



Haverhill

Board of Appeals
4 Summer Street – Room #201
Haverhill, MA 01830
Phone: 978-374-2330 Fax: 978-374-2315
jdewey@cityofhaverhill.com

The regular meeting of the Haverhill Board of Appeals was held on Wednesday evening, January 15, 2020 at 7: P.M. in room 202, City Chambers, Haverhill City Hall

Those Present: Chairman George Moriarty
Member Michael Soraghan
Member Theodore Vathally
Assoc. Member Lynda Brown
Assoc. Member Louise Bevilacqua

Also, Present: Jill Dewey, Board Secretary
Tom Bridgewater, Building Inspector

Absent: Member Joseph Sullivan
Member Ronald LaPlume

Chairman called the meeting to order and read the agenda and those cases with opposition were identified. The Chair man announced that those cases without opposition, The Chairman announced that those cases without opposition would be heard first.

MLJ Holdings, LLC for 410 Hildale Avenue
Applicant: Michael Migliori
Opposition: No
Seeking: Special permit AND variance

Michael Migliori: Good Evening chairman of the board and members, my name is Michael Migliori and my offices are at 18 Essex Street in Haverhill and I'm representing MLJ holdings LLC. Mr. Goffrey currently owns 410 Hildale Ave, that building as many of you may remember that building had a commercial space in it for many years, I think it was a bridal or dress shop and two residential units as well. Mr. Goffrey has come to find out that there is no interest in that commercial space and wishes to convert it into a residential unit with a complete remodel, as per the plans. As a result of this we do need a special permit. There will be no changes made to the exterior of the building, just to the interior with the exception of windows and door, but there will be no changes otherwise. There are some preexisting nonconformities which also require variances they're pretty minor in nature, we do have the appropriate parking for the site. The neighbors are in favor of not having the commercial use, we feel this is a less intense use than commercial. I think I'll wrap it up there and see if you have any questions.

Chairman: Are there any questions from the board? Question from member Vathally: How many parking spots do you have there now? Migliori stated 6



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Chairman asked if any additional questions and asked and clarified that there are two request, one special per it and variances. Migliori confirmed applying for both.

Vote for special permit:

Chairman asked for a motion and member Soraghan motioned to approve and seconded by member Vathally Soraghan: Yes

Vathally: Yes, siting chapter 2558 1-8

Bevilacqua: Yes

Brown: Yes

Chairman: Yes

Vote for variances:

Chairman asked for a motion and member Soraghan motioned to approve and seconded by member Vathally Soraghan: Yes

Vathally: Yes, reason chapter 25579 A-C

Bevilacqua: Yes

Brown: Yes

Chairman: Yes

Motion passed

Building inspector Tom Bridgewater asked to speak, stated to applicant that he still needs to meet building codes, so if going from a 2 to a 3 he needs sprinkle part if not all of the building.

Mike Conte for 730 Broadway

Applicant: Michael Migliori

Opposition: No

Seeking: finding for frontage

Michael Migliori: Good Evening chairman of the board and members, my name is Michael Migliori and my offices are at 18 Essex Street in Haverhill and I'm representing Mr. Conte. Not sure where Mr. Conte is if he is on his way in the building, but this is pretty straight forward. The applicant Mr. Conte, wants to tear down the building at 730 Broadway, there are two buildings coming down they are in the RM zone. Wants to replace with a 2.5 story single family home. The existing lot has a 125 feet of frontage where 150 feet is required, in light of the requested use the applicant is seeking a finding of the board 255-57. The existing structures that are being demolished are pre-existing nonconforming and have nonconformities in addition to the frontage issue that is before you tonight. There is also some issue that retain to this, Mr. Conte and his family are residing in the property which has come to have unsafe dangerous levels of lead which leaves them to have to temporary have to move out and reside elsewhere. When the assessment was done it didn't make



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since to go through the expense of remediating all the issues with the home. So it seemed to make more since to demolish the home and build a brand new home, so that they won't have all those issues. And in addition buy building a new home as you can see on the plan the site, it will be much more conforming than the previous building that is coming down was much closer to the property line and the garage was very close to the property line, the dwelling that's proposed is centered more ion the middle of the property, so we end up with only the one issue the frontage, where we are short 25 feet of the 150 ft is required. It is going to be something that is going to help Mr. Conte and his family because there aren't any other options really.

Chairman: asks if it's going to be owner occupied?

Attorney: Yes

Chairman: asks board if they have any questions

Chairman asked to enter motion and member Soraghan motioned that he finds the request no more detrimental and motioned to approve seconded by member Vathally

Soraghan: Yes

Vathally: Yes

Bevilacqua: Yes

Brown: Yes

Chairman: Yes

Motion passed

Corey Britton for 531 Amesbury Road

Applicant: Michael Migliori

Opposition: No

Seeking: finding for frontage

Michael Migliori: Good Evening chairman of the board and members, my name is Michael Migliori and my offices are at 18 Essex Street in Haverhill and I'm tonight representing Mr. Corey Britton, who's there with his wife. Similar situation for as the last case (730 Broadway), on this the property is in very bad condition, it was recently demolished due to the condition as you can see on the plan, the proposed dwelling is going to be centered on the property, it has a preexisting nonconformity with respect to the frontage at 136.5 feet where 200 feet are required in the SC zone. You can also see from the plan, it's a rather large parcel at 2.7 acres its are petition the house/houses are not more detrimental than the prior residential structure. This is also going to be owner occupied.

Chairman: asks board if they have any questions



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Chairman asked to enter motion and member Soraghan said I make a motion that we find the proposed use for 531 Amesbury Road is no more detrimental than the former structure. 2nded by Vathally

Soraghan: Yes
Vathally: Yes
Bevilacqua: Yes
Brown: Yes
Chairman: Yes

Motion passed

Angelo and Kathleen Petrozelli for 85 Brocton Avenue

Applicant: Angelo Petrozelli

Opposition: No

Seeking Finding AND variance

Angelo Petrozelli: Good Evening chairman and members of the board, my name Angelo Petrozelli “architect”, this is my own home that we’re expanding at 85 Brocton Avenue. I came in front of the building inspector a month ago and said we want to put, what I call a quiet room, which is going to be an addition to our present home. (Applicant is showing the board a plan and pointing and describing the new 12x12 addition) There is an existing porch and they are trying to add the 12x12 quiet room as an addition. They had a place up in Maine for 35 years and had a room that his wife Kathleen used as her quiet room, but they sold that property last year as her health took a turn for the worst. She would like to have a room that she can have peace and quiet in, the room is going to look the same as the one that is there, the design & Character , we are just extending it longer and doing the same design as shown on the plan & pictures I’m showing now. If you drive by and have seen the house, we are just extending what is there out more to the right. The design was done 35 years ago and we are just extending it. The building inspector said I should come in and request a finding, and a variance for the 5 foot addition to the rear. We do live on a pond and have been there for almost 44 years now. We maintain the property all the way down to the lake which the City of Haverhill is grateful for. We maintain it and it keeps the view open for everybody. Hopefully you’ll find us in favor for this finding.

Chairman: asks board if there are questions from the board on either the finding or the variance?

