



# LORING COMMERCE CENTRE

Loring Development Authority of Maine  
Board Meeting Minutes  
December 4, 2019  
154 Development Drive, Suite F  
Loring Commerce Centre, Limestone, Maine

## 1. Call to Order

The meeting was called to order by Carol Bell at 9:37 a.m.

LDA Board Members present: Carol Bell, Jim Cote and Richard Ezzy.

LDA Board Members participating by conference call: Mark Wilcox, Doug Damon, Steve Levesque, Dana Saucier, Jim Clair, Mike Edgecomb, and Denise Garland.

LDA Board Members absent: Miles Williams, Janet McGillan, Dan LaPointe, and Heather Johnson.

Others present: Kim Rohn and Grady McKeough Congressman Golden's Office; Tony Levesque, Town of Fort Fairfield; Jason House, TD Bank, Peter Forbes, U.S. Air Force Civil Engineering Center, and Roger Felix, Loring Job Corps.

Others participating by conference call: Craig Seymour, RKG Associates and Jeff Donohoe, Jeffrey Donohoe Associates.

LDA Staff present: Carl W. Flora, Neal Haines and Donna Sturzl.

## 2. Introduction of Board Members, Staff, and Guests

All present introduced him/herself.

## 3. Minutes of Meetings of October 21, 2019

MOTION: Motion was made by Richard Ezzy and seconded by Jim Cote to accept the minutes of the October 21, 2019 meeting as presented.

VOTE: Motion was voted on and passed unanimously.

## 4. Treasurer's Report for July, August and September 2019

On the September statement of net assets, the Loring JIFF payment was received in July reducing the receivables from the State and partially paying down the line of credit. Funds used for paving the Mad Dam Road reduced the restricted cash line and deferred revenues. On the statement of changes in net assets under revenues, the \$79,5000 in federal assistance is funding used for the Mad Dam Road repair project. The amount of state assistance expected now is less than anticipated in the budget, so that line is under budget. Under expenses, the salaries line is under budget due to

an open position; the utilities line is over budget due mostly to the expenses related to unleased buildings; and the repairs and maintenance line is over budget due mostly to repairs made at building #8702. Building #8702 repairs are offset by revenue from a property insurance claim, reflected in other income. The change in net assets for September is negative \$127,400.

MOTION: Motion was made by Richard Ezzy and seconded by Jim Cote to accept the July, August and September 2019 Treasurer's report as presented.

VOTE: Motion was voted on and passed unanimously.

#### 5. Lease Renewal – Pineland Farms Natural Meats

Pineland Farms is interested in renewing its lease for two nosedock hangars and open space in support of its composting operations at Loring; its initial lease recently expired. The new lease would be for one-year and would be renewable annually through 2034. The lease would include provisions for early termination. Terms of the lease will be discussed in executive session.

#### 6. Lease Proposal for Equipment Storage – Kevin Bouchard

Kevin Bouchard leases Dock 22 and is interested in leasing building #8390 for farm equipment storage for local farmers. Mr. Bouchard would install a wall panel and an overhead door to eliminate the need to operate the hangar doors. He would be responsible for the building and grounds including snow removal and would not need heat or water and sewer. The lease would include a provision for early termination. Terms of the lease will be discussed in executive session.

#### 7. Lease Renewal – Loring Military Heritage Center (LMHC)

The original lease for the museum has expired; the new lease would be for ten years. LMHC is a small non-profit organization. It does not pay rent, but is responsible for heating, insuring and maintaining the building. LMHC is a good asset for Loring.

MOTION: Motion was made by Jim Cote and seconded by Richard Ezzy to renew the Loring Military Heritage Center lease as proposed today.

VOTE: Motion was voted on and passed unanimously.

#### 8. Strategic Plan – Update and discussion

Mr. Flora presented a summary of the RKG Strategic Plan Report for Loring. The plan was presented to the LDA's Strategic Planning Committee in October. As known, chief assets include facilities and airfield infrastructure, while weaknesses are location and the critical need for financial support from the state. In response to the question of what would happen if operations at Loring ceased, the report stated that without Loring 762 Loring-based jobs would disappear along with another 1,100 jobs due to indirect and induced impacts. Total economic impact would be a reduction of \$116 Million annually coupled with a loss of \$4.3 Million in local, state and federal tax revenues. The potential financial impact to the Limestone Water and Sewer District was also noted. Current opportunities at Loring include the expansion of Loring Industries; international trade with the Chinese group and energy transmission in the pipeline corridor. Emerging opportunities for Loring include solar energy; agricultural and forest production and processing; transportation equipment manufacturing and repair; and large unmanned aerial systems (large

drones that are runway dependent), which would create many jobs. Trustees were asked if they would consider selling the airport; a company with large drone operations may want to own the facilities they work in. As for the value of the airfield, it would take some research to make that determination. If the focus is on job creation it should not be sold without a specific agreement requiring a number of new jobs.

