



# Salisbury Board of Selectmen

## Meeting Minutes

January 5, 2022

**Approved**

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Selectman Brett Walker, Chair	Present
Selectman John W. Herbert	Present
Selectman Jim Hoyt	Present
Town Administrator April Rollins	Present
Municipal Assistant Kimberley Edelmann	Present

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**Attendees:** Several citizens attended the meeting in person at Academy Hall. Three people joined via Zoom.

### 1) Open Meeting

Chairman Brett Walker opened the meeting at 7:00 pm.

The meeting was started with a moment of silence in memory of Lou Freeman who passed away on December 27. Lou was an active member of the Salisbury Fire Department for over 24 years and was awarded the Salisbury Citizen of the Year in 2007.

### 2) Meeting Minutes

Selectman Herbert made a **motion** to approve the minutes of December 22, 2021. Selectman Hoyt **seconded**. The **motion passed** with all in favor.

### 3) Signatures

Chairman Walker noted that the Selectboard had reviewed:

- ◆ Accounts payable & payroll registers.
- ◆ Intent to Cut Timber – Tax Map 231, Lot 5

All documents are available for public inspection.

### 4) Department / Board / Committee Reports

#### a. Fire Chief / Road Agent

Bill MacDuffie, Jr. noted there was nothing to report. All was going well.

## **b. Transfer Station**

Transfer Station Manager Bert LaFlamme talked about frozen containers caused by the unusual weather. His Casella contact recommended bringing frozen containers to Belmont. While the normal hauling fee to the co-op was \$106, going to Belmont would cost \$120. The Board agreed that Mr. LaFlamme should be able to use his own discretion regarding where to have containers taken.

TS Manager LaFlamme also shared that he had prepared some rates to consider. Chairman Walker recommended he share the information with Town Administrator April Rollins.

## **c. Planning Board**

Selectman Herbert reported that the Planning Board did not meet on Monday, so he had nothing to report. They were still working on the site evaluation forms, providing clarification.

## **5) New Business**

### **a. Elderly Exemptions**

Jeff Earls of Cross Country Appraisal Group addressed the Board. He shared that 2022 is a reval year for Salisbury. Based on what he had observed in other towns, Mr. Earls expects values to increase by 30 to 35%. He noted that that did not mean taxes would go up by that amount. However, about one third of homes typically see increases, one third see decreases, and one third stay the same.

Mr. Earls spoke about two tax exemptions: Elderly and Physically Handicapped. Some towns had high values and therefore provided higher exemptions than Salisbury. The current rates were set in 2009. Changes to exemption rates would have to be approved at Town Meeting.

Chairman Walker believed it made sense to look at the numbers. He believed that currently the exemptions only added up to about \$10,000. Jeff Earls added that only about 15 residents were receiving tax relief.

Tax Collector Gayle Landry said she had been playing with the numbers and had some ideas. She also shared that the income levels to qualify for exemptions were as follows:

- ◆ Single person - Income \$35,000
- ◆ Married couple - Income \$40,000
- ◆ Assets - \$75,000, not including the homestead

Mr. Earls noted that was fairly typical. He believed that Towns could set the limits.

Chairman Walker stated that the limits and the exemption amounts needed to be reviewed and addressed. Selectman Herbert commented about the Veteran's Credit, which was \$500. The State sets that amount.

### **b. Health Officer Nomination - 2022 through 2024**

TA Rollins said that the State had Selectboards recommend or nominate Health Officers which the State then appointed. She shared that Chuck Bodien had agreed to renew for another 3 years. His term expired at the end of 2021.

Selectman Herbert made a **motion** to nominate Chuck Bodien as Salisbury's Health Officer. Chairman Walker **seconded**. The **motion passed** unanimously.

### c. November State Police Statistics

Chairman Walker asked Fire Chief MacDuffie about the fire alarm for Academy Hall and if it automatically called 911 / fire dispatch. The Fire Chief confirmed that to be the case. Chairman Walker noted Academy Hall's alarm was suffering from intermittent line faults.