Tom Bridgewater the building inspector advised to Chairman George Moriarty that there is a 30 foot setback from the water. However open decks and stoops can go half the distance. So it would be a 15 ft setback.

Angel advised they didn’t have a variance when they added the addition 35 years ago. And he doesn’t understand why it is an issue now. As he went for and got a building permit 35 years ago without a variance. Chairman asks Angel Petrozelli, from the back 2.5 feet is that what you are looking for, and Angelo says its an invisible property line, its wide open to the lake, most people think we own it, but we don’t. And said that no one has ever bothered him before, that all the other neighbors have always cleared all the way to the lake.



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Chairman asks if any of the neighbors have gone out further than what Angelo is requesting, and Angelo said not that he is aware of. Chairman was wondering if there have been any wetlands violations with him or the neighbors. Angel said not that he's aware of in the 43 years he's been there. Angel said when the lake rises we do have that occasional area between the lake and the rear end of our property (not our property but the cities property) it rises but then by August its all dried up. Then by September/October it may fill up again, but a minimal amount of water, we maintain it to keep it nice and neat.

Tom Bridgewater: advised that we will need to get conservations advise before any building permits are issued. And that conservation would have to sign off

Chairman: asks board if they have any questions

Chairman asked to enter motion and member Soraghan said I make a motion that we find that the addition is no more detrimental. 2nded by Vathally

Finding Vote:

Soraghan: Yes

Vathally: Yes

Bevilacqua: Yes

Brown: Yes

Chairman: Yes

Variance:

Soraghan: Yes

Vathally: Yes

Bevilacqua: Yes

Brown: Yes

Chairman: Yes

Motion passed

Wash Square Jackson Haverhill LLC for 0 Jackson St

Opposition: Yes

Seeking variance

Michael Migliori: Good Evening chairman of the board and members, my name is Michael Migliori and my offices are at 18 Essex Street in Haverhill and I'm tonight representing the applicant. Hopefully you all recall that at the last meeting it was tabled for a month, we were asked to see if we could improve the parking, as the board had concerns with the project. We went back and tried to address it the best we could, but we did some investigation and were able to determine that there are 7 individuals with 7 vehicles that live in the other



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buildings that do you that site for parking. #2 in light of the parking concerns my clients have agreed to reduce the number of units from 12 to 10 which provides us again with additional flexibility, we have 18 spaces on the site. We have been working for a number of months now with our immediate abutter The Veterans NorthEast outreach center and they are currently doing an audit of their parking situation and they believe that they are going to be able to accommodate us as well with some additional parking, should we need it. And I'd like to read the letter into your record, because I think it says a lot about what's going on and the importance of this project.

Letter Dated January 15, 2020

Dear Board of Appeals:

Please accept this letter as a show of support for the project that Exordium Capital is proposing at 0 Jackson Street as we understand their intention, is only the start of what their vision is for the neighborhood. The Veterans Northeast Outreach Center (VNEOC) has been in Mount Washington for many years and our goal as a non-profit organization has always been to provide the highest quality of services to assist, support, and advocate for all Veterans and their families. In order to do this, we need to provide quality housing, a crime-free community, and place where opportunity is plentiful. We feel that Exordium capitals desire to be a significant owner of property within Mount Washington, along with their strong financial capacity and their 40+ years of real estate investing experience, are exactly what this neighborhood has needed. If allowed to follow their plan, we believe Exordium Capitals involvement in Mount Washington will begin to create a much-improved living environment. This will benefit all residents and owners of property on Mount Washington. It is our understanding that Exordium Capital intends to make various forms of upgrades to the area including new residential housing, grounds clean-up, more green space, improved sidewalks, better tenant screening, exterior building improvements, apartment rehabilitation Ect.. As we have become more familiar with their vision, it is clear that we, including the officials of the City of Haverhill, all have a desire to improve the quality of living in this neighborhood. It appears to us that Haverhill, all have a desire to improve the quality of living in that neighborhood. It appears to us that Exordium Capital has the necessary resources to be a significant contributor in accomplishing this objective. In conclusion, we feel that this project and their vision is exactly what the neighborhood needs and hope that the importance of this project and their message resonates with the neighborhood, this Board of Appeals, and city leaders.

Thank you for your consideration

Sincerely,

Rocco Vander Merwe

Deputy Executive Director of Veterans Northeast Outreach Center Inc.

Speaking Attorney Michael Migliori: One other thing we did that the board asked us to do, was to meet with Attorney Zizza, We met with her Monday 1/13/2020 evening. I think we did what the board wanted us to do, I think we were quite successful. Also that fact that we reduced the number of units and are still providing the 18 parking spots and the letter from the Veterans which I think speaks volume for the intent of my client and what they are trying to do in the mount Washington area. Thank you.



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Chairman Moriarty: Just one question, the seven names you gave us of the cars being parked, are they aware of the changes taking place? Attorney Migliori said yes, they have been in the loop.

Chairman asks: Questions or comments from the board

Member Soraghan: Looking at the plot plan, who owns that building at 1 & 3 Washington Street?

Michael Migliori: Its part of this My client is buying all of these properties

Member Soraghan: Ok but my question is, how many units are in that existing building

Migliori: 5, I'm sorry let me correct that it's 4

Member Soraghan: 4 units there, and 10 units of the proposed site. What's your required parking per zone

Migliori: 1.5 per unit, so 15. We have 18 and we are going to be picking up some more

Member Soraghan: Ok I got you at more per the other buildings

Migliori: I don't believe that's the way it works

Member Soraghan: 2 buildings, continues properties, you're are sort of forcing the existing building out of compliance by, because they were already parking back there, that's my argument.

Migliori: And I'm not going to dispute that, but the flip side of that we are certainly not going to do anything that will offend or harm the tenants in those buildings, they are going to make it work. It doesn't make any sense for them to take over these properties and immediately tick off their own tenants for a lack of a better word.

Member Soraghan: I know, but tenants come and go. So how many spaces are you providing.

Migliori: 18 on site

Member Soraghan & Chairman add up spots needed between proposed building and adjoining building.

Migliori: Then says will if you added the other building than it would be short 3, if you combined with the other units. Again, I think we can easily work that out with the Veterans

Member Soraghan: In other words, you are seeking relief from our parking code

Migliori: No, again I don't see it that way, this is a stand-alone project if these lots were to be sold to anybody else, just the lots, anybody could come in and request a variance for whatever they want to do. The other



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properties, never had any rights in the lots that are vacant now, that used to house something a long time ago. But I'll agree to do the math to come up with what you would like to see, and I think that's 21, and we've got 18, I think we can fine certainly at least 3 more.

Member Soraghan: My question stands, so you are looking for relief from us

Migliori: I don't think so, Maybe the zoning officer can weight in, as I don't see it that way.

Tom Bridgewater: I've been going back and forth and if it were different owners/buyers it wouldn't matter, as they are just going for the location.

Chairman: The new owner would still need to be going for parking relief.

Tom: no They have the parking for the proposed building.

