

City of Stamford
URBAN REDEVELOPMENT COMMISSION
888 Washington Boulevard * Stamford, Connecticut 06904

SPECIAL MEETING MINUTES
Thursday, December 10, 2015

A Special Meeting of the City of Stamford, Urban Redevelopment Commission (URC) was held on Thursday, December 10, 2015. The meeting was called to order at 5:10 pm by Chairperson Sciarretta.

Roll call was taken, and all Commissioners were in attendance except Commissioner Diamond. A quorum was established.

URC Staff in Attendance: General Counsel Rachel A. Goldberg and Dr. Tommie Jackson, Executive Director.

Other Attendees: Al Gutierrez and Enzenio Mallozzi from Colliers International Capital Markets and Investment Sales Team (Colliers), Michael J. Cacace, Esquire from Cacace, Tusch and Santagata Law Firm, and *Cory Gubner, Ted Grogan and Greg Romano from RHYS Commercial Real Estate.

2. (a) PARCEL 36 MARKETING PROPOSAL PRESENTATION
Colliers International

Messrs. Gutierrez and Mallozi were introduced to the Commissioners by General Counsel Goldberg. Chairperson Sciarretta welcomed Messrs. Gutierrez and Mallozzi to the meeting and introduced fellow Commissioners.

Mr. Gutierrez talked about his background and experience as well as that of his colleague, Mr. Mallozi in handling portfolios similar to Parcel 36.

Chairperson Sciarretta asked the Colliers Representatives what the company did best, and what comparables were used for valuation in relationship to Parcel 36. Vice Chair Rios asked whether the representatives understood the URC, its processes and that no staff or commissioners would receive referral fees or funds of any kind from any company selected.

The Colliers Team spoke about using a multi prong approach to market and sell Parcel 36. The best technology and old fashioned techniques would be used to market the site. However, the Colliers Team noted that the Parcel 36 footprint minimized what could be done at the site but “diversity of thought” was important as a means to “debrief, diagnose and digest” a multi discipline approach to package the site. Gutierrez and Mallozi spoke about the “saturation” of multi family housing in the area. The representatives said that hybrid use(s) for a Parcel 36 could bring other opportunities into play.

The Team suggested that marketing would be broad based with specific emphasis on “Fairchester/WestField” (name that marketers used to refer to Fairfield County, Connecticut and Westchester County, New York.

Mr. Mallozi suggested that the property value was minimally \$3.3 million but a high of \$4.5 million was possible based on what was included in the site development. Mr. Gutierrez added that the role of the URC, and its processes were understood including not engaging in actual or potential conflicts of interests with anyone, especially the URC Board and/or staff.

Chairperson Sciarretta asked whether Colliers used an open process for the builders to come with ideas on development or whether the URC should suggest development ideas/concepts for Parcel 36. Chairperson Sciarretta spoke about considering various models due to the limited size while turning the Parcel 36 challenges into positives.

The Colliers Team said that it would do a feasibility study to consider various purposes to ensure maximum usage and a sales price.

Colliers is asking a 4.5% brokerage commission plus 1.5% if another entity brought in a Parcel 36 Buyer.

The Colliers presentation was concluded at 5:47 pm.

2. (b) Attorney Cacace provided information to the Commission related to the Revised Design Development Documents for Re Use Parcel 38. Attorney Cacace noted that Commission action was required in connection with the cone clock as art. This was a change from the previous art design which included lettering only. The Commissioners requested that it’s consulting architect, Joe Schiffer,

review the art revision again, and provide comments. The Commission will act after receiving remarks from Mr. Schiffer.

Attorney Cacace told the Commissioners that groundbreaking was expected on Parcel 38 in Spring 2016. It is anticipated that the Developer will provide construction drawings to the URC in late January/early February 2016. The drawings will show that the site will include 648 units – down from 672 units. Parking will be reduced as well in accordance with zoning.

2. (c) **PARCEL 36 MARKETING PROPOSAL PRESENTATION**
RHYS Commercial Real Estate

Messrs. Cory Gubner, Ted Grogan and Greg Romano were introduced as representatives from the RHYS Commercial Real Estate firm. Chairperson Sciarretta welcomed the RHYS Team and introduced Commissioners Rios and Molgano. URC Staff was familiar with the RHYS Team.

The RHYS Team spoke about its background, experience and work that it is doing for 100 businesses in Fairfield County. The Team highlighted its relationships with most developers in Stamford which it considered an asset for marketing Parcel 36.

At Parcel 36, RHYS said it would likely use a “bidding process.” This enables everyone to look at the property before establishing an asking price.

In response to Chairperson Sciarretta on what the company does best, the RHYS representatives said one of its tactics was to create a groundswell of interest for the site through various marketing techniques including “teaser flyers,” mailings (hard and electronic) and business presentations. Vice Chair Rios asked what was a potential maximum reach of RHYS’ activities. RHYS responded that it was possible that it would have a 10,000 blast out for Parcel 36. Commissioner Molgano wanted to know the likely number of hits from the 10,000 contacts RHYS would make. RHYS said generally about 300 people would respond.

The RHYS Team noted that Parcel 36 was challenged due to its size. RHYS argued that it was possible to interest the Parcel 38 developer as a purchaser for Parcel 36. Chairperson Sciarretta said he preferred to think of Parcel 36 as a site with opportunities and solutions. Vice Chair Rios asked about

RHYS' experience with government (related) entities like the URC. RHYS said that it had limited experience but knew Stamford well.

There was discussion related to the Fair Market Value (FMV) based on comparables although not many exist. Additionally, RHYS proposed receiving 3% of the gross sale price of Parcel 36 as the exclusive seller. However, if Parcel 36 was sold by another broker then RHYS' commission would become 4%.

The RHYS presentation was concluded at 6:58 pm.

General Counsel Goldberg suggested that the Commission take time to determine which Company it would contract for Parcel 36.

Item 2 (d) was covered in the previous discussions.

- 2 (e) The property closing for Park Square West (PSW) Phase 4 is (tentatively) scheduled for December 17, 2015 provided there are no glitches. General Counsel Goldberg is preparing and reviewing voluminous documents related to the closing. The closing will bring \$180,000 direct cash to the URC. Also, approximately a \$6,000 interest monthly mortgage payment will be made to the URC after the PSW Phase 4 closing. On a motion by Commissioner Molgano, with a second from Vice Chair Rios, the Commission unanimously voted to authorize Dr. Jackson to sign documents, on behalf, of the URC related to the PSW Phase 4 Closing.

***Denotes that the RHYS Team came into the meeting at 6:09 pm.** It was not present during the presentation, and did not meet representatives of the Colliers Team at any point to the knowledge of anyone associated with the URC.

Vice Chair Rios moved to adjourn the meeting at 7:12 pm.

Chairperson Sciarretta noted that the next regular meeting is scheduled for Thursday, January 14, 2016 at 6:00 pm. He said that the Budget Committee should meet as soon as possible to make recommendations regarding the budget amendment. Additionally, Chairperson Sciarretta asked that all Committees meet as soon as practical and make reports to the Commission

as a whole, and if there was nothing to report it was ok but that Committees should meet.

Without any further business to discuss, the meeting was concluded.

Respectfully submitted,

Taylor R. Molgano
Secretary/Treasurer