

10/9/2017 Bar Harbor Town Council Chambers 17:30

Present, Anna, Autumn Soares, Val Peacock, Dennis Bracale, Joe Minutolo, Deborah Paine, Jan Hanscom, Pancho Cole.

Absent, Pat Samuels

Agenda:

1. discussion of financial spreadsheet
2. Discussion of Elizabeth's matrix with additions and edits
3. discussion of committee outreach,
 1. video from Town office
 2. facebook page
 3. other business

Anna opened with a discussion of the financial spreadsheet

2-3 million to build a marina with a pier that would accommodate tendering, according to Louis (via Elizabeth Swain), 3.5 for purchase price.

Need total 6 mill, ½ million philanthropy pledged to create a multi-use facility. Discussed again the revenue sources from last week, and we may get additional revenue from tendering. We may get additional revenue from some philanthropy and by raising cruise ship fees, and next years fees should be higher, but there won't be any tax revenue, so that's a small loss.

Joe Minutolo started to detail some costs:

- 750K for parking lot, sidewalks, curb cuts etc
- 300K for building fix up or new
- boat ram 50K
- commercial floats, 50K
- gangways 20K
- demolition 1M

Other ongoing expenses not yet known, operating and maintenance and a salary for a dock/marina manager.

Val mentioned there was state money for building a boat ramp, public access, and to develop waterfronts through shore access grants up to 250K

Total might be up to 400K depending on what we're doing

Discussion ensued about the utility of existing boat ramps, and could they get consensus, and how do we put this in the matrix if there's a disagreement on the value of existing ramps

Val and other people discussed the value of having water/ocean access.

Dennis said the marina should make money, and possibly using the site for transportation/parking.

Jan wanted to know what the liability to the town if someone is using the facilities, and Art said there was a recreational immunity to the town.

Art said we could get a revenue bond which would reduce the price of the tendering pier to 4.5M instead of 6M,

Joe and Cornell discussed the sidewalk fund, and if some of it could be used for the pier.

A discussion ensued about revenues to pay for a revenue bond, and Anna discussed how the matrix needs to be combined with a spreadsheet to decide which route.

Joe brought up docking for small cruise ships under 300', there are more than 36 of them. One of the negatives is the exclusion zone and philanthropy might disappear.

Joe asked about a BH line item for ferry terminal improvements, Cornell said the town was going to pay Elizabeth Swain.

Cornell asked about the philanthropy donation and Dennis said an individual has pledged ½ million for a project that is community based. Discussion about who is donating, and what are the strings, Art discussed financing, a revenue bond to pay for a pier, and if the finances could be met from cruise ship revenues, and charging a landing fee in addition to other fees

Dessa opened a discussion about why we are all here, and where would the council go, then Val and Jan and Cornell discussed the purchase price vs the maritime use.

Could we get a DOT official on one of the last lead meetings?

Anna discussed some very preliminary and conservative possible revenues from committee meeting

- Commercial boats/excursions, and a ferry could bring 30K/year per boat X4
- Marina could bring 2.75 per foot, 10 boats, 60 days \$36,300 (reflecting an increase in town fees due to increased site services)
- moorings could bring 675.00
- boat ramp permits 5K
- Building renta for dock manager, museum and info center 10K
- 50 parking spaces, !0/day for 50 days 75K

The total of the aforementioned is \$246,975/year in fees, and does not include other fees such as fuel sales, possible tendering and a concession lease of all or parts of the facility.

Anna asked , how many self tendering ships could be at anchorage B per year?

Val said that our committee vision could have a greater appeal to philanthropists,

Matrix Discussion

Mike in audience talked about weightings of various categories, and how comp plans could influence the weighting, and then Art mentioned Elizabeth left out the comp plan categories

More discussion on adding categories, weighting the categories, and the subcategories determine the weighting or grading

Weight of categories:

Deb went to the blackboard and wrote:

- Local Owned Economy – 2
- Transportation -2
- Experience for Cruise Ship Passengers -5
- Experience for Ground Tourism -3
- Experience for Residents - 3
- Financial -3
- Community/Cultural – 1
- Town Planning Goals -1
- Environmental – 2

Community Outreach

Anna discussed the letter they wrote in conjunction with Pat, will discuss with lead committee October 10 for other groups to include a paragraph

Discussed fears of local restaurants that onsite businesses would compete, could adjacent properties supply restaurant needs?

Get the narrative of what we're trying to do out to the community, Dennis said we need to make clear to the community what we are doing. This path won't be a big revenue generator but it would be a community asset.

Then a video tomorrow 10/10/2017 with someone from all the lead committees

Discussion about a letter from Jan Hanscom to various people in the lodging committee about parking, congestion, the park, and how it's affecting all of us.