

Discussion of Proposal Strategy

Fri, Feb 28, 2025

Summary:

The discussion focused on developing a proposal strategy in light of the CEO of Hawkeye deprioritizing their project, which contrasts with the town's urgency to move forward. Sharon suggested creating a more concise and appealing proposal while exploring local businesses as potential tenants, with Jill supporting the idea of collaborating with successful local cafes. Both emphasized the importance of engaging local stakeholders to gain buy-in, and Sharon shared her outreach efforts to avoid duplicating initiatives. She proposed a three-year lease for the building, with Marilyn Rodman managing it, while addressing concerns about validating potential tenants and aligning the proposal with the town's financial goals.

Imran highlighted the need for rough cost estimates and a plan to offset initial expenses, while also stressing the importance of documenting their ideas to enhance understanding among stakeholders. The group discussed the necessity of presenting a detailed vision for the proposal, drawing on successful models to build stakeholder confidence. Concerns were raised about the lack of commitment from potential partners and the need to address the town's financial concerns.

Meg inquired about property taxes related to the library property, leading to a discussion on the financial landscape and the need for a well-structured proposal that clearly outlines benefits for the town. Sharon committed to drafting the proposal and soliciting feedback from the group before submission.

Chapters & Topics:

Discussion on Cafe Proposal and Local Business Engagement

Sharon informed the group that the CEO of Hawkeye does not prioritize their project, while the town is eager to move forward. She proposed that they simplify their proposal and consider local businesses as potential tenants, mentioning her own interest in starting a cafe. Jill suggested reaching out to existing cafes for collaboration and emphasized the importance of involving local stakeholders in their discussions.

- * Local Business Engagement: Strategies for involving local businesses in the project.

- * Community Involvement: Importance of community support and stakeholder engagement in the proposal process.

Proposal Strategy Discussion

Sharon outlined her strategy for a three-year lease involving Marilyn

Rodman, who would manage the building while Sharon negotiates with the town. She proposed minimal initial investments and a revenue model that includes leasing other rooms through Peerspace. Imran supported the idea but highlighted the importance of confirming tenant interest and ensuring the proposal meets the town's financial objectives.

- * Timeline and Next Steps: Establishing deadlines for proposal submission and follow-up actions.

- * Financial Considerations: Review of potential costs and revenue models associated with the building.

Proposal Strategy Discussion

Imran Qazi proposed that the team should present rough cost estimates to validate their assumptions and create a plan for offsetting expenses. He highlighted the need to clarify who would take on the risk and liability if the proposal does not succeed. Sharon Forward Foundation agreed with this approach, suggesting they could lease the building and gradually cover costs as more vendors come on board.

Proposal Strategy Discussion

Imran Qazi highlighted the need for a clear, written proposal that outlines various options along with their potential risks and benefits to aid comprehension for the select board. He noted that visualizing the plan would help in addressing concerns and refining the strategy. Sharon Forward Foundation expressed willingness to document the information, while Jill Shangold Dougherty pointed out the challenge of engaging in discussions without access to the relevant numbers.

Proposal Strategy Discussion

Jill Shangold Dougherty discussed the necessity of articulating a clear vision for the proposal, referencing the Taunton project as a successful model. Imran Qazi supported this approach, stressing the importance of instilling confidence in stakeholders. Sharon Forward Foundation pointed out that a letter of interest from Marilyn Rodman was not a firm commitment, indicating a need for more concrete assurances.

Discussion on Property Taxes and Development Feasibility

Meg Dussault inquired about property taxes for a library property, and Sharon from the Forward Foundation clarified that while there are no property taxes, there is an expectation for some payment. Sharon also discussed the financial calculations for condo developers, revealing that the expected property tax revenue of \$10,000 would not be enough to attract developers. She expressed skepticism about the feasibility of the project given the lack of developer interest.

Proposal Strategy Discussion

Sharon from the Forward Foundation highlighted the urgency of crafting a proposal that effectively communicates the benefits to the town, especially given their current lack of options. Meg Dussault supported this idea, stressing the need for clarity in the proposal. Jill

Shangold Dougherty raised questions about the proposal format and suggested using visual elements to enhance understanding. The group discussed the importance of community engagement and awareness in the proposal process.

Action Items:

- * Sharon Forward Foundation will engage with local businesses to discuss potential partnerships for the building.
- * Imran Qazi will review the proposal details and provide feedback on the financial aspects and assumptions made.
- * Dussault Meg will share the financial numbers she has gathered with the team for their review.
- * Dussault Meg will call back the finance committee to gather information on property taxes and other hidden costs associated with the building.
- * Jill Shangold Dougherty will follow up with Anya regarding her efforts to engage more participants in the meetings.
- * Sharon Forward Foundation will draft a proposal for the town regarding the building usage and potential tenants.

Key Questions:

- * What are the current expenses associated with the building?
- * How can the proposal be structured to address the town's concerns?
- * What is the timeline for submitting the proposal to the town?

Notepad:

- * No notes