrastructure costs (road, water, sewer, bridge etc.) so that they have factual dollar amounts and not speculative numbers regarding how much money will be required. Paul recommended the Board speak with Mike Donahue about bridge costs because he had previously built a bridge(s) for the state.

Paul commented that he would like to see senior housing be considered (55+) up at Campers World, just as other communities are doing around the state. Paul feels that the town should initially (prior to submitting an RFP) find out what the grade and topography are for the land to determine exactly how much of this land is buildable prior to determining what type of housing to put in, or how much land to sell to a developer. OJ feels that initially they should obtain estimates for infrastructure (water/sewer) and how much it will cost to build a bridge; and take a look at the overall topography of the land, and once this information is available, they can hold another widely publicized public input/informational session. Carina will look into soft estimates for the infrastructure after she receives more detailed information on the two parcels of land.

OJ made it clear that he is adamantly against purchasing this land and then reselling it (in whole or parts of) for a profit. The Clark family did the Town of Lincoln a tremendous favor by holding up the sale of this property to give the town time to arrange finance options, not even knowing if the article would pass at Town Meeting. OJ feels that they can guide the development of the land (whether the town owns it or not), and put in enough restrictions that a developer(s) will abide by what the town wants. OJ does not feel that the town should be a developer, but rather to take a role of guiding a developer(s) through the deed restrictions and developer agreements to do what is in the best interest of the town. OJ noted that if this project is going to be "Lincoln housing," just as any other residential streets in town, he would be supportive of making these all-town roads (must go before Town Meeting) and have the town maintain them. OJ noted the three action items resulting from tonight's meeting:

1. Obtaining services from a professional to discuss bridges, water & sewer (costs/plans).
2. Have a surveyor obtain a topographical map/overlay of the land.
3. Schedule a second public input/meeting.

Paul commented regarding how the property is going to be taxed in the future, and asked if there is any way to project what future taxation will look like for this property with Lincoln Housing being put in versus high-end housing (if a developer purchases property and builds high-end homes on it). OJ explained that there is a way to do something similar to this, but it would be a theoretical guess. Paul explained that he was asking this question because his property taxes went up this year despite the numerous multi-million-dollar homes being built on South Peak, and he would like an idea of how this will affect future taxation. Paul does not feel it is fair to put the tax burden on families who want to live in town in affordable long-term housing, and then hit them with high taxes.

A discussion ensued regarding different types of housing (single family, 55+, low-income, cluster developments) that can be built on the Campers World land. The Board agreed to schedule the next Campers World public input session for Thursday, April 18<sup>th</sup> at 5:30pm.

OJ noted that the Board was scheduled to go into non-public to discuss the Purchase and Sales Agreement, however, they did not have it at this time.

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### **III. NON-PUBLIC Session Pursuant to RSA 91-A:3:(III) ()**

*There was no non-public session.*

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### **IV. ADJOURNMENT**

With no further business to attend to, the Board made the following motion:


**MOTION: "To adjourn."**

**Motion: Tamra Ham**

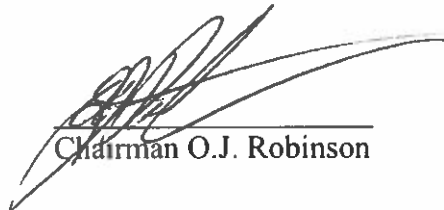
**Second: Jack Daly**

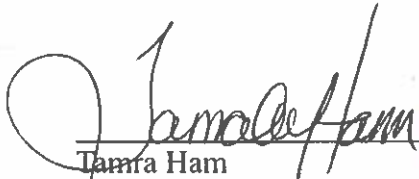
**All in favor.**

The meeting adjourned at 7:22 p.m.

  
Respectfully Submitted,  
Jane Leslie

Approval Date: April 22, 2024

  
Chairman O.J. Robinson

  
Tamra Ham

  
Jack Daly

MARCH 18TH (CP)

~~March 25, 2024~~

BOARD OF SELECTMEN

~~Budget Committee Hearing~~

Please **PRINT** Legibly

(Print Name)

(Sign Name)

Blaise Dugway  
Jim Welch  
Debi Celine

Bh



## Request for Proposal

The Town of Lincoln has a signed Purchase and Sales Agreement for a 322 acre property on Route 3. The purchase price is \$4M.

The property consists of 2 parcels:

#32- 0.62 acres w/ 138' along Rte. 3

#33- 321.96 acres. 175 acres are taxed at Current Use rates.

There is a bridge across the Pemigewasset River that provides access from the 0.62 acre parcel on Rte 3 to the 322 acre parcel on the east side of the river. A new bridge would be needed to provide public access to any development.

The property was formerly a campground. There are some abandoned roads on the property. In the 1980's, a developer installed some water and sewer lines and built a section of road (unpaved) with the intention of developing the property. The condition of these utilities is unknown. Municipal water and sewer are available at Route 3, on the west side of the river.

The main snowmobile trail (Corridor #11) connecting the Lakes Region to northern NH runs across the property.

The Town of Lincoln is looking to partner with a developer, or multiple developers, to develop this land with residential housing that will include, but not limited to the following potential uses:

- Single-family homes on individual lots
- Single-family homes, cluster development
- Duplex homes on individual lots
- Duplex homes, cluster development
- Apartments
- Residential condominiums
- Employer-owned housing.

These units are intended to be good-quality, non-luxury, dwelling units that would be suitable and affordable to employees and families looking to live full-time in Lincoln. They would be restricted from use as short-term rentals. For the remainder of this RFP, these types of housing units will be referred to as "*Lincoln units*"

Additionally, the developer may want to build other types of residential housing that may be of higher quality, more expensive and without restrictions for short-term rentals. For the remainder of this RFP, these types of housing units will be referred to as "*Developer units*"

The Town is seeking proposals from interested developers on how they would develop the property. The proposals will be evaluated with the following goals in mind:

- The Town would like to recoup the total cost of the property purchase price.
- The Town does not want to be the developer nor pay for any of the development costs. The developer(s) would be responsible for all infrastructure, sitework, and construction costs.
- The Town would be interested in retaining ownership of a portion of the property so that we possibly may partner with a non-profit, or use grant money, to build additional "Lincoln units"
- The Town would want the snowmobile trail to remain on the property, not necessarily in the same location. Any relocation would need to be coordinated with the local snowmobile club. The trail would be open to the public year-round and would allow hiking and biking.
- The Town is willing to work with developers to seek grant funding that we believe to be achievable. Any required matching funds will be paid by the developer.
- The Town anticipates a developer will construct a mix of "Lincoln units" and "Developer units" throughout the development. We will want to understand what this mix will look like and a proposed timetable or sequencing.

The Town realizes this is a substantial request from a developer. We are not looking for a conceptual Master Plan of the project. We are seeking a one- or two-page document with bulleted points outlining your ideas and parameters for the project, along with additional documents demonstrating your experience and ability to undertake a project of this size.

The Town has the following documents available. These were obtained from the current landowner. The Town makes no warranty of the accuracy of the data:

- Perimeter Plan
- Topography maps
- Current Use diagram
- Soil boundary plan
- Property Tax cards

After the RPF submittal deadline, the Town will review all proposals and will engage in further conversations with those we deem to be in the best interest of the Town.

Deadline:

For further info contact:

Submit proposals to: