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Linda Kowalske
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Real Estate Committee
Tel: (860)585-4001

Minutes

May 27, 2026

Call to Order: Real Estate Committee Chairman Dan Gentile called the May 27, 2026, Real Estate Committee Special meeting to order at 10:00 a.m., in the Assembly Room, Plymouth Town Hall.

Roll Call: Present were Real Estate Committee Chairman/Member Dan Gentile, and Real Estate Committee Member Janet Laviero. Excused Absence: Real Estate Committee Member Joe Green. Also in attendance were Director of Planning and Economic Development Margus Laan, Tax Collector Pam Pelletier, Mayor David Sekorski and Economic Development Consultant Vance Taylor.

Fire Exit Notification

Real Estate Committee Chairman Dan Gentile noted the Fire Exits for the Real Estate Committee Members and the Public Audience.

Pledge of Allegiance

Director of Planning and Economic Development Margus Laan led the Real Estate Committee and the Public Audience in the Pledge of Allegiance.

Public Comment

Melanie Church, 328 Main Street, Terryville, questioned why Town properties weren't being advertised. She further stated that maybe the Town could sell property to interested Residents, noting she has never seen a listing of available properties in Town.

Pam Pelletier, Tax Collector, stated her office does not do tax sales. She further stated when she forecloses, she gets her money and it is handled through the Clerk and is also available on the State of CT Website. Pam Pelletier stated this was why she doesn't have a listing and briefly elaborated. Pam Pelletier stated her office has the option of taking on trailers, but she doesn't do it, noting Sun Communities (formerly Jensen's) takes care of them for the Town.

Dan Gentile stated Melanie Church was referring to Town properties for sale that don't have any signage indicating they are available for sale. He further stated that Margus Laan had a listing available years ago.

When questioned by Margus Laan, Pam Pelletier stated the Town does not get houses by default, noting she does foreclosures and then they go to public auction ordered by the court, noting Strict Foreclosures usually don't have any value.

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Public Comment Cont'd.

Pam Pelletier stated when a resident decides they want to give the Town their property she is not involved with it.

Dan Gentile stated a case like that would go to the Real Estate Committee; a brief discussion followed.

Tax Collector's Report

Pam Pelletier stated she had nothing to report on at this time.

Discuss and take action on Town Owned Properties (Executive Session, as may be necessary)

Real Estate Committee Chairman Dan Gentile stated Melanie Church was addressing all the Town owned small parcels like at Fall Mountain, by the Water Pollution Control Facility, Lake Plymouth, etc.

Margus Laan stated there are multiple parcels of land that the Town owns at the Fall Mountain and Lake Plymouth area. He further stated if they are vacant and nonconforming in size, they all merge together to at least the minimum requirement, so if there was a 4,000 square foot lot at Fall Mountain, four parcels would merge into one 16,000 foot lot, which is the minimum required because Fall Mountain has sewer and public water. He further stated at Lake Plymouth the minimum requirement would be 20,000 feet because it does not have public water, only public sewer.

Dan Gentile stated letters had been sent out to all Lake Plymouth property owners in an attempt by the Real Estate Committee to merge their properties with the tiny neighboring parcels.

Janet Laviero stated the people did not want to absorb the pieces because they did not want to pay higher taxes.

Pam Pelletier stated that when you merge additional property the taxes do not go up because it is not considered to be a building lot and briefly elaborated.

Margus Laan stated it would be considered as additional land but not buildable. He further stated it would be an enhancement to the property.

Margus Laan stated the Planning and Zoning Regulation went into effect on October 15, 1994, stating that any property sold after that date can be merged together, however if a person owned the property before that date the person has the right to sell the property as separate lots.

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Town Owned Properties Discussion (Executive Session, as may be necessary) Cont'd.

Dan Gentile stated no one knows that the Town is selling these properties or that there is even Town property for sale. He further stated that the Real Estate Committee had asked years ago to put signage on all these properties.

