

From: Dave Delaney [<mailto:david.delaney@hanover-ma.gov>]
Sent: Thursday, August 24, 2017 3:42 PM
To: Lloyd Sova
Cc: Troy Clarkson; John Tuzik
Subject: Re: Hanover Crossing - Town Manager

Thank you Lloyd,
I appreciate the feedback and will be sure to share it with the others.

Dave

On Aug 24, 2017, at 1:35 PM, Lloyd Sova <Lloyd.Sova@pecorep.com> wrote:

Good Afternoon David,

I hope all is well at Hanover. I wanted to send out an e-mail in support of securing Troy Clarkson as the Town of Hanover's Town Manager. From the perspective of an investor/developer in real estate we met with Troy and his team early on, prior to our acquisition, he was our first impression of Hanover. We were considering making a large investment in the acquisition and even a larger investment in the redevelopment. We needed to know we would have a level of cooperation from the Town to accomplish our vision. That doesn't mean we won't get challenged, but there is a similar vision to the end goal. That comfort was established with Troy and his team. We shared our thoughts and vision for the project, received feedback, which we have worked into the redevelopment. Troy demonstrated that he understood this is the type of project that will have a long term impact on the Town of Hanover and if done correctly will be a positive impact. We indicated early on that the TIF Agreement was crucial to the success of our vision. Troy understood that and set out a plan to get that accomplished. There were some bumps in the road in terms of length of the agreement, timing and amounts. At the end, we got what we needed and Hanover is getting what they need. Troy has created a partnership with PREP that is crucial to the success of the redevelopment of Hanover Crossing. What I like about Troy is he is fair, thinks outside of the box when necessary and has the interests of the Town of Hanover first. PECO Real Estate Partners strongly supports the next step in securing Troy Clarkson as the Town of Hanover's Town Manager.

Thanks.

Lloyd W. Sova

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