Present: Approximately 35 attendees; those signing in included: Michael Morfit (Landgrove), Gail Acosta (Peru), Stewart Beattie (Peru), Bob Stelz (Peru), Peter Robertson (Peru), Tyler Yandow (Dorset), W. Strachmer (Peru), Ryan Prins (Peru), John LaVecchia (Dorset), Brian Knight (Manchester Village), Nancy Faesy (Dorset), Phil Chapman (Rupert), Judy Boehlert (Sandgate), Suzanne dePeyster (Sandgate), Christine Murphy (Landgrove), Meg Cottam (Glastenbury), Jed Rubin (Rupert), Bruce Lierman (Bennington/Transportation), John Ogden (Landgrove)

Pat Gordon (Bromley), Bill Cairns (Bromley), Adam Filson (Bromley), Michael van Eyck (Bromley)

BCRC Staff: Michael Batcher, Catherine Bryars, Jim Henderson

Meeting opened at 6:00pm by BCRC vice-chair Meg Cottam.

Business Items

Judy Boehlert motions to pass minutes from last meeting. Seconded by John LaVecchia. No discussion. Approved.

Meg Cottam opens public hearing on approval of municipal plans and confirmation: towns of Landgrove, Manchester, and Stamford, and the village of Old Bennington (plans can be viewed here). Results of ballot vote totals 18 affirmative votes from 28 total municipal commissioners (no votes in the negative) and 20 affirmative votes from 36 total regional commissioners (with no votes in the negative). Gail Acosta motions for commissioners to approve and confirm said municipal plans. Seconded Nancy Faesy. No discussion. Approved. Public hearing closed.
Presentations

Jim Henderson, BCRC Environmental Program Manager - Clean Water Funding Opportunities for Municipalities

Handout summarizing funding opportunities is posted on the BCRC website (www.bcrvt.org).

Background: VT Clean Water Act (2015) made funds available to regions and towns to mitigate and prevent water contamination. Total maximum daily loads (TMDLs) refer to the amount of nitrogen and phosphorus entering waterways. Two major sources of nutrient runoff into waterways are paved and gravel roads. There are more miles of gravel roads than paved roads in Bennington County.

Sources of funding to address water contamination from roads:

- Better Roads Program
  - Deadline moved to November this year allows more time to develop applications.
  - Last year BCRC region received $168,000 for construction projects through Better Roads - great because these are not planning studies, they are for implementation/building.

- Municipal Highway and Stormwater Mitigation
  - Good funding source for sand and salt shed construction.

- Transportation Alternatives Program
  - Good for stormwater mitigation, but also for a range of other types of projects
  - Used for $250,944 study of Benmont Ave. for traffic calming, pedestrian and bike study
  - Used for $78,800 grant to create a multi-use path between Applegate and Willow Brook housing projects and Molly Stark Elementary school.

- Municipal Roads
  - New Program – nine towns signed up this year
  - Towns given money proportionate to miles of hydrologically connected road segments
  - 2018 municipal road general permit is coming – every town will have to apply for and receive permit to address erosion issues in the town.
  - There is no application for this program, just goes through Jim Henderson – no reason not to do it.

- Ecosystem Restoration Grants
  - BCRC region received almost $100,000 in past two years for town stormwater plans
  - Towns that have a stormwater master plan get preferred status for future grants such as Better Roads grants

- Clean Water Block Grant
  - BCRC has not fully engaged in this yet, still being developed

- Clean Water State Revolving Loan Fund
  - Targeted toward towns that have wastewater treatment facilities. Intended to fund improvements to existing facilities or construction of a new facility. Only Manchester, Arlington, Bennington and Pownal have facilities (and Pownal’s facility is new, so not a likely candidate)

Additional Programs: Train the Trainer Program and Water Quality Monitoring and Assessment (due in November; serves to assess how a specific intervention project has impacted environment).

BCRC is ready and willing to help any town or group apply for these programs.
Questions/Answers:
New requirements? Any roads with greater than 6% grade must have a stone-lined ditch or vegetated swale; How do stone ditches get cleaned as they fill with sediment and brush? Stones are collected, stockpiled (rinsed), and then reused. Blowers clean several inches down into ditches as well. Blower does not require removal of stone. It may be possible to share blowers across towns.