Chairman: The adjoining building that Soraghan is refereeing to

Tom: Only because it's the same owner

Migliori: It's so much like the rest of Mount Washington, back when they built so many of these it was all on street parking

Lynda Brown: Is this the green house, if I'm looking at it to the right? Is that #1 Jackson?

Migliori: Yes

Lynda Brown: You are going from 12 down to 10

Migliori: Yes

Lynda Brown: Do plan to do any type of renovations to the current buildings, and can we speak more about it

Julio Fuentes: I live at 20 King St, Newburyport MA. To answer your question, yes, immediately from day one our plan was to attack the exterior of the buildings, there's a lot of siding work that needs to be done, but other than that we plan to bring up the level of landscaping care, we have already spoken to the City and the Mayors office, about programs for curb appeal that would split coat between the city and our company 50/50 and in our opinion that's something that needs to happen right away. With regards the existing 15 units, what we have performed right now is about \$220, 000 for the 1st 3 years on the exterior with an additional \$21, 000 a year for the 3 existing buildings, so those 15 units will all see upgrades. As the apartments turn the internal units will get upgraded, but right away we plan to do the exterior of these properties. And our goal is just not just this project, we wouldn't be here if our goal was only this project, you can't affect change that way. For us to build value, we have to affect change in this area, we are coming in with very low yields, the only way that



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our investors get any return 10-12 years from now quite frankly is if we are successful. If we are not successful in turning this area than it just keeps doing what it has been doing, and that's not beneficial to anyone, nobody wins there. We are in it to win it, but need a launching point and in an area this dense there aren't a lot of places we can build, so we get our capital up and we can follow the IRS rules, cause one we get that high enough than we can buy other properties around and that's a whole different can of worms, and we are happy to take that conversation another time offline, but we are not here for the short term and we are not here to make a quick buck. The bigger this development is for us, literal on this first acquisition we make very little off of this, because right now construction costs are so high and in this area, we can only push rents so high. And that's not our intension anyway, we don't want to displace folks. The point is, if we are going in with a 5% than it is not about us getting a lot of money, it is about us getting enough capital under the IRS rules, than we can go buy properties next door and really control the area and from there begin to effect change. And do the things that we have done for 25 years in real state, we know we can do this. We need to help people understand what we are trying to do, and hopefully this will be the start of it.

Chairman: I'm going to restate it again, so that I understand what's going on here, and make sure we are on the same track here, we are not only here to do a re-lot design, but the 3 existing buildings interior & exterior and you are going to build on the lot beside where it is a vacant lot and when you look at the plan for the new building it has the parking necessary for 10 units, which would require 15 spots and you are providing 18 spots.

Migliori: It has the parking for 12 units, as that is where we started.

Chairman: So there is 3 extra parking spots. But to Mr. Soraghan's point, the seven residents from the other units who were using that are now without a parking space, 3 of them can use 3 that are surplus so to speak, but what's missing is the other 4 spots, that actually is not part of this application. You have created a separate problem or separate issue. We have the letter from the Veterans Association, but it doesn't say how many spaces might be available. So, is it potential the spaces the Veterans would make available that would pick up the other 4 that's necessary?

Migliori: We are hoping actually for more; however, they are underutilized. It's our goal to take them off their hands and composite them. At the same time, my client has been talking about working on some other project with the Veterans, other things for a later date.

Member Soraghan: Just going back to my original question, I asked about 1 & 3 Jackson street, but what about the properties on Washington Street

Migliori: There are a total of 15 units in the 3 properties

Member Soraghan: So the 3 properties 249 & 251 Washington & 1-3 Jackson

Lynda Brown: That's why I was asking where on Washington Street, where do they park? Migliori: Washington street, there are 2 places to park, on street parking or this lot. But out of all of those units, there are only 7 vehicles that park in this lot now.



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Lynda Brown: Just to make sure we are clear, all of those units in the existing buildings, there are only 7 vehicles, that use that parking

Migliori: Yes

Julio: Yes, in fact we have a letter from the current landlord. That is signed off, that he went through and got the roster of the folks that are there.

Lynda Brown: Is that this letter?

January 10, 2020

Dear Board of Appeals:

This letter is in regards to the use of the vacant lot located at 0 Jackson Street and owned by CD Realty Trust. Currently, there are seven (7) of our tenants from adjacent buildings using the vacant lots for parking of a single vehicle each. They are all from the following buildings owned by CD Realty Trust: 249 & 251 Washington Street, 1-3 Jackson St. Below is a list of the tenants and buildings they occupy:

1. Jeri Lynn Elderking – 251 Washington 3rd floor front
2. Dean and Charlotte Thayer – 251 2nd floor rear
3. Ken and Lori Gustavson – 249 Washington 1st floor rear
4. Darren Shire – 249 Washington 2nd floor front
5. Lyman Peterson – 249 Washington 2nd floor rear
6. Tony Laine – 249 Washington 3rd floor rear
7. Alan King – 1 Jackson Street 2nd floor

Please let me know if you need any additional information

Sincerely, Peter Dizoglio, Trustee CD Realty Trust

Chairman: Not to take this another step forward, but of the 15 units, not the new building only 7 have parking needs at this time. But what if there is a turnover, are you saying that if someone else comes in that there's not going to be 3, 4, 5 more cars added to that? You'll now have 12 vehicles that need to park are you assuming that street parking will account for that?

Migliori: Street parking is allowed on both Washington & Jackson Street. Opposite sides depending on the month.

Chairman: Again we are not voting on that piece of property

Migliori: I understand

Chairman: So for the sake of getting a clear picture

Julio: I just want to make it clear that our intention isn't to sort of to be back in front of you in six months, this latterly just allows us to set the investment bar high enough, because we have to matchup for our IRS



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purposes and that's a hole other can of worms, But that allows us to buy other properties, so we wont be back here saying we need 10 more units six months from now. The idea is we can use that umbrella, that capital that we used on this building and increase the portfolio and increase putting these changes in effect.

Chairman: Member Beilacqua

Louise Bevilacqua: My question is really for something that is complexing me, can you guarantee (noting else can be heard on the recorder)

Julio: To be clear these units are not for veterans housing, this is more market rate housing. We are working specifically with the veterans group on their specific needs for their building on Central Street, that's probably a tear down. We are looking to work with them on that, we've looked at other projects with them in New Hampshire and Manchester, so they have specific needs that don't fit this. But we are planning on working with them on other areas of Mount Washington.

Migliori: to Member Bevilacqua the Veterans abut us

Louise Bevilacqua: I realize that, and that's what I'm saying. There is housing on Reed Street and those buildings , I have been on this board for a number of years of years and sometimes you see a project that you anticipate that will be nice, but have seen some housing that doesn't look so good once its up, like the project on Reed St.

Migliori: I don't know if that property if the Veterans

Louise Bevilacqua: Then there the project where the girth is and that's supposed to be Veterans housing and I've been told that Veterans are not going to be living there.

Migliori: Ya that's what we heard as well. Just to clear the air, this is not veterans housing.

Julio: The work we are discussing with them will be 100% Veterans housing. The current thinking is we will lease directly to the veterans group at a well discounted rate, but they would control the folks there. Anything we do with them will be 100% veterans because the lease will be with them, not with the individuals.