Identifying and getting the attention of the right people is a primary challenge and establishing a strong web presence is essential. If contact is made with decision makers and those people go online to look at Loring, they will not be impressed in comparison to other locations competing for their attention. Specific recommendations in the report include regularly updating the LDA website, establishing a social media presence, developing updated marketing materials, and conducting a more aggressive marketing effort. Loring is largely unknown, even in Maine – having a strong web presence is crucial. Funding for marketing is needed. The Midcoast Regional Redevelopment Authority’s (MRRA) marketing budget, \$50,000 a year, is used mostly for trade shows, newsletters and social media.

Jason House, member of the Strategic Planning Committee, said that it’s difficult to compete with the power of multimillion-dollar marketing campaigns for site location and business attraction. He emphasized the need to do direct out-reach to prospects through networking with business and personal contacts to find industry contacts and introduce Loring to those individuals. Keep the focus on projects not hurt by the location – promote Loring’s remoteness, which is what some companies are looking for.

Denise Garland stated that the State’s strategic plan is coming out next week. As it is written, there are no individual line items in the budget. In the process of developing the plan, there was \$80 million for various activities including workforce attraction, business attraction and marketing. Creating opportunities in rural Maine is a priority for the Governor.

Mr. Flora asked Ms. Garland about a meeting between LDA and Governor Mills that was discussed with Commissioner Johnson; Ms. Garland will check on the meeting.

Mr. Levesque offered to assist LDA with marketing material. MRRA would include information about Loring at the trade shows. The LDA website needs to be updated now with a strategy to get people to the website, possibly social media or a newsletter. MRRA directs people to Loring when appropriate. Perhaps the state would be willing to fund a statewide marketing strategy for a large aviation tradeshow as it did in the past.

#### 9. President’s report

Ambulance. Crown Ambulance, which serves Limestone including Loring and Caswell, is ending its services at the end of December. Caribou Fire and Ambulance could cover the communities, but would need to hire additional staff at a net cost of \$120,000. The communities would have to cover that cost. Mr. Flora and DFAS’s Chief of Staff will meet with the Limestone Select Board tonight regarding ambulance service. Fort Fairfield is developing an ambulance service. Mr. Flora will contact the town manager about the new service. Congressional staff members met with the Caribou Fire Chief on this issue.

Fire Fighting Foam. US Environmental Protection Agency removed the firefighting from Loring. LDA is grateful for EPA assistance in this matter.

Spaceport Complex. Mr. Flora recently attended a meeting of the Maine Spaceport Complex group. The nano satellite industry is growing quickly. Maine's location is well suited for satellite launches for polar orbit. The state legislature will consider a bill to establish a formal leadership council to pursue opportunities in this industry.

Prospects. LDA continues to work with the China investor group. There is also a new aircraft maintenance prospect and ongoing discussions with two aviation proposals; a distilled spirits prospect; two hemp production prospects; and Loring Industries activity.

Plowing. Winter is here and LDA is in need of a new snow plow truck and like other communities we are challenged with being short-staffed due to the shortage of plow drivers. Mr. Flora thanked the grounds staff for a job well done.

Sewer project. LDA intends to complete additional sewer line upgrades, but will need grant funding. If CDBG and State Revolving Loan Funds can be obtained, a significant part of the remaining upgrades would be completed, further reducing the inflow of ground water into the treatment facility. Reducing the flows at the plant will reduce costs and help the Limestone Water and Sewer District comply with the 85% removal requirement.

10. Public Comment and Media Question and Answer Period  
None.

11. Executive Session: Confidential discussions concerning personnel, economic development and real estate matters pursuant to Title 1 M.R.S.A. Section 405 Subparagraphs 6.C. and 6.E.

MOTION: Motion was made by Richard Ezzy and seconded by Jim Cote to enter into executive session to discuss personnel, economic development and real estate matters pursuant to Title 1 M.R.S.A. Section 405 Subparagraphs 6.A. and 6.C.

VOTE: Motion was voted on and passed unanimously.

**\*\* End Executive Session \*\***

Return to public session.

MOTION: Motion was made by Rich Ezzy and seconded by Jim Cote to authorize the LDA President & CEO to execute a lease to Nosedocks 10 and 14 to Pineland Farms Natural Meats, Inc., consistent with the Term Sheet dated November 25, 2019.

VOTE: Motion was voted on and passed unanimously.

MOTION: Motion was made by Jim Cote and seconded by Rich Ezzy to authorize the LDA President & CEO to execute a lease for Building #8390 to Kevin Bouchard or an entity in which he shall have a controlling interest, consistent with the Term Sheet dated November 25, 2019.

VOTE: Motion was voted on and passed unanimously.

MOTION: Motion was made by Rich Ezzy and seconded by Jim Cote to authorize the LDA President & CEO to execute a Lease Option Agreement with SynerGen Solar, LLC for an approximate 25-30 acre site of vacant land on the north side of Northcutt Road just east of the intersection of Northcutt and West Gate Roads, consistent with the Term Sheet dated December 3, 2019.

VOTE: Motion was voted on and passed unanimously.

## 12. Adjourn

MOTION: Motion was made by Jim Cote and seconded by Rich Ezzy to adjourn the meeting at 11:20 a.m.

VOTE: Motion was voted on and passed unanimously.

Respectfully submitted,

Dana Saucier  
Secretary