Bromley Mountain – Presentation on ‘Best Farm Development’
Bromley Representatives: Brian Fairbank (Chairman, The Fairbank Group), Bill Cairns (President and General Manager), Michael van Eyck (Assistant General Manager), Adam Filson (General Counsel)

PDF of Bromley presentation is attached and posted on the BCRC website.
This year will be 81st winter at Bromley; even as ski industry has declined nationally in recent years, Bromley’s visits have remained relatively stable over time; Bromley undertook a market study to understand visitors’ profiles; construction of 200 townhouse and condo units on Best Farm property is hoped to begin in 2020; Bromley is requesting a Peru zoning change (expand Commercial Residential District) and variance for commercial setbacks and height minimums for this PUD.
---
Motion to adjourn at 7:12pm
First Nancy Faesy. Seconded by John LaVecchia.
Meeting Closed.
### Vermont Clean Water Funding Opportunities for Municipalities (SFY2018)

<table>
<thead>
<tr>
<th>GRANT PROGRAM</th>
<th>DESCRIPTION</th>
<th>FUNDING DETAILS</th>
<th>CONTACT</th>
<th>DUE DATE</th>
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</thead>
<tbody>
<tr>
<td>Better Roads</td>
<td>Municipal roadway improvements that benefit water quality, including:</td>
<td>Total Funding Available: $3 million</td>
<td>Better Roads Project Coordinators:</td>
<td>Annually,</td>
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<tr>
<td></td>
<td>- Inventories of roadway erosion and/or stormwater management issues and capital budget planning (Category A)</td>
<td>Max. Award:</td>
<td>Alan May, Eastern Vermont</td>
<td>late Spring</td>
</tr>
<tr>
<td></td>
<td>- Correction of road related erosion and/or construction of stormwater management projects (Category B)</td>
<td>- Category A: $8,000</td>
<td><a href="mailto:alan.may@vermont.gov">alan.may@vermont.gov</a></td>
<td>802-828-4585</td>
</tr>
<tr>
<td></td>
<td>- Correction of streambank and/or slope related problems (Category C)</td>
<td>- Category B: $20,000</td>
<td>Linda Blasch, Western Vermont</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Roadway structures and culvert upgrades (Category D)</td>
<td>- Category C: $40,000</td>
<td><a href="mailto:linda.blasch@vermont.gov">linda.blasch@vermont.gov</a></td>
<td>802-498-7216</td>
</tr>
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<td></td>
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<td>- Category D: $40,000</td>
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<td>Match Requirement: 20% local</td>
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<tr>
<td>Municipal Highway and Stormwater Mitigation</td>
<td>Environmental mitigation activities, including stormwater and water pollution prevention, management, and control related to highway construction or highway runoff</td>
<td>Total Funding Available: $5.9 million</td>
<td>Joel Perrigo, VTrans Project Manager</td>
<td>Annually,</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Max. Award: N/A</td>
<td><a href="mailto:joel.perrigo@vermont.gov">joel.perrigo@vermont.gov</a></td>
<td>802-828-2583</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Match Requirement: 20% local</td>
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<tr>
<td>Transportation Alternatives Program</td>
<td>Environmental mitigation activities, including stormwater and water pollution prevention, management, and control related to highway construction or highway runoff</td>
<td>Total Funding Available: $2.2 million</td>
<td>Scott Robertson, VTrans Project Manager</td>
<td>Annually,</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Maximum Award: $300,000</td>
<td><a href="mailto:scott.robertson@vermont.gov">scott.robertson@vermont.gov</a></td>
<td>802-828-5799</td>
</tr>
<tr>
<td></td>
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<td>Match Requirement: 20% for design and construction, 50% for scoping</td>
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<tr>
<td>Grant Program</td>
<td>Description</td>
<td>Funding Details</td>
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| Municipal Roads Grants-in-Aid Pilot   | Road erosion control projects on hydrologically connected road segments currently not meeting draft Municipal Roads General Permit standards                                                                 | Total Funding Available: $2.1 million, allocated based on towns’ hydrologically connected road miles  | Enroll through your local Regional Planning Commission  
https://www.vapda.org                                                                                                       | July 5, 2017 |
| Ecosystem Restoration Grants          | Design and construction of water pollution abatement and control projects that target nonpoint sources of pollution, including stormwater management, natural resources restoration, road erosion control, and municipal capital equipment projects | Total Funding Available: $3 million  
Match Requirement:  
50% for MS4 stormwater/road projects  
Capital equipment projects:  
50% for large towns (> 5,000 residents)  
20% for small towns (≤ 5,000 residents)  
Non-MS4/capital equipment projects scored higher based on match provided | Marli Rupe, Clean Water Initiative Program Assistant Manager  
marli.rupe@vermont.gov | 802-490-6171  
http://dec.vermont.gov/watershed/cwi/grants                                                                                   | Rolling applications with quarterly review |
| Multi-Sector Clean Water Block Grant  | Construction of clean water improvement projects, administered by statewide partner(s), including stormwater management and natural resources restoration projects                                                   | Total Funding Available: $1.5 million  
Match Requirement:  
50% for MS4 stormwater/road projects  
20% for non-MS4 projects                                                                                                      | Multi-Sector Clean Water Block Grant recipients will administer projects under this program  
Block Grant recipient contacts will be posted here:  
http://dec.vermont.gov/watershed/cwi/grants                                                                                     | June 6, 2017 |
| Clean Water State Revolving Loan Fund | Low interest loans/subsidy for municipal/municipally sponsored wastewater treatment upgrade/refurbishment, combined sewer overflow abatement, and stormwater/nonpoint source management projects                                  | Total Financing Available: $87 million  
Match Requirement: N/A                                                                                                           | Thomas Brown, CWSRF Program Lead  
thomas.brown@vermont.gov | 802-622-4205  
http://dec.vermont.gov/facilities-engineering/water-financing/cwsrf                                                                                           | N/A       |
BEST FARM DEVELOPMENT
People Introduction

