

Public Comment Notice

Town of Wells

The Town of Wells is applying to become certified under the State of Maine's Business-Friendly Community Program.

Comments may be submitted in writing no later than September 6, 2013 to: Andrea K. Smith, Department of Economic and Community Development, 59 State House Station, Augusta ME 04333-0059 or by e-mail at andrea.smith@maine.gov

The application submission is available on the Town of Wells website at www.wellstown.org, Town Managers Office located at 208 Sanford Road and at all Selectmen, Planning Board and Zoning Board meetings through September 6, 2013.



**BUSINESS-FRIENDLY COMMUNITY
CERTIFICATION PROGRAM
APPLICATION FORM**



The Governor is seeking applications for the Certified Business-Friendly Community Program. Applications can be made by Communities, Chambers of Commerce, Regional Development Authorities, Trade Organizations, Businesses or individuals but require the approval of the community being considered.

A volunteer scoring panel will review and score the applications received. Applications are due May 3rd and September 6th. All communities that become certified under this program will be recognized with an award by the Governor. Certified Business-Friendly Communities will also receive recognition on the State of Maine DECD website and will receive a certificate as well as two "Certified Business-Friendly" signs.

Applications for certification will be evaluated and scored based on narrative answers, response to questions and inclusion of information identified on the application checklist. The Review Team reserves the right to seek and/or request and utilize additional information for applications received.

Applicant Identification

Signature of Municipal Official: 	Name: Jonathan Carter
Date: 8-16-13	Title: Town Manager
Signature of Nominator:	Name/Title
Date:	Name of Business/Chamber of Commerce/Regional Development Authority, etc:



Review Team Analysis – 100 Points

Members of the Review Team will assign a Review Point Total for each application reviewed. Review Point Totals will consist of the sum of the four scoring areas below and be determined by the total of each. *The application forms received will be evaluated and scored based on narrative answers, response to question and inclusion of information identified on the application checklist. The Review Team reserves the right to seek and/or request and utilize additional information for applications received.* The following criteria will be used:

Customer Service/Product/Capacity (30 Points) Describe the Community's efforts, resources and capacity to attract new business, retain existing business and assist businesses who want to expand by highlighting each of the bullet points outlined below:

- **Citizen committee and/or professional staff qualified and dedicated to promoting and assisting business development; pursuing economic development policies, programs and projects:** The Town of Wells does not have an Economic Development Committee (EDC). However, like many smaller communities in Maine we do not have any one person on staff that specializes in Economic Development; this is due in part to staffing and with the voters of the community hesitant to approve a new funded position. Therefore, when a potential business opportunity comes forward, we always have taken a team approach with professional staffing. The Town Manager, Town Engineer/Planner and Code Enforcement Officer all participate and have active roles; it starts meeting potential new businesses to identify all viable land and or space within the community. Wells does attend meetings through Southern Maine Regional Planning Commission.
The community has an Ordinance Review Committee (ORC) made up of 9 citizens. The ORC streamlines older ordinances and creates newer ordinances that promote some of the innovative ideas and concepts that entrepreneurs would like to follow through to fruition into new businesses within the community.
 1. The Town Manager and Staff regularly participates with the York County Economic Development Corporation (EDC), York County Community College Foundation, Eastern Trail Management District, Southern Maine Regional Planning, Maine Sea Grant, Sustain Southern Maine Partnership, New England Passenger Rail Authority, Wells Rotary Club, Wells Chamber of Commerce, Wells Reserve, Work Force Housing Collation and Wells Conservation Commission and Rachel Carson, U.S. Fish and Wildlife Reserve.
 2. The Town of Wells business owners, individuals from Boards and Committees along with citizens recently participated in a project/exercise to create concepts to help the Town with short and long range planning with a master plan; they include a Village Center/Mixed Uses, improvement concepts for the Industrial/Transportation District, Community Gate Way into the community.
 3. The Town participates and promotes the Community Development Block Grant Program to assist new and existing business owners.
 4. Local ordinances that allow additions and renovations under 6,000 square feet to have their projects reviewed by a Staff Review Committee instead of the Planning Board. This process is conducted in a more relaxed atmosphere to allow the business owner to work with Town Departments directly through a process that is streamlined and productive.
 5. The Town has partnered with MDOT on three projects in the past 2 years to include installing almost 7,000 linear feet along Route One to promote pedestrian walking to the retail shops, beaches and restaurants.

6. A trolley service between Wells and Ogunquit runs from Memorial Day to Columbus Day to help alleviate additional traffic and promote small businesses in both communities.
 7. The Town of Wells owns a cooperation known as Wells Development Corporation used for development in the Wells Private Industrial Park. Businesses that have had the opportunity to benefit include; Shaw's Supermarket Regional Distribution Warehouse, U.P.S. Terminal, WASCO Skylight Manufacturing and Village Candle Manufacturing and Distribution Plant.
 8. For many years, *five percent (5%)* of the State of Maine Food & Lodging tax has been generated from the Town of Wells.
- **Describe specific projects or programs that the community undertook or has in place to support existing businesses and attract new businesses:** The staff in Town is up to speed on all State regulations, which includes timeframes, inspections and applications. Staff works closely with utility providers as well as conducting onsite visitations with businesses to ensure compliance and cooperation.
 1. The Town adopted and developed through the Comprehensive Plan a new zone called the "Transportation District". The Visitor Center, AMTRACK and a commercial bus depot saw over 116,000 visitors that came to Wells in 2012. Along with short term parking and a self-storage facility, this district sets aside 1,500 acres.
 2. The Town had two new businesses move into the Light Industrial Zone, both businesses revitalize a substantial portion of a vacant factory building. *WASCO Window Manufacturing* relocated to Wells and kept over 30+ jobs in the area and is planning to expand. *Village Candle Manufacturing* and distribution also relocated and added 20+ jobs to the local economy. Throughout the integration process both companies have given the Town great feedback in our application process, fees and same day services as very accommodating and fair. The businesses also have access to the railroad from the building.
 3. The Wells Sanitary District recently purchased a tract of land bordering the Transportation and Light Industrial Zones for the sole purpose of a waste water pumping station. This will enable and attract businesses into both of these areas for future development and expansion.
 4. Several projects are in the early development stages which will be beneficial to existing and potential new businesses to Wells. The Town is currently in discussions to bring natural gas across school campuses, reaching Route One to begin servicing businesses along the Route One corridor. Fiber Optic trunk lines running approximately 5 miles south of Route One through Ogunquit will offer phone, cable, and internet technology which will increase the opportunities from new and existing technologies. The Town is also in the development stages of the use of a Solar Array Farm and the use of alternatives energy options.
 5. An MDOT and Town funded project recently finished on Route 109 updating and adding infrastructure to include natural gas to include a portion. A of the Industrial District and Transportation District that did not have the gas utility now have the ability to receive the service.
 6. Four restaurants made great strides in the past 18 months. *Boone Island Ale* moved their location into a much larger space and will go from a seasonal business into a year-round business. Likewise the *Clam Shante* moved into a vacant space that was open seasonally stayed open this past winter with successful results. *Mike's Clam Shack* built a new 3,200 square foot retail fish market, re-vitalized a multi-family structure and expanding its parking lot and finally *Captain Dick's Restaurant & Brewery* installed a brewery that produces beer for their 3 restaurants based in Wells and distributes beer to NAPPI to reach a broader audience.
 7. Wells also repealed its growth ordinance four years ago that limited 132 new single family homes each year as part of its Comprehensive Plan. Wells has many self-employed tradesmen with crews that were in need of work with the economic turndown. This change

opened the local economy up greatly. Over the past two years the Town of Wells issued more new single family homes than any other community in the State of Maine, issuing permits for 155 new single family homes. The Town also issued 479 new commercial lodging permits for a total of 2865 lodging units within the community. The Town also issued 25 new commercial business permits and an additional 81 commercial amendment permits to existing businesses. There are also 108 sub-division lots currently before the Planning Board for approval. In addition to new and existing construction and modification the Town also has a permitted total of 2683 RV and Camping sites that helps contribute to the local economy.

8. The Town Harbor has numerous upkeep and improvement projects. The Harbor recently finished a 3 year process to begin a second Harbor Dredge with the Army Corp. The Town currently utilizes 100 boat slips, once dredged the harbor will be able to accommodate up to the maximum usage of 150 slips, this will also increase the use for local tour boats, whale watchers, charter boats and commercial fisherman. Several docks were rebuilt this past winter and two new bait lockers for local fisherman to use as well as its own clam hatchery to nourish the clam flats. The Town has also been working on additional Harbor projects, this past winter the Dirigo student engineering worked on proposed planning for a 1400 lin. foot "Foot Bridge", and the Town is also in the planning process of a 1.7 mile "Marsh Board Walk" connecting several marsh and wetland areas to help attract business from visitors locally as well as attracting tourism that ultimately encourages education and preserves the Towns ecstastic's.
9. The Town is continuing an aggressive Infrastructure improvement plan. Numerous road improvements, repaving, culvert and bridge projects have been completed and will continue in 2013, currently the Town has invested \$1,000,000.00 from its Capital Improvement Program annually and the Town approved a \$3,000,000.00 bond dedicated in improving all Town roads to include paving approximately 25 miles of existing roadways. Additional Road improvement projects have been completed along Route 109 and Route 1, as well as new paver sidewalks.
10. In Early March of this year, Town officials, residents and business owners conducted a planning workshop with Sustain Southern Maine for the development of a Town Center and encouraging development in the Transportation District and Industrial District.
11. The Town Manager, Board of Selectmen and Public Safety personal attend ribbon cutting ceremonies to help welcome and promote new business on on-going bases.
- **Community/Business efforts to retain, expand, and/or recruit new businesses (include number of businesses assisted, number of jobs created, etc.):** The Town has partnered with MDOT on three projects in the past 2 years to include installing almost 7,000 linear feet along Route One to promote pedestrian walking to the retail shops, beaches and restaurants.
 1. Wells partnered with MDOT on upgrading the infrastructure north on Route One including sidewalks.
 2. MDOT helped the community re-design the Corner of Route One and Route 109 to help elevate traffic flow issues; the project was completed in the spring on 2012.
 3. The York County Community College is working with the community to create a by-pass road to help elevate traffic congestion from Route 109 to Route One along with re-developing the intersection of Mile Road and Route One to help with the flow of traffic to the beaches and businesses along the coastline of Wells. Part of the project will begin in the fall of 2013.
 4. Town Staff is active with the Chamber of Commerce and Visitors Center helping to promote local businesses and activates in the area to bring visitors to the Town through the media and Town website.

5. The business licensing process was updated two years ago integrating a mailing and pre-filled out re-newel application that only requires the signature of the owner if all information is current on the document. In past years each business would need to apply in person with the Town Clerk's Office.
 6. *Mike's Clam Shack's* major expansion and renovation project allowed the business to grow to employ over 124 year round local people.
 7. The new *Captain Dick's Brewpub* and other restaurant entities within the company's ownership now employs over 115 people with its newly installed beer brewing installation.
 8. The *Lafayette Hotel* and annexes recently did a major renovation project to several of its buildings to include an elevator that is designed to mimic a lighthouse. The Lafayette employs 87 people; many of the positions are year round.
 9. A recent renovation project to an old retail business that had shut down several years ago now houses *Catalano Galleries* an interior design firm with up to 10 year-round employees and is now going through the planning process on an adjacent parcel to build an upscale 100 seat restaurant, deli/bakery and selected retailers to occupy the spaces. The project is planned to start the fall of 2013 hoping to employ up to 75 people once it is finished.
 10. *Moody & Sons* a major construction company based out of Wells that builds over 25 custom homes each year was recently approved through the Planning Board to move its business into a vacant structure along Route One that includes 7,120 square feet of renovations and addition of 3,600 square foot to include its custom cabinetry shop, showroom and offices. *Moody & Sons* employs 20 people year-round and also works with several local subcontractors for electrical, plumbing drywall and mechanicals.
 11. The *Morrison Education Center* recently received Planning Board approval to renovate a 6,000 square foot building for up to 109 special needs individuals. This new business will employ up to 30 year round employees.
 12. *Chase Construction Company* a 6th generation local building company that has been known for exquisite custom workmanship in the region to include renovating a home designed by renowned architect John Calvin Stevens recently received approval to renovate an existing home into a 3,040 square foot show room with offices after the Staff Review Committee approved the project. *Chase Construction* employs up to 30 year round skilled craftsmen and subcontractors at any given time.
 13. The community had two new daycare/pre-schools open in 2012 renovating existing structures and both revitalized existing dwelling units above their businesses. Both businesses combined will employ up to 10 year-round employees.
 14. A local famous ice-cream business *Scoop Deck* constructed a 420 square foot addition in 2013 and employees up to 15 seasonal employees.
 15. *Aroma Joe's* received Planning Board approval to open a location in Wells to include razing an older home to erect a 788 square foot drive-thru location. *Aroma Joe's* opened its doors for business on December 20, 2012 employing up to 6 people year round.
 16. *Molly Corporation* is a local custom trolley restoration; manufacturing and wholesale company that recently received approval to expand its business to include a second location in the Industrial Park District. They plan to move into their new 7,200 square foot space which includes some leasable area in the fall of 2013. They construct custom trolleys for clients around the world.
- **Adopted up-to-date Comprehensive Plan with identified growth areas, pre-permitted sites/identified industrial sites, commercial and industrial zoning established, including amount of land/area dedicated to industrial development, Downtown Development, etc:**
 1. The Wells Comprehensive Plan was adopted by the Town in 1963, updated in 2003 and amended in 2005 is a long range plan intended to guide growth and development of the