Mr. Brooks (The realter) 21 Bradfields Drive: I want you to understand one point, the 2 gentleman that own this right now, who you may know Joe Calman, the mans dying. Just to let you know this was his project. He was going to fix this whole project up, he hasn't got the money and can't do it. I'm going to tell you what's going to happen, if this isn't approved you are going to see the building go down worse than what it is now. They are not going to have the money to take care of it. And Joe is the one who takes care of the property. I know they are talking about other things, but this is a man who right now is in Hospice and he is on his last leg. This is something he'd like to sell so he can give his kids a little bit of money to start their lives too. I didn't know where this was going, didn't know if I should say this or not. This wouldn't have been for sale,



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Joe was fixing this project up, one by one. He just can't do it. There's a little bit of hardship in this too and I guarantee is not going to be any better than it is right now.

Chairman: Can you hear from opposition

Kimberly Zizza: Owner of 241-243 Washington Street. I respectfully completely disagree with the real state agent. I moved into 241-243 Washington Street, bought it at 25, had my daughters there. My daughter Mackala is here with me tonight. My property has been in her father's family for many generations, we bought out 13 people, I intend to leave it to my children to insure its not sold. There are currently 15 units for the property they are discussing now. I did meet with Attorney Migliori and the people proposing this. One thing to note is they are an investment and are investing into real estate and will not be owner occupied housing, this is investment housing that they are seeking. I've been a landlord now for 27 years, and there are turnovers. If you look at the list that they give you, out of the 7 units that have parking, 6 of them are from the building on Washington Street, 2 of them are couples, it does not state how many vehicles are in their household, in another year it could be a whole different crew living there. As far as what's been going on there, let me explain what's been going on there, since the last meeting I have been frequently driving by there and have looked at this lot ant night and have seen what cars are parking there and who's going into what buildings and who's parking at the Veterans Outreach, and what I have personally observed at the lower parking lot unit, there's usually approximately 8 cars parked and then another 7 in the upper area parked. There are some New Hampshire plates, that are going into the Jackson Street or the Washington Street houses, so not everyone who is registered in Massachusetts or living in Massachusetts have their cars register there. And that has always been parking, the prior, well a couple owners ago it was Defeo/Minachello properties her father built these houses, she took quite pride in her buildings. Her tenants were not problematic because she was born there and she lived there till the day she died. She was in her 90's when she died, she was a wonderful neighbor, a wonderful friend and very strict landlord. As far as the building conditions now, the one on Washington Street the mint green one with yellow trim, that had been recently painted within the past 6 years, and they also already put new emergency stairs outside, and painted and sided the outside of the back house. So there the front house on Washington Street which is mint green, there's the back house, then there's the Spanish church, all these properties abut my backyard. At the last hearing I explained to you that although my property is pretty large, I only have a total of 5 tenants, that I try and keep occupancy very low, I believe in quality of living, I believe in giving my tenants garden space, a yard to barbeque and respectful neighbors. To suggest that the current state of these units that its in a horrible state, I believe is a misconception of someone who does not own property next to mine. So I believe Mr. Brooks is completely wrong when he says that. When I first moved in to this area, the Bixby building was an empty factory, that's now a Highrise level apartment, Guirson Furniture was running, he was a very successful business owner, the changes that taking place is the house next to me and used to be owner occupied, that person passed away. And a trust now owns it, and that owner keeps his property impeccable. And every time his tenants move out, they put in new carpeting and his tenants are not a bother to my tenants at all. So to suggest its going to get worse, is to say the units that are there now, have something wrong with them in that block specifically, really insults me Mr. Brooks. My tenants are working tenants, they are hardworking and for you to suggest that its going to go downhill.

Mr. Brooks: I didn't say yours, I said the buildings currently being sold as Joe isn't able to take care of them.



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Kimberly Zizza: I understand the current owner is ill. But that does not mean that another buyer won't come in without a proposal for 10 additional units with an additional Burdon on the neighborhood. Not to say that this might be an opportunity for a family, who can't afford a house on their own, because rents would be coming in and would get to have a piece of the American dream. This is one potential buyer, who's to say there are not going to be other potential buyers that are good landlords. Just like tenants turnover, property's turnover, not my house as that's been in the family for generations and it's going to continue to stay that way. I feel it's very narrow minded to think the only type of person that would buy this property and would improve it are the buyers in front of you. There's always more than one buyer or one interest in a property. As you can see 6 out of the 7 are Washington Street people parking in that lot at the current time. It is a very crowded area, I purposely keep my number of tenants down, so that there's enough yardage for the tenants to enjoy the property. Whenever we cram more people into a property with small square footage, we are actually creating issues. There's no place for them to barbecue, there's no place for them to sit outside, guess what now they are going to sit on sidewalks, their windows are open, there will be a lot of yelling, there's just no space to be a family, no space to enjoy outside at all. And if this was something in compliance, they wouldn't be before you. So the reason why it's before you, is they are trying to pack too many units into a small footprint once again. Now when these houses were built, my house was built before even cars were on the streets. This was a time where there were neighborhood churches, because most families didn't have cars, they'd be lucky if they had one car. Before cars were invented, they would walk to their church, walk to school and store. This is a different generation now, pretty much every adult in a household has a vehicle, at some point and time, even children start driving and get vehicles and different things like that. I am very concerned because my tenants are working tenants, they are great tenants, I probably have the best tenants in all of Haverhill I have to say. And I'm concerned about their quality of living, I'm concerned about my daughter when she gets the building. The tenants or if she chooses to live there, her quality of living. And I don't think piling on top of people is beneficial for anyone. If you look at the outside of the Washington Street building, than you'll see that the prior owner did already do outside extensive area renovations. And in fact some of those renovations affected my property because I had stated, they could go in my yard to do some stuff. When my daughter was born, I planted a tree and they cut the whole top of my tree off. So there has been extensive renovations, because I've had to use my yard to allow those renovations. The Veterans Northeast Outreach does not say that they would give them parking or anything else. Veterans Outreach Center, also has one thing, even though there's a lot of people on a footprint, they have onsite residential management, so if there's a problem there's someone in that building. During the day, a whole bunch of administration is there, so there pretty much they are considered, in my opinion almost as an owner occupied. Cause there is a manager on Duty, all the time looking at the properties, making sure there's not problems, as if there a problem they have to address it.

Chairman Moriarty: I don't want to interrupt you but we are going far field here.

Kimberly Zizza: Well I'm just saying that we got the letter. So I am concerned about you know, putting so many units in such a small place. We already have 15 units on these undersized lots and I just don't think it's right to affect my tenants, my family and my property, when I'm a responsible landlord and trying to do the



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right thing and making sure that there's adequate space for everyone. To me this is contrary to everything I'm trying to do as a landlord and as an owner.

Chairman Moriarty: Thank you very much. Any other comments or questions. Julio, I don't know if you want to rebut any of that. Member Vathally has some questions.