Chairman Walker read the police call stats for November, as follows:

***NH State Police Statistics  
November 2021***

Type of Call	#	Type of Call	#
Alarm 10-52A	2	Non NIBRS Event / Non-Cat Data	1
Assisting - Fire Dept (10-20)	1	Notifications	1
Assisting Other Police Agency	1	Other Public Service / Welfare Check	1
Family Offenses - Domestic Violence	1	Sex Offender Address Verification	3
Fires (All Working Fires)	1	Traffic Enforcement / Motor Vehicle Stop	12
Hazardous Operator	1	Traffic Hazard	1
Noise Complaint	1	<b>Total Calls</b>	<b>27</b>

Note: NIBRS refers to the National Incident-Based Reporting System

### 6) Old Business

#### a. Global Trash Solutions - Transfer Station Compactor

Chairman Walker invited Peter Spano, the CEO of Global Trash Solutions (GTS), to the call to discuss issues with the delivery schedule for the purchased trash compactor for the Transfer Station. Chairman Walker reported that right before the holiday, the sales director stopped returning his calls and emails. After the new year, Chairman Walker continued trying to make contact. Eventually, he called Peter Spano directly. During that call, he learned that GTS was not in bankruptcy, however they were behind on payments with their vendors. GTS had a plan for that. Also, GTS was willing to provide a full refund.

Chairman Walker asked if there would be a waiting period to get the refund. Mr. Spano said it would take about 6 weeks.

Mr. Spano explained their situation. They suffered a net operating loss in 2020. That carried into cash flow problems in 2021. He had a couple options at that point. One was to consider an acquisition, which was currently in progress. Additionally, he applied for the U.S. Small Business Administration's (SBA) Economic Injury Disaster Loan (EIDL) for businesses which were profitable before the COVID-19 pandemic started. He received preliminary approval for a \$2,000,000 loan.

Mr. Spano explained that 2021 was a profitable year for GTS. The business was a \$9,000,000 company. Now it was a \$7,000,000 company. Mr. Spano was the sole owner. He also noted that the sales contact Chairman Walker had been working with was no longer with GTS. Mr. Spano said he would remain as the point of contact for Salisbury through the rest of the transaction.

Mr. Spano stated that the compactor manufacturer, JV Manufacturing, was aware of the order. GTS does a few

million dollars of business with JV each year, however, GTS was currently a few hundred thousand behind on payments to JV. Mr. Spano said GTS was about 4 weeks away from receiving their SBA loan money. He said it might take a bit longer. He noted that he stood behind the order, which looked good. Everything was done correctly except finalization of the order.

Mr. Spano explained that an updated timeline, including receipt of the SBA loan, payment to JV, and manufacturing of the compactor would allow for a May 2022 installation at the Transfer Station. He added that considering the trouble they have caused, backlog wise, he could put Salisbury's order to the front of the line, possibly allowing for an April installation.

Selectman Hoyt commented that to keep the 2022 budget in check, a budget which was built with the expectation of reduced costs due to the use of the new compactor, an April installation would be preferred. Chairman Walker agreed the 2022 budget was a concern.

A member of the public asked if the company were to be sold, would the Town's contract go to the new company? Mr. Spano said the acquisition would be an asset purchase, not a business purchase. He would continue to manage waste & recycling accounts. He would continue to sell compactors.

Selectman Herbert recalled that the town was disappointed by a previous purchase, years ago, which resulted in the vendor taking off with the money. He wanted reassurances. Chairman Walker said he and Mr. Spano should stay in constant contact with bi-weekly phone calls. If the loan did not come through, the money for the refund would be gone. The only advantage of requesting a refund now was that if GTS went into bankruptcy, the town would be at the front of the line to receive the refund. However, compactor prices were continuing to increase and the town would possibly need to come up an additional \$15,000 to purchase a compactor; the approval process would have to start all over again. Chairman Walker was not comfortable with the whole situation. However, he did not see a lot of options.

Bill MacDuffie Jr. commented that, having been through a similar situation, at least the town had a contact at GTS who was willing to continue having a conversation.