community. Commercial, Light Industrial, and Transportation districts are established and are along or within close proximity to major corridors i.e. Route 1, 109, I-95, railroad and bus lines.

2. The Transportation district encompasses approximately 50 acres available for development.
3. The Light Industrial district has approximately 1,500 acres set aside for development with approximately 5.4 acres that has been pre-permitted for a 98,700 square foot indoor/outdoor storage facility and dwelling unit.
4. The Town currently does not have a dedicated Town Center, in Early March of this year, Town officials, residents and business owners conducted a planning workshop with Sustain Southern Maine for the development of a Town Center, multiple option, concepts and ideas were generated, Sustain Southern Maine will be submitting to the Town a final report for the Town to act on.

• **Describe Community and the resources and tools being utilized to encourage an “open for business” business-friendly attitude:**

1. Staff is well versed on State regulations, including timeframes, inspections and applications. Coordination meetings with prospective businesses and existing businesses to address requirements and all additional questions are timely.
2. The Town has an informative information guide to Town services, and the Town offices are open Monday-Friday 8am-5pm.
3. The Town utilizes the internet and television media to reach businesses, visitors and citizens.

• **Describe programs utilized within the community (i.e., local/regional revolving loan fund, accessing State and/or Federal Grant programs, Pine Tree Zone, Tax Increment Financing, etc.) to improve water, sewer, high-speed internet, housing, etc. that support the business climate:**

1. The Town is continuing an aggressive infrastructure improvement plan. Numerous road improvement, repaving, culvert and bridge projects have been completed and will continue in 2013, currently the Town has invested \$4,000,000.00 in improving all Town roads. Additional Road improvement projects are near completion along Route 109 and Route 1, as well as new paver sidewalks.
2. The KK&W Water district recently purchased a tract of land bordering the Transportation and Light Industrial Zones for the sole purpose of a pumping station. This will enable and attract businesses into both of these areas for future development and expansion.
3. Several projects are in the early development stages which will be beneficial to existing and potential new businesses to Wells. The Town is currently in discussions to bring natural gas across school campuses, reaching Route One to begin servicing businesses along the Route One corridor. Fiber Optic trunk lines running approximately 5 miles south of Route one through Ogunquit will offer phone, cable, and internet technology which will increase the opportunities from new and existing technologies. The Town is also in the development stages of the use of a Solar Array Farm and the use of alternatives energy options.

Economic Priority (Please rank the top 3 priorities in the community)

<input type="checkbox"/> Agriculture	<input type="checkbox"/> Marine & Fisheries	<input checked="" type="checkbox"/> Commercial
<input type="checkbox"/> Retail	<input type="checkbox"/> Electronics	<input checked="" type="checkbox"/> Tourism

Business/Local involvement/Collaboration (30 Points)

Describe the efforts, contributions and collaboration that your community has undertaken to encourage business opportunities as follows:

- **Skilled work force or the willingness to form partnerships with businesses, community, local schools/colleges within the community and/or region to develop go-to-market strategies, pool labor and talent resources, and train people.**
The Town has been very supportive of individual's volunteerism; the Town has over 400 volunteers in various committees. The Town is currently in the process of hiring a volunteer coordinator to better facilitate the volunteer force. The Town has worked with local colleges developing Internship training programs. The University of New Hampshire Marketing Program in 2012 conducted an Integrated Marketing Report for the Town that will benefit the community for years to come.
- **Outline how collaboration within the community with businesses, chambers of commerce, development organizations, etc. have contributed to increasing the "time is money" approach for businesses.**
The Town has a great working relationship with the Chamber of Commerce; representatives actively attend and participate in the Department Heads bi-weekly meetings with the Town Manager. The Chamber puts out an annual information guide outlining general information, events, maps, and business listings and services.
- **Identify quality of life amenities that your community and/or region offer (i.e., educational, cultural, tourism related, etc.)**
The Town has supported and runs numerous community quality of life events throughout the year. Summer concerts, craft shows, Native American Pow Wows, Harborfest celebrations, Family Jamboree, Farmers Market on the Town Hall grounds, and the Christmas Parade are just a few of the events scheduled each year. The Town runs a robust lifeguard program, as well as a Healthy Beach program. The Town Library and Senior Center runs numerous educational programs, and the Recreation Department conducts numerous year round athletic and educational/instructional programs. The Town also offers a variety of Adult education programs located at the High school. The Town, places of worship and local businesses provide numerous outreach and educational programs throughout the year. The Town works closely with the Wells Reserve at Laudholm and the Rachel Carson Reserve promoting educational program, events and wildlife/habitat awareness and monitoring programs for the piping plovers. York County Community College and Wells-Ogunquit Consolidated School District provide educational programs to surrounding communities, citizens/students and organizations to include the use of their facilities at no cost.

Notice for Public Comments/Application Support Letters (15 points)

Describe the efforts of the community, citizens and businesses to increase public awareness of this program and contributed to the application, including:

- **Community and/or business efforts to seek support of citizens to apply for the certification.**
The Town has worked with the Chamber of Commerce to reach businesses and has placed the application on the Town of Wells website and media channel and announced the application and process under Good and Welfare including requests for comments for the public. Copies have also been made available through the Wells Chamber of Commerce.

- **Submission of Notice to solicit Public Comment (Notice must have been published no less than 10 days prior to application deadline)**

The application submission has been available on website as of August 19, 2013. It was announced at Selectmen Meetings on August 20, 2013 and September 3, 2013. The submissions have also been available at the Planning Board Meeting on August 19, 2013, the Zoning Board of Appeals Meeting on August 17th and 25th and Selectmen Meetings on August 20th and September 3, 2013. The application submission is also available in the Town Managers Office.

- **At least three (3) letters of support, at least one of which should be from a prominent/well-known businesses located in the community. The letters of support should ideally be from businesses who are not dependent on retail spending and who have either recently expanded or located in the community or who have utilized local and/or state programs (TIF, PTZ, etc.). Letters should contain specific examples or details of how the community has supported their efforts to be successful.**

The following businesses have submitted letters of support:

Attar Engineering
Chase Construction
Scoop Deck
Civil Consultants

- **Licensing and Permitting (25 points)**

Describe the communities licensing and permitting process and the associated timeline to complete the process.

- If application requires a Site Plan in-house, Staff Review Committee reviews due to scope of project – 2 meetings; Committee meets the second and fourth Tuesday morning throughout the year.
- If the application requires a Site Plan and/or Sub-division Plan reviewed by the Planning Board 2-4 meetings based on complete submissions. The Planning Board meets the first and third Monday of each month.
- State Liquor – 7 days prior to Selectmen’s meeting and applicants return signed application to the State.
- Business License – immediate or next scheduled Selectmen’s Meeting depending of application type.

Utilizing the following chart, please provide the following:

- -List areas where the community requires licenses and/or permits
- -Cost of license/permit and if it is a one-time fee or reoccurring fee
- -What is the purpose/use of the license/permit fees collected (i.e., administrative costs, revolving loan fund, etc.)
- Indicate which of the licenses or permits listed are above what is required at the State level

