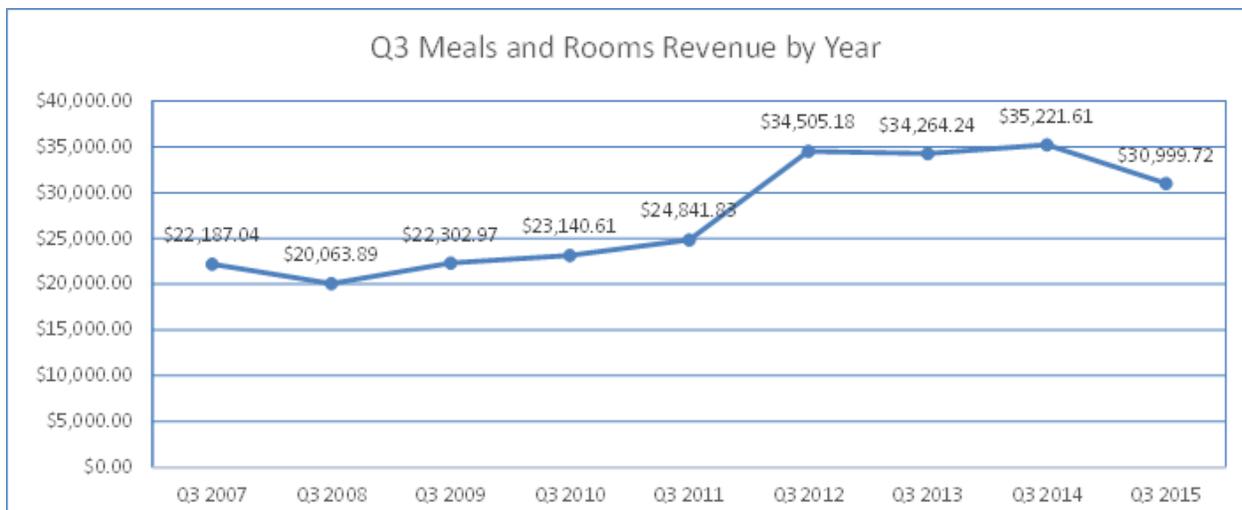


## ECONOMIC DEVELOPMENT UPDATE December 2015

### Revenue

	Meals and Rooms	Sales
Qtr	3	3
Dates Returns Processed	8/10/15 – 11/09/15	8/10/15 – 11/09/15
Returns	163	586
Tax Collected	\$45,256.79	\$107,156.83
70% of Tax Collected	\$31,679.75	\$75,009.78
Minus Fee (\$5.96/rtn x 70%)	\$680.04	\$2,444.79
Town Check Amount	\$30,999.72	\$72,564.99



## **ECONOMIC DEVELOPMENT UPDATE**

**December 2015**

Mount Snow believes that the increase in sales revenue is due to increased season ticket sales and equipment purchases for the Westlake project.

### **Administration**

The printer located on the second floor of the Town Offices has stopped working. A new color ink jet printer was purchased with Economic Development funds for approximately \$100 and is connected to the network.

Two subscription licenses have been purchased for Microsoft Office 2016. This enables us to install them on up to 10 computers. I installed it on my PC and it works perfectly. I will install it on the remaining PC's as time permits in coordination with the other personnel. I have not yet installed Windows 10 on any PC, but will do so on mine in the near future. We will test Nemrec and Proval on my computer after Windows 10 is installed to ensure it is functioning properly before installing it on other Town Office computers.

We experienced an Internet connectivity problem throughout the Town Offices on Wednesday, November 18. After rebooting all servers, switches and modems, we called Arcomm to fix the problem, which they did. One of the Internet modems was not connecting properly with the firewall. The Internet equipment is located on a shelf above Jeannette's desk and is extremely difficult to access. Typically, rebooting a modem is enough to solve these infrequent problems. This equipment needs to be relocated to a more convenient place. Arcomm will return to do this work.

### **Beautification**

Peter Holden has sent another version of the Town Hall Parking plans, but with the handicap ramp in front of the building (south side). In the public meeting, it was stated that the ramp should be placed on the west side of the building where the current ramp is located. Peter indicated that he misunderstood and will work to correct the problem before representing at another public meeting.

Rich Werner was contacted to replace the custom Skip Morrow banners with the Snowflake banners.

### **Events**

After numerous rounds of Blueberry Parade summary reports, we finally got a fully completed report. The parade prizes were not ordered so we subtracted \$1500 from the final payment and issues a check for \$525.

Mother's for Daughters' has submitted an event application for their May 2016 ride. They are requesting \$7,500 on an event costing \$21,500. Our guidelines state that we will only consider a maximum of 25% of the total event budget for grants over 3 years. This totals \$5,375. In addition, the application states that only 275 participants will attend. This is dramatically down from previous years. MFD was asked to amend their request.