Mr. Spano commented that his business was valued at about \$7,000,000. If the SBA loan did not come through, he had another acquirer from whom he was expecting to receive a letter of intent in the next week. So, the money would be available one way or another. He was not going to let his clients down. His 14 year old business grew 40% per year, three years in a row. He thought it was a rocket ship trip that would never end, until COVID. He did become successful by letting his clients down.

Chairman Walker said he wanted his compactor without having to take any legal action.

Mr. Spano said he would commit to the April timeline. He would also be happy to have bi-weekly phone calls with Chairman Walker. Chairman Walker said he would reach out to Peter Spano in the near future.

Gayle Landry complimented Chairman Walker on how he handled the change in situation and the discussion with Mr. Spano and thanked him.

Harvey Peters asked what would happen if the deal fell through, noting that the cost of compactors certainly would have increased. Chairman Walker said the Town could not spend any funds on a different compactor until they had the full refund in hand. And if the cost was higher for a different compactor, the Town would have to vote again on funding the purchase. Chairman Walker added that the situation might have been different had the Town ordered directly from JV instead of going through GTS.

## 7) Selectmen's Updates

### a. TDS / Broadband

Selectmen Hoyt provided an update, sharing that Joel Dohmeier had provided an update earlier in the day:

*Jim,*

*Good news to share! The project has been approved! It will be contingent on two things:*

- 1. Reaching a signed agreement between the Town and TDS for the funding; and*
- 2. Getting approval of the boundary change by the Commission*

Selectman Hoyt note the first thing was already done. Regarding the boundary line change, Mr. Dohmeier provided additional information:

*Jim: We have to put together a filing for the Commission to approve and Consolidated to support which they said they would. I can't speak to timing as to when its approved. That will be up to the Commission. There will be no sharing per se, the 27 addresses will be in TDS service territory once boundary change is approved. We will be a tri owner of the telephone poles with Consolidated and Eversource.*

Everything was going forward.

A member of the public asked about the cost. Selectman Hoyt responded that TDS was aware of the amount of funds approved by the Town. \$118,000 was approved for TDS. But the costs involved in engineering was not known. They were waiting to hear what the electric company was going to do. All that was now done. Everyone came to an agreement. And now everything could go forward.

Chairman Walker added that that was the last step; talking to the owners of the pole. CCI agreed, but wanted TDS to also take two streets in Andover. Things kind of fell apart at that point, as TDS did not want to take that section. The compromise was that CCI would keep the roads in Andover, TDS would take the boundary in Salisbury, but they agreed to share the poles. The electric company was also on those poles. The poles would need to be able to handle another strand. Now, a good resolution of sharing had been reached. The timing was still unknown as the PUC (Public Utility Commission) had to approve everything.

The next step was to get the final contract with TDS. When asked by Gayle Landry if the contract might be for more money than expected, Selectman Hoyt reiterated that TDS knew how much funding had been approved at Town Meeting.

A member of the public asked about assessments and taxes for those without internet. Town Administrator April Rollins and Tax Collector Gayle Landry both noted that it was on the radar; assessments would be reverted. Each year, property owners could file for abatement.

## 8) Public Comments

### a. Holiday Decorations on Town Buildings

Dora Rapalyea asked why the buildings were not decorated this past holiday season. TA Rollins said that Walter Scott had been the driving force behind that in past years, but since he retired, it didn't get attention. She promised that next year, it would be taken care of again.

## 9) Town Administrator's Report

### a. Candidacy Declarations

Town Administrator April Rollins reminded everyone that the opening day for declaration of candidacy for Town positions was coming up. She encouraged people to sign up.

## 10) Adjournment

Chairman Walker made a **motion** to adjourn the meeting at 8:01 pm. Selectman Herbert **seconded**. The **motion passed** with all in favor. The next meeting: Wednesday, January 19 at 7 pm at Academy Hall.

Respectfully Submitted,

Kimberley Brown Edelmann  
Recording Secretary

*These meeting minutes were reviewed and accepted on January 19, 2022.*

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*Selectmen, Town of Salisbury*