ECONOMIC DEVELOPMENT COMMITTEE
AGENDA

SEPTEMBER 13, 2016 - 4:00 P.M.

CITY HALL CONFERENCE ROOM
15 LOOCKERMAN PLAZA
DOVER, DELAWARE

PUBLIC COMMENTS ARE WELCOMED ON ANY ITEM AND WILL BE PERMITTED AT APPROPRIATE TIMES. WHEN POSSIBLE, PLEASE NOTIFY THE CITY CLERK (736-7008 OR E-MAIL AT CITYCLERK@DOVER.DE.US) SHOULD YOU WISH TO BE RECOGNIZED.

AGENDA ADDITIONS/DELETIONS

1. **ECONOMIC DEVELOPMENT COMMITTEE TRANSITION DISCUSSION** (DEFERRED DURING THE MEETING OF AUGUST 16, 2016 DUE TO TIME CONSTRAINTS)
   - **A. PROVIDE AN ORIENTATION TO THE INITIATIVE**
   - **B. REVIEW PURPOSE OF TEAM**
   - **C. ADOPT A GOAL/VISION**
   - **D. IDENTIFY CHALLENGES TO THE GOAL/VISION AND DEVELOP STRATEGIES**
   - **E. REVIEW TEAM MEMBERSHIP TO DETERMINE IF OTHERS ARE NEEDED TO ACCOMPLISH THE GOAL/VISION**

2. **ORGANIZATIONAL ITEMS** (DEFERRED DURING THE MEETING OF AUGUST 16, 2016 DUE TO TIME CONSTRAINTS)
   - **A. IDENTIFY MEETING ROLES**
   - **B. DISCUSS AND ADOPT GROUND RULES FOR FUTURE MEETINGS**

3. **RURAL ECONOMIC DEVELOPMENT LOAN PROGRAM (REDL)**

4. **REVIEW OF REQUESTS FOR UTILITY CONNECTION ASSISTANCE**

5. **SETTING THE NEXT AGENDA AND SCHEDULING THE MEETING**

6. **ADJOURNMENT BY 5:00 P.M.**

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THE AGENDA ITEMS AS LISTED MAY NOT BE CONSIDERED IN SEQUENCE. PURSUANT TO 29 DEL. C. §10004(E)(2), THIS AGENDA IS SUBJECT TO CHANGE TO INCLUDE THE ADDITION OR THE DELETION OF ITEMS, INCLUDING EXECUTIVE SESSIONS, WHICH ARISE AT THE TIME OF THE MEETING.

Fwd: Request for Utility Assistance

Townshend, Ann Marie

Thu 9/1/2016 6:05 AM

To:Jackson, Beverly <bjackson@dover.de.us>;

Ann Marie Townshend

Sent from my iPhone

Begin forwarded message:

From: Michael Maupin <mmaupin@mautiste.com>
Date: August 31, 2016 at 8:54:57 PM EDT
To: <rchristiansen@dover.de.us>
Cc: "Townshend, Ann Marie" <ATownshend@dover.de.us>, "Hudson, Kirby A" <khudson@dover.de.us>, "Koenig, Scott" <SKoenig@dover.de.us>
Subject: Request for Utility Assistance

Mayor Christiansen,

As we discussed, MauTiste Investment Group (MIG) is formally requesting that the city of Dover provide financial relief from the exorbitant fees associated with electrical, water and sewer utility connections for our (6) Townhome project at 420 Reed Street called MauTiste Square.

For nearly 20 years MIG has specialized in inner-city development in blighted areas. We offer newly constructed upscale homes that are affordable for everyone. Because of our business model, cost efficiency is extremely important. Late last year, I expressed some concerns regarding cost associated with the utility connections (including electric). When I mentioned this concern, Mr. Koenig offered to see what the city could do to help since all of the costs associated with updating the City's utility service should not fall on a single developer. One problem MIG faces in all of our development efforts is that impact fees are much more difficult for an affordable housing developer to absorb because they are not based on the project's market value. **A luxury developer building a $500,000 home in the suburbs is charged the same impact fees as MIG. Considering this, other cities have provided us relief.** I have recently learned that Mr. Koenig has exhausted all of his options without finding a means to provide MIG any relief. In my nearly 20 years of development, these are by far the highest impact fees for land development. This includes ALL of my development efforts and some projects have been much larger. When I requested relief last year, it was prior to knowing that these cost would be **3-times what we had budgeted**. Below are

detail the land development cost areas. **I trust that there is something you can do to offset these costs. As of right now, these fees have put our project on hold.**

Category	Cost
Electrical	$7,100
Plumbing	**$59,915**
Geotechnical Engineering	$3,600
Asbestos Abatement	$13,940
Total	**$84,555**

I have thoroughly enjoyed working with all of the people in the city of Dover. MIG has been working to develop Dover's inner-city for over 18 months and we are reviewing several additional homes that we plan to rehabilitate. However, we first need to resolve the issue of the impact fees. I appreciate your consideration.

Regards,

Michael Maupin
Managing Director
MauTiste Investment Group
Office: 610-363-6900
Fax: 877-798-0005
mmaupin@mautiste.com

FW: City of Dover - Economic Development

Townshend, Ann Marie

Wed 8/31/2016 4:40 PM

To:Jackson, Beverly <bjackson@dover.de.us>;

Ann Marie Townshend, AICP
Director Planning & Community Development
Department of Planning & Inspections
Department of Parks and Recreation
(302) 736-7196 Phone
(302) 736-4217 FAX

From: Todd Stonesifer [mailto:todd@toddstonesifer.com]
Sent: Wednesday, August 17, 2016 2:48 PM
To: Christiansen, Robin <rchristiansen@dover.de.us>; Sass, Kay <ksass@dover.de.us>
Cc: Townshend, Ann Marie <ATownshend@dover.de.us>; Koenig, Scott <SKoenig@dover.de.us>
Subject: City of Dover - Economic Development

Good afternoon-

I have been working diligently to target business owners with proven track records in hopes they may take some interest in our beautiful Downtown Dover area. I have one very interested in taking ownership of 131 W Loockerman Street. This would be a great move for multiple reasons. It would move the property ownership into someone who is passionate about the area, it would be completely renovated and therefore the appearance of that side of Loockerman Street as a whole and specifically that building would take on new life and energy. And, finally, if I can make the deal happen, we would all benefit from a new, hip restaurant that would open. Business begets more business and attractive facades beget more attractive facades. The problem is the financial. The Seller is holding fast to a number. The Buyer has calculated their costs and we are slightly off from making the deal happen. The problem lies in sprinkling the building.

Currently, the water main suitable for the sprinkler is across the street from the building. The cost to connect is too burdensome. My client was receiving proposals of somewhere in the range of $30,000.00. The **BREAKS THE DEAL.** I believe the City can utilize your public works department and road maintenance employees and do this for much less than a private contractor. The solution is for the City of Dover to incur the cost to "stub" a water main across the street. This would make this deal happen AND would also make future sprinkler taps much more affordable for the other vacant buildings on the north side of Loockerman Street.

Please discuss this at your next economic development meeting and see if your team can make this happen. I am happy to present any information necessary and to be present at the meeting if you would like.

Let me know if you have any questions.

Thank you for your consideration.

Todd Stonesifer | The Moving Experience Real Estate
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w: www.themovingexperiencede.com
fb: www.facebook.com/themovingexperience
o: 302-241-0899



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