



# Chelmsford Board of Selectmen

Business Amenity Incentive Grant Update

Lisa Marrone

24 February 2020



# Route 129

- Business Amenity Incentive Grant (BAIG) Review
  - Determined, controlled, and managed by the Town's authority
    - Not a procurement process, not a tax incentive
  - Final award determination(s) presented to the Select Board
  - Current deadline February 14<sup>th</sup>, Letter of Intent
  - Town's discretion to amend as needed
  - Funding expires June 30, 2020
- 12 interested prospects, 4 finalists
- BAIG funding \$100,000
- Additional business development funding available \$100,000



# Preliminary Award Decisions

- \$75,000 restaurant with confirmed purchase, contract, and construction agreement for 200-seat restaurant
  - 197 Billerica Road
- \$75,000 restaurant with finalized terms and conditions on lease agreement
  - 330 Billerica Road

# Preliminary Award Decisions

- \$50,000 for a single brewery finalist to present a signed lease agreement
- One brewery finalist is nearing final negotiations on a location
- One brewery finalist is pending a location
- Deadline extended from February 14<sup>th</sup> to April 1<sup>st</sup>
- April 1<sup>st</sup> – absolute final decision

# Recent Correspondence to Finalists

## Two Restaurant Applicants

Marrone, Lisa

**From:** Marrone, Lisa  
**Sent:** Wednesday, February 19, 2020 3:57 PM  
**To:** Lisa L. Marrone (LMarrone@TownofChelmsford.us)  
**Cc:** Cohen, Paul  
**Subject:** Chelmsford Business Amenity Grant - Invitation to Attend / Preliminary Award Discussion

Thank you for all the hard work to reach this point in the process. I would like to extend an invitation to attend the upcoming Board of Selectmen meeting on Monday, February 23<sup>rd</sup> at 7pm.

We have made some preliminary award decisions and I am scheduled for a brief presentation (5-8 minutes) to include your proposed project. You will be briefly introduced during the process and have the opportunity to say a few words at the podium (5 minutes to also include your realtor, broker, or property owner if interested).

At this time, we are recommending the following awards for the 4 finalists that have submitted grant applications with the progress made to date;

\$75,000 Restaurant with a final lease agreement submitted  
\$75,000 Restaurant with a final lease agreement notified 2/19/2020

\$50,000 potentially to be awarded for a brewery candidate

You can send me any additional project updates until Monday afternoon.

A copy of the meeting agenda will be posted through the Town of Chelmsford web-site (Clerk's Office) by tomorrow afternoon.

Sincerely,



Lisa Marrone  
Director of Business Development  
[lmarrone@townofchelmsford.us](mailto:lmarrone@townofchelmsford.us)  
Direct: (978) 244-3303  
Cell: (978) 735-3324

Video: [CrossRoads at 129](https://www.youtube.com/watch?v=CrossRoads at 129)

Web Site: <https://chelmsfordcrossroads129.com>

Please be advised that the Secretary of the Commonwealth has determined that all email messages and attached content sent from and to this email address are public records unless qualified as an exemption under the Massachusetts Public Records Law (MGLc.4, §7(26)).

## Two Brewery Applicants

Marrone, Lisa

**From:** Marrone, Lisa  
**Sent:** Wednesday, February 19, 2020 3:56 PM  
**To:** Lisa L. Marrone (LMarrone@TownofChelmsford.us)  
**Cc:** Cohen, Paul  
**Subject:** Chelmsford Business Amenity Grant - Extending the Deadline  
**Attachments:** Letter of Intent\_Business Amenity Grant Consideration.docx

We would like to provide you an additional opportunity by extending the deadline to accommodate your interests in securing a site within the Cross Roads at Route 129.

Wednesday, April 1<sup>st</sup> will be the absolute final day for any consideration in awarding business amenity grant funds for a project presenting a signed lease agreement and/or a Letter of Intent. Please continue to keep me updated and informed of your progress to establish a restaurant and/or brewery establishment.

Two of the four finalists are being recommended for grant awards in the amount of \$75,000 each. The remaining two are given an extension, of which you are one, to achieve a lease negotiation no later than Wednesday April 1<sup>st</sup> for the potential single award of \$50,000 to one brewery.

Let me know how I can support your needs in pursuit of a secured lease within the Cross Roads at Route 129.

Sincerely,



Lisa Marrone  
Director of Business Development  
[lmarrone@townofchelmsford.us](mailto:lmarrone@townofchelmsford.us)  
Direct: (978) 244-3303  
Cell: (978) 735-3324

Video: [CrossRoads at 129](https://www.youtube.com/watch?v=CrossRoads at 129)

Web Site: <https://chelmsfordcrossroads129.com>

Please be advised that the Secretary of the Commonwealth has determined that all email messages and attached content sent from and to this email address are public records unless qualified as an exemption under the Massachusetts Public Records Law (MGLc.4, §7(26)).

# Next Steps and Expectations

- Grant funding for kitchen construction and kitchen equipment
- Requirement of construction contract agreement and/or;
- Requirement of kitchen equipment purchase order and/or receipt
- Grant funding payments will be made payable directly to kitchen vendor construction contracts and/or kitchen equipment vendors
- Vendors must provide an eligible W-9 to receive payment
- Grant funding expires JUNE 30, 2020



# Chelmsford Board of Selectmen

Business Amenity Incentive Grant Update

Lisa Marrone

24 February 2020