Margus Laan stated he has an old printout of Town properties which he had gotten from former Assessor Ray Ann Walcott. He further stated that at Dan Gentile's request, he will distribute it to the Real Estate Committee Members at the next scheduled meeting.

Jan Laviero stated that she thought the problem might be that when you approach and send letters to the individual homeowners, they might think that there is some kind of cost such as surveying, etc.

Margus Laan stated in order to be effective there should be someone like himself to talk to the people; not just a letter, and then the Town needs to be willing to sell it at a steep discount.

Janet Laviero stated she was willing to call people but would need a printout of what Margus Laan would want her to say.

Dan Gentile stated when he refers to Lake Plymouth, he is speaking about the slivers of property at the dead end.

Pam Pelletier stated some of the people need to hear that they will save money by combining the lots and that they will not be getting charged for the second lot because it's not a building lot, it is just excessive acreage.

Margus Laan stated there are "black holes" throughout the Town.

Dan Gentile stated there are seven or eight acres of unmarked Town property available for sale on Meyers Road. He further stated there could be houses on this property and signage needs to go up for it.

Dan Gentile stated there is also Town owned property located by the WPCA however we cannot sell the dam property. He further stated it is no longer a dam and that it filled up with dirt and has a wall holding the dirt back.

Janet Laviero stated the dam property could not be sold because of insurance reasons. She further stated that the Mayor could request the State declassify it as a dam; a brief discussion followed.

Vance Taylor thanked the Real Estate Committee Members for the opportunity to be at today's Real Estate Committee meeting.

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Town Owned Properties Discussion (Executive Session, as may be necessary) Cont'd.

Vance Taylor stated the last time he was at a Real Estate Committee meeting was when he was instrumental in getting a better price for the South Riverside Avenue property.

Noting his multiple emails sent to the Real Estate Committee Members, Vance Taylor stated he is available as needed to assist the Real Estate Committee just as he assists other boards in Town. He further stated he is available to assist with marketing Town property and just needs the accompany information on the properties. Vance Taylor stated he had paid \$500.00 out of pocket for the 142-151 Main Street Mayfair property sign before it deteriorated. Vance Taylor stated he also has the Mayfair property listed on Co-Star and LoopNet, noting he pays extra to get it to the next level of advertising. Vance Taylor stated that he would resend the signage email to everyone.

Vance Taylor stated for the past few years he has approached the Mayor's Office and the Town Attorney with three separate offers for the property. Vance Taylor stated one of the offers was for a franchise Aroma Joe's with an offering of \$250,000 but was rejected. Vance Taylor stated the second offer was from a Greek restaurant and the offer was \$125,000 and deemed unacceptable at that price. Vance Taylor stated the most recent offer was for \$50,000 for a Domino's Pizza, noting again, the price was too low.

Vance Taylor recommended putting "for sale or lease" on the Mayfair signage, noting the lease wording is a strategy because a national franchise on property with a 15 year lease can be brought to the marketplace and get a really good price. He further stated that investors will buy leases all day long and this might be what will be the best return for this property and maximize it for the Town. Vance Taylor stated he had sent the Real Estate Committee Members an example of signage which included a graphic and suggested wording. Vance Taylor stated he will continue to market the property on the national commercial website for added exposure as he has been doing right along.

Janet Laviero stated if a piece of property is commercial, the information needs to go onto the sign; not just the "for sale" portion of it, which will catch attention. She further stated the Town doesn't want a telephone call asking if a person can build a house on the property; noting the signage needs to be clear. Janet Laviero stated the signage is an investment and she likes having the graphic design on it.

Janet Laviero stated she is not against leasing the property, noting once the property is developed it will go from owner to owner and maybe the Town can sell it for a million dollars, citing the Dollar General's sale as an example.

Vance Taylor stated he agrees with Janet Laviero's example, noting that the Dollar General just sold for a couple of million dollars because it has a national tenant on the lease and there are investors that liked it.