Julio: As far as rebuttal, just as part of the IRS rules if we are not here for at least 10 years and they put the window all the way out to 2047, that way in 10 years 2017 when they launched the idea, so that everyone isn't selling at the same time. The idea is if you are successful and turning this, why would you want to sell it. We are not going to want to sell it. We 100% agree that you know, well my conclusion is City's, especially cities within more liberal states, you are just going to see population increases and unfortunately that's just going to continue. But more specifically with regards to you know ownership of property and what that does to the community, we agree 100% that it has to be ownership, for us we can't make that happen until that sort of 10 year recess starts again cause of the IRS. But for us she's right we are investors, the best exit for us 15-20 years from now is if we do turn this place and all of these 2 family and 3 families that we have ownership with and we have improved and condo'ized them, that is absolutely the best investment out there for us, if we were to sort of life the overall quality of life in this area. So there will be more ownership, but we got to follow a path to get there. But we believe we know we have visibility there and we are not afraid to walk it.

Chairman Moriarty: Member Vathally

Member Vathally: I just want to ask, I guess the fly in the ointment is parking spaces that have nothing to do with your property, you indicated you would try to find that. Would you just briefly cause you are seeking a variance to area front, side, rear everything and 250 to 579 could you just go a few of the conditions, I think that would make the board comfortable.

Michael Migliori: Ya the lot is a beguiler lot it at one point in time, and I don't know how long ago, maybe the building inspector knows, it did have housing on it. That has disappeared, I don't know if it burned if it collapsed or what. It is in an inner-city neighborhood, where many of the lots are the same size or less. So we feel we are not creating any additional issues in the neighborhood. We can address the parking, because of the nature of the lot, there is latterly nothing, almost nothing that can fit on it without a variance. So in my opinion this is why a variance was created for.

Chairman Moriarty: Any other comments or questions from the board?

Louise Bevilacque: Those 7 addresses who are parking there, we really don't know if those are one or two people per address

Migliori: The current owner went through all the tenants and asked them who has a car and who uses the lot and knowing the people, I don't think that they would make that up. And with respect to the current use of the parking lot, we acknowledge the there are people there who use it from the neighborhood from up and down the street, its never been policed, it's just if you live in that general neighborhood you want to pull in there,



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you know there are not any signs there that say your vehicle will be towed, its just been allowed over the years.

Chairman Moriarty: One random question. Who will be doing the property management for these properties that are there?

Julio: So right now, we are vetting 4 different property managers. We have not yet selected a manager, but we have started that interview process and collecting information.

Chairman Moriarty: So you will have a property management

Julio: Yes absolutely 100%. Standard property management across the board, same firm standard and tenant screening. And we'll have a final say on, because we think that the point of having a board, so ya absolutely. All of that stuff will be standardized.

Chairman Moriarty: Any other questions or comments? If not I would like to entertain a motion

Member Soraghan: I make a motion we approve the variances requested for 0 Jackson Street, 2nded by member Vathally.

Soraghan: I'm going to vote no, I don't think it meets the requirements of 255, I think it will be a substantial difference in parking needs.

Vathally: Yes

Bevilacqua: No, I believe it does not meet the requirements

Brown: No

Chairman: Yes

Motion denied

Barbara Gliklich/Wicked Axe for 719 South Main Street
Applicant: Barbra & Shawn Gliklich
Opposiation: No
Seeking: Special Permit

Note: Part of the presentation was showed on a TV



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Shawn Gliklich: Hello my name is Shawn Gliklich and this is my wife Barbara and we are here for a special permit for hatchet throwing and the reason we are requesting a special permit it that there is no designation for this activity in the table of usage. I'm going to provide you with a little presentation about hatchet throwing, that we had designed for our business that we are already incorporated in Massachusetts. The sport of hatchet throwing is goverend by bodies in the world, one is the International Ax Throwing Federation formally known as the National Ax Throwing Federation, they recently went international, because of the capabilities I'm not sure how many the ATF covers world wide but the other body now has them in 19 countries and I believe 4 continents. This is a map showing National Axe Throwing Federation, primarily concentrating in Canada. The other governing body Bobble, are an axe throwing league, the sponsored a world axe throwing championship, that was recently on ESPN on December 9th. The wide spread throwing of hatchets, you can now throw hatchets in Indonesia, Mainland China, Kazakhstan, Russia and Brazil. It's a new and exciting sport and it's already arrived at many sites, Urban Axes is probably the largest in New England currently. Revolution Axe, there's RelAXE that just opened up in Manchester, there's also Half Axed that's been operating for several years I believe. Auguam Axe House, there's Game Time in Amesbury that's going to be opening soon, and Bad Axe in Providence RI. Axe throwing was governed by these two interties and memberships in either of the two require strict inherence for safety standards for owners and spectators. All participants are checked in to insure proper attire and they will all receive safety instructions as well as proper participation adequacy and will also be instructed to proper technique. We will not be permitting any kind of trick shots, these axes will not have any kind of faces attached to them, this is a sport., not a vengins activity. When the axes are not being used they will be placed in a secure location. "They are now passing around a model", so this model was of an arena where there was 4 lanes, for my purposes I prefer to refer it as two arenas as in functional use, you have two coaches and when you group the participants, you group per coach, so I refer to this model as two arenas. All facilities will be inspected routinely and the targets backboard to make sure they are structurally in tacked, as they do degrade over time. The cadge can occasional become damaged and so those areas are routinely inspected, and the axes have to be inspected. Customers will have their ID's checked at the entrance and they will have to sign a liability waiver. In the arenas there will only be one participant per lane allowed into the arenas for new users and groups, it changes slightly for leagues as they are more experienced. Facility rules will be posted throughout the facility to ensure of what the expirations are and behavior. We will have interior and exterior security camera monitors. Although we will be serving alcohol will not allow anyone who is intoxicated to throw, we want to keep it light and keep it enjoyable.

Member Soraghan: How are you going to police that?

Shawn Gliklich: There's going to be one coach for every two lanes. So there's people who can fake it pretty good, but if anyone is physically intoxicated, they wont be allowed to throw.

Chairman Moriarty: You are checking ID's but what's the age?

Shawn Gliklich: We'd like to go 18 plus.

Chairman Moriarty: Like too? What are you going to do?



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Shawn Gliklich: 18 is our intention

Chairman Moriarty: What would prevent it?

Shawn Gliklich: We had applied and did get a special permit to operate in Lawrence. But then we heard about this location and thought that it would suite are needs much better.

Chairman Moriarty: But you are hudging on the 18

Shawn Gliklich: The Mayor in Laurence did not want it to be 18. But there are many facilities around the country that allow 18 and some even younger.

Chairman Moriarty: Guess I'm trying to nail your down, Again "are you going to do 18"

Shawn Gliklich: Yes 18 and above

Chairman Moriarty: I just don't get why its so hard to give me a definite age?

