

William Salas
87 Packers Falls Road
Durham, NH 03824

Todd Selig
Town Administrator
Durham Town Hall
8 Newmarket Road
Durham, NH 03824

February 22, 2015

RE: Request for Proposals for the Adaptive Reuse of the Former Town Offices at 15 Newmarket Road

Dear Mr. Selig,

This letter will serve to further explain my objective for adaptive reuse of the former Town Office.

Executive Summary

For my purpose, I propose a full renovation to the building, keeping the footprint as is, to create a modern energy efficient office space. Since the building serves as the gateway to Durham, all renovations would follow NPS guidelines on sustainability for rehabilitating historic buildings to retain the historic integrity of the property. This would include new windows, doors and paint appropriate to the style of the building. Porches would be rebuilt; air conditioners would be removed from windows as a central air-conditioning system would be installed. All efforts will be made to make the building energy efficient including placing solar panels on the roof in the rear of the building in what was the former council room. These renovations would be supervised by an architectural historian so the building would retain its status on the National Registry of Historic Places.

I propose to purchase the property at 15 Newmarket Road for \$400,000 (Four Hundred Thousand dollars). I estimate that I will invest approximately \$550,000 to renovate the existing building.

Due to the fact that my proposal meets 7 of the eight objectives listed below of the Community Revitalization Tax Relief Credit Incentive, per terms of the covenant I will be seeking tax relief on improvements for 5 years through RSA 79E.

1. Encourages a socially vibrant, economically viable, and aesthetically attractive downtown to provide all town residents and visitors a location both for informal social interactions and for convenient access to quality goods and services.

2. Encourages a pedestrian- and bicycle-friendly downtown.
3. Promotes increased office, retail, and research space on the stories above the first floor of structures.
4. Creates improvements that have the potential to spur further broad private sector investment and improvements to the downtown businesses and overall downtown built environment.
5. Enhances cooperation of the Town and the University of New Hampshire for the benefit of the overall community.
6. Promotes the redevelopment or replacement of outdated, substandard, or blighted structures in a way that is fiscally and socially beneficial to the community.
8. Incorporates and promotes energy efficiency measures and/or renewable energy generation to significantly lower demand for fossil-fuel consumption and enhance the reputation of the Town

It is also my wish to subdivide and sell a portion of the lot in the rear of the property to Mr. George York so that Mr. York, owner of Durham Village Garage of 8 Dover Road can retain the space he needs to sustain his business. Since my business operates within normal business hours, I would also be amenable to allowing the Town of Durham to use parking spaces as needed for overflow parking from the new Town Hall. My vision for the space would not be a burden to the Town's infrastructure and would not have a negative impact on abutting businesses. It will however enhance collaboration between local business and UNH.

Building Use

Applied Geosolutions (AGS) would be the main tenant of the building. AGS has been in business for 15 years and much of our work is in collaboration with the University of New Hampshire. This collaboration includes:

- Joint research projects through Federal grants and contracts
- Technology development and innovation projects through the New Hampshire Innovations Research Center, which serves to increase the competitiveness of NH businesses and creation of quality jobs
- Use of student interns

This relationship has been mutually beneficial as many of AGS current staff have received advanced degrees from UNH.

AGS is also heavily funded through many government, NGO and industry groups. Current contracts are with NASA, USDA, National Science Foundation and the National Institute of Health. AGS works both locally and globally and regularly hosts visiting scientists from around the world. Securing the building with its additional space would

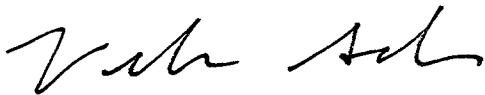
enable continued growth of the business. The added space would also allow the creation and retention of new high tech jobs. The proximity to the University will enable AGS to expand its intern program as students will be able to bike and/or walk from campus.

A secondary tenant will be the Geospatial and Environmental Technologies Institute (GETI), a 501(c)3. The GETI is committed to promoting the use of cutting-edge geospatial and environmental technologies for improved decision-making and environmental stewardship. Through strategic connections between scientific research, technology development and stakeholders, GETI strives to educate and facilitate the transfer of geospatial technologies from the research environment to non-profit, industry and policy stakeholders. The Institute will develop strategic partnerships to promote collaboration among academia, government, and the private sector.

Closing

By preserving the historic character of the building as the lynchpin between the northern and southern historic districts of Durham and enhancing small business relations, it is my hope that this proposal provides the balance that the Town of Durham seeks.

Sincerely,

A handwritten signature in black ink, appearing to read 'William Salas', written in a cursive style.

William Salas



Office of the Town Administrator
Attn: Todd Selig
Durham Town Hall
8 Newmarket Road
Durham, NH 03824

January 30, 2015

Dear Mr. Selig,

My name is Bill Salas and I am interested in purchasing the former town office. I am a 24 year resident of Durham and have raised my three children here. I received my Ph.D. and worked at UNH from 1990-1999. In 2000 I left to form my own environmental consulting company. At present I have 17 employees and we are currently renting space in the Newmarket Mills. I have been looking for commercial space to buy for quite some time but haven't come across anything suitable. A few weeks ago I thought to inquire about the former town hall and because of my travel schedule and a snowstorm I was just able to see the property yesterday. I brought a contractor who specializes in historic renovations with me but would need to get a plumber, electrician and abatement specialist in to properly assess if the building is financially feasible for us. Unfortunately, I am unable at this time to give any kind of quote for the property. I can however let you know what we would propose to do with it.

As it stands, the building meets our square footage needs. We would propose to keep the building as is – no expansion of the footprint, no expansion of out-buildings. We propose to bring the building to code, keeping the facade intact thus retaining the historic integrity of the building. My employees work at their computers so the office space is optimal for our operations. The business requires no foot traffic so we would not be a strain on infrastructure. We have a working collaboration with UNH and employ many of their students as interns. I believe we are a great fit for the town and the space.

I understand that the deadline for proposals is today, but if you don't receive any that are of interest to the town please contact me as I would love to continue to do my due diligence to see what it would take to bring the building back to working order.

Thank you.

Sincerely,

William Salas
President, Applied Geosolutions