### **Marketing**

Katie Shannon. Producer from Thompson Film, LLC (Karly and Alex) shot in Dover starting on October 29<sup>th</sup>. They spent \$1195.48 on lodging and food and did pay the additional 1% tax.

## ECONOMIC DEVELOPMENT UPDATE

### December 2015

We are anxiously awaiting the receipt of the videos by the end of the year. These will be put on the town website.

#### DASP

##### FY '15 – '16

To date 9 applicants have applied for \$12,148.80 of the \$24,000 in DASP funding. To date we have paid \$3,317.67 in actual funds. We have \$8,831.13 of the applied for funding remaining to be paid.

#### Do-It

##### FY '15 – '16

To date 16 applicants have applied for all of the \$36,000 budgeted for the program. To date we have paid \$5,000. There have been no other requests for funding since the beginning of July. When comparing project cost to rebate cost, the total project cost is \$61,369.10 and the total rebate cost is \$36,000. Only 7 of the 16 applicants will spend a project cost equal to the rebate cost. 56% of the businesses are adding additional funding to their projects.

#### Bi-Town/Marketing Sub-Committee

The Bi-town Marketing Committee has agreed to use Centro for its Search Engine Marketing (SEM)/Adwords. We will spend \$3,000 of the \$3,132 budgeted for 2015. This leaves \$132.

Blog articles are being requested for a variety of topics and a process for reviewing the blogger's writing ability is being implemented.

For a complete set of minutes, please refer to the Town of Dover website <http://www.doververmont.com/bi-town-marketing-subcommittee-0>

#### **Telecommunications**

Beth Fastiggi was contacted regarding substantive conversations about fiber to the home in Dover. It is desired to determine if there is mutual interest both technologically and financially in moving forward with Fairpoint. Although Fairpoint's emphasis seems to be a continuing reliance on DSL, it is felt that for future bandwidth development, a plan to implement fiber is needed.

##### *Excerpts from our previous meeting*

*We met with Fairpoint Communications regarding their analysis of Dover's broadband capability. Beth Fastiggi, President of Fairpoint of Vermont attended in person and Jeff Nevins and French Scott attended by teleconference. Also in attendance were Pat Weisbrich, Tom Baltrus and Gretchen Havreluk.*

*The analysis that Fairpoint presented was incomplete by their own admission. They showed fiber running partly up Dover Hill Road and indicated that there might be additional fiber going further.*

*Their analysis only accounted for Fairpoint owned cables (fiber, coaxial, Ethernet). Fairpoint will not link up with any other company to share fiber lines. They will only use their own. They continue to promote the use of DSL service in their entire presentation. They spoke about a bundled cable approach which is done at the remote terminals (RT, those boxes at the side of the road, i.e. at Taft Brook and Holland; Jockey Hollow; East Dover Firehouse). They indicated that bandwidth can be increased from a maximum of 15 Mbps to 25 Mbps with this approach. When asked about the cost, they suggested about \$25,000 per RT. There were not any negotiation discussions regarding any of the prices. As in other DSL applications, maximum bandwidth decreases with distance*

**ECONOMIC DEVELOPMENT UPDATE**  
**December 2015**

*to the remote terminal. They also suggested the concept of Very high-bit-rate Digital Subscriber Line (VDSL). This will yield bandwidth rates of 52 Mbps down and 16 Mbps up over either twisted or untwisted copper wire. It will also yield 85 Mbps both down and up (synchronous) over coaxial cable. Second generation VDSL (VDSL2) can achieve 100 Mbps synchronous (both down and up), but with a maximum distance of 300 meters (984 feet) to the RT. It is unclear as to the makeup of their wiring, but I assume that it is twisted pair.*

*Fairpoint would not let us keep any of the presentation due to confidentiality reasons. They indicated that they would entertain cost discussions and also suggested that antiquated equipment such as the Central Office along Route 100 would need to be upgraded to accomplish the DSL increases.*

*It is my opinion that putting significant funds into DSL technology is not cost effective at this time. We should pursue a model of fiber to the home in some variation to achieve appropriate bandwidth for both current and future applications.*

**Trails**

Dover/Wilmington Trail:

Nothing new to report.

Valley Trail A:

The following is an initial calendar of events for the Valley Trail Segment A.

A detailed construction schedule will be published in April, 2016 after the pre-construction meeting.