Shawn Gliklich: It would only change if there was significant opposition or if town hall

Chairman Moriarty: I'm worried about it being below 18 is what I'm getting at

Shawn Gliklich: Below 18, oh we are not going below

Chairman Moriarty: Oh that was what I've been trying to get you to say

Barbara Gliklich: There are a lot of family's, you can ask anyone on the streets now and they know about us. Some of the venues allow anyone who can, they allow 12, 13, 14 or anyone who can through an axe, and we would love to allow families to come in, during certain times, maybe during the week, maybe on Monday or a Sunday afternoon, we would love to allow that, were we would not be serving alcohol, to allow for families. We would love to allow the local collages, I've talked to the police department. We are taking everyone's advise. Because we are going to function, however the City says. Just for example that Mayor Rameras in Lawrence said I want you to be a 21 plus facility, so I said ok no problem. Maybe next year after we have an entire year were, we have proven to be responsible and Axe throwing is a great success in your city, well come back to you and say we are going to move our age limit to 16. We are here saying, we're very responsible and we are also in medical fields and when it comes to the police department & fire department, we will do what is recommended, we are not here to fight with you. If this is what you want or what you recommend, than we will do it. Things can always be changed in the future, but no that if there are any issues whatsoever with what we have chosen to do. If we decided, we wanted to open up 18 plus and months down the line we are having tons of issues, I would move the age up. I don't want us to have a problem or the community.

Chairman Moriarty: My thinking is more the other way, 10 and 12 year old's.



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Barbara Gliklich: This is funny, I want to show you something real quick. This is a toy axe made from foam, so if there are kids and want to throw something around on a Sunday afternoon from 12-4, I will let the kids come in and do it.

Member Bevilacqua: So like a birthday party

Barbara Gliklich: We have a presentation, that I think will answer a lot of your questions. Its up to you.

Member Brown: I just want to ask a little bit about your legal waiver, tell me a little more about what they would be signing and who is responsible for signing that?

Barbara Gliklich: Every person who steps in the door, that's going to be throwing axes.

Chairman Moriarty: I think its best not allowing anybody under 18

Shawn Gliklich: Anyone under would have to be with a parent or legal guardian

Member Bevilacqua: You mentioned its going to be inspected?

Shawn Gliklich: When we first open if we affiliate with the International Association of Axe throwing, they will come in and do an actual visible inspection before we open, to see if all the arenas are built to specifications and then as far as the routine inspections.

Member Bevilacqua: You said "if" you are affiliated with

Shawn Gliklich: The only reason I said that is, we will be one of those 2 bodies, we have haven't decided which one yet. As far as the structure of the arenas, their rules are very similar, there's very minor differences and the biggest difference I would say in terms of the two is the target. (They show examples)

Member Bevilacqua: Again you are saying that you are going to be affiliated with one of those chains?

Shawn Gliklich: You mean Governing bodies. Yes we will be

Barbara Gliklich: Yes we have already been pre-approved and they are excited to have us come on board. We are going to be gearing up for leagues so once we have our Haverhill customers, we will be gathering information to see what they would like to see. Would they like to be members of NATI or International?

Shawn Gliklich: Through those governing bodies our members/customers can then go on to participate in National competitions. All of our staff will be trained in first aide, one of our future staff members is trained as a CPR instructor, all of the arenas will have first aide kits, there will be AED's on sight, our staff will be educated in the use of those AED's. All servers, bartenders and managers will be TIPS certified and we will



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has zero tolerance for our customers safety. Our number one question we get from people unfamiliar with axe throwing, is wow you want to have a bar with alcohol and hatchets and the assumption is wow this is dangerous and I have been emphasizing that this is a very safe sport. When we spoke with president of the International ace throwing, they were working with one of the larger chains Bad Axe they have commissioned an actual study with other sports and said its actually safer than bowling, as bowlers can injure their backs, they can drop a bowling ball on their toes, with hatchet throwing its very safe. There's no other sport, where you have the coach with only two participants, there's very close observation. In addition, I have to continue to remind you that if you are a bad person and wish to do harm to people that you don't need a hatchet to do it. I have seen many people hurt from bar fights and there's many items they can use to do harm.

Member Bevilacqua: If you drop a bowling ball you brake your foot, but if you drop a axe you cut off your foot.

Shawn Gliklich: You are not allowed to wear open toed shoes, closed toed shoes are required.

Member Bevilacqua: What if the axe goes back

Barbara Gliklich: Shawn continue on. Some of the questions and theories will be answered later in the videos.

Shawn Gliklich: This is another example of what could go wrong in another bar. A pool que and two guys fighting. I have never seen an injury from a baseball bat when being used during a sport. Everybody in the country has seen people in softball games, but the only people I've seen do horrible acts with them are people who would harm people with anything they can. This is a letter that we have from someone who specialized with axe throwing venues, currently involved with over 140 venues in the country, he's been insuring strictly axe throwing venues for the past 5 to 6 years now. He is not familiar with any single claim from an injury from axes, not one. The interactions we had with the City of Lawrence, we were well received, the City was having us come the ABCC has already approved a license for Wicked Axe, pending the approval from the City. The inspector at the ABCC does the alcohol license reviews, they also dedicated one of their inspectors to let us have a mobile unit at Topsfield fair in 2020. We also have thousands of followers on FaceBook.

Shawn Gliklich: This is a note from Captain Pistone

Ms. Gliklich,

While I cannot write you a letter of support, I can state to whom it may concern that I have met with you regarding your safety plan and business plan for the proposed venue of Wicked Axe LLC, and I find that it is comprehensive and acceptable to the Haverhill Police Department.

Sincerely, Captain Robert P. Pistone, Haverhill Police Department

Shawn Gliklich: I would also like to discuss some of the benefits to the community. I should mention we weren't sure if it was a separate address from 725 which is Academy Lanes or by the clerks office, the former club 125 was actually 719 South Main, However we were informed by the owner of the plaza that he is



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actually 719, that so I am assuming that since we are in the same building as Academy lanes that we are the same address so number 725.

Don Sheldon: I own the plaza next door and the building where Wicked Axe is going and have talked with the assessors and also the Building Department and Academy Lanes is 725 and the next available number would be 721.

Shawn Gliklich: The current building that used to occupy Club 125 has been derelict the past 10 years and is covered with graffiti, there's possible gang markings on the walls, there's an actual squatter lignin in the woods behind it. If this business gets approved, we plan to bring 30 to 50 permanent jobs to the community and high-end traffic to 125 that will benefit community merchants. And we will be attracting workers for the Haverhill community. I say high-end consumer traffic and we will be positioning ourselves in the market, with the prices on our menu and the selection of our cocktails & Beers. Our Business plan is primarily we focus on groups, corporate groups, teambuilding customers. We will be accepting walk-ins and birthday parties, anniversary parties. I have mentioned my wife is a former RN, recently retired and is trauma certified and has experience in disaster prepares'ness, she's an educator, a charge nurse, a trauma nurse and she also has 4 years' experience in Hospital management as the nurse supervisor of 3 different facilities, she is currently attending bartending school and will be getting tips certified and pending a safe service certification, she had also done Human resource work on board certified emergency medicine and she will be working on this as well as another business venue. I also have experience a EMS Director for my hospital, and director of Holly family in Methuen. To provide evidence of the current condition of the property here's some photos that have recently been taken...He explains the photos. The squatter, I didn't knock on his door or she. There's a lot of trash a lot of graffiti the building is deteriorating badly at the current time. So I wanted to speak about the Due diligence that my wife and I have done, so this is 12 months of research and planning and site search and professional consultations to get to this point we both participated in axe throwing league at Urban Axes in Somerville. We also anticipate spending between \$500 hundred Thousand and \$750 Thousand into this project as well Ernie has also said he would rehabilitate the exterior of the building. As for our consultants and future staff we have a league master lined up, who is currently working master at another facility, he'll be training our coaches that we call Axeberts and he also has extensive experience in rescuing a chef that has been consulting with us, he is an educator at one of the community colleges we have been working with, and is working with us to design our kitchen and menu. Some restaurant manages are already prescreened. Our manager that will help us design our bar, menu and train our staff. We have a marketing director, web designer an engineer and a professional surveyor Attorney Robert Manasion are all helping out and waiting to go. We brought videos to demonstrate. (Playing Video)

Chairman Moriarty: Asked to stop the video; I think we have the picture of what its all about.