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Janet Laviero stated the Town needs some national tenants for the economic stability that they bring. Janet Laviero stated a telephone call could be placed to Channel 3, noting they do blurbs about everything if the right person can be reached.

Vance Taylor stated once he gets the listing information from Margus Laan, the information can be put on the Town's website. He further stated he might be able to get some free advertising on it from the Bristol Press and the Republican-American. Vance Taylor recommended utilizing Facebook's Terryville Talks, as well.

Melanie Church stated WTIC could also be used.

When questioned by Vance Taylor, Margus Laan stated there is money available for advertising and marketing the properties in the Planning and Economic Development Budget. He further stated that he will check how all the numbers are working for now. Margus Laan stated he will start with the money for the Mayfair property signage first.

Executive Session

Janet Laviero made a motion, seconded by Dan Gentile, to move into Executive Session at 10:35 a.m., to discuss Town Owned Properties, and to invite Margus Laan, Mayor David Sekorski, and Vance Taylor into the meeting. This motion was approved unanimously.

Present for the Executive Session were Dan Gentile, Margus Laan, Janet Laviero, David Sekorski, and Vance Taylor.

Dan Gentile called the May 27, 2026, Real Estate Committee meeting back into Regular Session at 10:52 a.m.

Action, as may be necessary, from Executive Session

No action taken.

Mayor David Sekorski stated that he has had multiple conversations with Vance Taylor, noting they both will make it a point to ensure there is a better delineation of where everyone's role and responsibilities are, and not only Vance Taylor as a Consultant, but also the Land Use Office. He further stated this is how we can better coordinate efforts and noted he had discussed this with the Real Estate Committee Members previously. Mayor David Sekorski stated that he has been aggressively meeting with the Economic Development Commission to help better channel their energies to be more effective with economic development for the entire Town not just industrial development. He further stated this will be critical as the Town moves forward with the downtown. Mayor David Sekorski stated everyone involved will need to have the same goals in mind.

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Town Owned Properties Discussion (Executive Session, as may be necessary) Cont'd.

Mayor David Sekorski stated the notification methods on how Town owned properties are managed needs to be discussed further. Mayor David Sekorski stated the Town will be launching the new Town Website soon which will have a much more upgraded technology platform. Mayor David Sekorski stated that from a marketing perspective, the website will support the Real Estate Committee better, noting he will follow up with Jamie Terry, Technology Director. Mayor David Sekorski stated he will work with the Naugatuck Valley Council of Governments (NVCOG) regarding the dam and declassifying it. Mayor David Sekorski stated that he is enthusiastic about discussing issues the Town is facing with the Real Estate Committee Members, noting that because of historic deeding and ordinances, there are multiple instances that were very difficult for property owners to get through the hurdles to develop their property. He further stated this issue can be discussed at a future Real Estate Committee meeting about goals in terms of how to market the Town and downtown properties.

When questioned by Mayor David Sekorski, Margus Laan stated he will get a past property notification letter for him to review which was sent to property owners by the Land Use Office. Margus Laan stated a Geographical Survey was done at one time of the entire Town.

Mayor David Sekorski stated he will talk to NVCOG about the survey at their June meeting to get their assistance; a brief discussion followed.

When questioned by Janet Laviero, Margus Laan stated he will get the money to Vance Taylor so he can get the Mayfair signage right away. Mayor David Sekorski stated the money could be a transfer if need be.

Vance Taylor stated he will continue to do his electronic marketing of Town owned properties as a courtesy.

Melanie Church stated that a lot of roads have been widened and never deducted from people's assessments, citing Seymour Road as an example, noting other Towns do it. Dan Gentile stated he would get Melanie Church an answer from the Tax Collector Pam Pelletier.

Adjournment

There being no further business of the Real Estate Committee, Real Estate Committee Member Janet Laviero made a motion, seconded by Real Estate Committee Chairman Dan Gentile, to adjourn at 10:58 a.m. This motion was approved unanimously.

Respectfully Submitted,

Patricia A. Hale

Patricia A. Hale, Recording Secretary