

**Ayer Board of Selectmen Meeting  
Ayer Town Hall – April 9, 2007 @ 7:00 p.m.  
Draft Minutes**

Workshop on Proposed TIF for Hospital Expansion

Present: Pauline Conley, Vice Chairman; Cornelius Sullivan, Member; Gary Luca, Member.  
Staff: Shaun Suhoski, Town Administrator; Christopher Ryan, Planning and Development Director;  
Thomas Hogan, Assessing Administrator. Guests: Steve Roach, CEO of Nashoba Valley Medical  
Center; James Stephen, Finance Committee Chairman; Mary Spinner, Finance Committee.

Open Session called to order at 7:02 p.m. by Vice Chairman Conley.

Mr. Ryan presented an agenda and handouts indicating various models for a proposed Tax Increment Financing (TIF) agreement between the Town and Nashoba Valley Medical Center (Essent Healthcare) and introduced Mr. Roach of NVMC.

Chairman Maxant joined the meeting at 7:07 p.m.

Mr. Roach offered a concise statement indicating that the TIF agreement was needed in order for the hospital to proceed with its development pro forma and funding plan for the expansion of the facility.

Mr. Suhoski reminding the Board that the dollar figures are illustrative only and based upon an assumed \$52 million total incremental valuation (the figure provided by NVMC). Actual tax exemption and collection amounts will be based upon the percentage exemption table and the actual valuation as determined by the Board of Assessors.

The members of the Board, local staff, and the proponent engaged in general discussion over the timing of construction, amount of TIF subsidy, manner of applying the percentage of exemption on new value, application of TIF to the personal property vs. real property, and other parameters of a potential agreement.

Mr. Maxant noted that the TIF should be generous in order to serve as an incentive to subsequent businesses that may wish to locate in Ayer.

Ms. Conley queried the assessing administrator and then suggested that the percentage exemption be implemented in a uniform, consistent manner throughout the term of the TIF.

Mr. Sullivan stating a preference to establish a 38 percent benchmark for exemption based upon the applicable incremental valuation (this was approximately equal to a \$10 million incentive based upon the conceptual \$52 million development model put forth by NVMC).

MOTION: Selectman Sullivan moved the Board approve the concept of a 20-year Tax Increment Financing agreement with NVMC/Essent where the total tax exemption approximates 38 percent of the incremental increase over the base valuation (or approximately \$10 million over 20-years based upon the illustrative \$52 million development model) to be applied through consistent decreasing percentage exemptions of new value for the first 15 years of the TIF, and flat five percent exemptions of new value for the final five years of the TIF. Second: Selectman Conley. VOTE: Unanimous. So moved.

Mr. Maxant advised the Board of his intent to execute an annual fire department grant application.

Selectman Sullivan moved to adjourn. Second: Selectman Conley. VOTE: Unanimous. So moved.

Meeting adjourned at 8:35 p.m.