Barbara: There's another video and its only about 5 long

Chairman Moriarty: What's it going to show?

Barbara: Similar to what we just watched



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Chairman Moriarty: I think we have to picture and want to get to other things. How many people at any given time can be in there? How many lanes are you talking about? How many people and what kind of turnover and what are the accommodations for parking?

Shawn Gliklich: Let me just quickly run through the last couple of slides. We are proposing our hours of operation Mon-Thursday 11-11 and Friday & Saturday staying open a little bit later to 12:30. This is the plot plan, and this picture shows you a picture of 11 arenas lanes but our business we would like 10 arenas, we are likely going to switch one of these to a ping pong table, but in a safe environment and it only takes up the same amount of space, well we haven't figured where we will put the ping pong table.

Member Brown: So when you say arenas and you say 10, is that 20 lanes, so 2 lanes per arena?

Shawn Gliklich: 10 Arenas means 20 shooting lanes. And 20 shooting lanes means 20 participants at a time and 10 coaches at a time. So the seating that we have, demonstrating here, is primarily for the spectators as I said most of our business is going to be groups of maybe 6 or 7. Groups could be friends, a birthday or corporate groups.

Member Bevilacqua: There's going to be leagues too, you said?

Shawn Gliklich: Yes! When we participated in the leagues, they had 30 of us on 4 lanes.

Barbara: It has been requested that we add dart leagues. Which we think would be good. Also Caption Pistone recommended that we don't want to be the last place people go and have drinks, so that's why we will close at 12:30, because we don't want the trouble.

Shawn Gliklich: Yes we will close at 12:30, because we don't want anyone coming in for last call.

Chairman Moriarty: I know this is not part of what you have talked about. But how many employees do you plan to have on shift?

Shawn Gliklich: A Manager, we'll have to talk to the chef to see how many people will be in the kitchen, bartenders and waitstaff. We are modeling ourselves like the one in Somerville, but they don't have any waitresses, they have a walkup counter. But we are going to copy what they have done but are going to improve what we believe is their deficiencies. We are trying to offer some additional games and traditional reasons for people to stay in the bar. For the billiards, play some darts, maybe watch some sports on the TV's.

Chairman Moriarty: How many parking spaces do you think you have there?

Shawn Gliklich: We have 120 spaces



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Tom Bridgewater: No it's 126

Shawn Gliklich: There's 50 or so spaces upfront and another 60 something in the back, there an area when the squatter is living in his tent that will have to be paved and then there's this additional grassy area that I have spoken to Ernie and we really don't anticipate that well need it but if we do, we can either put gravel down or it can be paved. And I'm sure there are no wetlands close to it.

Member Soraghan: I have a couple of questions. You named a bunch of different locations, that are currently in Massachusetts. Are they currently operating a full liquor license?

Shawn Gliklich: Providence RI Axe Bar has a full liquor license, Somerville serves beer wine and they also serve hard spirits, so I'm not sure it qualifies as full liquor.

Member Soraghan: But as I understand, this one you have a full liquor license?

Barbara: Yes

Shawn: Yes

Barbara: Once again, I hate to refer back to Lawrence but we have an attorney Manasion he sighted when we started out in Lawrence, Just go for the full liquor license. My feeling is I really don't want to have hard liquor, but we are not going to have hard liquor, we want to have all the options we can possible have to gauge what our venue is going to have or serve. We want to have what our customers want, we want to have options available, but we are not necessarily going to use.

Shawn: If we are going to have a full license, I'm pretty sure that we wont be offering shots, if someone wants a mixed cocktail that's one thing. We were originally contemplating since we were thinking along the line of offering a Irish Coffe or something.

Member Soraghan: When you went in Lawrence, did they give you any special conditions?

Barbara: We were given a special permit for Wicked Axe. I uploaded it to the website but I have it in writing here.

Member Soraghan: With the special permit, there were no conditions attached?

Shawn: No but the special permit was attached to us, and not to the facility. So we couldn't get the bar up and going and sell it to someone else. Because it was such a new thing.

Member Soraghan: I saw the letter from Captain Pastone and noticed with the safety plan. Do you have a safety plan?



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Barbra: Absolutely

Member Soraghan: What does that safety plan involve? Does it involve, hiring police details?

Barbara: No

Shawn: No, we don't feel at this point its necessary for the kind of clientele we will have. Also our staff to customer ratio is very high.

Barbara: But once again, if we open up and there's any issues what's so ever, we are certainly not opposed to it as we & the city do not want anyone getting hurt.

Member Soraghan: I understand. I have one final question, you prepared a written brief that really doesn't touch upon. I'm going to read you once of the requirements. "The requested use is central or desirable to public use or welfare, I want you to tell me how you meet that? The requested use is a central or desirable convince or welfare

Shawn: Is central to, but a benefit to I certainly think I outlined that in the proposal. This is a property that has been sitting derelict and becoming a nuisance, there's garbage on the site, there's squatters on the site. I'm going to be cleaning this up and brining in customers to the area and hopefully providing 30 to 50 new jobs, which will be an asset to the community.

Barbara: Also there's a Haverhill resident that did some design work me, that told me about this space

Shawn: We would be in Lawrence already building, if not for a local Haverhill resident who thought of this facility and said I know of a perfect spot for you

Barbara: Also before you sign this lease just look at the other spot.

Member Brown: Can I ask you were in Lawrence you were going to be located.

Barbara: Stadium Plaza, right across from the new animal hospital.

Brown: its near where the movie theater was?

Barbara: yes

Member Vathally: That Main street is a bear, so with traffic and safety. I'm assuming its in the plaza where the other stores are? The Chinese retardant, the beach tanning

Shawn: The parking spaces are already there

Member Vathally: Understood.



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Shawn: We have more parking spaces that could be paved, and we are also very close to the highway. We would be directing customers to come off of the 125 exit for Bradford Ward Hill, so that wouldn't increase traffic further above the club into downtown Haverhill.

Member Vathally: Well getting into and out of that parking lot, as you will be adding several spots in that plaza and it's an already busy plaza.

Barbara: I can say I feel really uncomfortable that this is going all over the place. Ernie and us are going to repave it and re line it and put up signage. That is a pet peeve of mine as well.