Type of License/Permit	Cost of License/Permit	One-time Fee, reoccurring Fee	Purpose of Fee	Above State requirement
<i>Building Permit</i>	<i>Commercial: \$60.00 base fee and .20 per square foot of change or new construction Residential: \$35.00 base fee and .15 per square foot of change or new construction</i>	<i>N/A</i>	<i>Inspections, administrative work and Certificate. of Occupancy issuance know as a (C of O)</i>	<i>No</i>
<i>Certificate of Occupancy</i>	<i>No charge, included w/ permit application First inspection is free and \$50 if re-inspect if work is not completed or a temporary occupancy is issued</i>	<i>N/A</i>	<i>To inspect and issue C of O to ensure work done in compliance and protect owner</i>	<i>No</i>
<i>Plumbing Permit (internal)</i>	<i>\$40 min. or \$10 p/ fixture</i>	<i>N/A</i>	<i>To inspect and issue C of O to ensure work done in compliance and protect owner</i>	<i>No</i>
<i>Plumbing Permit (external)</i>	<i>Costs are mandated by the State of Maine</i>	<i>N/A</i>	<i>To inspect and issue C of O to ensure work done in compliance and protect owner</i>	<i>No</i>
<i>Flood Permit</i>	<i>Base fee of \$35.00 and .50 per square foot of the first floor footprint</i>	<i>N/A</i>	<i>Inspections and administrative costs for compliance with FEMA</i>	<i>No</i>
<i>Business Licensing</i>	<i>Most licenses \$10.00</i>	<i>yearly</i>	<i>Compliance with life-safety also acts as business registration</i>	<i>yes</i>
<i>Site Plan when applicable</i>	<i>\$300 for Planning Board Review-\$150 for Staff Review</i>	<i>N/A</i>	<i>Administrative cost, review by Town Engineer and inspections by Town Engineer for site work</i>	<i>No in line w/ State Statute Title 30-A</i>
<i>Subdivision Review if / when applicable</i>	<i>New Application:\$300.00 and \$120 per lot Amendment: \$100.00 and \$120 for additional lots</i>	<i>N/A</i>	<i>Administrative cost, review by Town Engineer and inspections by Town Engineer for site work</i>	<i>No in line w/ State Statute Title 30-A</i>

Completed Application Forms and supporting documentation should be sent to:

Department of Economic & Community Development
 Attn: Andrea K. Smith
 59 State House Station
 Augusta, Maine 04333-0059

APPENDIX

A-B



August 15, 2013

To whom it may concern:

Chase Construction, Inc has had our work shop and cabinet shop in Wells for the last 28 years. Five years ago, we decided to market our fine cabinetry and custom millwork as The Webhannet Co. Since that time, we have seen a steady growth in our cabinet shop.

A few months ago, we decided to look for a piece of property on Post Road (Route #1) in Wells, where we could open an office and showroom for both Chase Construction and The Webhannet Co. After a brief search, we decided to purchase an existing building at 675 Post Road.

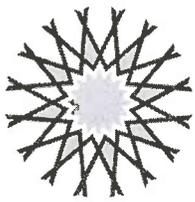
Being familiar with the process, I went to the town and inquired about the procedure. The staff at the Wells Code Enforcement Office and the Planning Office were very helpful, as always. We made the application for our new office and showroom and it went to the Staff Review Committee. We had approval in two meetings, then had the final plan signed by the committee on the third meeting. I spent a total of less than two hours at these meetings.

I would recommend that the town of Wells be given the distinction, that they are Open For Business.

Sincerely,

A handwritten signature in black ink, appearing to read "Barry A. Chase", written over a white background.

Barry A. Chase
President



ATTAR

ENGINEERING, INC

CIVIL • STRUCTURAL • MARINE

The Honorable Paul LePage
Office of the Governor
1 State House Station
Augusta, Maine 04333-0001

August 15, 2013

Dear Governor LePage:

I am writing you in support of the Town of Wells' application for an *Open for Business, Certified Business Friendly Community*.

Our firm, which specializes in civil, structural and marine engineering, has been working in and with the Town of Wells since our founding in 1988 - over twenty-five years ago.

Over the years, we have represented many companies, large and small, and individuals who have located in Wells to do business. These projects range from small, family-run operations to major corporate facilities. We have designed, permitted and managed the construction of large residential, commercial and industrial subdivisions, golf course communities, savings institutions, restaurants, camp grounds and recreation vehicle parks, cottage communities, healthcare facilities, retail operations and hotels/motels.

I have always found the Town of Wells to be very supportive of all of our projects – Town Staff, Town Boards and Committees are very knowledgeable, accessible, responsive and helpful with the planning, review and approval processes. I have continually repeated to my clients over the years that the Town of Wells is a great Town to do business in and one of the few towns which we have actively been continually involved with for the past twenty-five years.

Although a majority of our projects involve Planning Board and the Town's Planning and Development Staff, other projects have required the involvement of the Board of Selectmen, Board of Appeals, Conservation Commission and offices of the Town Manager and Code Enforcement Officer. As expected, my clients and staff have been treated with an effort of resolving any issue which may have prevented a project from going forward. Wells has excelled in this field, consistently, since 1988. I find this trait remarkable considering that the names and faces have certainly changed over the years.