Thursday, November 12, 2015	Rachel Beauregard to send RFP for Resident Engineer
Friday, November 20, 2015	Roger Dickinson to send legal notice for advertising Valley Trail A Construction Bid
Monday, November 23, 2015	Submit legal ad for construction bid in local newspaper and on the town website
Friday, December 4, 2015	Roger Dickinson to initially make 15 sets of Contract Plans and Bid Documents to be distributed as follows:  Roger Dickinson - 1 set Resident Engineer – 1 set Construction Company – 1 additional set Town Offices – 1 set Interested Bidders to Purchase a Set – 11 sets available
Monday, December 7, 2015	Rachel Beauregard to advertise on the Vermont Bid System
Tuesday, January 5, 2016	Pre-Bid Conference
Thursday, January 14, 2016	Bid opening and preliminary selection of construction company at Dover Town Offices – 1 PM
Friday, January 15, 2016	Advertise for the Resident Engineer
Friday, January 15, 2016	Rachel Beauregard to place ad for Resident Engineer on the Vermont Bid System

**ECONOMIC DEVELOPMENT UPDATE**  
**December 2015**

Friday, January 15, 2015 – Tuesday, January 19, 2015	Roger Dickinson to perform a Bid Analysis of selected bidder
Tuesday, February 19, 2015	Announcement of selected construction company
Tuesday, February 23, 2016	Selection of Resident Engineer
TBD, Friday, April 1, 2016 – Friday, April 15, 2015	Pre-construction meeting
TBD, Monday, April 25, 2016 – Monday, May 16, 2016	Construction Begins
Friday, August 12, 2016	Construction Completion

To date we have spent \$111,486.50 of the \$118,208 engineering study. This leaves \$6,721.50 remaining on the engineering contract.

The cost estimate for the Valley Trail A sidewalk project is still \$753,609.26. **This leaves a current deficit of (\$52,130.31).** The actual bids will change this number.

The cost for street lighting was taken directly from the actual cost at the Dover Park. We did have some issues with the company who manufactured the lights and would consider switching to an alternate company whose light is similar. The pole would remain the same. The previous lighting estimate did not reflect the cost of installing the concrete poles which the highway department performed. Installing 21 lights versus 4 is a far different task. This function is now added to the street light cost as well as a modest increase in the cost of the light caused by switching companies.

Valley Trail A Minus: Dorr Fitch to Tollgate Village

The cost for the additional engineering on the bridge portion of Valley Trail A- is **(\$17,133.79)**. This cost is outside of the grant due to our breaking the trail into 2 parts. The engineering portion was 50% completed under the original Valley Trail A contract and resoliciting an engineering company to finish the work when Lamoureux & Dickinson was fully engaged in the project made no sense. The construction will take place in 2017.

To date we have spent \$5,210.54 toward the additional fixed price bridge engineering cost of \$17,133.79. This leaves a balance of \$11,923.46.

The cost estimate for the bridge is based on a bridge project that L&D is working on in Williston, VT. This estimate does not include contingency, resident engineer or easement costs. The actual bridge estimate at this time is \$192,000. The estimate for the foundation, retaining wall and installation of the bridge is \$80,000. We will get a better feel for actual prices on A- as we get into the construction portion of A, next spring.

Valley Trail B Plus: Mountain Park Plaza to Stugger Rd:

To date we have spent \$15,514.67 on the engineering scoping study. That leaves a balance, subtracting out the retainer of \$7,405.04. An alternatives public meeting will be scheduled for mid-December, 2015. It will likely be a teleconference to include abutters to the trail.

## **ECONOMIC DEVELOPMENT UPDATE**

**December 2015**

This invoice will be submitted to Vtrans for payment along with other charges including newspaper announcements, postage, and personnel hours.

The initial invoice to Vtrans will be \$11,193.59. The study is due to be completed in March, 2016.

### Valley Trail C: Stugger Road to South Access Road

We were awarded a grant for the Scoping Study for Valley Trail C in the amount of \$33,000 of which 10% are comprised of local funds. The countersigned document from Vtrans is expected in December 2015.

### **Venue**

Nothing new to report.

### **Village District Renewal**

We have been informed that as of October 5, 2015, our renewal for the Village District in East Dover is late and that we have three months to submit the paperwork or forfeit, without prejudice, the East Dover Village District designation. We can reapply if we miss the three month extension. The town must have an approved Town Plan prior to filing for the Village District designation. The West Dover deadline is November 2, 2015. The extensions will expire on January 5, 2016 and February 2, 2016 for East and West Dover respectively. Nicolas has indicated that a Planning Commission public hearing will take place on November 16. The Selectboard will receive the document and have their own public hearing before adoption. It will then go to the Windham Regional Commission for certification. This process includes acceptance by adjacent towns. Of course this assumes that there are no significant changes along the way. Expediency is necessary to make the deadlines.

### **Financial**

Full statements are included under separate cover.