- **Brian Fairbank** – Chairman, The Fairbank Group
- **Bill Cairns** – President & GM
- **Michael van Eyc** – Asst. GM
- **Adam Filson** – General Counsel
• Founded in 1936

• Employ ~40 YFT and up to 300 seasonal employees

• Revenues ~$9.5 Million annually

• Currently 300 units in existing Village
Bromley 2016/17 Revenue
$9.466 Million

- Mountain Operations: 39%
- Mountain Adventure Park: 13%
- Snow Sports: 13%
- Property Management: 19%
- Rentals: 6%
- Real Estate: 1%
- Lease, Retail, Concession & Development: 5%
- Water: 2%
- Village: 1%
- Lodging: 1%
Bromley 2016/17 Payroll Expenses
$4.127 Million

- Salaries and Wages: 79%
- Health Insurance: 4%
- Workmans Comp: 8%
- Payroll Taxes: 9%
SKI INDUSTRY SNAPSHOT

• **National Picture**
  • 2014
    • 10 Million Active Skiers
    • 5 Ski Days/Year
    • 50 Million Skiers Days Nationally
  • 2017
    • 8.4 Million Active Skiers
    • 5 Ski Days/Year
    • 42 Million Skiers Days

• **Why The Drop?**
  • Time poverty
  • Competition
  • Changing Demographics
  • Cost
While the ski industry has lost 16% of skier days, Bromley has remained relatively flat.
S N A P S H O T O F B R O M L E Y

- Revenues have been strong despite the 15/16 winter season and its lasting impacts.
• Sought appetite, willingness and feasibility of Best Farm Development
• Gain understanding into what our customer base looks like demographically
• Gather top-level direction on design, amenities and project specs.
• We said we were all about the families!
• Income levels of Bromley skiers well above industry averages.
We note several points with respect to survey responses from respondents with an interest in a purchase at Bromley:

- All are relatively frequent skiers – more than 10 days annually;
- All regard the Children’s Lesson program at the mountain very highly;
- While the majority favor whole ownership, interest in fractional ownership is significant;
- Almost 80 percent prefer condominiums or townhomes;
- A high percentage seek larger (3 or 4 BR) units;
- The overall pricing expectation exceeds $500,000 – a positive given preliminary price estimates for the units.
After applying these assumptions to the response - we calculated that the real ratio of responses to “full” results with respect to real estate interest is: \( X \times 7.164 \). On this basis, the number of potential real estate purchases is estimated as follows:

- 867 households with: Interest in a Real Estate purchase at Bromley; Aged 35 to 54 Years; Income from $250,000 to $499,999;
- 623 households with: Interest in a Real Estate purchase at Bromley; Aged 35 to 54 Years; Income in excess of $500,000;

The extrapolated survey results are assessed in terms of potential absorption in the final section of this report.
PLAN FOR THE FUTURE

• **Long Term Sustainability**
  • Environmentally Sensitive
  • Increase market share – Skier Visits
  • Realistic economic model

• 10 – 15 year build out
• New portal for access to mountain
• Create demand in the market, a realistic economic model
PLAN FOR THE FUTURE
PLAN FOR THE FUTURE

• **Details of the plan**
  • North of current entry portal.
  • Create a Community
  • New access lift, with 3 trails, snowmaking
  • Entry Guest Service Building, Tickets, Coffee Shop, Bathroom and Lockers

• Phased Real Estate development with ski in and out (200 units).
• A central hub with Indoor/Outdoor Pool, Exercise Facility, Kid’s Game Room, Food and Beverage service and gathering areas for owner and guests to socialize.
• Economic Impacts
  • Increase ski visits annually, 20,000.
  • $90,000,000 of taxable assets when completed
  • 30 construction jobs estimated at $1,000,000-$2,000,000, annually.

• Construction materials expenditure of $4,000,000 to $5,000,000 locally
• Long term maintenance and rental service staff of $1,000,000 annual wages
PLAN FOR THE FUTURE

• **Timing**
  - Successfully completed soil testing with engineer and State past 18-24 months
  - 1st round review and assessment of Act 250 issues
  - Working with Peru Planning Board and local Fire Department (Sprinklers in all buildings).

• Now in the process of identifying next steps.
• Targeted presale marketing Fall 2019, with the hopes to break ground Spring 2020, pending permit approval.
Current Commercial Recreation District

Best Farm Project

Current CR District
Extend Commercial Recreation District
THANK YOU