If I can provide any additional information, please do not hesitate to call.

Respectfully Submitted,

Kenneth A. Wood, P.E.
President



Jonathan Carter
Manager, Town of Wells
P.O. Box
Wells, ME 04090

August 21, 2013

Dear Jon,

I want to send this letter to you and the folks at the Town of Wells offices to express our appreciation for the help and support all of you have extended to accomplish our two current business projects: (1) expanding our existing business the Scoop Deck, and, (2) restoring/remodeling the historic #3 Schoolhouse, originally built 1867.

Jon, you well know that I purchased, through a lengthy bid process started in October 2011, the historic #3 Schoolhouse from the Town concluding with the closing on July 3, 2012. When I submitted the bid, the plan was to protect my established seasonal business during my Mother's Estate property settlement (property that adjoins the schoolhouse property) which involved my two sisters. My plan was to be able to subdivide my share of the Estate property, incorporate that into the schoolhouse property, restore/remodel the school, build a new parking and customer congregating area, move the Scoop Deck into the new "old" schoolhouse, and let my sisters do what they wanted with the house and barn (the existing Scoop Deck location) portion of the Estate property.

As it turns out, I was able to work out buying my sisters' interest in the Estate property and closed that purchase on April 24, 2012, which meant as of July 3, 2012 I owned both properties. After much thought, discussion with folks (family, friends, employees, customers, business contacts), hand wringing, and projection analysis during the remainder of 2012 the old phrase "If it ain't broke don't fix it!" kept interjecting itself...we ultimately decided to keep the Scoop Deck where & what it was, expand the existing barn & parking area...AND, also restore/remodel the historic schoolhouse.

As a past corporate management employee and as the sole proprietor/operator of the Scoop Deck for the last 29 years, I know you need good supplier support, a solid business/financial plan, an efficient/dedicated staff of employees, a strong/appreciative customer base, and a very healthy/continuous dose of common sense to be successful. Over the past 28 years we have expanded within our physical building by making gradual changes as needed in order to grow. I believe our record of 28 consecutive years of sales increase over the previous year is testament to our success but, we knew in order to

maintain continued growth we needed to expand our customer service and parking area. So, heeding the afore mentioned "if it ain't broke don't fix it" philosophy we decided to make a significant expansion to our current barn building and to the parking area AND also live up to our commitment to restore/remodel the historic #3 Schoolhouse!

The sequence of accomplishing this task has been: (1) starting schoolhouse project mid-October 2012, checking entire structure, applying for permits, receiving permits, removing problems (roof alignment, sills, siding, windows, raze entire rotted out addition on backside), enlist professional advice, add small basement area (plumbing, electrical, heating), and re-enforcing structure; (2) interrupt schoolhouse work to start Scoop Deck project in time for May 24th seasonal opening with added parking area, up graded grounds & landscaping, and adding 12' addition to barn to expand customer service area; then, (3) go back to schoolhouse, get additional professional advice, revise plan to include office/living area on 2nd floor, install new windows & doors, insulate, start siding, add new electric & water service, and repair structural woodwork. It is a work in progress with a target of October '13 to be mostly complete. At this point what/who will occupy the building is undetermined, but it will most likely be "soft", quiet commercial use by us and/or renters.

Jon, with all we bit off to chew (a lot for this small businessman) it meant tons of thought, planning, research, work, presentation, and action. I cannot say it was totally smooth sailing, but I can definitely say ALL of the folks officially associated with Town of Wells offices that we came in contact with, with special mention of the Code/Zoning folks, made the process of following the needed guidelines much easier. Their help, support, suggestions, meetings, hearings and follow-up was super! On behalf of me, my son Scott, and our general contractor, Matt Gallant we would like to send you this letter of our appreciation to all those Town folks, and a great big THANK YOU to all!

Sincerely,



Doug Erskine
Scoop Deck, owner/operator

P.S. At this point, we have spent a lot more time and money than anticipated for the two building projects, but we feel very good about our decisions. The Schoolhouse is starting to look a lot less shabby, has generated a lot of positive interest with the public, and will be a nice upgrade for the neighborhood and Town. The Scoop Deck has received nothing but praise for our building, parking and grounds improvements AND, most importantly, is experiencing a most healthy sales increase to date!