Member Vathally: Wouldn't you rather get that in place before you open up and it's a mess with traffic and people and neighbors are frustrated. And getting out of across the street at Forrest Acres is a nightmare.

Barbara: Said yes she agrees that the parking lot new lines and signs should be in place prior to opening. I think the issue to tell you the truth is the Dunkin Donuts up the street.

Brown: That's part of the huge issue we are having in Haverhill is with that huge stretch, from when you get of at Ward Hill .

Barbara: I think the Dunkin Donuts is causing that. I dint seem to think the plaza was an issue

Member Vathally: My concern is it's already congested, where you are now.

Barbara: I don't feel that its going to be an issue at all. We are going to make some positive changes to the parking lot.

Chairman Moriarty: Giving his concern, when the bowling ally is having it's league nights, that is a completely filled parking lot.

Barbara: We actually have Ernie on here on speaker phone, and we actually have discussed that and

Chairman Moriarty: I don't need you to discuss it, I need you to tell us. The parking lot where the bowling ally is, is filled with cars on league nights and now you are adding another 120 potential parking spaces wither they will be there the same time or not, I'm not really sure. But we are talking about a lot of cars there. And then the other actual strip mall right there with the pizza shop, convince store, tanning place and the Chinese place, there's parking there too. And there are I think 3 or 4 different entrances and exits there, that are very confusing, when you are going in there you kind of don't know what you are doing and where you are heading. So I agree with what Member Vathally says. I hope you really have a good plan, that really helps to manage that.



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Barbara: Yup. We have already discussed with Ernie his hot times and our hot times and our hot times are going to be on the weekend and we already have a plan in place.

Shawn: We anticipate being busier on Friday nights and Saturday all day and Sunday all day. And there will be a little bit of overlap during the week nights.

Barbara: Quite frankly a lot of his customers are going to come over who are already parked, are going to come over and see us.

Member Brown: Funny cause you mentioned with the liquor license that and fluctuation

Barbara: We were advised for a change to come and talk to all of you and then next would be the ABC, we are going to ask for a full liquor license and like I said we could always go back to our original idea and if we are a success and have no problems and have a full liquor license

Member Brown: It just seems most of these kinds of venues, just have beer and wine or bring your own booze.

Member Bevilacqua: On the video the company identifies itself as 21 plus.

Shawn: That's correct, but that's Urban Axes in Somerville, they elected to go 21 plus. But we have been to many sites in Utah, Providence and Massachusetts.

Member Bevilacqua: But what if I had a 10 year old that wanted to have his birthday party there?

Barbara: Exactly why we want to open it up for a few hours, maybe one a week for families.

Shawn: We have talked amongst ourselves and feel we want to keep it 18 plus for the majority of the time. And if we take anybody under 18, we would set up special hours for family time. Like maybe 10 in the morning for a kids birthday party, then I think we will probably have to consider what a lower age limit would be.

Barbara: It can go all the way down with this this axe here (she shows a toy foam axe)

Shawn: We can accommodate little kids with some modifications, I guess

Member Bevilacqua: (Looking at the floor plan) Do those x's represent little tables?

Barbara: Yes

Member Bevilacqua: Each with 4 seats?



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Shawn: Yes, they are bar tables.

Member Bevilacqua: Would you anticipate people going there just for lunch

Shawn: We are going to be serving food, but I don't anticipate we will be a destination just for food. If that's the case, that's great but really I'm providing food as a service to the Axe throwing customers as I just want them to not just run out the door to go have dinner somewhere else, I would like to keep them in my establishment. Maybe they will stay and go play an hour of billiards and maybe have a second drink. Urban Axe has walk-in times, where they have customers come in spend \$25 and have one beer, then they leave. I want to create an environment where people stay

Barbara: Once when we were playing for 4 hours, then we had to get up and go across the street for food and bring it back.

Shawn: Urban Ax offers food, but it's a very small menu

Chairman Moriarty: What is the occupancy for this establishment

Tom Bridgewater: Right now they are around 340

Barbara: 306

Tom: I thought the last one we had was 340. It is don't by a Mathematical equations

Member Vathally: On your peak time, Saturday whatever is your busiest time, what do you anticipate

Shawn: We anticipate a steady flow, if we had a very large group or corporate customer come in for a 2.5 hour session, the most I would be able to accommodate for axe throwing would be 120 as per all the lanes absolute maximum, so 120 and then if you add up 4 billiard tables and 4 dart boards, that's really only another 32 customers and then maybe a handful of others

Member Vathally: So 200 hundred people, plus your employees correct?

Shawn: Yes so I think the only situation where I would get to 300 is if I had two corporate groups back to back and have one group that has not left yet and the other group that's starting to arrive and they are just lingering around the bar, waiting for the other group to leave. But I think the vast majority of time we will probably have 100 to 150 customers at a relatively busy time

Member Vathally: Again I don't know how familiar you are with that area of 125, or if you are local?

Shawn: Yes, yes we live in Boxford and we are up and down 125



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Member Vathally: So you are familiar with South Main in the afternoon from 4:30 to 6:30-7:00, you are familiar with it. So like I said this venue and I know you wanted to get together and talk about the parking and in and out. But I would suggest you get that, that's important, I would suggest that you look at that parking and you entrance and your exits to that plaza, because I'm telling you its interment to your business and until you get that inflow and outflow to where you want to get it.

Member Bevilacqua; What is it going to cost to throw and axe

Shawn: For a walk-in it's \$25 for an hour, for a corporate customer it's likely to be \$45 for a 2.5 hour session and then beer, wine, drink and food will be additional.

Chairman Moriarty: Any other questions or comments you or the board want to make?

Don Sheldon: Again I own the Plaza next door and I'm also an attorney and I have represented Ernie in the past. Although I haven't dealt with these people, I have delta with the property for years. First of all, you probably know the history of it, that it used to be a night club. It was a very popular club and had hundreds of people in there and they were in and out all the time. Since it has been closed Ernie has had many proposals come to him, and this is the least invasive proposal that he's had. He said Night clubs and sports bars and everything else. This is actually the most minimal use that he has ever had approach his regarding the property. So whatever parking or traffic that there will be the least amount used than anything else that could go there. I was a little statistic in the beginning, and I swear within 2 days I was flipping through ESPN and they were having these championships, so its more of a urban upcoming sport. The reason it is not in your table of use is because it's a new sport, if it were more popular in the past than it would be in your table of uses. Amesbury bowling alley is putting beside them as part of their bowling alley, It's part of their use of the alley. So looking at this you are going to have bowlers, people going over to the Axe and they will interchange. But it's not going to be the night club atmosphere it was even when I owned the plaza and it was crazy parking. Its not going to be that type of people. So I just wanted you to know on Ernie's behalf, this is the least evasive use, especially for the parking.

Member Soraghan: Attorney Sheldon, what's the address again?

Don Sheldon: This would be 721. The building department wanted to give it a new address, this would be 721

Chairman asked to enter motion and member Soraghan said I make a motion that we approve the special permit request for 721. 2nded by Vathally

Special Permit Vote:

Soraghan: Yes

Vathally: Yes

Bevilacqua: Yes



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Brown: Yes
Chairman: Yes

Motion passed