

QUONSET DEVELOPMENT CORPORATION  
STRATEGIC PLANNING COMMITTEE MEETING

April 17, 2006

A meeting of the Strategic Planning Committee of the Quonset Development Corporation (the "Corporation") was held at 1:00 p.m. on Monday, April 17, 2006, at the offices of the Corporation located at 30 Enterprise Drive, North Kingstown, Rhode Island, pursuant to notice to all members of the Strategic Planning Committee and a public notice of the meeting as required by the Bylaws of the Corporation and applicable Rhode Island Law.

The Following members constituting a quorum were present and participated throughout the meeting as indicated: David A. Doern, Barbara Jackson, Sav Rebecchi and John G. Simpson. Quonset Development Staff present were W. Geoffrey Grout, Managing Director, Alexandria Benjamin, Administrative Assistant. Also present was David Preston, New Harbor Group and Jon Reiner, Town of North Kingstown Planning.

1. Call to order:

The meeting was called to order at 1:05 p.m. by Chairman Simpson.

Mr. Simpson noted that there should be a correction made to the March 20<sup>th</sup> minutes. He stated that "Matrix" on page 2 should be changed to "Metrics."

2. Approval of minutes:

Upon motion duly made by Ms. Jackson and seconded by Mr. Rebecchi, the Strategic Planning Committee:

**VOTED: To approve the minutes of the meeting of March 20, 2006 as corrected to the Strategic Planning Committee.**

Voting in favor were: Mr. Doern, Ms. Jackson, Mr. Rebecchi and Mr. Simpson.

Voting against were: None.

Unanimously approved.

3. Methodology and Process for Critical Success Factors:

Chairman Simpson reviewed the Critical Success Factors Outline that he previously e-mailed to the Committee members:

- Having the right organization in place
- Having clearly defined Roles and Responsibilities
- Sale versus Lease Strategy
- Municipal Services Agreement

The Committee agreed that a sound balance of lease vs. sale strategy within Commerce Park will allow QDC to maintain control of the success or failure of the business park in the future. Additionally, a finalized Municipal Services Agreement with the Town of North Kingstown would help to improve the relationship going forward.

4. Discussion of Mr. Rebecchi's e-mail document entitled "Benefits to Rhode Island".

Mr. Rebecchi asked this question of the Committee and referenced Tab 2, Page 2 in the April 2006 Board Package that talked about good jobs for Rhode Islanders: With an estimated total State investment of \$136,700,000 by year ending 2012 will the citizens of Rhode Island believe an annual income of \$63 million or 46% per year is a good return on their investment? And if the State of Rhode Island believes that this is a good investment, do the people of Rhode Island care that the Town of North Kingstown gets \$14,657,634 or 23% return per year because of it?

Part B of Mr. Rebecchi's question was: If Rhode Islanders don't care that North Kingstown is getting 23%, then at full build out and without changing our current practice of selling property, can QDC retain enough income and staff to operate properly?

Chairman Simpson stated that QDC's mission was "good sites for good jobs". He asked the Committee what conclusions they had reached.

Several members of the Committee said that they were unsure of the business objective and who could make decisions.

Mr. Grout told the Committee that the decisions to be made should come from this Committee with some limiting factors of what's been done already, legislation and the matrix that's already been established before the Board.

5. Relationship with Town of North Kingstown and Municipal Services Agreement:

Mr. Grout and members of the Committee expressed their frustration with the lack of a Municipal Services Agreement with the Town of North Kingstown. QDC staff and Committee members are unclear as to what the Town of North Kingstown's strategy is.

Mr. Preston asked of the Committee: Is it jobs or long term revenue at Quonset that the State of Rhode Island wants? The reflexive political answer is jobs but the governmental/policy answer is probably revenue given that the state is annually looking for revenue to meet its growing obligations.

Mr. Grout briefly reviewed the Workpaper provided to Strategic Planning Committee Members and discussed strategy alternatives with respect to Municipal Services.

A discussion ensued about the outcome of each alternative if chosen.

Session adjourned for a quick break at 3:05 p.m. At this time Jon Reiner from Town of North Kingstown Planning Department left the meeting.


Committee returned to session at 3:12 p.m.

The Committee engaged in conversation regarding:

1. Lease vs. sale strategy regarding in fill parcels of land in Commerce Park.
2. Municipal Services Agreement discussion with Town of North Kingstown.
3. Housing in Quonset Park.
4. Vehicle access into the park as a 5<sup>th</sup> Critical Success Factor.

There being no further business to come before the Committee, upon motion duly made by Mr. Doern and seconded by Mr. Rebecchi, the meeting was adjourned at 4:15 p.m.

Respectfully submitted by:

By:   
W. Geoffrey Grout, Managing Director